Working Together: Successful Collaboration between SDSU and Industry

Michael Rondelli, J.D., M.B.A
Director, Technology Transfer Office
San Diego State University Research Foundation
Agenda

• The Role of the TTO
• Benefits to Industry
• Benefits to University Departments and Participating Members
• Intellectual Property Issues
• Examples of Success
Role of the TTO

- Define Opportunities
- Advocate for our Programs
- Buy-In from all Campus Authorities
- Confidentiality Agreements
- IP
  - Licensing
  - Valuation
  - Patent Prosecution
- Signatory for Agreements
- Professionalism: TTO is the Channel for Private Company Interactions
Benefits to University Departments and Participating Members

- Funding
- Validation by Industry
- Access to Cutting-Edge Projects
- Resources
- Long-Term Funding
- Licensing
- Graduate Students Driven to Jobs
• Confidentiality
• Ownership
• Publication
• Assignment/Licensing
• Working with Industry as part of the State of California
• Inventors
• Patent Prosecution
Examples of Success

- Pure-O-Tech
- Lockheed Martin
- Cardio Create
- Opus Pharmaceuticals
- It’s About Time
- Eyetracking, Inc.