



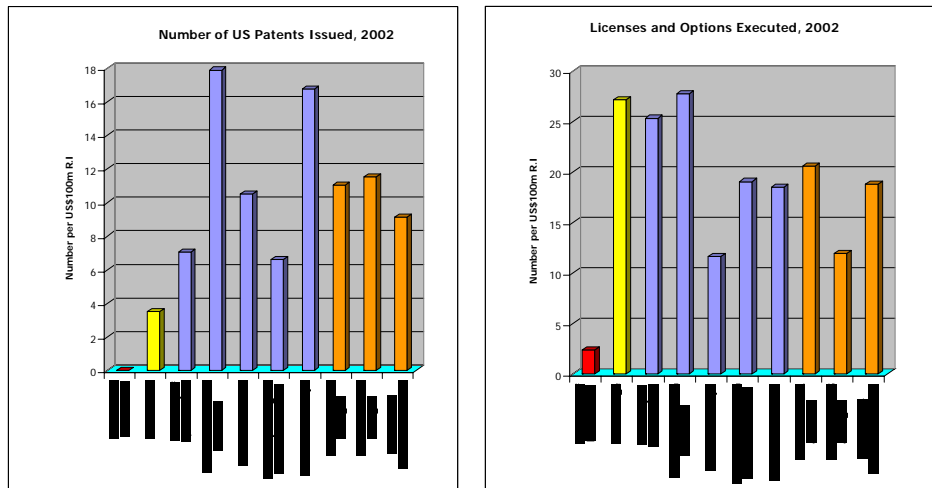
# Universitas 21 Health Sciences Meeting Lund, September 27th-30th 2005

## Managing Intellectual Property and Technology Transfer

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Faculty of Medicine, Dentistry and Health Sciences

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### Australian GO8 Universities' patents are at levels well below international peers. However, GO8 licences comparable

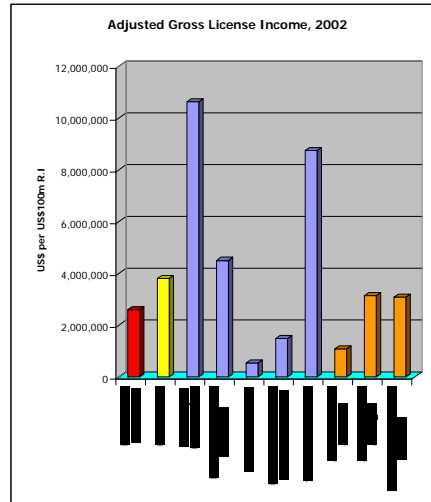
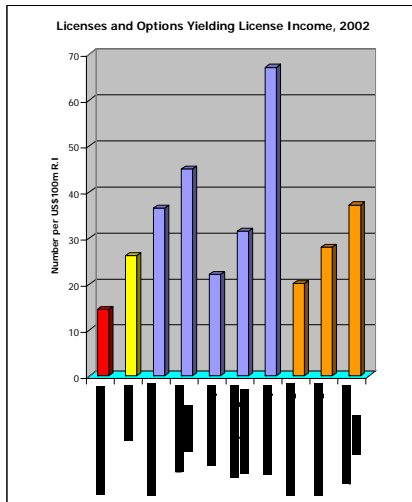


U of M patenting outcomes are arguably a reflection of the IP statute and policies, high academic workloads and a large increase in contract research

Source : DEST, AUTM, AURIL, U of M license data has multimedia licenses data removed (feedback from acting Director MRIO)

1

## U of M has relatively few licences earning income, with earnings below GO8 and US/Canadian averages



Source : DEST, AUTM, AURIL

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## Commercialisation performance



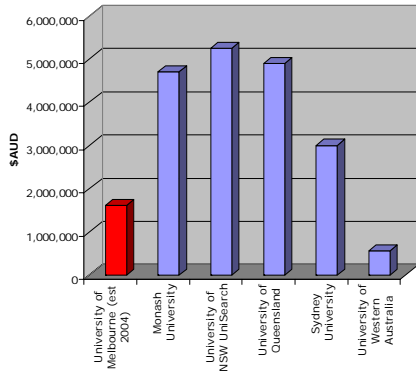
- U of M spends less on commercialisation than any other GO8 University (eg. \$1.6 m in 2004 cf a recommended minimum of \$5 m)
- U of M patents and executed licences are at levels below GO8 average
- U of M has very few licences earning income. However, U of M gross licence income close to GO8 average. U of Q global leader in converting research income into commercialisation income

