

NCATS Technology Transfer: Best Practices

“The Nuts and Bolts of Cross-Sector Dealmaking”

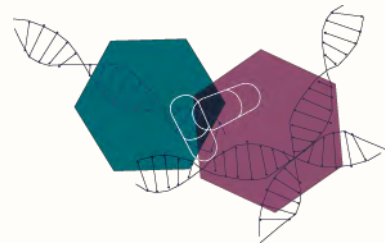
Hosted by *Fastercures*' TRAIN

(The Research Acceleration and Innovation Network)

Boston, MA
June 6th 2012

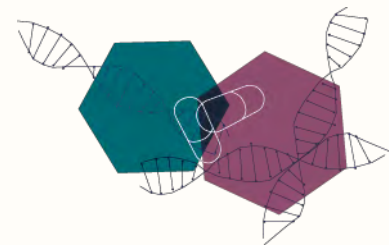
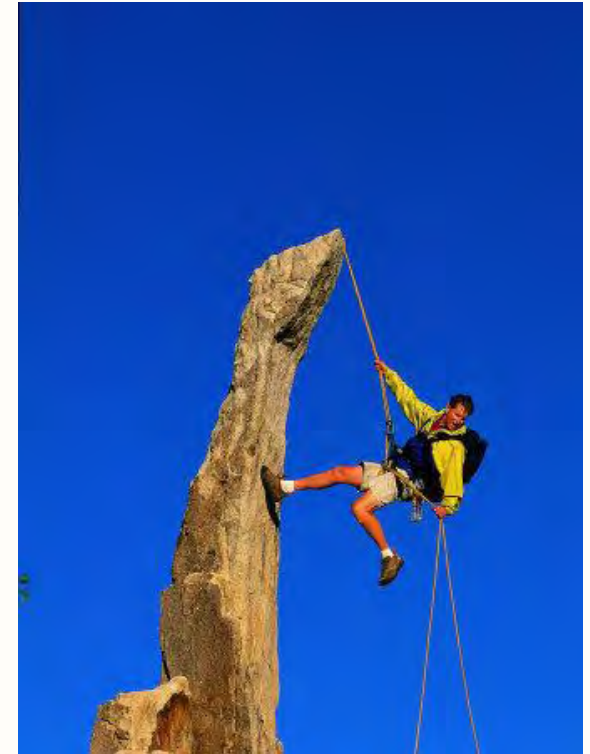
Lili Portilla
Director, Strategic Alliances
National Center for
Advancing Translational Science
(NCATS)

Lilip@nih.gov



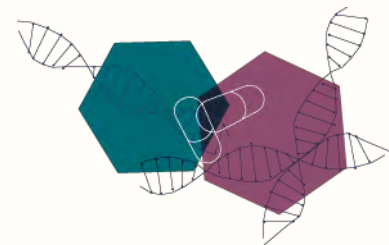
It all starts at the top

- TT needs strong support from leadership!
- Recent study commissioned by the Dept of Commerce identified this as most critical
- Levels of support for TT varies greatly - so do results
- TT function is considered part of the project team.
- More focus on collaborations because limited funds



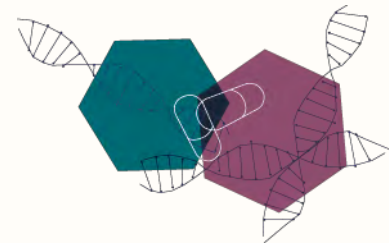
Embed Tech Transfer into Operations

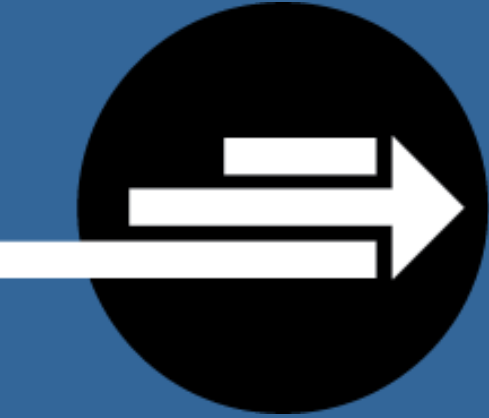
- Removes silos, and leads to creative solutions
- Promotes team approach, collaboration and trust
- Greater engagement between science and TT leads to greater clarity of purpose for both
- TT is able to better anticipate scientists' needs
- Increases scientists' respect and trust for TT staff
- Leads to greater technical understanding, and generates higher quality work



Take Home Lessons

- Secure the support and commitment of top **leadership** for technology transfer
- **Embed** the technology transfer office within operations
- Be **responsive** to industry needs through creative and flexible deal structures, transparency and responsiveness
- Treat each deal on its **own merit** and focus on the science and relationships involved





Transfer Agreement Dashboard

...Making the transfer of materials quick and paperless

<https://techtransferagreements.nih.gov>



Purpose of the TAD Effort

- Enterprise-wide MTA management system – Sponsored by the NIH Intramural Program
- Users include:
 - » Intramural and extramural researchers
 - » NIH IC technology transfer offices
 - » External technology transfer offices
- The system will:
 - » Improve compliance with NIH MTA policies
 - » Allow tech transfer offices to track metrics regarding the number of MTAs currently being tracked and managed
 - » Increase access to the status of MTA documents
 - » Reduce delays that impact the receipt of crucial materials

