

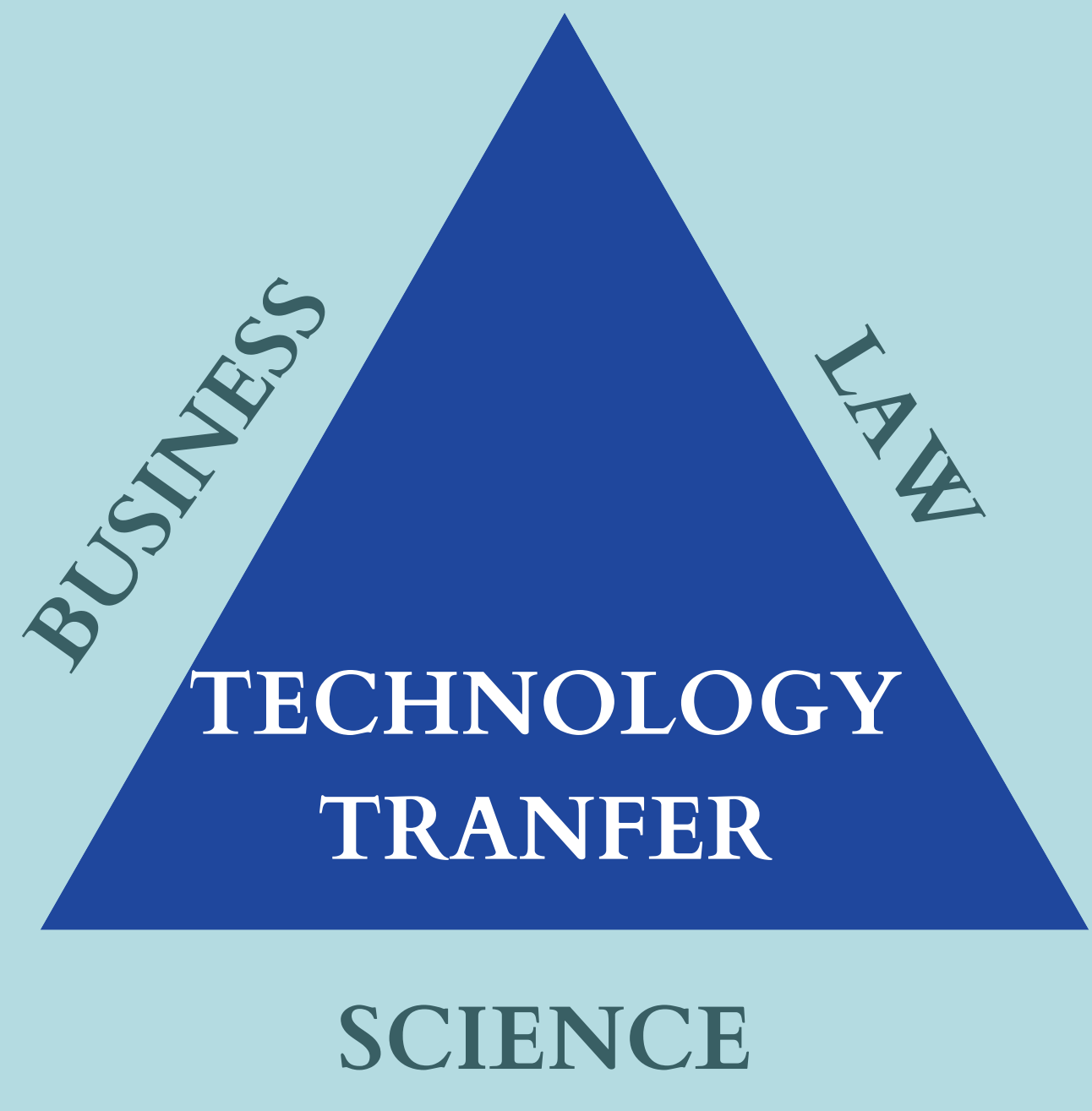
CAREERS FOR SCIENTISTS IN TECHNOLOGY TRANSFER & BUSINESS DEVELOPMENT

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WHAT IS TECHNOLOGY TRANSFER?

