

Lessons learned in IP & Technology Transfer

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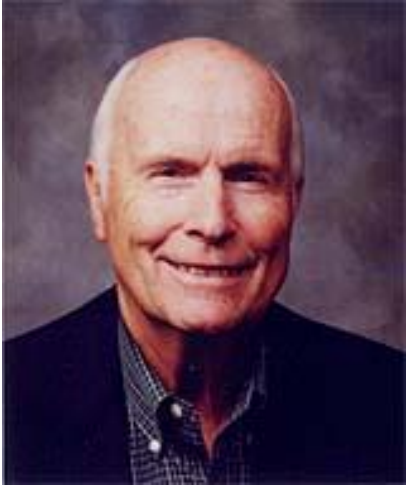
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First of all, I would like to say

- There is no best practice for technology transfer.
- If you know it, please let me know.

Niels Reimers : Father of Technology Licensing



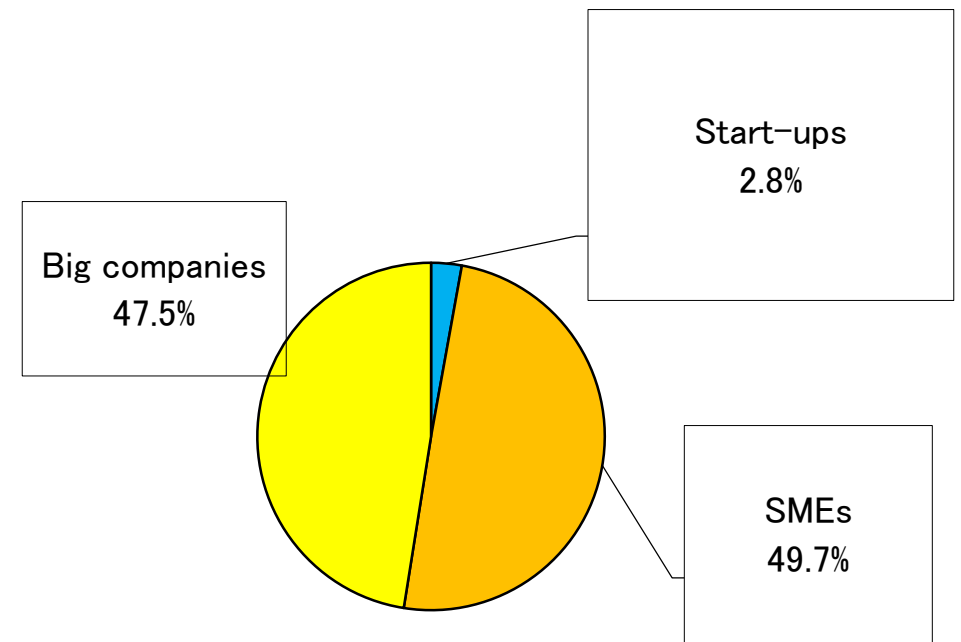
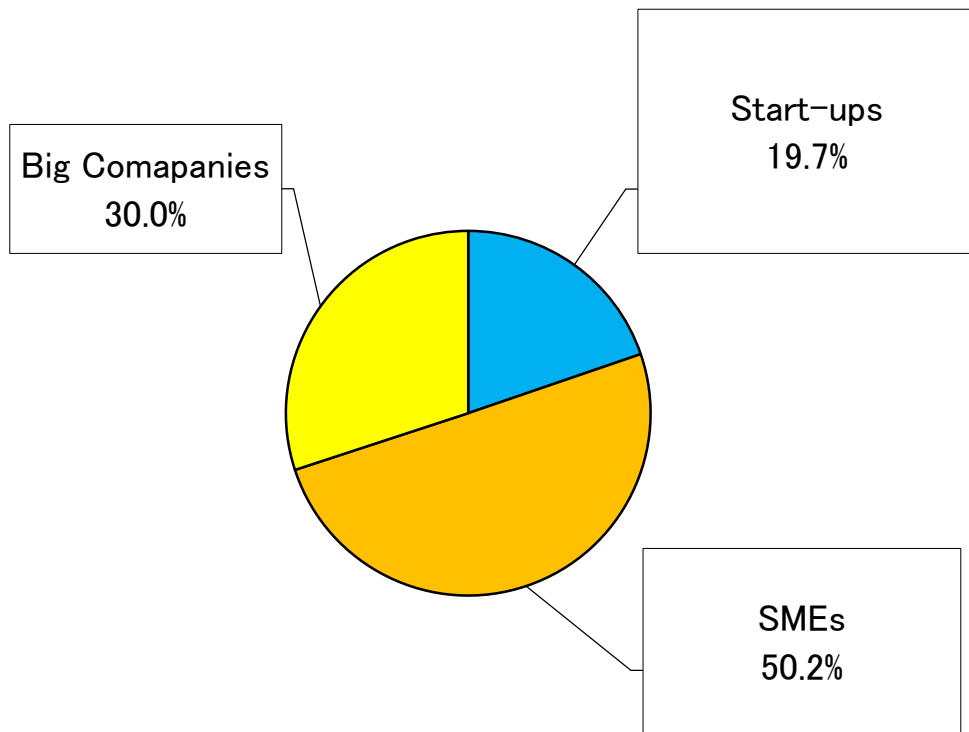
In 1968 he established a research management office at Stanford University. In 1969 he also established Office of Technology Licensing (OTL) at Stanford Univ.

The successful launching of these two offices led to his hiring by universities such as the Massachusetts Institute of Technology (MIT), the University of California at Berkeley, and the University of California at San Francisco, all of which were seeking to establish their own offices for technology transfers.

A cofounder of the Association of University Technology Managers (AUTM), Mr. Reimers has served as chairman of the Licensing Executive Society (U.S. and Canada).

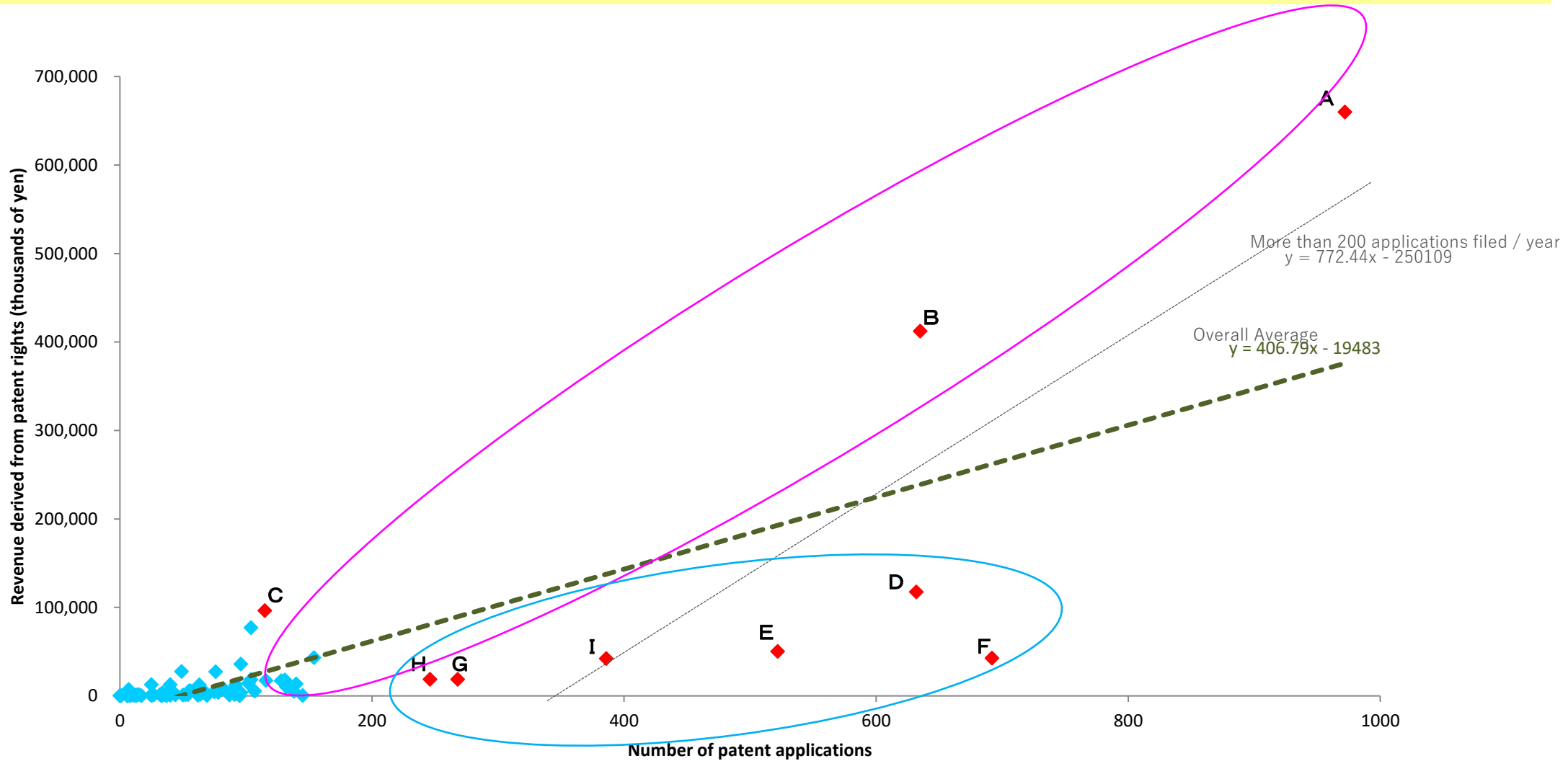
University-industry collaborations SME in the US & Japan

