

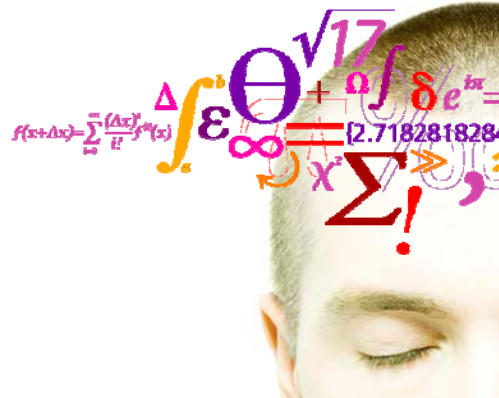
Patents in the business system of a University

Kasper Klänning

Head of Section, Research and Innovation

DTU Patent Course

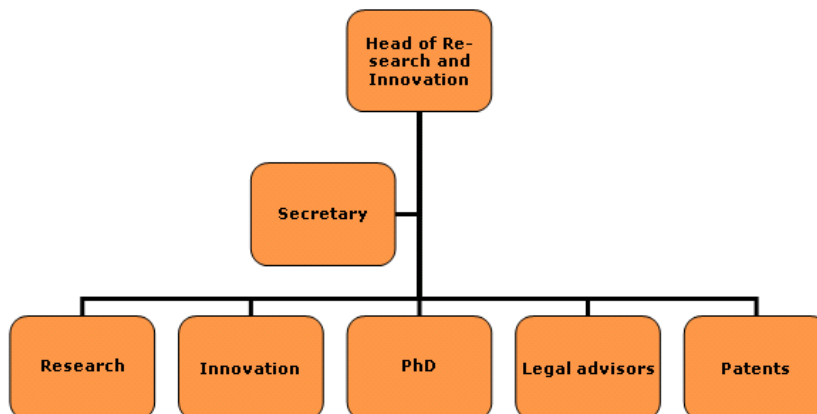
13. January 2010



Agenda

- Brief presentation of DTU, Research and Innovation
- Why do universities make inventions and patent them?
- How do universities make inventions and patent them?
- Impact of the Law on University Patenting - Denmark
- Impact of the Law on University Patenting – DTU
- Challenges for TTO's
- Q/A

DTU, Research and Innovation



DTU, Research and Innovation

- Contact with DTU partners and stakeholders
- Analysis and policy-making activities for the management group of DTU
- Administration and settlement of cases in all core areas
- Consulting and servicing of Directors and departments at DTU

Patent team



Søren Mikael Hansen
 Specialkonsulent,
 Opfindelser og
 kommerialisering
 Lokal 57194
smh@adm.dtu.dk



Tonni Nielsen
 Chefkonsulent,
 Opfindelser og
 kommerialisering
 Lokal 51187
ton@adm.dtu.dk



Kasper Klåning
 Opfindelser og
 kommerialisering,
 patentstatistik,
 Proof of Concept
 Lokal 51036
kkl@adm.dtu.dk



Lene Reeh
 Fuldmægtig,
 Opfindelser
 Lokal 57136
lenre@adm.dtu.dk

Why do universities make inventions and patent them?

- 2000 – from professors privilege to institutional ownership
 - "Lov om opfindelser ved offentlige forskningsinstitutioner, law no. 347, June 2nd 1999"
- § 1. Purpose of the law
 - This law has the purpose to secure, that results from research produced by public money, shall be utilized for the Danish society by commercial utilization
- § 3. The invention should be patentable and § 7. The rights to the invention is entitled to the university
 - According to the law, universities are obligated to actively seek to commercialise the invention

Why do universities make inventions and patent them?

The eternal dilemma – universities/industry

Universities are striving to earn money in order to do research

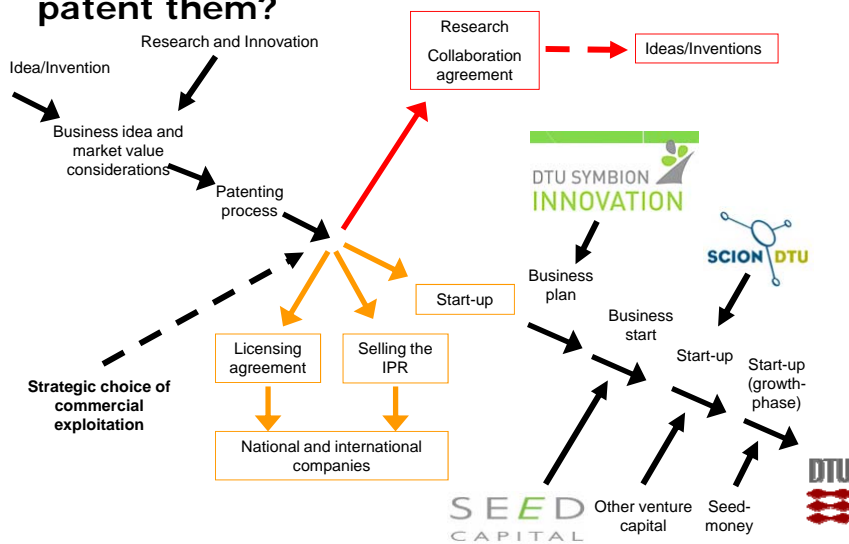
whereas

Industry is doing research in order to earn money

How do universities make inventions and patent them

- The law describes procedures how the inventor and the university has to act:
 - § 10. Inventor complete a written notification
 - § 11. 2 month grace period
 - § 15. Expenses and revenue
 - The institution may pay all expenses in connection with transfer and protection of the right to invention
 - The institution shall use the revenues from the transfer of rights to inventions for activities within the purpose of the institution

How do universities make inventions and patent them?