Development Approach

- Face-to-face stakeholder interviews to define the business needs, system requirements, and system design
- Incorporated input from external user groups and stakeholders:
 - » Tech Transfer Staff from universities and medical research centers
 - » Lab Chiefs and Managers
 - » NIH Researchers
 - » Principal Investigators from universities, medical centers and research centers

What We Heard

- **Long Turn Around Times**

- » Material requests can be complicated and can result in slow turn around times
- » Interaction between technology transfer office's is primarily via email or phone

- **No Visibility or Status**

- » Once the request is submitted, there isn't any way of determining where it is in the process?
- » Follow-ups are via phone or email averaging once a week, if not longer

- **Metrics/Reporting**

- » Data/Metrics for reporting purposes isn't readily available and must be requested

- **Paper Based Approach**

- » Mostly paper based process with no access to information after the request is made

Key Features Available to Users

MTA Process

- **Workflow:** Individual process for each type of MTA
- **Status Visibility:** Quickly check the status and who is working on the MTA
- **“My MTA” Dashboard:** Easily access and manage MTAs in your queue

Standards and Compliance

- **Online Forms:** Field validation aids with policy compliance
- **Standardized Templates:** Ensures latest version of official MTAs
- **Federated Login:** Enables access controls and roles & responsibilities
- **Electronic Signature:** Enables fast, paperless execution of MTAs

Admin and Reporting

- **Metrics:** Automatically capture data such as number of MTAs, average processing time, and common materials requested (internal data)
- **Reporting:** Generate reports to support internal and enterprise-wide data calls
- **Search:** Find agreements using keywords (material name, org, investigator, etc.)
- **Access Controls:** Use roles & responsibilities to control who has access to data

TAD Benefits

- **Less Time Consuming**

- » Potential reduction in turnaround time related to material requests
- » Potential reduction in time spent dealing with MTAs for scientists, enabling more time for research activities
- » Speeding up a mostly paper-based process by enabling electronic signature

- **Intuitive and Easy**

- » Standardized workflow to increase compliance and reduce omission of key steps
- » Online forms with built-in validation provide instant notification of potential compliance or accuracy issues

- **Increased Visibility and Access to MTA Data**

- » Provide material requesters with 24/7 access to the status of in-process MTAs
- » Track the number and types of outbound MTAs at an enterprise level across ICs

- **Leverage Lessons Learned**

- » Quickly search for MTAs that have been successfully implemented in the past, view comments and history of the full transaction/process



- Pending Agreements
- Draft Agreements
- Initiate Agreement
- Search Agreements
- Reports and Charts
- Manage Reviewees
- Manage Tasks

My Tasks

Task	Pending Since	Agreement Initiator
[TestOrg-TestSubOrg-Egge-484] - Sign Agreement (Electronic - Recipient Scientist)	5/29/2012 4:42:21 PM	Egge, Lauren (NIH/CIT) [C]
New User Request: Tester Smith (Organization: Test Org - TestSubOrg)	5/24/2012 11:00:41 AM	System Account

My Agreements

Agreement ID	Status	Initiation Date	Agreement Initiator	Provider Scientist	Agreement Info	Agreement Form
TestOrg-TestSubOrg-Egge-484	Pending Recipient Scientist Signature	05/29/2012	Egge, Lauren (NIH/CIT) [C]	Lauren Egge	View Info Page	View Form

My Organization's Agreements

Agreement ID	Status	Initiation Date	Agreement Initiator	Provider Scientist	Agreement Info	Agreement Form
TestOrg-TestSubOrg-Gillon-486	Pending Recipient Review	05/31/2012	Gillon, Perri (NIH/CIT) [C]	Perri Gillon	View Info Page	View Form
TestOrg-TestSubOrg-Egge-484	Pending Recipient Scientist Signature	05/29/2012	Egge, Lauren (NIH/CIT) [C]	Lauren Egge	View Info Page	View Form
TestOrg-TestSubOrg-Cardarelli-483	Pending Recipient Review	05/24/2012	Cardarelli, Carol (NIH/NCI) [E]	Carol Cardarelli	View Info Page	View Form
TestOrg-TestSubOrg-Barnes-482	Pending Provider Form Approval	05/24/2012	Barnes, Richard (NIH/CIT) [E]	Krishna Balakrishnan	Pending Form Approval	View Form
TestOrg-TestSubOrg-Rice-481	Pending Recipient	05/24/2012	Pollack, Michael	Christine Koch-Paiz	View Info Page	View Form

Future 2012 TAD capabilities

- **Inbound Transfers:** Allows inbound MTAs from external organizations
- **Material Catalogue – Requesting Materials:** Provides a dashboard of current materials available by organization, seamlessly transfers data to initiate an MTA
- **System Interfaces & APIs:** Provide ability to export data in specific formats that can be read by other systems
- **Data Migration:** Provide capability to import all legacy data/documents