



# **FROM INVENTION TO START-UP**

## **A JOURNEY**

# Invention



- Novel
- Useful
- Original
- Improvement
- Repeatable



# Disclosing the Invention



- Your employer/institution owns your technology
- Special cases
- Who invented
- What to expect
- What they do and what you do
  
- Public Disclosure – what not to do!

# Proof of Concept



- **Demonstrate the feasibility of the invention**
  - Repeatable
  - Within certain parameters
  - In animal models
- **Definition of Proof of Concept depends on where you sit**

# Finding Resources



- **Within your institution**
  - Tech Transfer Office
  - Other programs that support entrepreneurship and commercialization
  - Alumni
- **Outside of your institution**
  - Multiple local programs that support entrepreneurship
    - ✦ MTTC, TCN, ENET, MassBio, CIMIT etc....

# Finding Friends



- **Lots of different types of friends:**
  - People at the same stage as you
  - People who where you are in the recent past
  - People who can guide you to resources
  - People who are prepared to informally advice you
  - People who will introduce you to key resources
- **Coffee is cheap**
- **People want to be helpful**
- **Take advice and then decide on your strategy**

# Deciding what you want to do

## Stay

- Security (?)
- Maintain a broad outlook and able to explore new areas
- Be a founder but not intimately involved in the day-to-day operation of the company
- Sit on the SAB

## Leave

- Uncertainty (?)
- Direct your innovation further down the commercialization path
- Be a fundamental part of the start-up
- Learn about business
- Stay with the company for start-up and growth phase

# Taking the leap



- What to expect in your new start-up
- Getting the option/license
- Where to locate
- Professionals you need to hire:
  - Attorneys
  - Accountants
  - Payroll
- Learning about business, especially finance, selling and HR management



# Staying at your institution



.... But working with your new company

- Role of a founder
- Scientific Advisory Boards
- What you may be allowed to do
- What you may not do
- Managing conflict of interest

# Institutions Served by the MTTC



Baystate Health  
Beth Israel Deaconess Medical Center  
Boston College  
Boston University  
Brandeis University  
Brigham and Women's Hospital  
Broad Institute  
Charles Stark Draper Laboratories  
Children's Hospital  
Dana-Farber Cancer Institute  
Forsyth Institute  
Hampshire College  
Harvard Medical School  
Harvard University  
Joslin Diabetes Center  
Mass Eye and Ear  
MGH  
McLean Hospital  
MIT

Natick Army Labs  
Northeastern University  
The MITRE Corporation  
Tufts New England Medical Center  
Tufts University  
UMass Amherst  
UMass Boston  
UMass Dartmouth  
UMass Lowell  
UMass Medical School  
Western New England University  
Whitehead Institute  
Woods Hole Oceanographic  
Institution  
Worcester Polytechnic Institute

# Thank You



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