



Department of Veterans Affairs Technology Transfer

Bringing Research Advancements for Veterans to Everyone!



TECHNOLOGY TRANSFER
PROGRAM



Agenda



Bringing Research Advancements for Veterans to Everyone!

- Technology Transfer
- Business at the VA
- Scope of VA Portfolio
- Our business process
 - Invention Disclosure
 - Determination of Rights
 - Assessment of Technology
 - Marketing
 - Licensing
 - Royalty Distribution
- Questions & Answer



Andrew Schally
Miami VAMC

Technology Transfer



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- The commercialization of inventions and discoveries made by Government and academic researchers
- Most often it involves licensing a patent to a company which will develop the invention into a product that benefits the public
- Could involve a collaboration with the inventor(s) through a license or a Cooperative Research And Development Agreement (CRADA)

At the VA...



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- **The mission of the VA Technology Transfer Program (TTP) is to facilitate the commercialization of VA inventions to benefit Veterans and the American public**
 - Manage Inventions of VA employees
 - Review CRADAs
 - Consultations
 - Collaborate with partners
- **Bringing Research Advancements for Veterans to Everyone (BRAVE)**

- 1 - Director, Dr. John Kaplan PhD, JD, MBA, PE
 - 5 - Technology Transfer Specialists (PhD, JD, MBA, MPP)
 - 3 - Staff Assistants
-
- Experience - Government, Private Industry, Consulting

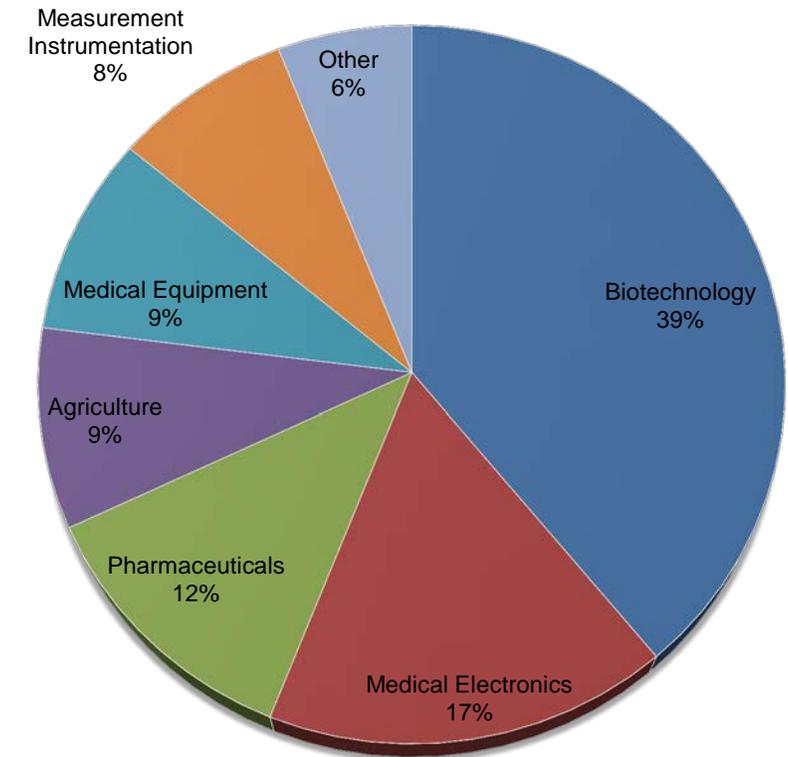
Snapshot



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Bringing Research Advancements for Veterans to Everyone!

- Intramural Research Program (\$600M/ \$1.8B)
- 500 new CRADAs/ yr.
- Over 100 partnerships with academia
- 589 Invention Disclosures in FY17
- 88 Patents Issued in FY17
- 15 active license agreements (VA only)
 - Est. 100 plus VA & Affiliate license agreements
- \$490,000 annual license revenue in FY17
 - Est. \$2.5M annual VA & Affiliate license revenue



Aspirational Goals



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- **FTEs**
 - Goal 22
- **Disclosures**
 - Goal 700 plus
- **Patent Applications**
 - Goal 400 plus
- **Licenses**
 - Goal 150 plus