- Process of transferring discoveries and information among the academic, industry and government sectors.
- Facilitates the development and commercialization of technologies and promote further research.

As a scientist, you
are already doing
tech transfer!

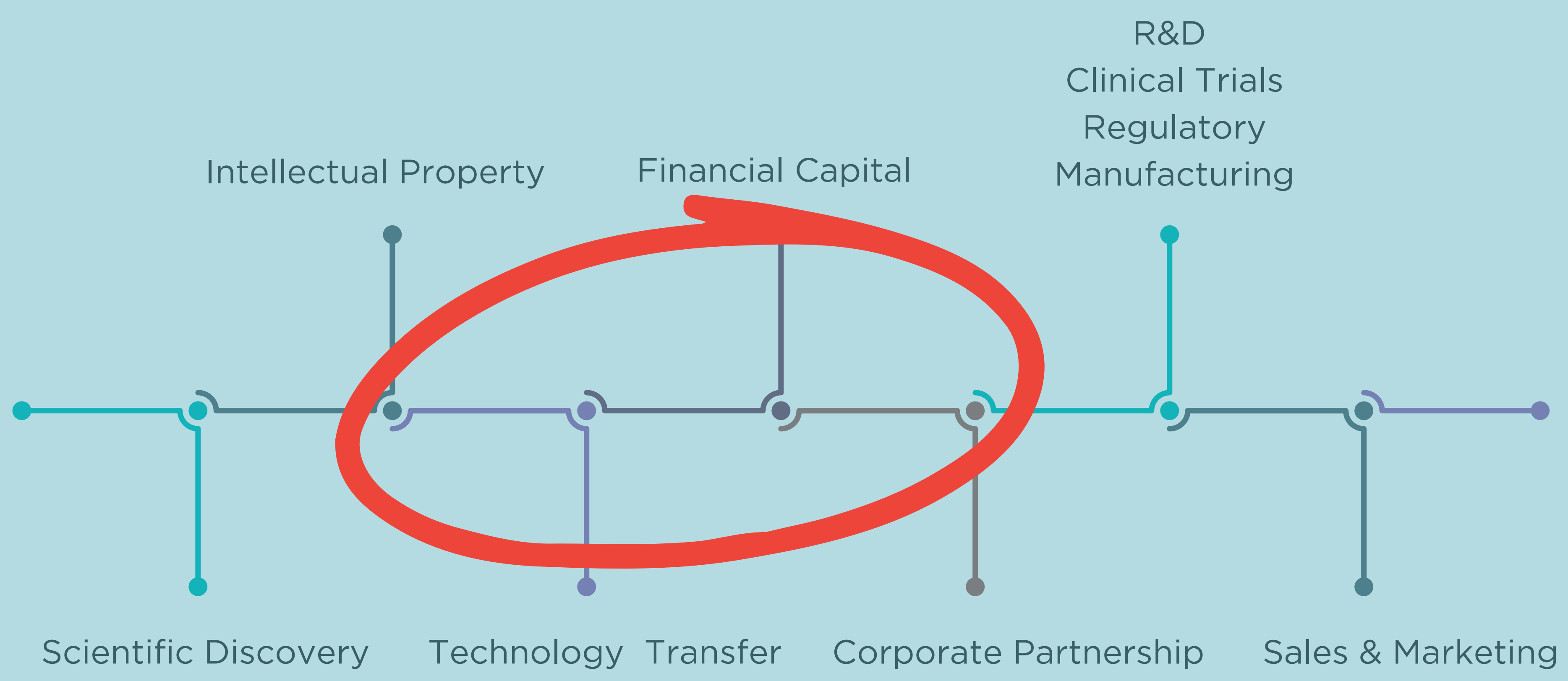
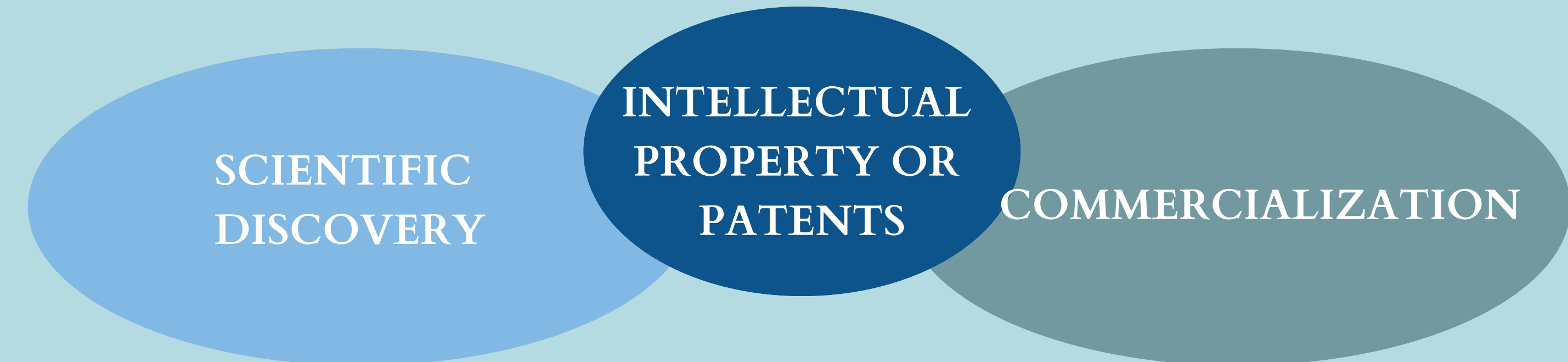


