

Office of Commercialization & Industry Engagement (OCIE)

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OCIE's Core Functions

Industry Engagement: Partner with the private sector to drive research with impact

Commercialization: Help members of the Dal community get their innovations to market and put to impactful use



Industry Engagement

Ways of engaging industry in research

- Industry funded or supported research projects
- Government grants and programs that require industry participation (for example: NSERC Alliance, NSERC i1i, NRC-IRAP, Vouchers etc.)
- Mitacs programs



Helping you engage with industry

We can:

- Help find opportunities and **build partnerships**
- Support (with funding) travel or events that will **bring researchers and industry together**
- **Provide guidance and direction** on IP, publication and other issues that arise in industry / academic partnerships
- **Manage and facilitate agreements**, e.g.:
 - Non-disclosure agreements
 - Collaborative research agreements



Commercialization

- Commercialization is about **creating impact** by "**closing the gap**" between research and a product/service the public can access
- Typically involves:
 - Obtaining **intellectual property protection**
 - Partnering with industry to develop and sell a **market ready product**
- Industry **partner** may be an established company, an existing start-up, or a purpose built “spin-out”



Commercialization

- Commercialization is a **service** offered by OCIE and is at the option of the researcher
- With some exceptions, innovations developed by faculty are “**inventor owned**” and may be commercialized without Dalhousie / OCIE involvement
- For those commercializing on their own we can provide **informal** intellectual property and commercialization guidance



OCIE's Commercialization Models

1) Standard Model:

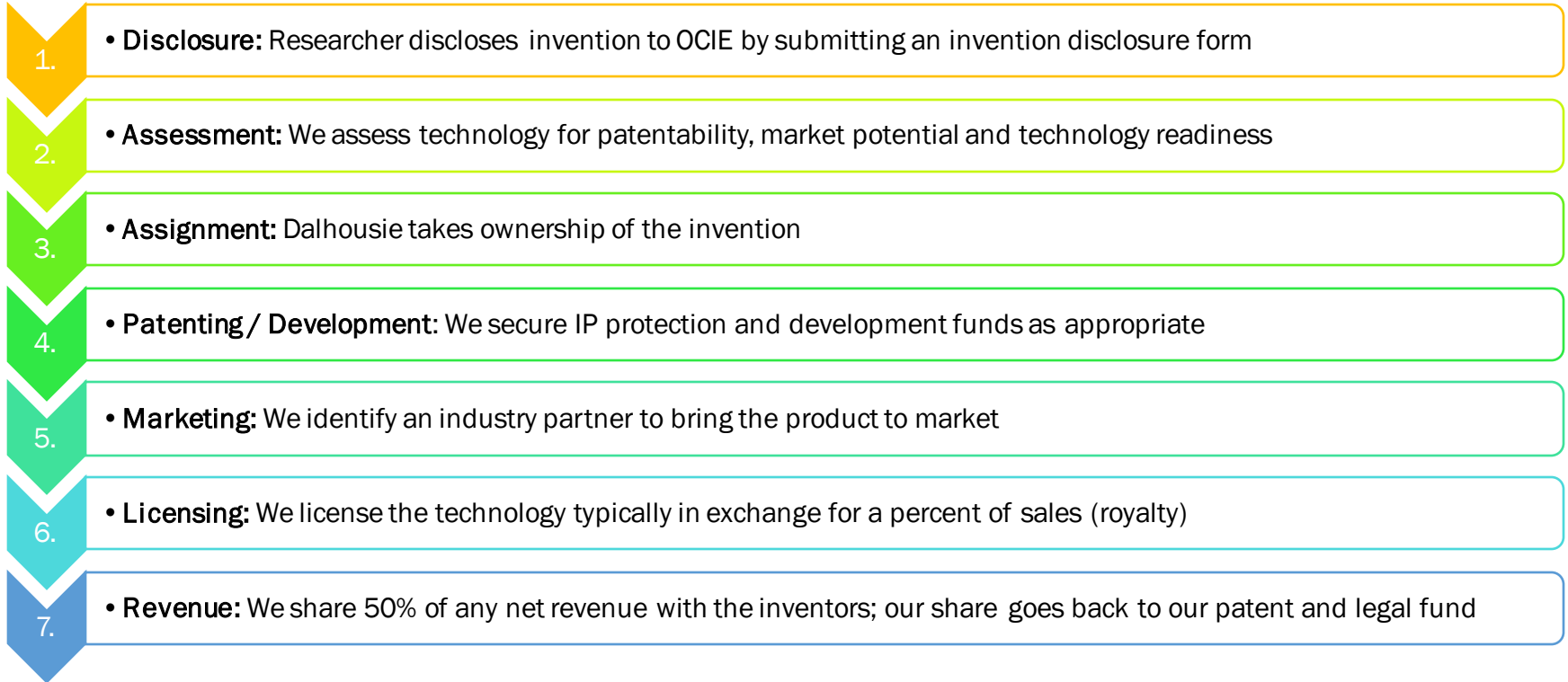
- OCIE obtains any appropriate **IP protection** and finds an industry **partner** to develop & market the product
- Net revenue is **shared**: 50% to inventors – 50% back to OCIE's patent and legal fund

2) Spin-out Model:

- OCIE obtains any appropriate **IP protection** and holds it while the inventor builds a **company**
- When the spin-out is ready, OCIE gives the IP to the spin-out in exchange for a **small equity stake** in the company



Commercialization Process





Spin-out Process

1.

• **Disclosure:** Researcher discloses invention to OCIE by submitting an invention disclosure form

2.

• **Assessment:** We assess technology for patentability, market potential and technology readiness

3.

• **Assignment:** Dalhousie takes ownership of the invention

4.

• **Patenting / Development:** We secure IP protection and development funds as appropriate

5.

• **Start-up formation:** You create and grow your start up

6.

• **Return of IP:** When you are ready, we return the IP to you for payment of direct costs and 2% equity



Why Use OCIE?

Commercializing through OCIE:

- Means inventors don't need to **risk** money, time, and energy
- Can provide **access to funding** to support further research
- Leverages our intellectual property and commercial **experience** and **expertise**



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