Commercialization Pathways at Virginia Tech

...from the Bench to the Bed / Bazaar

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Paths to Commercialization within Virginia Tech

- **Basic Research**
  - Proof of Concept / Invention
  - Evaluation by ICTAS Intellectual Property Commercialization Board *
  - Guidance on Most Promising Commercialization Mode(s)

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- **Licensing Scenario**
  - New Venture
  - Marketing
  - Patenting
  - Licensing

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- **Spin-off Scenario**
  - Early-stage Technology Development
  - Product Development
  - Production / Marketing

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- **University-Industry Partnership Scenario**
  - Industry Identification
  - Legal Framework
  - Joint R&D

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**Spin-off**

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**Licensing Monitoring**

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*IAB would be formed “on the fly” as a function of the technology being reviewed*
**Initial Research, Invention, and Evaluation**

**Funding**
- Federal Agencies (NSF, NIH, DoD, DOE, etc.)
- SBIR Phase I
- National Labs
- Corporate
- VT Alumni

$'s driven by technology, market and relationships

**Basic Research**

**Proof of Concept / Invention**

Evaluation by ICTAS Intellectual Property Commercialization Board *

**Guidance on Most Promising Commercialization Mode(s)**

Faculty input

**Support:**
- ICTAS
- CIbM
- Department
- OVPR
- VTIP

*Evaluation based on technology, relationships, and market potential*
Licensing Scenario

Federal Agencies (NSF, NIH, DoD, DOE, etc.)
SBIR Phase I
SBIR Phase II
Corporate
National Labs
VT Alumni
Angel Investors

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General Funding Flow

New Venture
Marketing
Patenting
Licensing
Product Development
Licensing Monitoring

Business Planning
Function Invention
Beta Testing
Patent Application(s)
Business Validation

Business Milestones

Support:
• ICTAS
• VTIP
• CIbM
Spin-off Scenario

Federal Agencies (NSF, NIH, DoD, DOE, etc.)
SBIR Phase I
National Labs
SBIR Phase II
Corporate
VT Alumni
Angel Investors
Venture Capital
Corporate Venture
Commercial Debt
Private Equity

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General Funding Flow

Early-stage Technology Development
Product Development
Production / Marketing
Infrastructure
Spin-off

Patent Application(s)
Beta Testing
Functional Invention
Business Validation
Viable Business

Business Planning

Business Milestones

Support:
- ICTAS
- CiBm
- VT Knowledge Works
- VT Business Technology Center

$’s driven by technology, market and relationships

VirginianTech
Invent the Future®
University-Industry Partnership Scenario

Federal Agencies (NSF, NIH, DoD, DOE, etc.)
SBIR Phase I
National Labs
SBIR Phase II
Corporate
VT Alumni
Angel Investors
Venture Capital
Commercial Debt
Private Equity

General Funding Flow

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Industry Identification
Legal Framework
Joint R&D
Partnership Monitoring

Support:
- ICTAS
- CiBm
- VT Knowledge Works
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Functional Invention
Business Planning
Patent Application(s)
Beta Testing
Business Validation
Viable Business
Business Milestones

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Acknowledgements

- VTIP
- VT Knowledge Works
- Business Technology Center
- ICTAS Center for Innovation-based Manufacturing (ClbM)