



Department of Veterans Affairs Technology Transfer

Bringing Research Advancements for Veterans to Everyone!



TECHNOLOGY TRANSFER
PROGRAM



Agenda



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- Technology Transfer
- Business at the VA
- Scope of VA Portfolio
- Our business process
 - Invention Disclosure
 - Determination of Rights
 - Assessment of Technology
 - Marketing
 - Licensing
 - Royalty Distribution
- Questions & Answer



Andrew Schally
Miami VAMC

Technology Transfer



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- The commercialization of inventions and discoveries made by Government and academic researchers
- Most often it involves licensing a patent to a company which will develop the invention into a product that benefits the public
- Could involve a collaboration with the inventor(s) through a license or a Cooperative Research And Development Agreement (CRADA)

At the VA...



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- **The mission of the VA Technology Transfer Program (TTP) is to facilitate the commercialization of VA inventions to benefit Veterans and the American public**
 - Manage Inventions of VA employees
 - Review CRADAs
 - Consultations
 - Collaborate with partners
- **Bringing Research Advancements for Veterans to Everyone (BRAVE)**

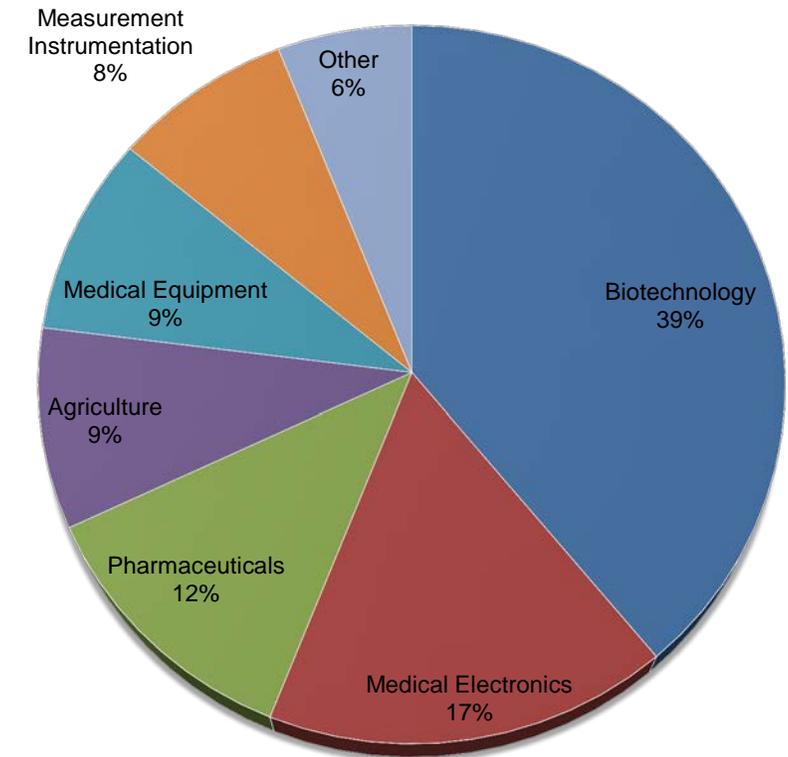
- 10 FTE
 - 1 - Director, Dr. John Kaplan PhD, JD, MBA, PE
 - 5 - Technology Transfer Specialists (PhD, JD, MBA, MPP)
 - 4 - Staff Assistants (JD, MBA)
-
- Experience - Government, Private Industry, Consulting

Snapshot



Bringing Research Advancements for Veterans to Everyone!

- Intramural Research Program (\$600MM/ \$1.8BB)
- Hundreds of CRADAs reviewed each year
- Over 100 partnerships with academia
- 325 IDs/ yr.
- 15 active license agreements (VA only)
 - Est. 100 plus VA & Affiliate license agreements
- \$300-500K annual license revenue (VA only)
 - Est. \$2.5MM annual VA & Affiliate license revenue
- FY 16
 - 63 patents filed
 - 30 patents issued



Aspirational Goals



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- **FTEs**
 - Current 10
 - Goal 22
- **Disclosures**
 - Current average 215
 - Goal 700 plus
- **Patents**
 - Patent applications 63
 - Goal 400 plus
- **Licenses**
 - Current 15
 - Goal 150 plus



Representative VA Affiliates



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W UNIVERSITY of WASHINGTON

University of Florida
East Tennessee State University
University of Tennessee
Loma Linda University
Saint Louis University



