



| 가 |



I.

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(8 10)

TLO 4

Stanford University OTL(Office of Technology Licensing)

- :
- :1970 (1952 Technology Licensing)
- : 4 (Bio Team, Physical Science Team, Industrial Contracts Office, Administration Team)
- : 25 (7 Licensing associate)
Licensing associate : (), ,

가 ,

- 2003 : 350 (40% ,
20~25%)
- 2003 : 1,440
- 2003 : 89 (53 non-exclusive licenses, 27 exclusive licenses,
9 option agreements)
- : 2,400 (: 1,500)
- 2003 : 49.5 Million Dollar/Year (: 643 M)
- : 9.2 M(: 3.2 M, : 6 M)
- 15% OTL , 1/3 , ,

- 1 : Invention Disclosure
 - ()가 OTL OTL
(Invention and Technology Disclosure Form) OTL
- 2 : Invention Review and Evaluation
 - 가
 - 가
 - OTL 25% - 30%
- 3 : The Patent and Filing Decision
 - 2
 - , ,
- 4 : Finding a Licensee
 - OTL
 - “
 - (product champion)
 -
- 5 : Negotiating the Licensing

- 가 가.
- 가 - ,
- 6 : License Maintenance
- OTL 가 가
- 가
- OTL
- (Equity)
- 가 Marketing Abstract (,)
- (140 가)
- GAP FUND, GAP FUND, Research Incentive Fund
- EPIC 가 EPIC 가
- OTL
- ()

S&TV of Columbia University

- : 1982 (Office of Science and Technology Development), 1994 Columbia

- Innovation Enterprise , 2001 (Science & Technology Ventures)
 - : , 2 (1 (Health Sciences) , 2 (New York City) , , (Arts, Sciences, Engineering))
 - : 30 (13 가, 2) 가 가
- S&TV
 - . 가
 -
 - ()
 -
 - (Start-ups)
 -
 - , (2004)
 - : 610 Million Dollar/Year
 - : 240 (: 130)
 - : 60
 - : 9 (VC 6)
- (Gross income) 20% S&TV (S&TV +) , (Net income) , Inventor/ Inventor's Research/ University/ Department/ School

(Net income)	100,000\$	100,000\$
Inventor	20 %	40 %
Inventor's Research	20 %	20 %
University	26.67 %	20 %
Department	6.67 %	-
School	6.67 %	-

TLO	Principal Investigator	
		1.
		가
		(IR) STV
		2. 가 가
		가
		가
		3. ()
		,
		4.
		(NDA)
		가
		5.
		6.
		7.
		STV IP RASCAL



VC Experts

- : (5), (8), (4),
- : 5
- Fish & Richardson
- VC Experts , ,
- 4,200 , 1,400
- 200 가
- Venture Capital (, Video)
(7,500 , High Tech Company)
- : , , , 가 가
- , , 가, ()
- (, , , ,)

NTTC

가

R&D

가

- : 1989
- : 700
- : , , ,
- : 100 (가 20)
가 가: 10 , 가 가
-

VC Experts



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-
-
-

가

- 1 :

가가 .
가 , 10 가 가

- 2 :

DB , , , Tool

- 3 :

NTTC , 가 .

<NTTC 가 >

가 : , , 가. 가

- 1 (1) : (, , , , , ,)

- (2) : , 가 (, , , , , , , , ,)

- (3) : 0 10 가 , Licensing

가 (Top Index)

(1) : , , , 가
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