Catalyst Centre

Technology Transfer

Industry Liaison

[Images of a person holding a plant and shaking hands]
Industry Liaison

“None of us in the room are as smart as all of us in the room”

Clay Shirksy
ILP & TT Process

1. Business Research Need
2. Contact Guelph ILP
3. Identify Researcher
4. Agree on Plan and Budget
5. Enter Research Contract
6. Research and Discovery
7. Disclosure Patent
8. Negotiate License
9. Post License Communication
10. Successful Products!
Industrial Liaison Program

- Modeled after MIT’s program
- Assigned an Industrial Liaison Officer (ILO)
  - Understand your business and growth objectives
  - R&D challenges & Objectives
- Matches your business needs with relevant University researchers and resources
- Helps create projects and identify funding sources
- Facilitates customized interactions to help your company meet its research objectives
- Helps ensure your projects are kept on focus, on time and on budget

- Your ADVOCATE at U of G.
Key Points

• START PROCESS EARLY!!

• Leverage University resources, science and research expertise to help your business

• Business investment can be leveraged to gain access to government funds

• License agreement negotiation is collaborative and responsive

• Help turn University research into real world solutions to existing societal problems
enhancing productivity in commercialization