

Commercializing Inventions:

A quick start guide to commercialization.

What to do next with your idea – especially if this is your first time.



Find Innovation contacts

For industry sponsored research, material transfers, licenses and more.

- Innovation website for contacts grouped by department and entity. innovation.massgeneralbrigham.org/our-team
- Insight's Research Contact List insight4.partners.org/manage-profiles-and-security/research-contacts
- Write to innovationsupport@partners.org for any general inquiries

A quick reference list of contacts is provided at the end of this document.



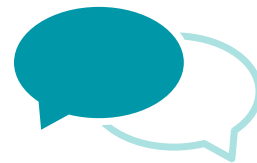
Disclose before sharing

Invention Disclosures are the starting point for commercializing an invention or discovery.

The Invention Disclosure Form (IDF) documents ideas and enables discussions regarding next steps. Connect early with your Licensing Manager (LM) to assess patentability and commercial potential of the invention.

IMPORTANT: To preserve worldwide patent rights, a patent application must be filed by the Innovation office prior to sharing your ideas in a public forum, publication, internet abstract, poster or any venue that includes external people.

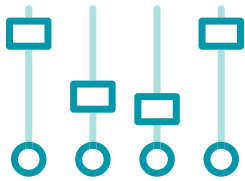
Submit an IDF via Insight (VPN access required) insight4.partners.org/innovation/invention/new



Know your partners

Public disclosure—any communication outside MGB—of an invention may limit, or even forfeit, the right to obtain a patent. A non-disclosure agreement (NDA), also referred to as a Confidential Disclosure Agreement (CDA), between a Mass General employee and an outside company, should be signed for certain engagements. This form can be completed in Insight 4.0. insight4.partners.org/agreements/actions/new

Collaboration on ideas is encouraged.



Timing varies for each innovation

After the inventor submits a completed IDF, it is sent to a Licensing Manager within 24 hours. The commercialization process, including patenting, can take months or longer. LMs and the commercialization guide provide detailed anticipated timelines.



Your time commitment

Inventors should plan to devote time for interactions with licensing staff, patent counsel and industry representatives. This time can include follow-up information, execution of documents, providing background on commercial applications of the technology and meetings with companies.



Payments to you

Innovation Finance is responsible for ensuring that licensees are compliant with their financial obligations to MGB. Thousands of disbursements are made annually to inventors.

The allocation of commercialization revenue is outlined in the Intellectual Property Policy. LMs can help interpret the policy if needed.

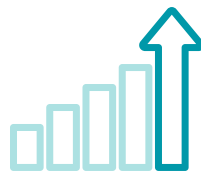
For additional information, including the Research Agreement reference table, please refer to the Innovator's Commercialization Guide.



Commercial outcomes: License

Licensing intellectual property (IP) to an industry partner is the principal commercialization route for inventions. Licenses are contracts where the owner of the invention (the MGB entity), grants the licensee (the commercial entity) the right to make, use or sell products protected by the licensed patent(s).

License terms define the rights and responsibilities, and obligations of the parties. Financial terms vary based on the technology, its development cycle, the industry partners, etc.



Commercial outcome: Investment

Beyond licensing there are additional commercialization options. These include creating a company, securing venture investment, and translational funding. Additional information about investment and translational support is available at massgeneralbrighamventures.com. Your Licensing Manager and the teams listed at the end of this document can guide you through this process as needed.



Learn more

Commercialization tools

Education and reference tools have been created to support your commercialization journey. The most important resource is our team.

Also, please see:

- **Innovator's Commercialization Guide**
innovation.massgeneralbrigham.org/innovators-commercialization-guide
- **MESH Bootcamps and Network**
innovationmeshnetwork.org/courses
- **Fellows Programs**
innovation.massgeneralbrigham.org/about/special-programs/innovation-fellows-program
- **Innovation website**
innovation.massgeneralbrigham.org

Innovation Contacts

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| General Information | innovation.massgeneralbrigham.org/our-team insight4.partners.org/manage-profiles-and-security/research-contacts innovationsupport@partners.org |
| Invention Disclosures | insight4.partners.org/innovation/invention/new |
| Company creation | Roger Kitterman, Vice President, Venture rkitterman@partners.org |
| Confidentiality Agreements (CDA)/Non-disclosure Agreements (NDA) | insight4.partners.org/agreements/actions/new |
| IP Strategies | Licensing Managers (see above) & Patent Team at phspatents@partners.org |
| Digital Health | Mike Freni, Managing Director, Business Development mfreni@partners.org |
| Translational funding, venture and grants | Licensing Managers |
| Licensing | Rebecca Listfield, PhD, Managing Director, Licensing rlistfield@partners.org |
| Collaborations – Data Use Agreements (DUA), Material Transfer Agreements (MTA) | Transactional Affairs Group Chris Beares, Director, TAG, cbeares@partners.org phsinnovationsupport@partners.org PHSMTA@partners.org |
| Sponsored Research Agreements (SRA) | Contracts Team Kris Betres, Director of Contracts kbetres@partners.org |
| Strategic alliances | Alliances Seema Basu, PhD, Market Sector Leader Digital Alliances Mike Freni, Managing Director, Business Development Market Sectors Pat Fortune, PhD pfortune@partners.org |
| Finance and Operations | Innovation Support Inbox sophia@partners.org |