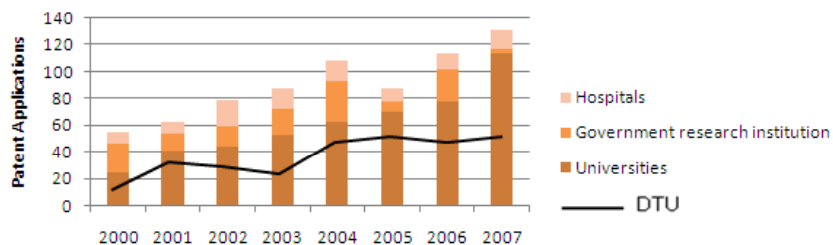


Why do DTU not take over all the notified inventions

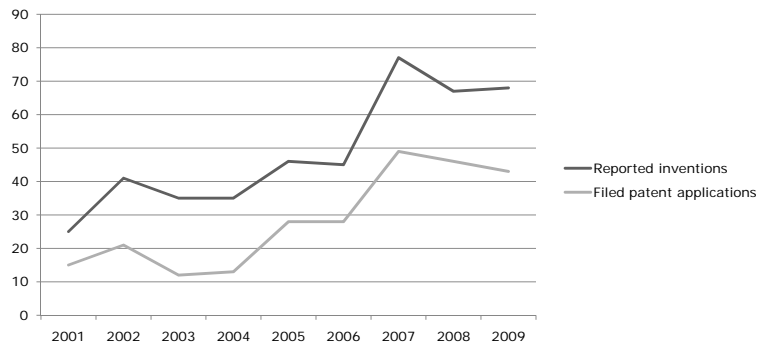
- Limited commercial possibilities
- No support or resources from the department
- The scientist has left DTU
- No test results are available
- The research results from the scientist published before patent filing
- No novelty or inventive step, known technology

Impact of the Law on University Patenting – Denmark

National and DTU performance in patent applications



Impact of the Law on University Patenting – DTU



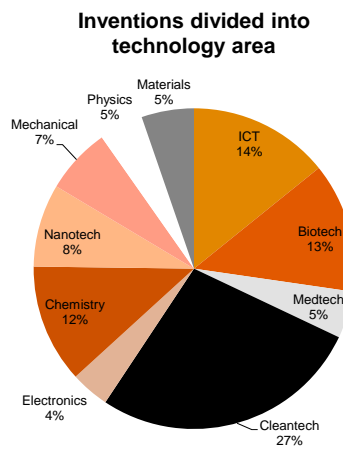
Danmarks Tekniske Universitet

DTU Patent Course 42799 13/1 2010

Impact of the Law on University Patenting – DTU



- Notification of inventions – 67
- Filed patent applications – 48
- Employees working with technology transfer – 13,5
- Sold patents – 10
- Licensed patents – 6
- Net expenses – 11,8 mill.
- Net revenue – 21,1 mill.



Danmarks Tekniske Universitet

DTU Patent Course 42799 13/1 2010

Why do the statistic show growth all over?

- Awareness of IP from the departments and the management
 - Image creator
- Patent as papers/thesis is as valuable for the scientist CV
 - Synergy for more inventions
- Competition among the universities
 - Indicator for the activities
- Earnings for the university
 - More inventions and patents

Status of DTU's TTO

- Patent portfolio 170, budget DKK 7 mill.
- Transformation of the TTO since the implementation of the law
 - An organization with competences within patenting and technology transfer
 - Administrative procedures has been develop
 - Member of the National Network of Technology Transfer – www.techtrans.dk
 - Access to patent and market databases
 - Partnerships with industry partners, TTO's and governmental institutions
 - Promoting innovation and entrepreneurship activities at DTU
 - Administrating the Proof of Concept consortia
 - Attracting funding for inventions and business development

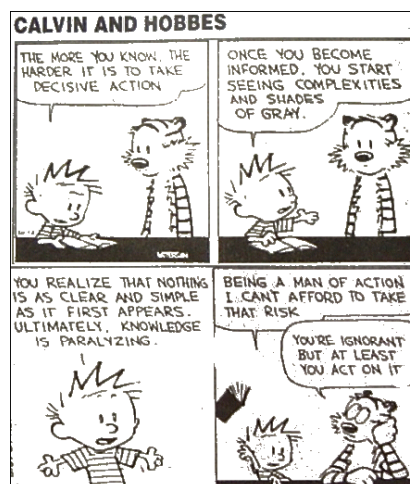
Challenge for TTO's

- Diminishing cost and increasing outcome by managing patent portfolio
 - Close down old patents
 - Increasing focus on promoting fewer and more commercially valuable inventions

- Continue building up a systematic approach and business model in-house
 - Research collaboration
 - Strategic partnerships
 - Developing juridical framework agreement
 - Standard license and sales agreement

- Commercializing patents
 - Exclusive/non exclusive agreements, technology and market
 - Time to market
 - Setting the right price
 - 30 months day for the invention (national phase)

Questions???





Thank you for your attention

Kasper Kläning
Head of Section, Research and Innovation

M: kaki@adm.dtu.dk

P: 4525 1036

W: Inventions/patents

http://portalen.dtu.dk/DTU_Generelt/AFI/Forskning_Innovation/Opfindelser.aspx

DTU Research and Innovation, who to contact?

http://www.dtu.dk/Om_DTU/Organisation/Koncernstab/AFI/Hvem%20ved%20hvad.aspx