ASPECTS OF TECHNOLOGY TRANSFER

- Sharing discoveries and data for research (Cell lines, software, public databases, publications)
- Facilitating & documenting research collaborations (Material Transfer Agreements, Confidentiality Agreements, Collaboration Agreements)
- Patenting and licensing of technologies
- (Manage patent portfolios, out-license to others)
- Commercial development of technologies
- (Start ups, in-licensing of technologies)

FOR SCIENTISTS - WHERE DOES TECHNOLOGY TRANSFER FIT?

- Bring research discoveries to market
- Globalization of health problems relevant for domestic health
- Economic development from resulting commercialization



WHO PARTICIPATES IN THE TECHNOLOGY TRANSFER PROCESS?

- Technology Transfer Professionals
- Scientists
- Lawyers
- Patent Examiners
- Patent Agents
- Licensing Specialists
- Entrepreneurs
- Business Development
- Economic Development

BUSINESS DEVELOPMENT AT SMALL BIOTECH COMPANIES

- Management of intellectual properties
- In-license technologies from universities and research institutes
- Out-license to large pharmaceutical companies
- Corporate management
- Entrepreneurship possibilities

TECHNOLOGY TRANSFER AT UNIVERSITIES & FEDERAL LABS

- Evaluate inventions for patenting
- Closely work with inventors
- Work with law firms and management of patents
- Identify and negotiate with a commercial partner for license or collaboration agreements
- Managing relationship with corporate partners

BUSINESS DEVELOPMENT AT LARGE BIOTECH COMPANIES

- Member of a group
- Specialized in one area
- More in-licensing than out-licensing deals
- More stable (historically) but at slower pace

TYPICAL EDUCATION BACKGROUND MIX MAY INCLUDE:

- Ph.D. or M.S. in science
- Registered patent agent
- M.B.A.
- J.D.

SKILLS NEEDED FOR SUCCESS:

- Expertise in one of the primary fields of science, law or business
- Ability to learn the relevant aspects of the other disciplines
- Exceptional written and oral communication skills
- Teamwork
- Time/Project Management

ADDITIONAL TRAINING IN TECH TRANSFER:

- Tech transfer fellowships (NCI / NIAID / NHLBI)
- Association of University Tech Managers (AUTM)
- Licensing Executives Society (LES)
- Federal Laboratory Consortium Courses -- online

JOB OPENINGS:

Keep an eye on the NIH Tech Transfer Careers page for job openings:

