



Julia Mouzakiotis-Paquin, Janet Prince & James Mehta

Senior Industry Liaison Officers and Tech Transfer Manager,
Office of Innovation + Partnerships



Organizational Chart

VP Research and Innovation



Office of Sponsored Research
Office of Strategic Initiatives
Office of Research Ethics & Compliance

Office of Innovation and Partnerships




Associate VP Innovation and Partnership



Director



**Associate Director
Technology Transfer**
+7 staff



- Inventions / IP management
- Licensing
- Assistance for start-ups

**Associate Director
Industry Liaison**
+4 staff



- Establish Industry Relationships

**Associate Director
Industry Partnerships**
+ 7 staff



- Industry-specific agreements



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Innovation and Partnerships (I+P)

IDEA TO INNOVATION

- Point of contact for partner-sponsored research
- Connecting researchers with funding opportunities and partners
- Management of partnerships grants, agreements, and contracts
- Management of inventions, patents, licenses, and copyrights
- Management of a portfolio of 40M in partner-sponsored research and ~4M in licensing revenue
- Licensing technologies to companies, including McGill-based start-ups



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Industry Partnerships Team



Giovanna Sebastiani
Associate Director



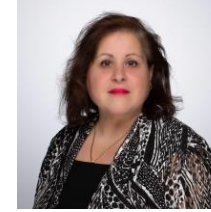
Julie Vallee
Senior Industry
Partnerships Officer



Jana Porubska
Senior Industry
Partnerships Officer



Daina Leimanis
Senior Industry
Partnerships Officer



Rina Cohen
Industry Partnerships
Officer



Celine Krystal Coletta
Industry Partnerships
Officer



Julia Carvalho
Senior Industry
Partnerships Officer



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Industry Partnerships Activities

- Tailor and negotiate research agreements to satisfy industry needs while protecting academic freedom
- Support grant applications requiring industrial partners
- Guide researchers for compliance with regulations
- Together with Industry Liaison Officers, the Industry Partnerships team connects internal and external stakeholders to bring research expertise and resources together



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Technology Transfer Team



Olivia Novac
Associate Director



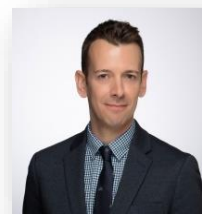
Sarah Butcher
Technology Transfer Manager
Life Sciences, Aff. Hosp



Francesco Tordini
Technology Transfer Manager
Engineering, Physical Sciences



Sylvie Toulmond (On leave)
Technology Transfer Manager
Life Sciences, Aff. Hosp



Jarred Chicoine
Technology Transfer Manager
Life Sciences, Aff. Hosp



James Mehta
Technology Transfer Manager
Engineering, Medical Devices



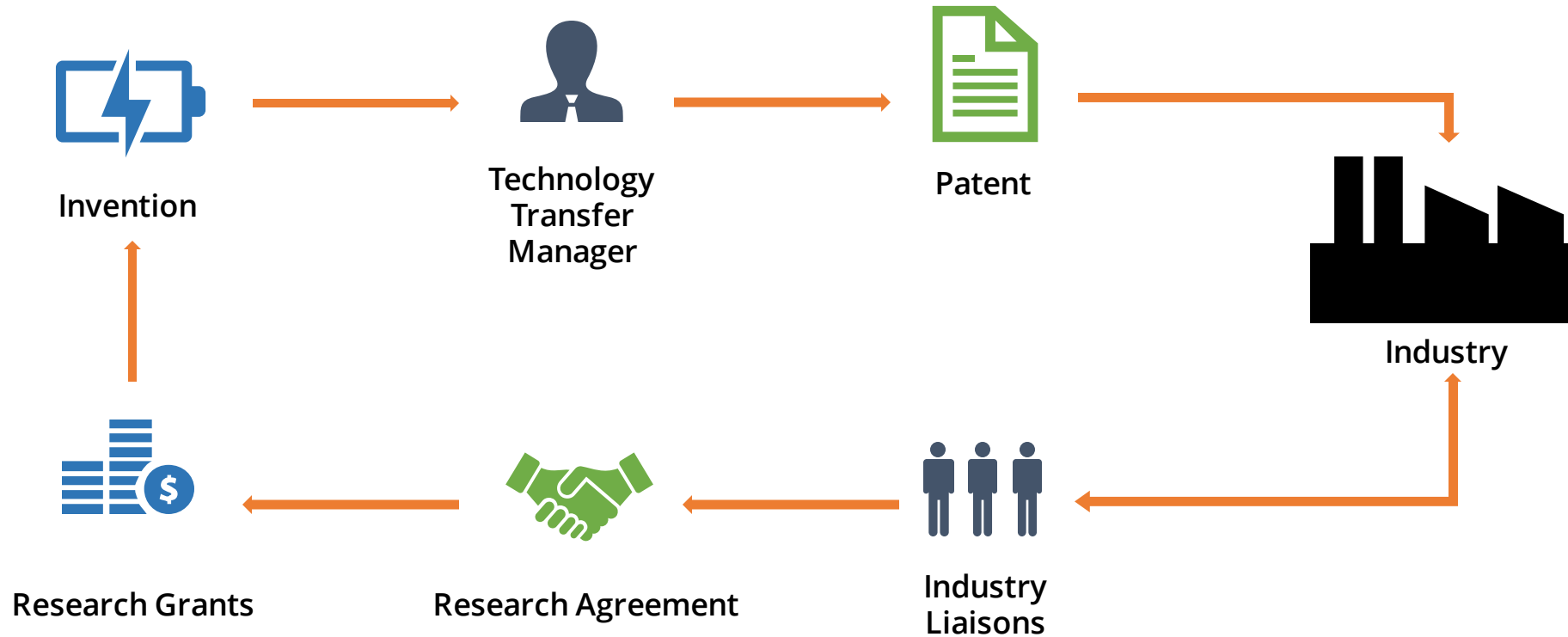
Chris Corkery
Technology Transfer Manager
Chemistry, Physical Sciences



