
PRESS RELEASE

Hands-on Advanced Training Session on Technology Licensing

HEPTech organized a Hands-on Advanced Training Session on Technology Licensing on 5th December 2017 at CERN. The event was designed for technology transfer professionals that already had initial training in intellectual property and technology licensing, or had at least one year experience working in technology transfer. It brought together 18 technology transfer professionals from 7 HEPTech nodes.

The training was delivered by Bernard Denis, an experienced technology transfer professional of the Knowledge Transfer Group at CERN.

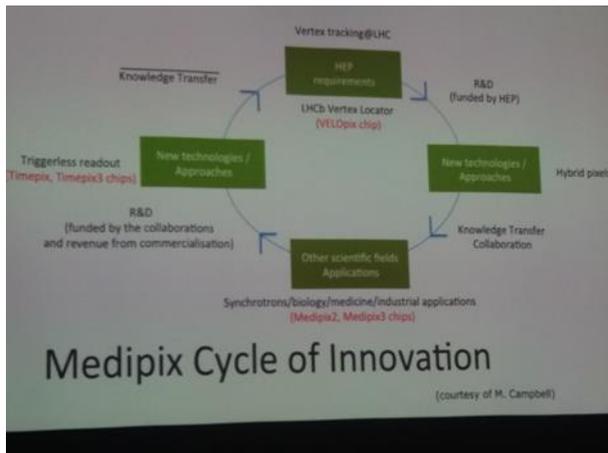


It started with a basic refresher session on the anatomy of a license so as to allow for a common understanding of the mechanisms and provisions covered by a technology license. The session first focused on the nature of the license and the importance of the ownership issues. The presentation then clarified what the object of a license may cover, the type of IP and the various stages of development and readiness levels.

Bernard then elaborated on the rights that can be granted via a license and emphasized the importance and difficulties to have a precisely worded field of application, this being particularly critical in case of exclusivity. Three license payment models were presented (lump sum, for equity, royalties-bearing) and the participants were advised to consider combining them.

The workshop developed around a real-life case study featuring Medipix family of technologies and followed the licensing history of these technologies between 2001 and 2010.

Medipix is a family of photon counting and particle tracking pixel detectors developed by an international collaboration, hosted by CERN.



Several readout systems, hardware and software were developed by Medipix collaborations' members who were interested in various application domains. Initially, this hybrid pixel detector technology addressed the requirements of the LHC's inner tracker system. The chip developed by the first collaboration (Medipix1) demonstrated the great potential of the technology even beyond high-energy physics. To further develop this novel technology and take it

into new scientific fields Medipix2 Collaboration was launched in 1999, followed by Medipix3 collaboration (2005) and Medipix4 collaboration (2016). Currently, Medipix has several commercial applications: material analysis, medical imaging and gamma camera, to name only a few.

Split into teams, the participants addressed several different real life licensing challenges met during the lifecycle of the technology case. They had to propose how to design new licenses or license amendments and how to address technology transfer concerns relating to large number of parties involved. Some challenges referred to the scope, type or field of exclusivity. For instance, the workshop participants had to close an exclusive license with a start-up company that planned to commercialise a set of medical imaging products while at the same time keeping the door open for involvement of a large healthcare company with different commercialization plans. The participants were asked to align the interests of the different parties.



The situations were getting more complicated gradually as they were involving an increasing number of actors with different, sometimes conflicting interests. Various solutions to the challenges were

discussed. Bernard, who actually led the commercialisation efforts of the Medipix technology, explained how the challenges were addressed in reality. The experience of his personal involvement in the whole process made the training sessions lively and exciting, and allowed interactive and practical learning.

At the end, the participants shared the lessons learnt over the day.

Eleonora Getsova,

HEPTech Communication Officer