


Technology Commercialization at New Mexico Tech

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NM Legislative Economic and Rural
Development Committee
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Office of Innovation Commercialization

The OIC

- One-stop place for all things Intellectual Property (IP), Tech Commercialization, and Economic Development at New Mexico Tech
 - Actively working with several entities on ED projects
- Our objectives:
 - Help start companies in NM; first choice is Socorro County
 - Help NMT President Wells' vision of NMT as an Entrepreneurial University
(<https://www.insidehighered.com/views/2010/09/27/entrepreneurial-university>)
 - Develop alternative funding for NMT through commercialization of NMT Intellectual Property (IP)
- Our process is based on networks and lots of inventor interaction

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Inventor Involvement

- The NMT University Research Park Corporation is the owner of all NMT IP – bill-payer too
- NMTURPC will not move forward with patents that don't have market potential – and the inventor, with OIC support, has to show the potential
- Inventors usually know more than people might think about markets for their creations
- We involve campus inventors early with investors, industry people, potential CEOs, market information – all carefully, of course

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Network Approach to Commercialization

- Start making contacts regarding new potential IP as early as possible
- Involve inventors in the process – this is both easier and harder than one might think – and connect them to sources of industry and market knowledge
- Market NMT extensively to major investors, many from out of state
- 4th Annual Inventors and Entrepreneurs Workshop will be on our campus 12-13 April 2019 – many of our partners started by coming to this

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Results So Far – in about 20 months

- Various license deals for innovations from the NMT Drug-Discovery team in the works
- NM Gas Company supported student entrepreneurship and prototype fund
 - Student entrepreneurship: NMT partnering with NMSU Arrowhead Center
 - Prototype fund: close to a spinoff in electronic packaging
 - Other prototypes in the works on campus
- Development of NMT Seed Fund to back spinoffs based on NMT technologies
- ALL private-sector discussions feature an ask regarding a NM Presence

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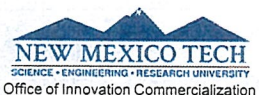


More Results So Far

- Top law firms representing NMT as partners
 - Access to investors and management talent
 - Gives us a lot of credibility
- Major business incubator may be moving to our campus
 - This will help with developing spinoff companies based on NMT IP
 - Match in-state with out-of-state managerial (especially CEO) talent
- Forming partnerships with major corporations for joint development and monetization of ideas
- NM SBDC presence on the NMT campus – discussions ongoing

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The NMT Approach

- Organic – minimization of bureaucracy and hierarchy
 - Often takes weeks (or even months) to develop patent applications
 - LOTS of give and take – understand each invention in some depth
 - Investors and students are engaged → Entrepreneurship University
- Involvement of top law firm(s)
- Our annual Inventors and Entrepreneurs Workshop
- Good local, Bay Area, and NYC partner networks – many of our partners are working without contracts because they want to help

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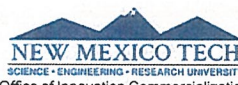
The NMT Approach II

- Add as much value ↔ Reduce project risk on campus

- Start marketing IP – however protected – as soon as possible
 - Technology Showcases – investor-only audiences
 - Utilization of our marketing networks
 - Captured audience during our Annual Workshops

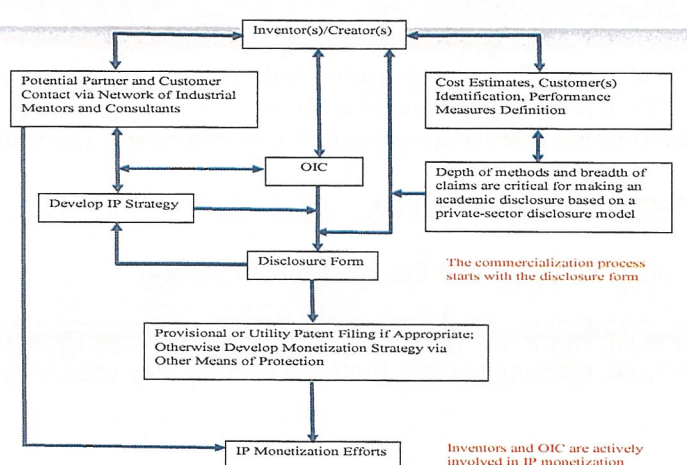
- NMT Prototype Fund and Seed Funds help entice CEOs and other partners

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Visual Overview of the Organic NMT Internal IP Development Process



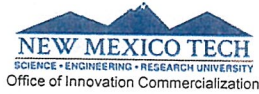
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            graph TD
                Inventor[Inventor(s)/Creator(s)] <--> OIC[OIC]
                OIC <--> IPMon[IP Monetization Efforts]
                OIC <--> Disc[Disclosure Form]
                OIC <--> DevIP[Develop IP Strategy]
                OIC <--> Cost[Cost Estimates, Customer(s) Identification, Performance Measures Definition]
                OIC <--> Partner[Potential Partner and Customer Contact via Network of Industrial Mentors and Consultants]
                Disc --> IPMon
                Disc --> Patent[Provisional or Utility Patent Filing if Appropriate; Otherwise Develop Monetization Strategy via Other Means of Protection]
                Patent --> IPMon
                Partner --> OIC
                Cost --> OIC
                DevIP --> OIC
            
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The commercialization process starts with the disclosure form

Inventors and OIC are actively involved in IP monetization

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4th Annual NMT Inventors and Entrepreneurs Workshop

- Successful annual event that provides access to commercialization information for NMT, Socorro, and NM as a whole
- Student IP competition – it’s about ideas
 - Emphasis on underserved areas for competition
 - High Schools and Colleges in rural areas
 - Partial emphasis on Native American educational institutions in NM
 - Kauffman Foundation in their 3rd year of sponsorship
- Interactive panel sessions
- Keynote speakers – Virgin Galactic CEO committed for next year, others in the works

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Thank You for This Opportunity

Please contact us at any time

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