

UNIVERSITY OF NEW ENGLAND

RESEARCH COMMERCIALISATION STRATEGY

1. Devise monetary and non-monetary reward systems to encourage disclosure of commercialisable IP including educating researchers about the value of IP.
2. Establish a Commercialisation fund using the royalty/license income from earlier commercialised IP.
3. Ensure that there are appropriate experienced support staff and work with external support to facilitate and achieve commercialisation outcomes.
4. Build a portfolio of IP assets from UNE's researchers' intellectual capital including PBRs, patents, etc.
5. Establish a process to evaluate the likelihood of successful commercialisation, including risk analysis and due diligence, commercialisation committee.
6. Choose between licensing, start-up, or sale strategies to maximise return on investment; negotiate realistic/fair royalty rates, etc
7. Measure and benchmark UNE's commercialisation process, gauge efficiency and effectiveness, review and modify practices where appropriate.
8. Raise awareness of 3rd stream activities and how they might facilitate knowledge transfer via commercialisation.
9. Develop successful collaboration partnerships.
10. Ensure that knowledge transfer and commercialisation do not interfere with the University's mission of teaching and research.

RELATED POLICIES:

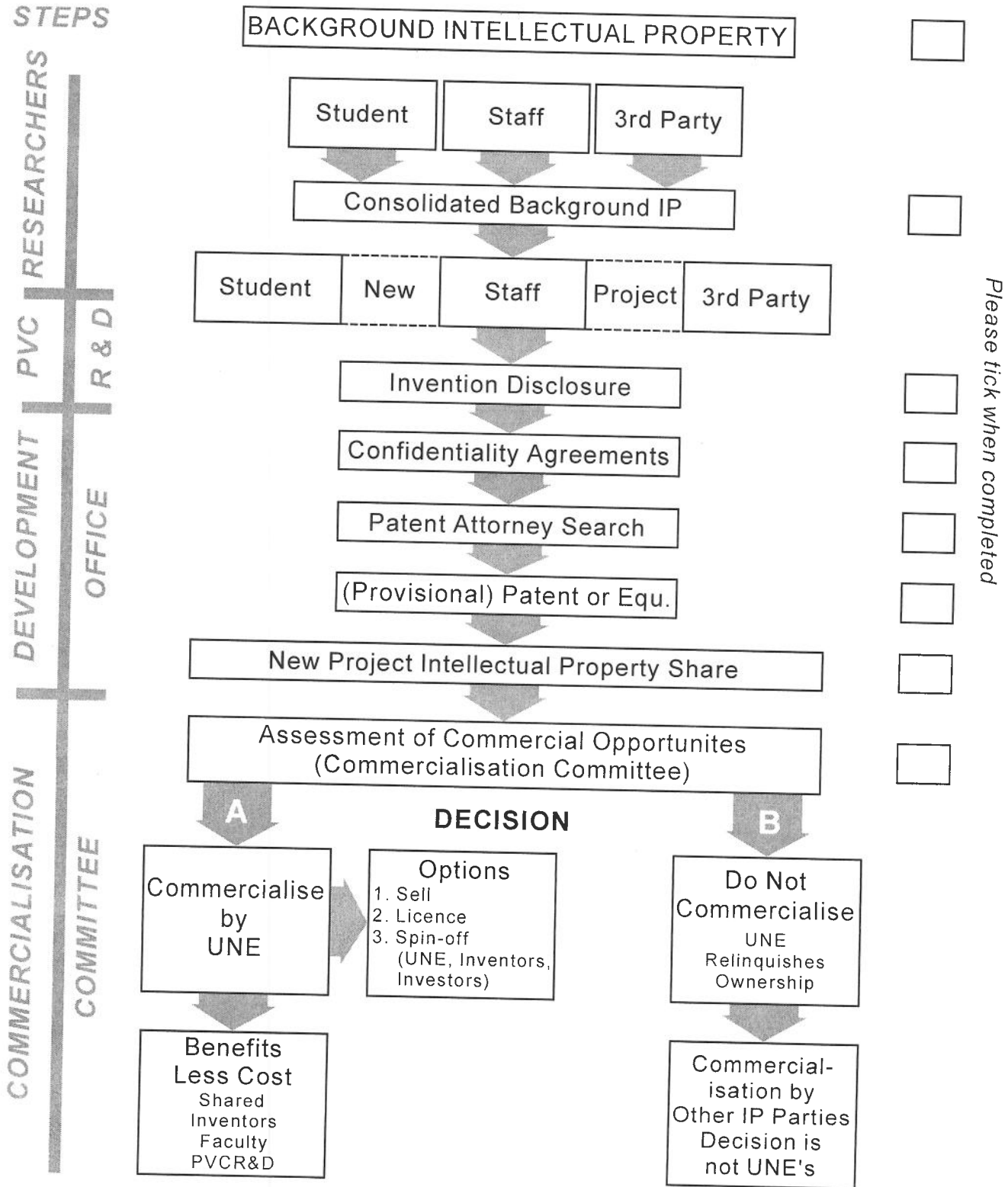
- a) UNE's IP Policy
- b) UNE's POW Policy

PROFESSOR PETER FLOOD
PRO VICE-CHANCELLOR, RESEARCH
3 OCTOBER, 2006

PVCR CONTRACT CHECKLIST

- 1. Statement of Requirements/Deliverables/Budget
- 2. Identified Milestones
- 3. Reporting Requirements & Reviews
- 4. Statement of Moral Rights
- 5. Copyright
- 6. Background IP
- 7. Project IP
- 8. Final IP unencumbered right to commercialise
- 9. Publication Restriction/Permission
- 10. Student Involvement
- 11. Student IP
- 12. Risk Assessment including OH&S
- 13. Insurance
- 14. Indemnity
- 15. Liability
- 16. Prime Contractor
- 17. Sub-Contractor, Due Diligence
- 18. Environmental Risks
- 19. Conflict of Interest
- 20. Confidentiality
- 21. Ethics
- 22. Privacy
- 23. Data Management
- 24. Statutory Requirements
- 25. Compliance with UNE Policies
- 26. Reputation Risks
- 27. Lab Book Repository (data)
- 28. Financial Risks
- 29. Communications Policy
- 30. Training of Staff
- 31. QA Certification
- 32. Competitive Neutrality

COMMERCIALISATION OF INNOVATION



Flow Chart