

Edinburgh Research and Innovation

*A UK leader in commercialising research and entrepreneurship*



THE UNIVERSITY of EDINBURGH

Your guide to  
Technology  
Transfer  
at the  
University

[www.research-innovation.ed.ac.uk](http://www.research-innovation.ed.ac.uk)

# Technology Transfer at the University

**Discoveries of practical utility, derived from University research, have the potential to become a valuable asset to industry, other researchers and the public.**

Successful transfer of this “*Intellectual Property*” (IP) from the University into industry, or other relevant organisations, has the capacity to deliver social and economic benefits and to improve the quality of public life.

In an increasingly competitive funding climate, demonstrating delivery of such outcomes is required (where appropriate) by key research councils and charities.

The University’s commercialisation office, Edinburgh Research and Innovation (ERI), has launched a new *Technology Transfer team*, which is focused solely on the identification and exploitation of IP as a means of contributing towards the University’s core objective of promoting health, economic growth, and cultural wellbeing.

You may think exploitation of your research activity isn’t relevant, or appropriate. So it may surprise you to learn that there are many forms of University-generated IP that are considered a valuable commodity by other organisations.

## Types of IP include:



Patents



Software



Know-how (formulae, instructions, trade secrets, methods, processes)



Reagents & tools (antibodies, chemical libraries, animal models)



Copyright (writings, music, art)



Design rights



Trademarks and brand names

## Your key technology transfer contacts

### Claire Brady

[T] 0131 651 4280

[E] [Claire.Brady@ed.ac.uk](mailto:Claire.Brady@ed.ac.uk)

### Tom Higgison

[T] 0131 651 4024

[E] [Tom.Higgison@ed.ac.uk](mailto:Tom.Higgison@ed.ac.uk)

### Angus Stewart-Liddon

[T] 0131 650 9029

[E] [Angus.Stewart-Liddon@ed.ac.uk](mailto:Angus.Stewart-Liddon@ed.ac.uk)

# What support can we offer you?

## ERI's Technology Transfer team will:

### Objectively evaluate a new discovery

Evaluating a new discovery isn't an exact science and relies on experience. Over the years, ERI has developed an in-house process that quickly gathers the critical information. We use qualitative and quantitative data to assess the prospect for market uptake, whether exploitation is appropriate and, if so, what the most appropriate route is, i.e. licence, collaboration or spin-out company.

### Conduct due diligence

We will organise patent protection (where appropriate); review related background research, IP and funding agreements; put agreements in place with collaborators (as necessary) to enable exploitation; and undertake an analysis of the competitors / competing technologies.

### Market the technology

Marketing materials will be produced to highlight the key benefits and applications of the new technology. This will be promoted on numerous 'technology partnering' websites and marketed proactively through targeting relevant company contacts from our extensive database and those attending trade events.

### Access proof of principle funding

Where required, we have access to funds to conduct specific industry-relevant proof of principle or evaluation studies; in-depth market analysis; etc., should further work add value to the opportunity.

### Lead on project management

We will work hand-in-hand with you to manage the project to a successful outcome, including developing a milestone-driven commercialisation plan with clear agreed actions.

### Negotiate the most suitable agreement

A licence agreement can be non-exclusive or exclusive as well as restricted by a field of use and/or a geographical location. ERI negotiates over 45 commercial licences with industry per year, in exchange for royalties and/or milestone payments on terms that encourage development and marketing of the technology. We also facilitate around 5-10 evaluation licences a year to give companies a "try before you buy" option, which also provides an invaluable third party assessment of the technology.

### Manage the ongoing relationship with the company

Concluding a licence deal is the start of a new mutually beneficial relationship with a company. ERI will regularly follow up with the licensee for updates on development of the technology, launch of new products, and royalty payments. We currently manage over 200 live licences that return an annual royalty income in excess of £2.5 million per year to the University.

**Shona Cunningham**

[T] 0131 650 6430

[E] Shona.Cunningham@ed.ac.uk

**Peter Deakin**

[T] 0131 651 3430

[E] Peter.Deakin@ed.ac.uk

# Case Study Examples

ERI has an established record of successfully licensing the University's IP on mutually beneficial terms. Our licensees include new ventures, SMEs & multinationals, such as:

**MTEM Ltd: University spin-out, Scotland .....Patent and Software**

The largest ever spin-out company in Scotland was based on an exclusive licence of University IP to analyse subsurface deposits of hydrocarbons. Within four years of launch MTEM was acquired by Petroleum Geo-Services for \$275 million.

**Biogen (now Biogen Idec, Inc.): Multinational, USA ..... Patent**

Patents covering a novel process to develop a new Hepatitis B vaccine were exclusively licensed to Biogen. This vaccine is the gold standard and Biogen is a multi-national player in healthcare.

**National Health Service (NHS): Not-for-profit, UK ..... Software**

A web-based clinical research facility manager has been non-exclusively licensed to 30 (and counting) NHS authorities. The fee to the NHS is minimal just to cover our ongoing development and maintenance costs (which are then made available to our licensees).

**EMD Millipore: Multinational, USA ..... Reagent**

So far six antibodies, against a wide variety of targets, have been licensed to this division of Merck Millipore for resale and the development of research kits.

**Avacta Animal Health: SME, UK ..... Reagent**

The University isolated and provided the company with the *Staph. Pseudintermedius* antigen so they were able to develop the ELISA, which measures elevated IgE levels to staph indicating hypersensitivity to staph. This ELISA test aids vets in the management of allergies.

**LaterLife Training Ltd: Not for Profit, Scotland ..... Training Tools**

In collaboration with other research institutions, Edinburgh developed an evidence-based training course for the rehabilitation of stroke patients by providing a safe and effective exercise programme.

**UltraDynamics Pty. Ltd: SME, Australia ..... Device Design & Prototype**

The University developed an instrument that enables the rapid assessment of a coal stock's handling characteristics. Upon conclusion of the licence agreement, the company went into production to make the device, which has now been sold in the key mining territories of Australia and South Africa.

**Just Music & Publishing, Inc.: SME, South Korea ..... Music Collection**

The John Levy Archive is a primary ethno-musicological resource of nearly 700 original field recordings of music from around the world, preserved by the University. A sub-set of the collection, a series of Korean field recordings, was licensed to Just Music to produce CDs and downloadable versions of the recordings to enable wide access to the music.

**IHC Association: Not-for-Profit, New Zealand ..... Copyright Materials**

A series of copyright materials (presentations, trainers guide, questionnaires, hand-outs, etc.), which were developed at the University to train support staff, through the delivery of a one day workshop, working with people with both a learning disability and dementia.

**Geosyntec Consultants (GSC): Multinational, Canada ..... Patent**

A novel smouldering combustion technology, to quickly and efficiently destroy contaminants, such as coal tar, hydrocarbons and solvents, is enabling owners of hazardous waste sites to remediate their land cost-effectively. Pilot tests and field demonstrations, conducted by GSC have replicated the technical performance seen in earlier laboratory and field work tests undertaken by the University.