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What is Tech Transfer?



What services does the TTO provide?

First Investor



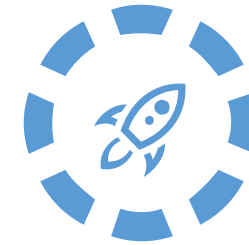
- Pay for patent costs
- Access to exclusive funding opportunities (internal & external)

Technology Evaluation



- Perform a patentability analysis and provide expertise
- Evaluate the market to assess if the commercial potential
- Advise on product development and validation

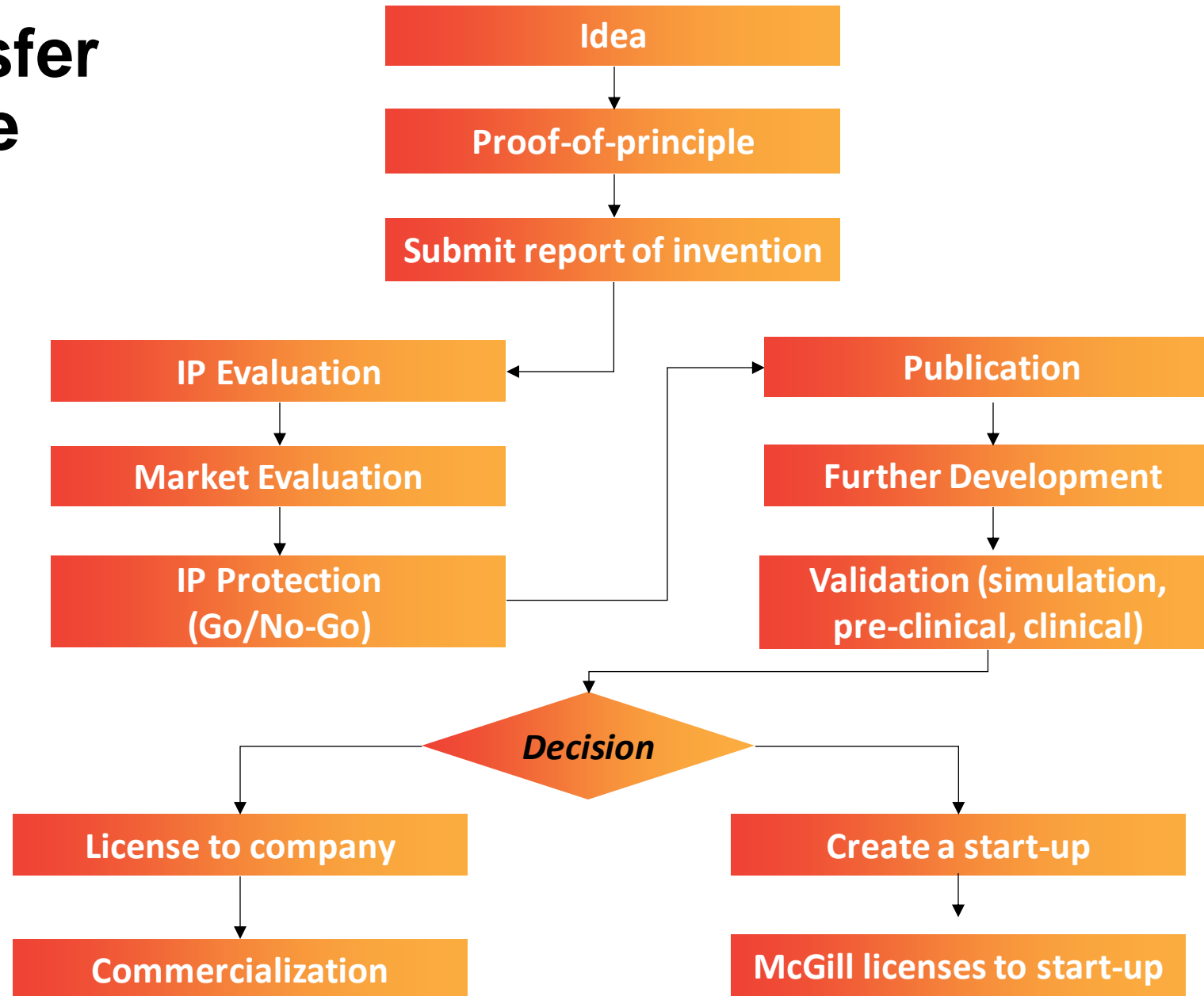
Commercialization



- Create a commercialization plan for your technology
- Find licensees for your technology
- Negotiate agreements
- Handle payment and disbursement

Tech Transfer Example

Tech
Transfer
Manager



Inventor(s)

McGill's Intellectual Property Policies

McGILL HAS 3 DOCUMENTS RELATED TO [INTELLECTUAL PROPERTY](#)

1. Policy on Inventions and Software
2. Policy on Copyright
3. Guidelines on the Application of the Policy on Inventions and Software
4. Guide to Faculty Inventors (**new**)
5. Guide for Spin-Offs (**new**)

