



THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL

Improvements in Technology Transfer

Tony G. Waldrop
Board of Trustees
September 24, 2009

White Paper – August 2003- 12 faculty entrepreneurs

“In summary, there is a collective belief that the University needs to drastically improve and change both its policies and its operational procedures associated with technology transfer.”

“ Many of the concerns and questions raised herein can be considered as an expression of the lack of relevant updated comprehensive guidelines and procedures.”



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Policy for Use of University Resources in Support of Entrepreneurial Activities

“The University of North Carolina at Chapel Hill values and supports entrepreneurial activity by faculty.”



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Policy for Use of University Resources in Support of Entrepreneurial Activities

- Consistent with the University’s goal to support the economic development of the State of North Carolina, entrepreneurial activities of University faculty are considered *part of their duties*.
- Faculty use of university resources in support of entrepreneurial activities is allowed provided these activities do not conflict with applicable policies regarding use of public facilities for private gain.
- “Entrepreneurial activities” performed by a member of the university faculty as part of University duties are activities that contribute to the university’s economic development, technology transfer or other public service goals.



Patent & Invention Policy

revised *January 1, 2009*

•**Inventor Ownership of Inventions defined:**

1. Outside the scope of the inventor's employment activities
2. If the subject matter of the invention is within the scope of the inventor's employment activities but made in the course of inventor's external professional activities

•In both cases:

- (a) without the material use of University facilities, equipment, materials or resources,
- (b) without funds administered by the University, and
- (c) without interfering with the inventor's obligation to carry out all of his/her primary University duties in a timely and effective manner



Carolina Express License

- It makes the licensing process for faculty start-up companies more efficient...shortening the timeline (3 weeks the target!) and minimizing company's legal costs
- It allows the start-up company to maximize use of its funding for R&D in the early years by back loading consideration owed to UNC
- It allows the start-up company the needed flexibility by eliminating the challenging negotiation for equity up front that often pits a faculty member against the university and replaces it with a cash payment upon liquidation



Carolina Launch Pad

Partnership between RENCi, Kenan-Flagler Business School, and the Office of Technology Development

A pre-commercial business accelerator to support early-stage technology startup companies and ideas

Focused exclusively on IT-oriented businesses and concepts

Firms may be pre-prototype, but must have a clear business concept and be in pre-funding stage

Access to RENCi technical staff, external business advisors, and potential investors

Up to five start ups admitted in the fall for one-year terms



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Launch the Venture

- Four courses designed to teach, empower and inspire entrepreneurial teams at UNC to launch commercial businesses and social ventures
 - Taught at Kenan Flagler Business School with support from Office of Technology Development
- Teams may be comprised of any mixture of faculty, staff, post-doc, graduate and/or undergraduate students.
- Courses combine lectures, workshops, guest speakers and hands-on expert coaching and mentoring
- Helped launch more than 100 commercial and nonprofit ventures since inception



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NC BioStart

- CTSA in partnership with the Office of Technology Development
- Educate faculty about the commercialization process
- Entrepreneurs in residence
- The program aims to help emerging biotechnology startups:
 - Build liaisons with industry
 - Access capital through contacts with angel investors and national venture capital firms
 - Write start-up business plans
 - Provide expertise and tools for market analysis
 - Provide cost estimates and budgeting for new ventures



Corporate Partnership Group

- Speak with “one voice” with industry partners
- Participants include:
 - Office of Sponsored Research
 - Office of Technology Development
 - Office of University Counsel
 - Corporate and Foundation Office
 - Dean’s Office – School of Medicine



Carolina North

Development agreement

Launch the next phase of entrepreneurship



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“I am increasingly concerned that given the realities of our economy and the focus on innovation, that universities need to get the policies right that enable faculty and students to be as effective as possible in generating the technologies and jobs of tomorrow. I have looked carefully at policies at some of the best universities in the world and I think what we have put into place, between the Policy for Use of University Resources in Support of Entrepreneurial Activities and the Carolina Express License, that **UNC is leading the way as a national model for being a catalyst for economic growth**”

Joseph DeSimone

“Looking back 10 years, soon after my move to the university from Glaxo, I was surprised to find that the technology development function lacked maturity and resources for a research-intensive university like UNC-Chapel Hill. I am sure the entrepreneurial community on and off the campus feels good about the technology development function today and pleased with its trajectory moving forward.”

Dhiren Thakker



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