Representative VA Affiliates



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W UNIVERSITY OF WASHINGTON

University of Florida

East Tennessee State University

University of Tennessee

Loma Linda University

Saint Louis University



Stanford University

Arizona State University

Louisiana State University

Wright State University

UCLA

Washington University in St Louis

University of New Mexico

University of Oklahoma

University of California Regents

University of Nevada

University of Arizona

University of Utah

Rensselaer Polytechnic Institute

Augusta University

Duke University

Medical University of South Carolina

University of Arkansas

Wayne State University

University of Minnesota

Iowa State University

University of Southern California

NY State University of New York (Buffalo)

Yale University



Massachusetts Eye and Ear Infirmary (MEEI)

University of Maryland

New York University

NY State University of New York System

University of Mississippi

Cleveland Clinic Foundation

University of South Carolina



WARF
Wisconsin Alumni Research Foundation

University of Illinois, Chicago

M UNIVERSITY OF MICHIGAN

University of Louisville

University of Cincinnati

CASE WESTERN RESERVE
UNIVERSITY EST. 1826

University of Kansas

University of Missouri



University of Nebraska Medical Center

Vanderbilt University

Virginia Commonwealth University

University of Notre Dame

Baylor
College of
Medicine

University Alabama Birmingham

Georgia State University

Emory University

University of Pittsburgh



University of South Florida

Texas A&M University System

Oregon Health & Science University



The University of Texas Medical System

Wisconsin Medical College

Brown University

Loyola University Chicago

Boston University

University of Pennsylvania

Tulane University



7/24/2018

VA

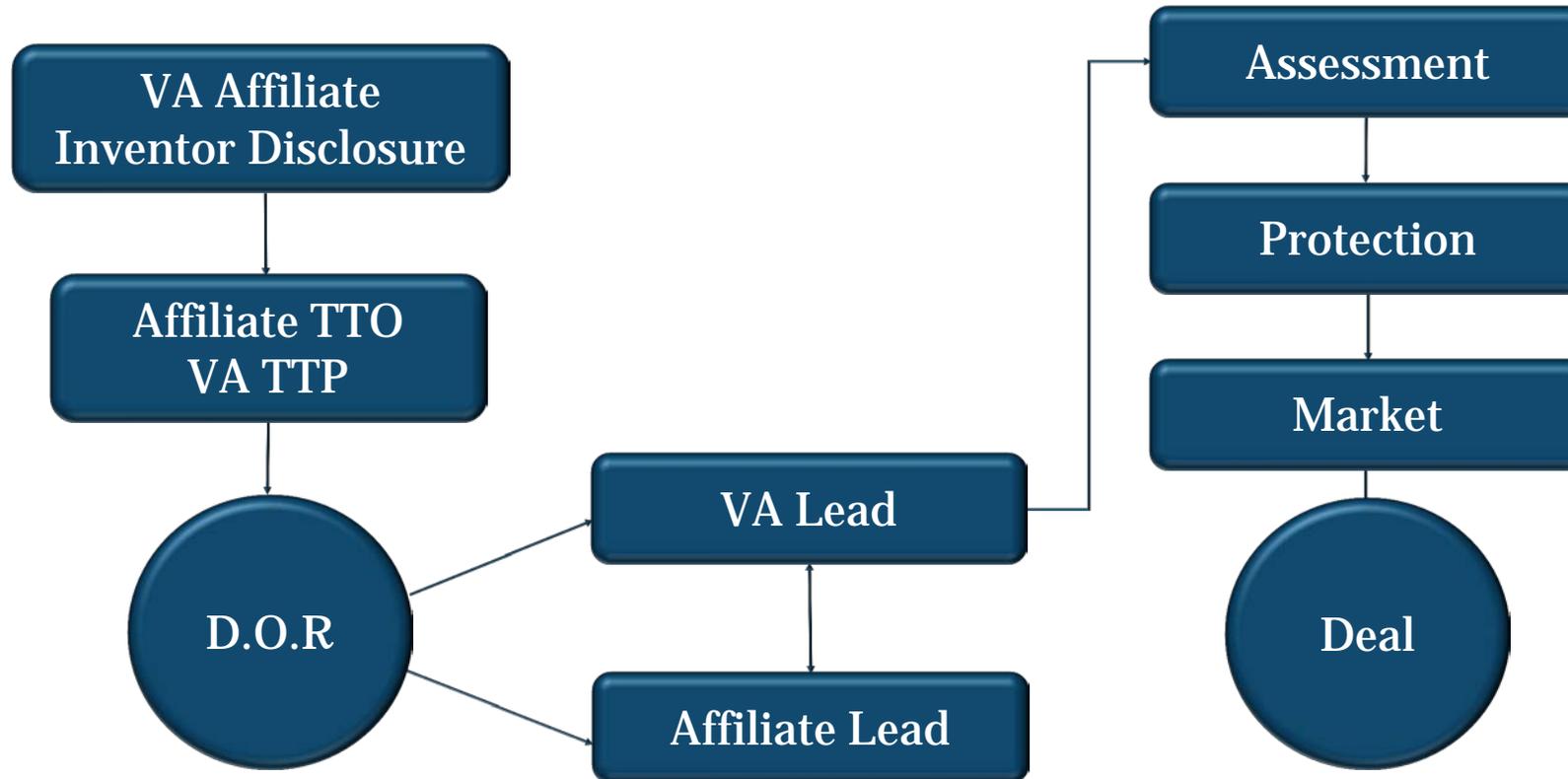


U.S. Department
of Veterans Affairs

Our Process



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Determination of Rights



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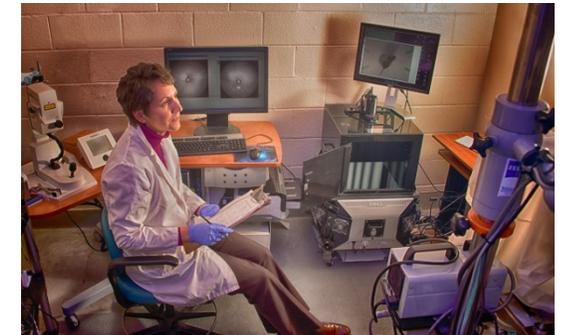
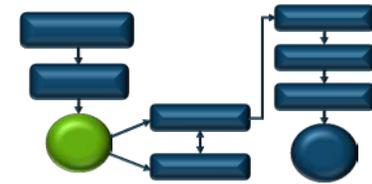
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- **Assessment of Government Rights**

- Assert Government ownership of the invention
- Leave ownership of the invention with the inventor
- Leave ownership of the invention with the inventor subject to the VA retaining a non-exclusive, Govt. use license

- **VA Asserts Rights**

- Managed by VA; or
- Obligations through CTAA/IMA/ IIA if jointly owned



*Machelle Pardue
Atlanta VAMC*

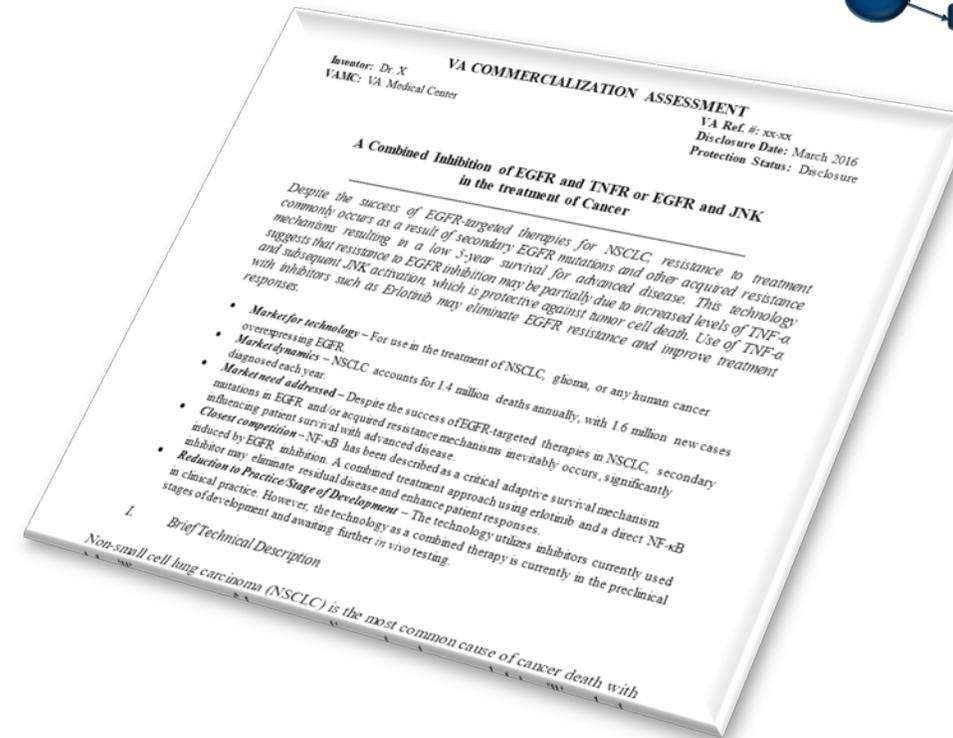
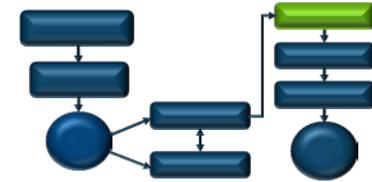
Assessment



