

## Technology Licensing Office

The mission of the Technology Licensing Office (TLO) is to facilitate the transfer to industry of technology from MIT, Lincoln Laboratory, the Broad Institute, and the Whitehead Institute, thereby benefiting the public good through the development and subsequent sale of commercial products. A secondary goal is to generate unrestricted funds to motivate inventors and support research and education at MIT. The TLO staff of 31 (15 licensing professionals and 16 administrative and support personnel) are responsible for identifying marketable technologies, managing the patenting and copyrighting of these technologies, finding licensees to develop the technologies, and negotiating licenses, including to startup companies founded to develop our technologies. The TLO also manages the protection and licensing of MIT's trademarks.

This year we completed 85 new technology licenses and 32 option agreements, 24 of these to new startup companies. Total TLO income was \$68.2 million—the highest nonequity-related income in TLO history. This total compares to \$49.6 million in FY2006. As always, most of our income resulted from patents filed and licenses signed five to ten years earlier. Only \$500K in revenue was from liquidated equity, reflecting a very poor market for initial public offerings. With over 650 active technology licenses in house, of which over 100 are still-extant startup companies (with MIT holding equity in several dozen of them), we expect that royalty streams will continue to mature and companies will reach equity liquidity, but the timing is unpredictable. Outside studies have shown that the average university license that matures into a product takes eight years to do so. The stream of new inventions continues at over 500 per year, refilling the pipeline.

TLO staff are also active contributors to MIT student activities. These include judging the 100K student business plan contest; guest lecturing on patents and licensing in a number of engineering, health sciences and technology, and Sloan School courses (both undergraduate and graduate); and open-door coaching for students thinking of starting a business, whether through an MIT license or not.

Members of the TLO are actively involved in disseminating our technology transfer and entrepreneurship policies and practices to other universities, research institutes, and governments throughout the world. TLO senior staff have served, usually pro bono, as advisors to over a dozen university or governmental technology transfer offices in a number of countries, as well as to the International AIDS Vaccine Initiative and the Center for the Management of IP for Health Research in Developing Countries. The TLO also hosts dozens of visits from other such organizations, government agencies, other universities, and corresponding company departments. Senior TLO staff have served pro bono on the boards or senior committees of a number of national, state, and local entrepreneurial and tech transfer organizations.

**Lita Nelsen**  
**Director**

*More information about the Technology Licensing Office can be found at <http://web.mit.edu/tlo/www/>.*