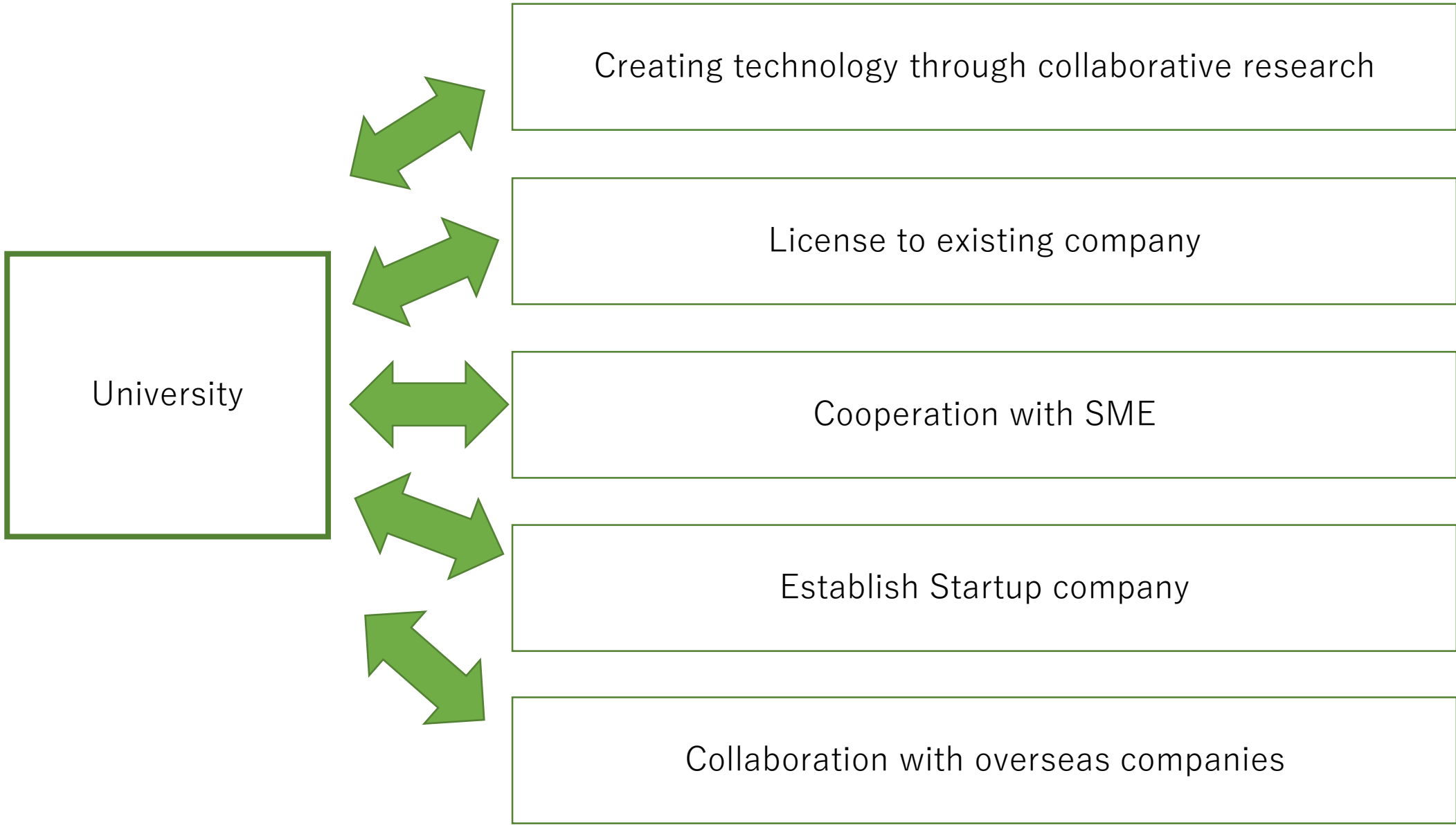
Two thirds of technologies in US universities are licensed to small- and medium-sized companies and startups, on the other hand, few of those are licensed to startups companies in Japan.



Relationship between the amount of revenue derived from patent rights and the number of patent applications.

Amount of revenue per patent application. Except university A, B, and C most universities produce less value than average universities.





Goals of university – industry collaboration is different from country to country.

- Acquisition of research expenses.
- Creation of employment.
- Realization of innovation.
- Improve research power.

Most important thing is follows,

Filing patent applications and licenses are not Goal.
Technology's commercialization is Goal.

It is important to **draw a scenario** for technology commercialization.

What kind of future do you want to draw?