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- Brief Technical Description
- Brief Market Analysis
- Competitive Position
- Barriers to Entry
- Recommendations



Patent Protection



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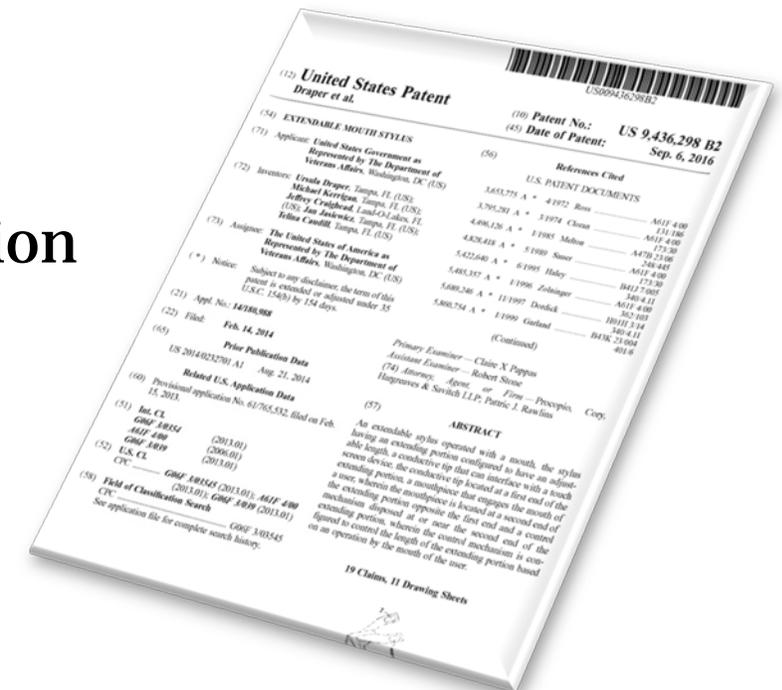
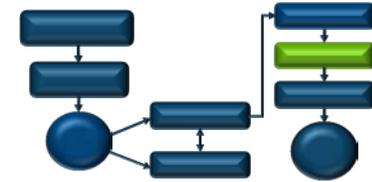
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- **Provisional Patent Application**

- VA contracted patent firm
- Collaborative process between attorney and inventor(s)
- Managed by TTS
- Active marketing during first year informs decision on conversion to a utility patent application

- **Utility Patent Application**

- In the absence of a license or strong licensing prospect, only U.S. patent is sought



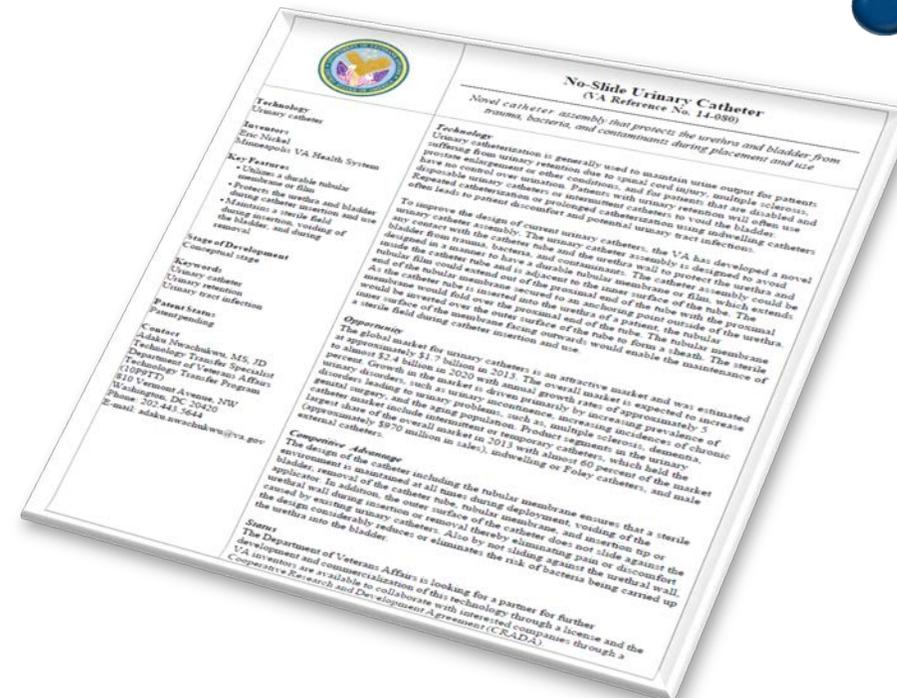
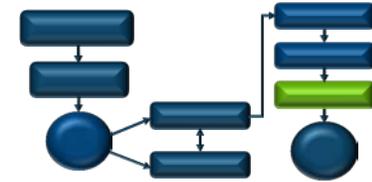
Marketing