INVENTIONS AND SOFTWARE

Co-ownership between inventor(s) & McGill

COPYRIGHT

Author basically owns everything unless previously agreed differently

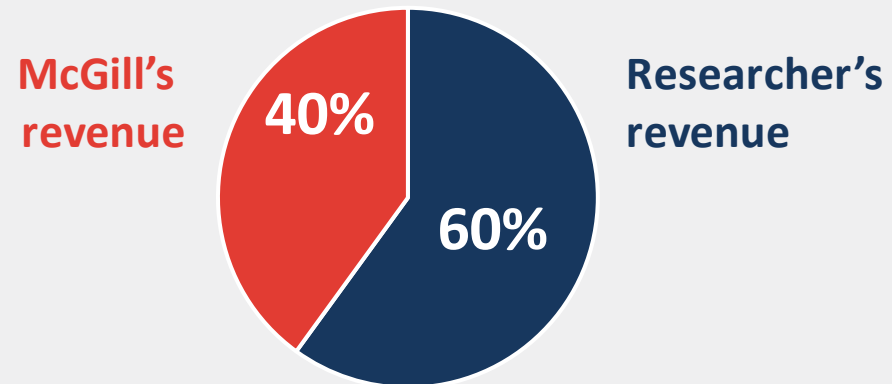


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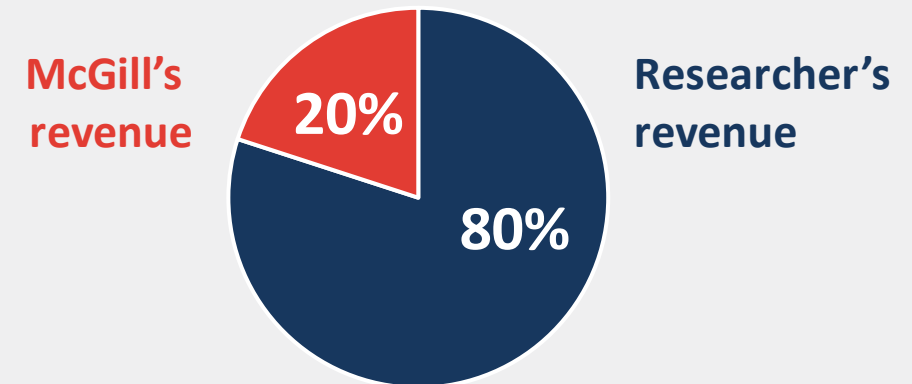
Revenue & Cost Sharing

If McGill manages commercialization



McGill provides commercialization expertise and pays 100% costs for IP protection

If the Inventors manage commercialization



Researchers manage and pay 100% costs for IP protection

IP Policies Of Peer Canadian Institutions

University	% Inventor Revenue	% University Revenue	Other
McGill	60	40	First \$10,000 to inventors
Toronto	60	40	75:25 if TOR
UBC	50	50	
McMaster	50	50	75:25 if TOR
Waterloo	100	0	Inventors pay all costs
Alberta	33.33	33.33	33.33% to commercialization process
Calgary	50	50	75:25
Montreal	50	50	
Ottawa	80 of first \$100k, 50 after	20 of first \$100k, 50 after	



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Spin-Off Route

McGill **normally** leads commercialization.