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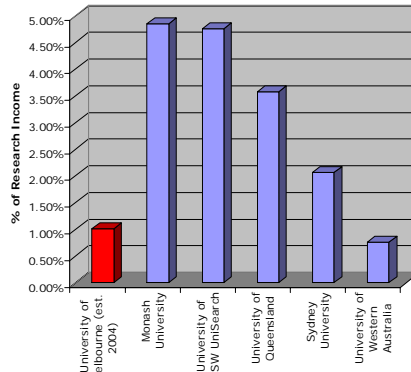
## U of M's investment is at levels significantly below peers on an absolute and standardised basis



Total Investment in Commercialisation by G-08  
(\$, 2003)



Commercialisation Investment as proportion of Research Income  
(%, Investment (2003) / RI (2002))



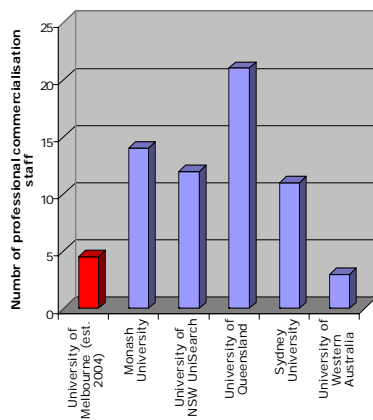
In 2004, based on a conservative 3% and a research income of \$240m, U of M should be investing \$7m annually.

Source : G08 Benchmarking exercise, excludes capital investment in start-ups/funds such as Uniseed. U of M data for 2004 investment. This does not Excludes resources devoted to commercial contract management. University of Sydney – estimate based on preliminary data

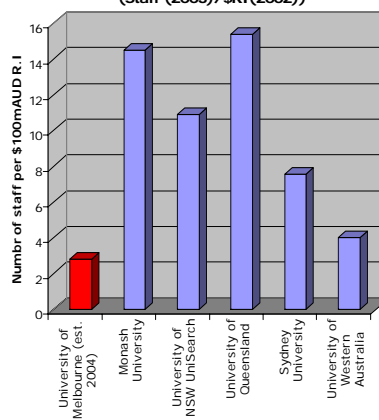
## Accordingly, U of M's staff to assist in commercialisation are at levels well below peers



Number of Commercialisation staff  
(Staff, 2003)



Commercialisation staff as proportion of Research Income  
(Staff (2003) / \$RI (2002))



Source : G08 Benchmarking exercise

## **Why be involved in commercialisation?**

**Profit not main driver for Uni commercialisation of IP:-**

- **Knowledge transfer, new technology for public good**
- **Generate additional rewards for academics**
- **Generate discretionary income for Faculty/Departments**
- **Support research**
- **International reputation**
- **Performance metric**

## **Does the U of M have a clear mechanism for encouraging commercialisation?**

- **Correct IP Policy?**
- **Advice?**
- **Incentive structures?**
- **Finance?**

**Is reverting back to old IP policy and increasing the funding of Melbourne Ventures the answer?**

## U of M VC's approach

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1. Make commercialisation a higher priority (VC's agenda includes commercialisation)
2. Change IP policy (Uni owns IP)
3. Consolidate management of IP in Melbourne Ventures
4. Increase funding for commercialisation activities (eg. fund patents through to PCT phase) (\$1.6 m  $\rightarrow$  \$2.4 m Melbourne Ventures) [Still well below GO8].
5. Set specific targets for commercialisation outcomes

## Role of the Faculty of Medicine, Dentistry and Health Sciences

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- Establishing a culture of commercialisation in each Department
  - Allow time for innovative and entrepreneurial staff to be involved in commercialisation activities
- Assist in the identification and protection of IP (eg. departmental seminars, signed lab workbooks etc)
- Experienced staff involved in strategic IP management (Departmental IP and Commercialisation Management Committee)
- Financial assistance in commercialisation activity for equity in IP

# Commercialisation pathway