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- Passive
 - Posted to Web site
- Marketing Briefs
- Active Marketing
- Media Outlets
- Inventor Suggestions

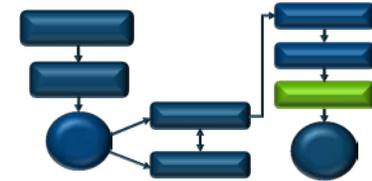


Marketing Report



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Active Marketing



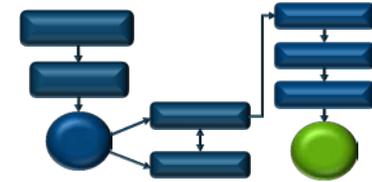
Company	Contact	Action	Response After Review	Response After Review of Confidential Information
<p>Adroit Medical Systems 1146 Carding Machine Rd. Loudon, TN 37774</p> <p>http://www.adroitmedical.com/company-description.php</p>	<p>Gene Gammons President Phone: 1-800-267-6077 Email: geneadroit@aol.com</p>	<p>2/27/13 – Called and spoke with G. Gammons. He is interested and would like to see the NCD. Introductory e-mail and NCD were sent.</p> <p>3/13/13 – Sent follow up e-mail to G. Gammons. Received reply, “Yes, I would be interested in reviewing your device, As you may or may not know, This technology is what my life has been dedicated to manage Hypo/Hyperthermia, The art of heating and Cooling patients.” Replied asking if the information had been received on the 27th. Also explained that the technology was intended to be used for the management of hypo/hyperthermia.</p> <p>Received second e-mail reply to my original message, “Yes I would be very interested in discussing your device”</p>	<p>3/14/13 – Called and spoke with Gene. He is interested in speaking with the inventors and would be happy to sign an NDA. Will arrange the call and coordinate any necessary paperwork.</p> <p>3/18/13–E-mailed G. Gammons requesting contact information at Adroit in order to move forward with the NDA.</p> <p>4/9/13 – Resent NCD to G. Gammons.</p> <p>4/23/13 – Followed up with G. Gammons regarding interest.</p>	

Licensing



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- To Further Commercialize
- Application Process is Codified (37 CFR 404)
 - Commercial Development Plan
- Negotiate an exclusive, partially exclusive, or nonexclusive license agreement
 - Fees
 - Royalties
 - Reimbursement of Costs



No Inventor Involvement During Financial Negotiations

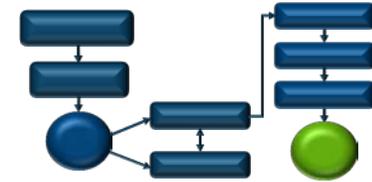
Royalty Distribution



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- First \$2,000 to inventor(s), then:
- 50% to inventor(s)
- 50% to VAMC where invention was made



How you can assist



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So what do I do
as a PI?



Alexandra Howell
White River Junction VAMC

- Complete the Invention Disclosure and VA Certification Form *concurrent with your Academic disclosure (we accept academic disclosures)*
- Submit through your ACOS R&D
- Be available for questions from TTP
- Assist the Patent Attorney in drafting the patent application
- Assist negotiations by explaining the scientific merit supporting the invention

- Do not publicly disclose
- Do not discuss with outside parties without an NDA

Helpful Links



Bringing Research Advancements for Veterans to Everyone!

- Intranet:
http://vaww.research.va.gov/programs/tech_transfer/
- Internet:
http://www.research.va.gov/programs/tech_transfer/
- VHA Directive 1200.18
- TMS learning course “Technology Transfer Program”