- Founders, usually inventor(s), incorporate the company (NewCo)
- McGill has contacts with partners for incorporation services
- Option or License Agreement to NewCo
- Forward patent costs (NewCo in charge)
- Past patent costs (NewCo to pay back in a payment plan)
- License terms are negotiable:

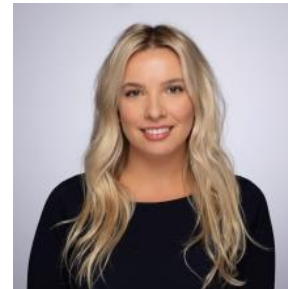
- 
- ✓ Up-front payment
 - ✓ Equity
 - ✓ Royalty
 - ✓ Milestones

Industry Liaison Team

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Eduardo Ganem Cuenca
Associate Director



Julia Mouzakiotis-Paquin
Senior Industry Liaison Officer,
Life Sciences



Janet Prince
Senior Industry Liaison Officer,
Life Sciences



Vivian Diniz
Business Development Officer,
Engineering



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Industry Liaison Activities

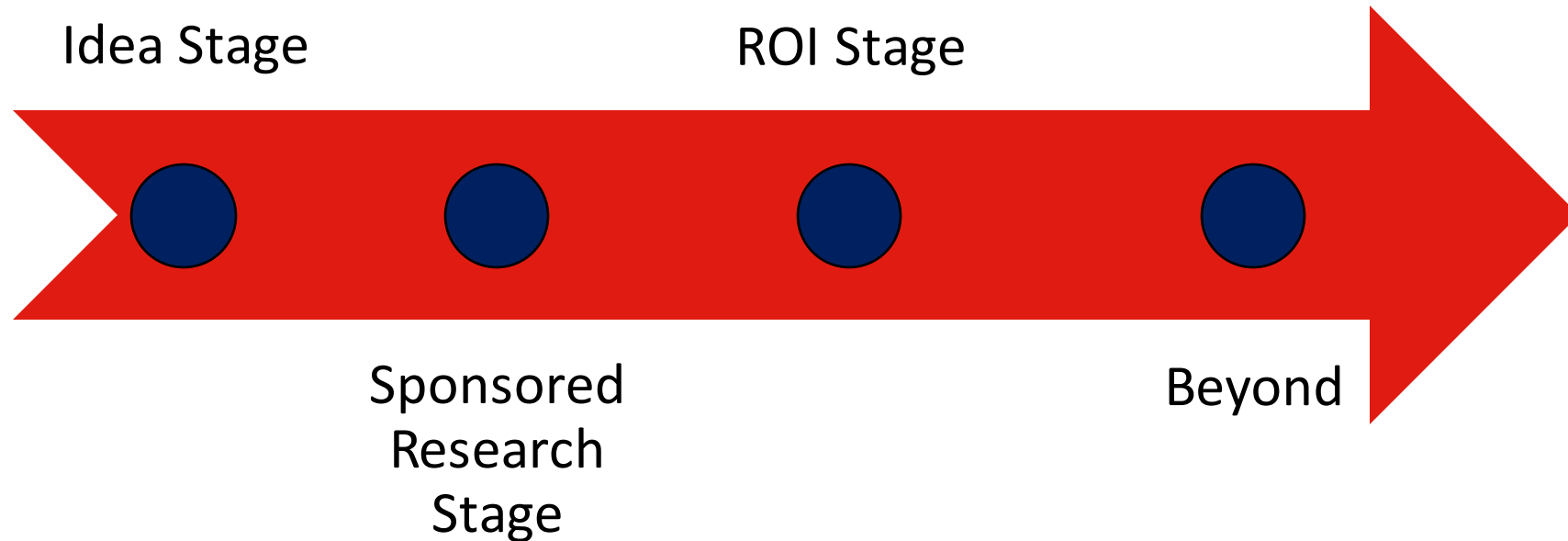
- Meet regularly with faculty members to better understand their expertise, interests, and research programs
- Meet regularly with industry and government bodies to better understand trends in market, provincial and federal interest
- Attend conferences, panels, and any externally facing event
- Host industry-academic "Discover Days"



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Timeline for Tapping into Industry Liaison Activities



Questions?

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