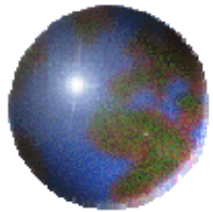


SEMINAR ON COLLABORATION AND NEGOTIATION OF CROSS-BORDER RESEARCH AND DEVELOPMENT AND TECHNOLOGY TRANSFER AGREEMENTS

Singapore, December 6, 2010



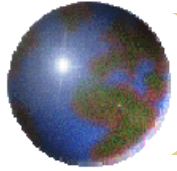
Perspectives from Technology Transfer Offices, Industry and Legal Practitioners

Chiew Yu Sarn

Partner

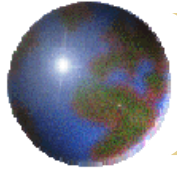
Yu Sarn Audrey & Partners

YU SARN
LAUDREY & Partners
ADVOCATES & SOLICITORS
REGISTERED PATENT AGENT
TRADEMARK AGENT



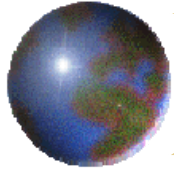
Overview

- Background
- Challenges
- Types of Collaborations
- Strategic Considerations and Approaches



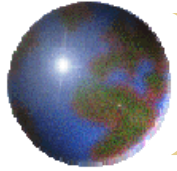
Background

- Research Institutes and Universities often create IP assets
- Inventions by nature not mature commercial products
- To realize potential, significant human and financial resources required



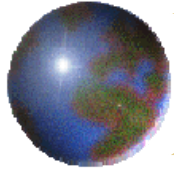
Technology Transfer defined:

Process of transferring research results from lab to the marketplace



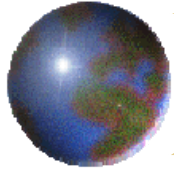
Factors contributing to growth and success of technology transfer effort:

- Increasing government funding for R&D
- Sound and viable IP system
- Active university/RI technology transfer offices
- Budget for IP protection
- Private sector/industry need for innovation for competitive edge
- Closer ties with industry
- Realisation of importance of IP and its commercialisation



Challenges to Tech Transfer and Collaboration:

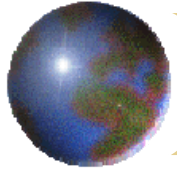
- Cultural differences/motivation
 - ▣ Profit v non profit
- Increasing complexity
 - ▣ Valuation
 - ▣ Path to market
 - ▣ New players e.g. NPEs
 - ▣ Inter-institutional collaborations increasing



Types of Collaboration and Tech Transfer

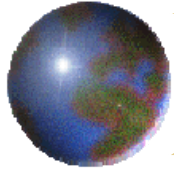
Many forms:

- Research Contracts
 - Sponsored research
 - Research services
- Collaboration or Development Agreements
- License Agreements
- Materials Transfer Agreements
- Spin offs / New Ventures



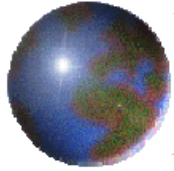
Strategic Considerations

- IP assessment and protection
- Market opportunities
- Financials / Fund raising / Income
- For spin offs – risk of university equity participation and management team



Strategic Considerations and Approaches for Collaboration and Tech Transfer

- Consider the various forms
- Define in advance rationale for collaboration
- Clear communication is key
- Due Diligence important part of process



*Thank you
for listening*

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