The Facilitation Tango

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We’re from CIMIT... and we’re here to help!
When facilitation works...it works!

“Instead of waiting for patients to die, we decided to build organs.”

JOSPEH VACANET, MD
Sometimes...brilliantly!

“I worry a lot about my patients. We’ve got to be able to do something better for these kids, and for patients everywhere.”

MARThA MEANEY MURRAY, MD
Implementation

- Pre-proposal
- iPIP
- Pathway Plan
- Teams
- By invitation
- Dynamic
- Portfolio IP
- Timing
- Value Plan
- Students
- Tech Transfer
- Partners
- Funding
- Science
- Involvement
- Academic
- Mission driven
- Relevant
Institute for Technology Entrepreneurship and Commercialization

ITEC
educating the new entrepreneur

• Based in the Boston University School of Management
• Serving the university, the community, and beyond
• Focus on health, clean, and information technologies
• Innovative business models for emerging global markets
• Educational and training opportunities at every stage of the translational research process
• Leadership programs for corporate and social ventures
• Continuing facilitation for sustainable growth
But be careful what you wish for!

- Most Tech Transfer focuses only on faculty
- Incentives to move from basic to applied research
- Drift from academic and non-profit missions
- Metrics drive the system towards risk aversion
- Minimum ‘bets’ replace sustained support
- In-house funds push for pre-mature ventures
- Retained IP assignment favors rights recovery
- IP cost recovery can trump value creation

….the Facilitation Tango!
Thank you!

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