



**KTI**

Knowledge Transfer Ireland  
Where Research & Business Connect

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# Patenting from the perspective of a university in a developed country

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Director KTI, Chair AUTM  
Presentation to WIPO workshop  
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# Context

KTI is Ireland's national office with oversight of the research commercialisation system

Supported by



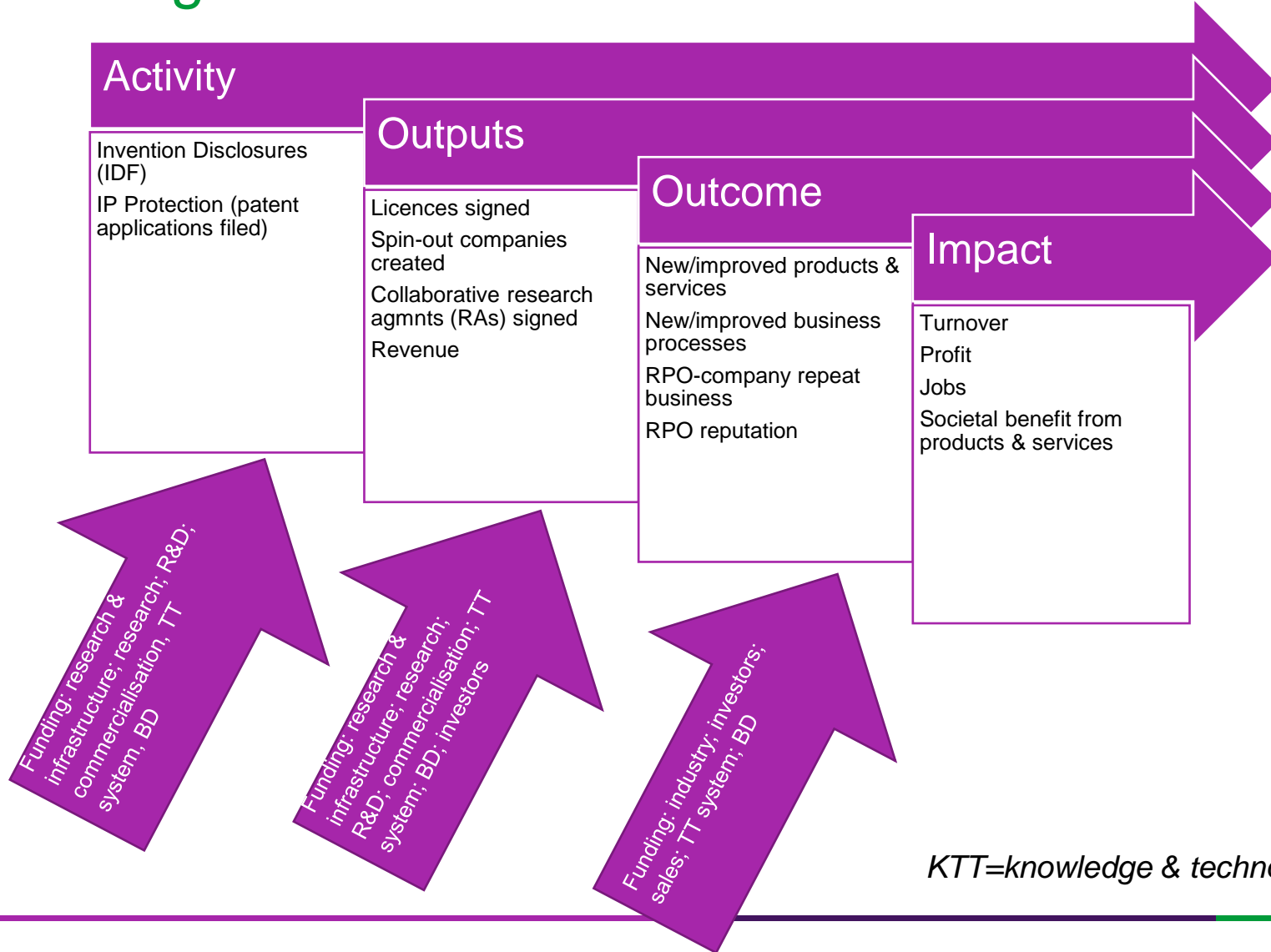
Experience is drawn from Ireland, UK and USA

# University objectives for research commercialisation

- Disseminate research outcomes
- Research into practice
- Tangible impact
- Esteem
- Societal and economic benefit
- Revenue return