Stanford University

Arizona State University
Louisiana State University
Tulane University
University Missouri
Washington University in St Louis
University of New Mexico
University of Oklahoma
Alaska
University of Nevada
University of Arizona
Wright State University

Rensselaer Polytechnic Institute

Medical College of Georgia

Duke University

University of South Carolina

University of Arkansas

Wayne State University

University of Minnesota

Iowa State University

University of Iowa

NY State University of New York (Buffalo)

Yale University

UCLA

Massachusetts Eye and Ear Infirmary (MEEI)

University of Maryland

New York University

NY State University of New York System

University of Mississippi

Cleveland Clinic Foundation

Hawaii

University of Utah

University of Illinois, Chicago

University of Notre Dame

M UNIVERSITY OF MICHIGAN

University of Louisville

CASE WESTERN RESERVE
UNIVERSITY EST. 1826

University of Cincinnati

KU THE UNIVERSITY OF
KANSAS

Wisconsin Alumni Research Foundation

Wisconsin, Medical College

University of Nebraska Medical Center

Louisiana Tech University

Virginia Commonwealth University

Baylor
College of
Medicine

University Alabama Birmingham

Georgia State University

Emory University, Atlanta

University of Pittsburgh

 **HARVARD**
MEDICAL SCHOOL

University of South Florida

Texas A&M University System

Oregon Health & Science University

 UNIVERSITY OF
MARYLAND

The University of Texas Medical System

University of Colorado

Vanderbilt University

Loyola University Chicago

Boston University

University of Pennsylvania

Brown University

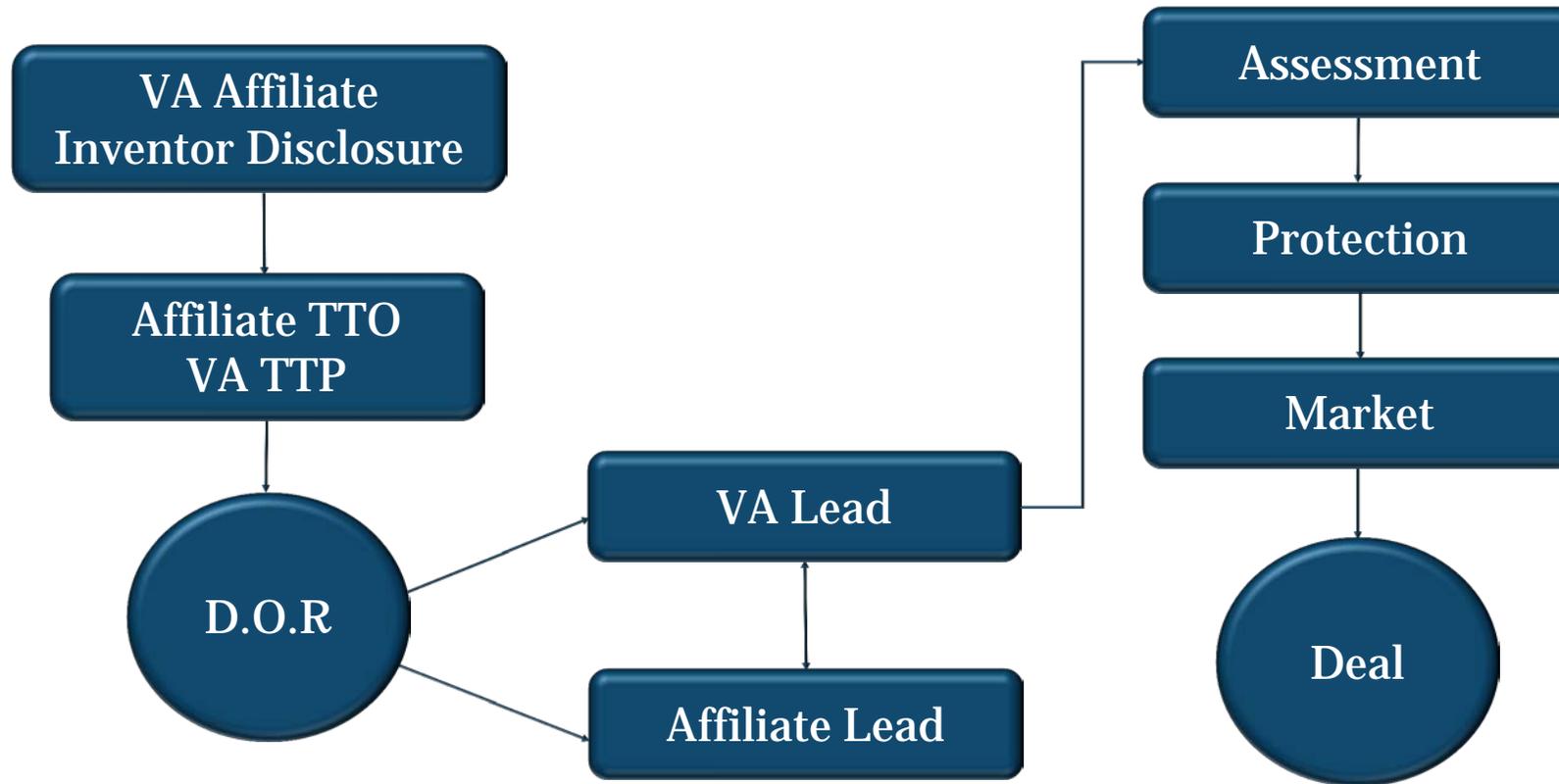
 UNIVERSITY
OF MIAMI



Our Process



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Determination of Rights



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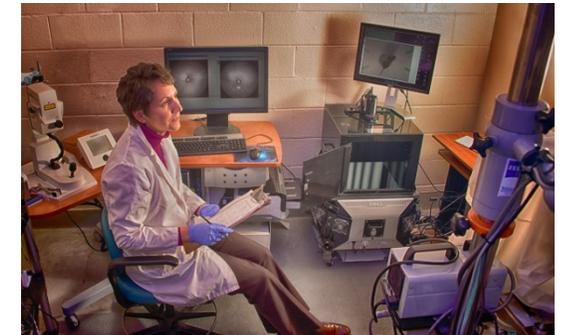
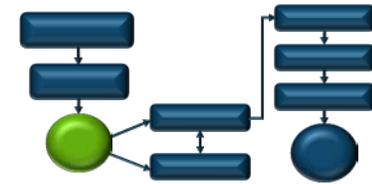
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- **Assessment of Government Rights**

- Assert Government ownership of the invention
- Leave ownership of the invention with the inventor
- Leave ownership of the invention with the inventor subject to the VA retaining a non-exclusive, Govt. use license

- **VA Asserts Rights**

- Managed by VA; or
- Obligations through CTAA/IMA/IIA if jointly owned



*Machelle Pardue
Atlanta VAMC*

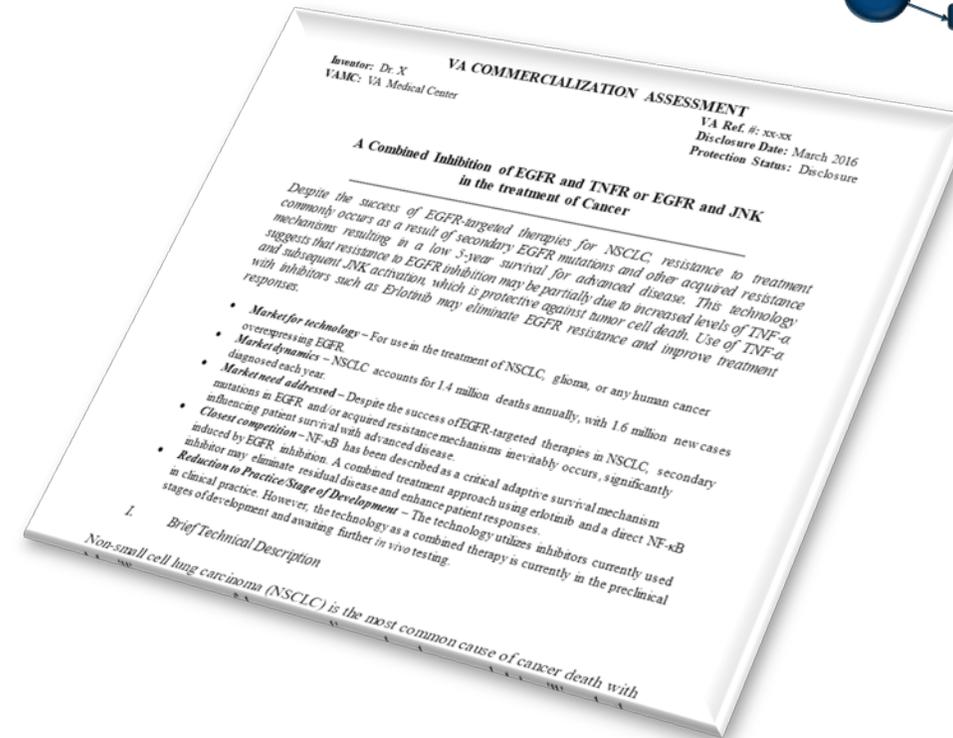
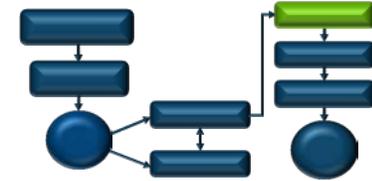
Assessment



