

CLEO 2013 - Technology Transfer



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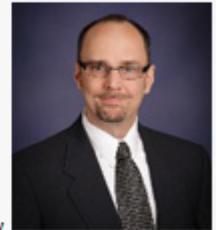
Don Golini
President
SANICA Ventures, LLC



"Some Thoughts About Licensing University IP"

Don will explore various aspects of licensing university-based technology to startups. Issues to be addressed include: licensing to startups vs. established companies, royalties vs. equity, upfront license (and other) fees, patent control and expenses, and future inventions/improvements.

Mark Gallagher, PhD
Partner, Registered Patent Attorney
Knobbe Martens IP law firm



"Successful Technology Transfer From Universities: Ten Important Considerations"

Many successful companies have been built on technology transferred from universities. Likewise, for small start-ups and large businesses alike, effective transfer of intellectual property (IP) can be critical. This talk reviews 10 important considerations for successful IP transfer from universities. Subjects covered include:

- "Do's and don'ts" for IP transfer from universities,
- Facets of the agreement between the university and the business,
- Strategies to enhance relationships between the university and the business, and
- How the new first-to-file patent law affects technology transfer from universities.

Don Golini founded QED Technologies in 1996 based on intellectual property licensed from the University of Rochester. QED was sold in 2006 to Cabot Microelectronics Corporation, and Don exited the business in 2010. Since then he has taught a course at the Simon School of Business in technical entrepreneurship, become chairman of the Rochester Angel Network, and is currently managing a \$3.5M venture fund for the Rochester Institute of Technology.

Dr. Gallagher specializes in patent prosecution in the areas of lasers and optics and currently represents clients in a variety of optics technologies, including telecommunications, medical optics, photolithography, optical instrumentation, and ophthalmic applications. Prior to joining Knobbe Martens, he performed patent prosecution in semiconductor technology and optics.

Title: CLEO 2013 - Technology Transfer
Date: Thursday, May 23, 2013
Time: 1:00 PM - 2:00 PM EDT

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