“The Nuts and Bolts of Cross-Sector Dealmaking”

Hosted by Fastercures’ TRAIN
(The Research Acceleration and Innovation Network)

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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
...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
### My Tasks

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### My Agreements

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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