# KTT logic model



*KTT=knowledge & technology transfer*

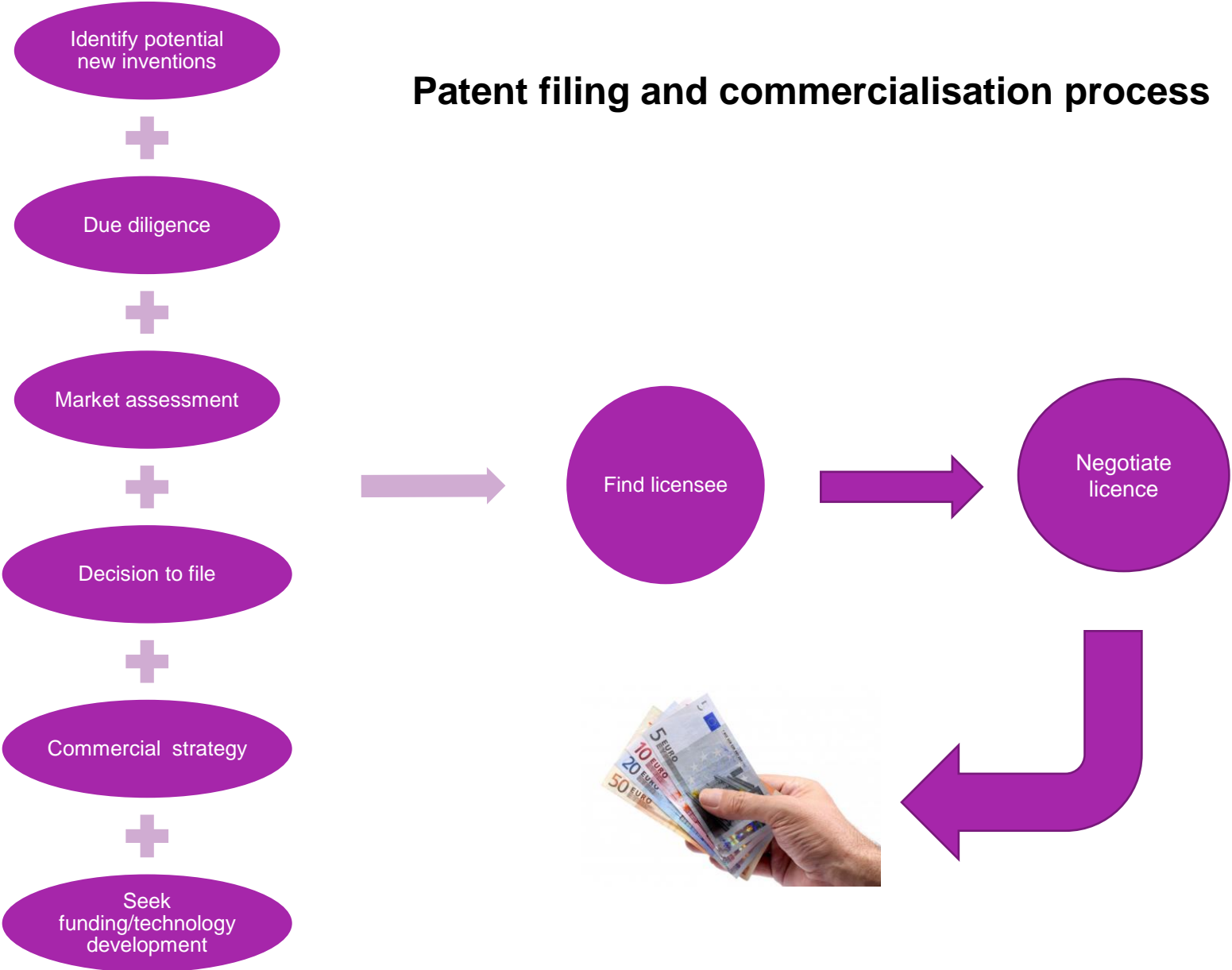
# About Knowledge/Technology Transfer Offices

- Department in a university
- OR
- Subsidiary company
  - May focus only on IP, licensing and spin-out company creation & development
  - May also be involved in some or all of:
    - Collaborative & contract research
    - Strategic partnerships
    - Consultancy services management
    - Internal outreach
    - Supporting proposals for funding

