

Technology Licensing Office

The mission of the [Technology Licensing Office](#) (TLO) is to facilitate the transfer of technology from MIT to industry, thereby benefitting the public good through the development and subsequent sale of commercial products. A secondary goal is to generate unrestricted funds to motivate inventors and to support research and education at MIT. The TLO staff of 35 (19 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 and use of the MIT name.

In FY2011 we consummated 79 new technology licenses—26 to new startup companies—and 34 option agreements. One hundred sixty-eight US patents were issued this year, plus many foreign counterparts.

The total income to the TLO was \$85.4 million. We distributed a net of \$35.4 million to MIT departments, centers, and the General Fund, and \$970,000 to the Whitehead Institute. As always, most of our income resulted from patents filed and licenses signed five to 10 years before. There was \$3.3 million in revenue from liquidated equity from startups from previous years. With over 600 active technology licenses in house, of which over 100 are still-extant startup companies (with equity in several dozen of them), we can expect that royalty streams will continue to mature and companies will reach equity liquidity, but the timing is unpredictable. The current economic climate has affected liquidity in our equity holdings with an absence of initial public offerings and few acquisitions. The stream of new inventions continues to refill the pipeline, with 632 invention disclosures this year.

TLO staff are also active contributors to student activities at MIT. These include judging in the MIT 100K Entrepreneurship Competition (a student business plan contest); guest lectures on patents and licensing in a number of undergraduate and graduate subjects offered by the School of Engineering, Harvard-MIT Division of Health Sciences and Technology, and Sloan School of Management; and “open door coaching” for students thinking of starting a business, whether through an MIT license or not. We also participate actively as Deshpande Center for Technological Innovation advisors and in the Venture Mentoring Service.

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. The TLO also hosts dozens of visits from other such organizations, government agencies, other universities, and corresponding company departments. Senior TLO staff also served pro bono on the boards or senior committees of a number of national, state, and local entrepreneurial and technology transfer organizations.

Lita Nelsen
Director