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- Brief Technical Description
- Brief Market Analysis
- Competitive Position
- Barriers to Entry
- Recommendations



Patent Protection



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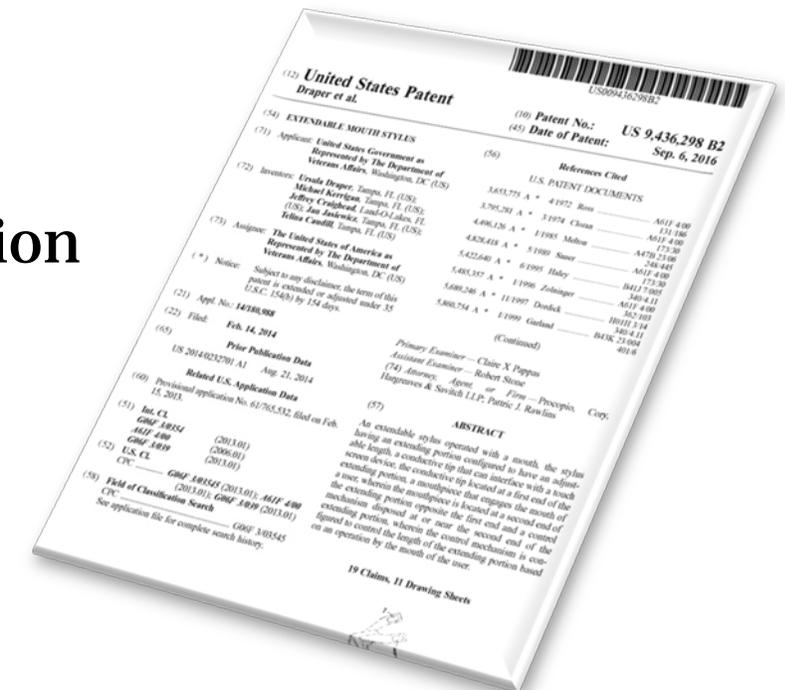
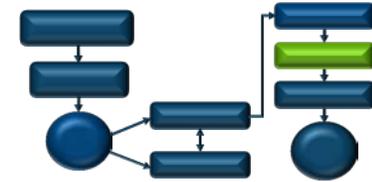
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- **Provisional Patent Application**

- VA contracted patent firm
- Collaborative process between attorney and inventor(s)
- Managed by TTS
- Active marketing during first year informs decision on conversion to a utility patent application

- **Utility Patent Application**

- In the absence of a license or strong licensing prospect, only U.S. patent is sought