## Typical activities:

- Opportunity sourcing/evaluation
- IP protection & prosecution
- Marketing
- Licensing agreements: drafting & negotiation
- Spin-outs agreements drafting & negotiation
- Developing propositions, sourcing people and investment
- Collaborative & contract research development and agreements
- Business development
- Researcher awareness
- Enterprise training
- Student entrepreneur support
- Proposals for funding
- Policy and process development
- Reporting

# Patent filing and commercialisation process

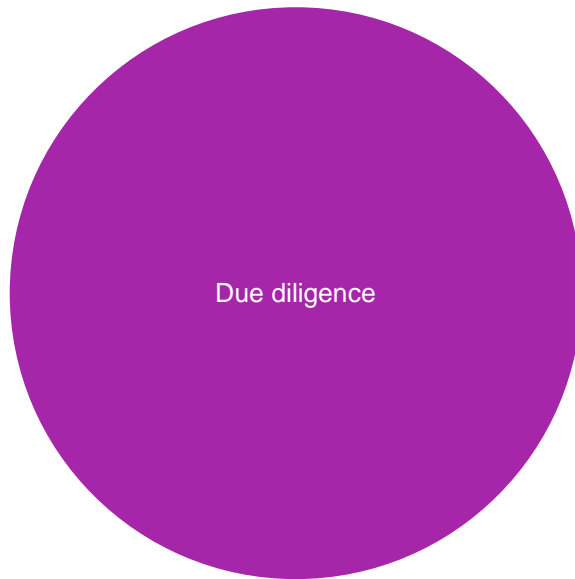


**search, nurture, evaluate, record**

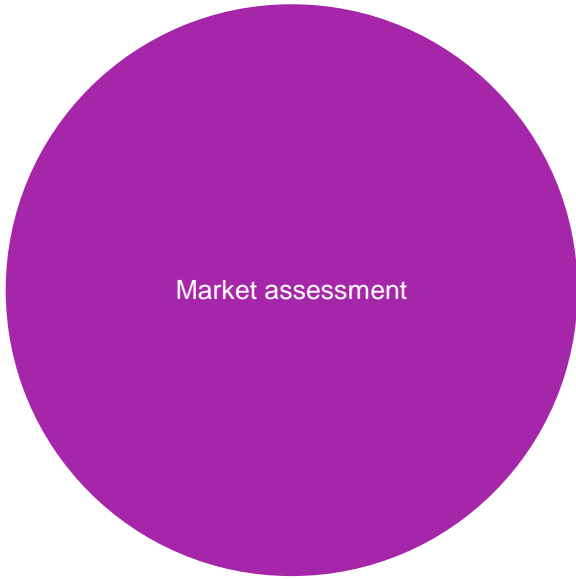
Identify potential new inventions

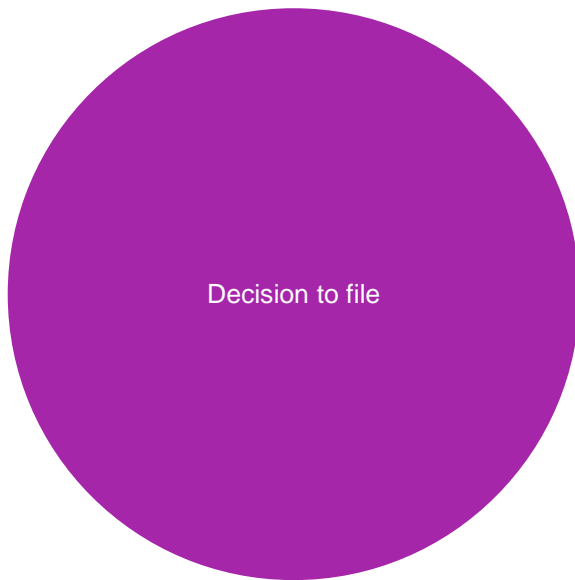


**negotiate: commercial lead/ownership & revenue share**  
**contributors, funders, freedom to operate**



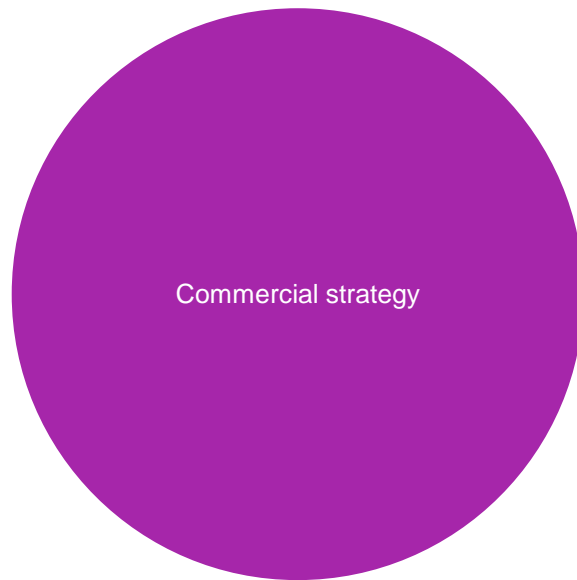






**Initial filing: YES/NO/WAIT**

# early stage IP + interest and value > tech development? licence or spin-out?



**Initial filing: YES/NO/WAIT**



**Initial filing: YES/NO/WAIT**

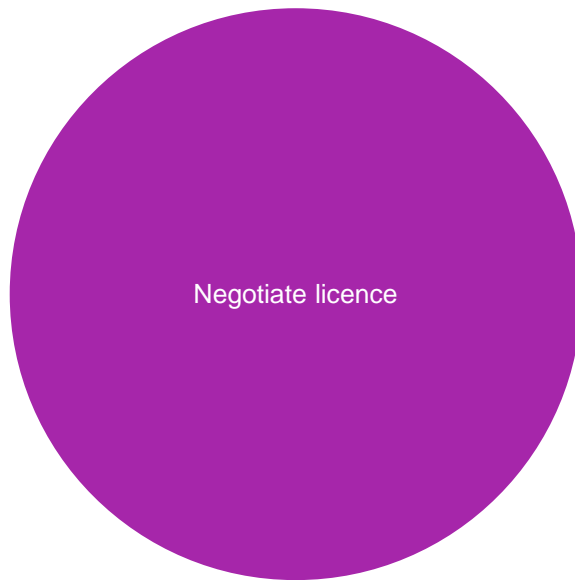
**Initial filing: DONE**  
**PCT: possibly**



## Revenue return downstream

### University will usually:

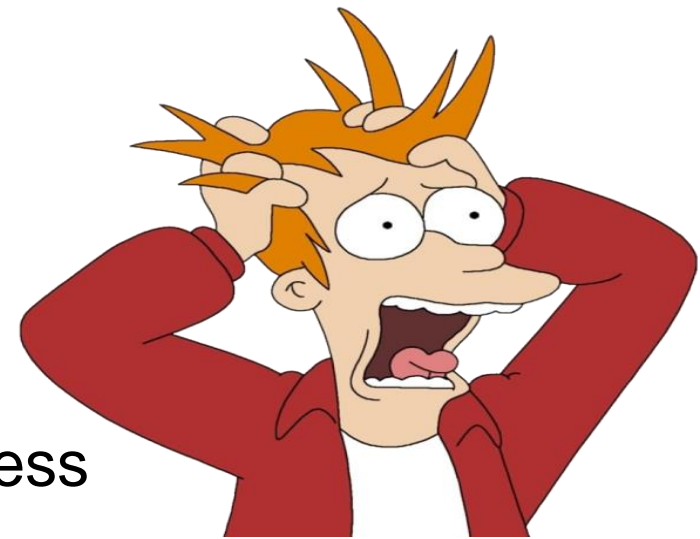
- recover direct costs
- distribute under internal revenue share policy
  - university/school/contributors



Most technology transfer offices are a service function not a revenue generator

# Go/no go decision points

- Initial opportunity assessment
- Commercial due diligence
- Technology development/attractiveness
- Ability to find licensee
- Filing decisions
- Investment in initial filing
- PCT
  - Many fall here through cost-based decision-making
  - About 1/3 taken into PCT
- Nationalisation
  - Majority of universities would not nationalise
    - Would license or abandon prior



# Volume

- About 30-50% of disclosures are filed as patent applications
- About 25-30% of disclosures are licensed
- Not all disclosures are patented but are still licensable
- Volume of disclosures depend on the size of the university and its staff complement in the TTO



# Money



- Individual university patent budgets may range from €200k - €m (low)
- Filing fees (initial & PCT) typically 10-15% of the cost of filing
- + patent attorney fees
- Typical costs of priority filing €4-5k
- Typical costs of PCT filing €5-8k



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