

Technology Transfer Support for Universities and Not-For-Profit Organizations

TECHNOLOGY TRANSFER

Transfers of inventions and innovative knowledge outside organizations for the benefit of society. The common source of such inventions are academic research institutions while the recipients are business entities



- Zebra assists Universities, Research Centers and Not-For-Profit Organizations to advance the development of internal projects in the life science area through technology transfer activities with commercial organizations
- Technology Transfer is structured as a staged process which allows aligning the discussions with multiple parties and adjusting the strategy based on feedback collected during such discussions

LICENSE

Common business arrangement in the drug development field that regulates the exploitation of intellectual property around a product between the party who sells the rights and the one who acquires them

DUE DILIGENCE

Scientific, technical and legal evaluation of a product before executing a commercial agreement

Step	Activities
1. Review of technology, search and identification of target partners, partnering strategy outline	<ul style="list-style-type: none"> ✓ Access and review of project documentation ✓ Supporting activities for additional patent protection (if necessary) ✓ Competitive landscape analysis ✓ Product market potential estimate ✓ Identification and selection of potential commercial partners ✓ Valorization strategy outline
2. Document drafting, contact and follow up	<ul style="list-style-type: none"> ✓ Confidential and Non Confidential material drafting ✓ Contact of identified potential partners through tailored messages ✓ Marketing strategy on social networks and dedicated sites ✓ Interim progress evaluation and strategy adjustment if necessary
3. Due Diligence and contract negotiation support	<ul style="list-style-type: none"> ✓ Confidentiality agreement (CDA) execution, information exchange on site or remotely ✓ Due diligence process support, electronic data-room (EDR) set up ✓ Contract negotiation support: Material Transfer Agreement (MTA), Term Sheet, License, Sponsored Research Agreement ✓ Alliance Management

TERM SHEET

A document that outlines key issues in a potential deal such as: the licensed product or process; licensed territory; fees and royalties; technical information required to develop, make and sell the licensed product

MATERIAL TRANSFER AGREEMENT

Contract that governs the transfer of tangible research materials between two organizations, when the recipient intends to use it for its own research purposes

ELECTRONIC DATA ROOM

Online repository of information that is used for the storing and distribution of documents typically to support the due diligence process

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Expertise



- **Expertise:** Zebra Ventures team has over 30 years of experience in:
 - Scouting and evaluation of new inventions,
 - Patent protection and management of intellectual property,
 - Technology transfer, licensing, business development and corporate strategy also in not-for-profit Organizations
 - start-up management
- **Resources:** Zebra Ventures has access to a number of subscription based commercial databases in the life science field, critical for the successful identification of potential partners and competitive landscape analysis.
- **Network:** our network consists of licensing scouts in pharma and biotech companies focusing also on rare diseases, law and financial advisory firms, patent agents, regulatory experts and product development professionals.

Guiding Principles

- **Transparency:** full sharing of the partnering process with joint decision making on material content, timeline, approach and strategy
- **Reporting:** detailed and regular reports on project status with full disclosure of companies and their employees contacted. All feedback collected during the technology transfer activities is shared with the client.
- **Integration:** involvement of a broad team of stakeholders (researchers, inventors, collaborators) to achieve consensus on the project valorization strategy
- **Flexibility:** open to rapid changes in the partnering strategy based on objective evidence, feedback collected during the technology transfer process and new internal or external experimental evidence

Relevant References



FONDAZIONE IRCCS
ISTITUTO NAZIONALE
DEI TUMORI

