

## Med. Innovation Playbook 2011 Data - New Respondents

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### Overview of Institution/Office

1. Is your TCO structured as a unit of the institution or as a separate organization?\*
  - Unit of the institution
  - Separate organization
  - Other, please specify
2. What is/are the source(s) of funds for your TCO budget? (Please indicate all that apply.)\*
  - Commercialization revenue
  - Line item in institutional budget
  - Other, please specify
3. Does your TCO utilize external commercial website portals to market technologies available for licensing?\*
  - Yes
  - No
4. Who at your institution is generally responsible for the formation and incorporation of start-up companies?\*
  - Select at least 1.
  - TCO
  - Another department
  - Inventor(s)
  - Other, please specify
5. Does your institution have a business accelerator/incubator?\*
  - Yes
  - No
6. Does your institution have an Institutional Conflict of Interest policy?\*
  - Yes
  - No

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### Basic Statistics

7. What was your TCO's Licensing Revenue earned in Fiscal Year 2011:

TOTAL Licensing Revenue:

HEALTH CARE-RELATED Licensing Revenue:

8. For Fiscal Year 2011, what was your institution's TOTAL number of:

Inventions Disclosed:

HEALTH CARE-RELATED Inventions Disclosed:

9. For Fiscal Year 2011, what was your institution's TOTAL number of:

Licenses executed:

HEALTH CARE-RELATED Licenses executed:

10. For Fiscal Year 2011, what was your institution's TOTAL number of:

Options Executed:

HEALTH CARE-RELATED Options executed:

11. For Fiscal Year 2011, what was your institution's TOTAL number of:

Start-up Companies created:

HEALTH CARE-RELATED Start-up companies created:

12. Of the TOTAL number of Licenses/Options executed by your institution in 2011,

How many included Equity:

How many HEALTH CARE-RELATED License/Options executed included equity:

13. Of the TOTAL number of Licenses/Options executed by your institution in 2011,

How many were licensed to Start-up companies:

How many HEALTH CARE-RELATED License/Options were licensed to Start-up companies:

14. For Fiscal Year 2011, what was your institution's TOTAL number of:

U.S. Patent applications filed:	<input type="text"/>
HEALTH CARE-RELATED U.S. Patent applications filed	<input type="text"/>
U.S. Patents issued:	<input type="text"/>
HEALTH CARE-RELATED U.S. Patents issued	<input type="text"/>
Provisional Patents filed:	<input type="text"/>
HEALTH CARE-RELATED Provisional Patents filed	<input type="text"/>

15. For Fiscal Year 2011, what was your institution's TOTAL amount of:

Federally sponsored research activities:	<input type="text"/>
HEALTH CARE-RELATED Federally sponsored research expenditures	<input type="text"/>
Industry-sponsored research expenditures:	<input type="text"/>
HEALTH CARE-RELATED Industry-sponsored research expenditures	<input type="text"/>
Other research expenditures (please specify)	<input type="text"/>

16. For Fiscal Year 2011, what was your total TCO budget?\*

17. In what year did your institution first dedicate at least 0.5 Professional FTEs toward Technology Transfer activities?\*

18. What was your TCO's number of FTEs employed during fiscal year 2011\*

TOTAL FTEs	<input type="text"/>
Total number of Licensing FTEs	<input type="text"/>
How many are related to HEALTH CARE	<input type="text"/>
Total number Other FTEs	<input type="text"/>
How many related to Start-Up Companies	<input type="text"/>

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### Institution/Office Profile

19. For your institution's health care disclosures, what is the percentage breakdown of:

- a. Device
- b. Drug/Therapeutic
- c. Diagnostic
- d. Biologics
- e. Software tools
- f. Other

20. Does your institution have a budget for prototyping, product development, or similar translation activity?\*

- Yes
- No

21. If applicable, approximately how many Material Transfer Agreements (MTAs) does your TCO manage annually?\*

22. Which office in your institution manages Industrial Research Contracts (IRCs)?\*

23. If your TCO manages IRCs, approximately how many do you manage annually that are related to health care?

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### Institution Current IP Policy and Patent Prosecution

24. What share of commercialization revenue is distributed to the following (please ensure that the total is 100%):\*

Inventor	<input type="text"/>
Inventor's laboratory	<input type="text"/>
Inventor's department	<input type="text"/>
School or Institute	<input type="text"/>
TCO	<input type="text"/>
Administration	<input type="text"/>
Other	<input type="text"/>

25. Approximately what percentage of your IP expenses is reimbursed by your licensees?\*

More than 80%  
 61-80%  
 41-60%  
 20-40%  
 Less than 20%  
 Other, please specify

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### Compliance

26. How many Total Cumulative Active Licenses does your TCO currently manage:

Total Licenses:

Health Care-Related Cumulative Active Licenses:

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### Internal and External Marketing

27. Does your TCO have a formal (planned or advertised) or informal departmental outreach

program?\*

- Formal  
 Informal  
 None

28. Does your TCO advertise technologies available for licensing on your institution or TCO website?\*

- Yes  
 No

29. What other techniques does your TCO utilize to market technologies? (Please indicate all that apply.)\*

- Cold calls  
 Mailing of summaries  
 Trade shows/conferences  
 Consultants  
 Other, please specify

30. Does your TCO have entrepreneurs/executives in residence?\*

- Yes  
 No

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### New Venture Creation and Governance

31. Does your TCO engage in equity-only licenses?\*

- Yes  
 No

32. In your institution's history, how many of your institution's TOTAL start-up companies have achieved IPO?

TOTAL Start-up companies:

How many HEALTH CARE-RELATED start-up companies:

33. In your institution's history, how many of your institution's TOTAL start-up companies have been

the subject of a merger or acquisition?

TOTAL start-up companies:

How many HEALTH CARE-RELATED start-up companies:

34. How many start-up companies did your TCO form during fiscal year 2011 that were:

Dependent upon the licensing of your institution's technology for initiation

How many were HEALTH CARE-RELATED?

35. Of the TOTAL start-up companies formed in fiscal year 2011:

In how many does your institution hold equity:

How many were HEALTH CARE-RELATED start-up companies: