

# TreMonti

Innovation Management Consulting

**Comprehensive Technology Transfer Services**



## Comprehensive Technology Transfer Services

TreMonti Consulting, LLC (TreMonti) is focused on providing industry leading intellectual property commercialization and management services to universities, research institutes, government organizations and companies. We serve our technology transfer clients at all levels of their organization. For every engagement, we assemble a team with the most appropriate experience and expertise. We have fully dedicated professionals with broad experience and in-depth knowledge in all sectors and disciplines relating to intellectual asset management. We utilize state-of-the-art tools and methods in the management and commercialization of a wide spectrum of intellectual property.

TreMonti's team of business and technology professionals has hands-on experience in managing intellectual property portfolios and a long track record of technology commercialization. Our team stems from organizations such as Deloitte & Touche, KPMG, and various industrial sectors. They are recognized as noted authorities and industry leaders in technology transfer, commercialization, and licensing of intellectual property.

Our success is based on developing strong working relationships with clients. By listening to our clients' specific issues and concerns, we are able to develop management and business improvement-based strategies to deliver discernible benefits that address each client's distinctive needs.

We have rendered advice on best practices in technology transfer management and implementation and advise clients regarding organization structure, methodologies, IP management processes, spin-offs, joint ventures, licensing structure and practice, sale of intellectual property, and other issues relating to the management of technology transfer. Our services cover the entire technology commercialization process below.



**Intellectual Property Life Cycle**

Whether you are starting a technology transfer office, supporting existing infrastructure, or trying to address new directives, such as economic development, we can provide you with the support and advice to succeed.

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## Representative Services

Service	Purpose	Key Tasks
<b>Assessment</b>	Provide an assessment of the invention to help determine its potential commercial viability.	<ul style="list-style-type: none"> <li>• Evaluate market opportunity</li> <li>• Evaluate competition</li> <li>• Identify potential partners</li> <li>• Provide actionable recommendations</li> </ul>
<b>Technology Marketing</b>	Develop marketing materials for technologies, technology portfolios, and resources. Actively present opportunities to potential industry partners.	<ul style="list-style-type: none"> <li>• Identify potential partner/licensees</li> <li>• Contact potential licensees</li> <li>• Evaluate interest in the technology</li> <li>• Introduce companies with interest and resources</li> </ul>
<b>License Negotiation Assistance</b>	Assist in developing license options in order to negotiate stronger license agreements.	<ul style="list-style-type: none"> <li>• Qualify individual companies</li> <li>• Determine licensing strategy considering the desires of all parties</li> <li>• Identify licensing comparables</li> <li>• Facilitate negotiations/partnership formation</li> </ul>
<b>Best Practices Assessment</b>	Review of IP management and licensing program to assess the effectiveness of the program in relation to the strategic goals of the institution.	<ul style="list-style-type: none"> <li>• Benchmark TTO with similar TTOs</li> <li>• Improve productivity to reduce cost per license</li> <li>• Design processes to make marketing efforts more successful</li> <li>• Provide greater assurance of the completeness, accuracy timeliness, and predictability of licensing streams</li> </ul>
<b>Small Office Services</b>	Provide an all-inclusive service to meet the needs of institutions that are looking to initiate, manage, and grow their IP commercialization programs.	<ul style="list-style-type: none"> <li>• Assess intellectual property policy</li> <li>• Review of existing disclosures and IP</li> <li>• In-reach to faculty in order to educate about the role of IP commercialization and increase disclosures</li> <li>• Create marketing materials</li> <li>• Active marketing of technologies</li> <li>• Licensing assistance</li> </ul>
<b>Office Transition Services</b>	Provide support and continuity during a change in leadership, management, structure, or focus of an IP management program.	<ul style="list-style-type: none"> <li>• Provide support and continuity during a change in leadership, management, structure, or focus of an IP management program.</li> <li>• On-site presence to assist in transition and maintain a high level of faculty interaction</li> <li>• Reduce backlog of projects that have occurred in the interim</li> <li>• Provide continuity to incoming staff by recording institutional memory</li> <li>• Provide best practices for new program objectives, such as economic development</li> </ul>
<b>Database Review &amp; Management</b>	Clean up and rationalize database in order to make its use intuitive and an essential part of the IP management process.	<ul style="list-style-type: none"> <li>• Development of protocols on integrating the database into the office processes</li> <li>• Create naming and tracking conventions</li> <li>• Clean up old, nonessential data</li> <li>• Update data</li> <li>• Training of staff</li> </ul>

## Common Concerns & Issues

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- How well are we managing our technology portfolio?
- How well are we commercializing our technologies?
- How do we address the needs of our faculty if we don't have a IP management program in place?
- How can we address the problem of older non-revenue producing technologies, that may be commercially viable?
- How well are we addressing our backlog of unlicensed technologies?
- How do we reach out to industry?
- What is our IP worth?
- How can we address economic development needs?
- How can we commercialize non-technology related IP?
- How do we maintain workflow during an office transition?
- How are we addressing low staffing levels?
- How can we make the most out of our database?

## TreMonti Can Help

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- Reduce your IP load in a budget friendly fashion while engaging faculty
- Build a go-to market strategy for each technology solution or technology grouping
- Create strategies for securing research funding
- Present your solutions and technologies to the appropriate buyers in industry
- Negotiate strong license agreements with ongoing terms that maintain the licensor and licensee relationship
- Develop a comprehensive business plan and strategies for technology spinoffs
- Build the IP management infrastructure at your institution
- Engage and educate your faculty on IP and commercialization

**TreMonti**

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