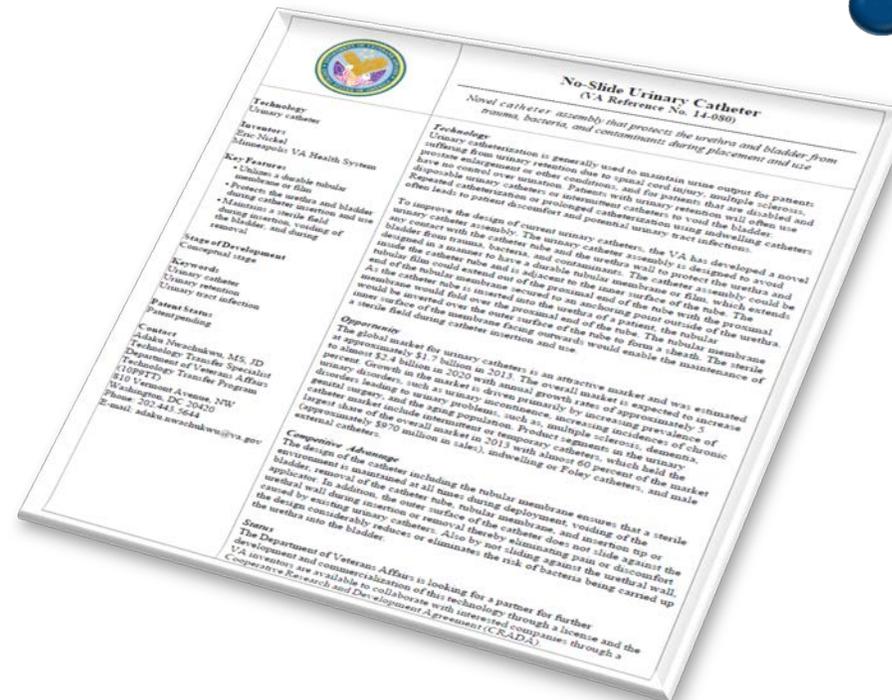
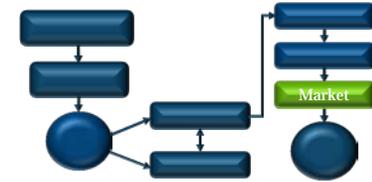
Marketing



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- Passive
 - Posted to Web site
- Marketing Briefs
- Active Marketing
- Media Outlets
- Inventor Suggestions

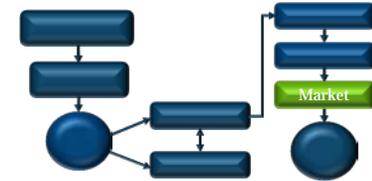


Marketing Report



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Active Marketing



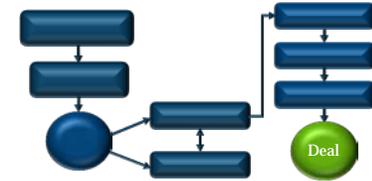
Company	Contact	Action	Response After Review	Response After Review of Confidential Information
<p>Adroit Medical Systems 1146 Carding Machine Rd. Loudon, TN 37774</p> <p>http://www.adroitmedical.com/company-description.php</p>	<p>Gene Gammons President Phone: 1-800-267-6077 Email: geneadroit@aol.com</p>	<p>2/27/13 – Called and spoke with G. Gammons. He is interested and would like to see the NCD. Introductory e-mail and NCD were sent.</p> <p>3/13/13 – Sent follow up e-mail to G. Gammons. Received reply, “Yes, I would be interested in reviewing your device, As you may or may not know, This technology is what my life has been dedicated to manage Hypo/Hyperthermia, The art of heating and Cooling patients.” Replied asking if the information had been received on the 27th. Also explained that the technology was intended to be used for the management of hypo/hyperthermia.</p> <p>Received second e-mail reply to my original message, “Yes I would be very interested in discussing your device”</p>	<p>3/14/13 – Called and spoke with Gene. He is interested in speaking with the inventors and would be happy to sign an NDA. TreMonti will arrange the call and coordinate any necessary paperwork.</p> <p>3/18/13–E-mailed G. Gammons requesting contact information at Adroit in order to move forward with the NDA.</p> <p>4/9/13 – Resent NCD to G. Gammons.</p> <p>4/23/13 – Followed up with G. Gammons regarding interest.</p>	

Licensing



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- To Further Commercialize
- Application Process is Codified (37 CFR 404)
 - Commercial Development Plan
- Negotiate an exclusive, partially exclusive, or nonexclusive license agreement
 - Fees
 - Royalties
 - Reimbursement of Costs



No Inventor Involvement During Financial Negotiations

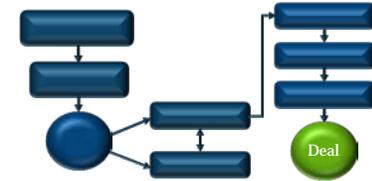
Royalty Distribution



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- First \$2,000 to each inventor, then:
- 50% to inventor(s)
- 50% to VAMC where invention was made



Helpful Links



Bringing Research Advancements for Veterans to Everyone!

- Intranet:
http://vaww.research.va.gov/programs/tech_transfer/
- Internet:
http://www.research.va.gov/programs/tech_transfer/
- VHA Directive 1200.18

Questions & Answers



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Thank you!