

Commercializing your research

From Lab to Life

A Guide for AllerGen Investigators

Taking Your Research to Market: AllerGen can help your team discover the commercial potential of its Network-supported research outputs and facilitate the initial steps toward commercializing them. AllerGen can provide the entrepreneurial know-how needed to move your research “from lab to life.”

STARTING POINT: YOUR RESEARCH

Your research project produced original findings with potential applications and generated new tools, technologies or products.

Do the results have commercial value?

STEP 1: DISCOVER & EVALUATE

At the pre-disclosure stage, AllerGen works with the Technology Transfer Office (TTO) or equivalent at the appropriate host institution(s) to help your team define and evaluate the commercial viability of your research outputs, and identify potential products and assess their marketability. If a discovery holds commercial promise, AllerGen will help your team select a lead institution for the protection of your Intellectual Property (IP). AllerGen can assist with the preparation of a preliminary value proposition, review your publications and presentations to ensure you have not inadvertently disclosed your discovery, and identify all those who contributed to it (e.g., trainees, co-investigators from other academic institutions, and other collaborators).

STEP 2: DISCLOSE

Formally disclose your discovery to AllerGen and to your TTO simultaneously. Depending on your team’s needs, AllerGen may assign you a commercialization mentor with sector-specific experience.

STEP 3: ASSESS AND PROTECT

Your TTO will further evaluate your team’s discovery. AllerGen will help evaluate your IP needs and options, and can assist you in brokering a multi-party agreement on IP and revenue sharing, taking into consideration legal obligations to relevant host institutions and to AllerGen.

STEP 4: DEVELOP A PLAN

With advice from its Network-Supported Intellectual Property (NSIP) Advisory Committee, AllerGen can help you to develop a “pre-incubation” plan, develop a market orientation, outline a commercialization path, refine a value proposition and identify potential investors. AllerGen will leverage contacts with Centres of Excellence for Commercialization and Research (CECRs), the technology transfer community and industry to position your discovery for successful commercial development.

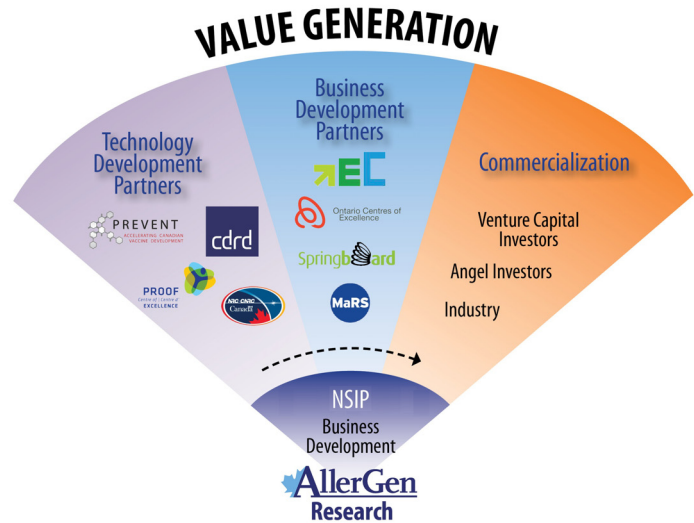
STEP 5+: INCUBATION AND BEYOND

Your host institution's TTO, or the lead TTO where several academic institutions are involved, will take your commercialization plan forward: connecting you with investors, identifying companies that have the expertise to bring your discovery to market and providing incubation space as appropriate. AllerGen will continue providing support and advice throughout, according to your needs.

ACCELERATED COMMERCIALIZATION

AllerGen facilitates the commercialization of discoveries by leveraging its contacts and acting as a catalyst, enabler and broker among university Technology Transfer Offices, CECRs and provincially-based technology accelerators. Through its NSIP Advisory Committee, AllerGen has expertise and well-established relationships and processes through which to promote technologies with commercial promise.

Working with value-added service providers and the technology transfer professionals at your institution, AllerGen ensures that its researchers' ideas are well-positioned for commercial development.



AllerGen Strategy to Accelerate Commercialization through partnership

IP and Commercialization

AllerGen follows best business practices and processes to identify, protect and commercialize emerging technologies.

Most Canadian post-secondary institutions have academic-industry liaison offices, often called Technology Transfer Offices (TTOs), that help navigate the commercialization process, translating research discoveries into business opportunities. TTOs review and evaluate inventions, discoveries, and literary, artistic, or musical material to assess their practical feasibility and commercial potential. They work with researchers to secure intellectual property protection through patents, copyright, trademark and other means. TTOs assist in drafting legal agreements, negotiating licensing terms, monitoring compliance by licensees, administering and distributing revenue, and conducting marketing and promotion to support market inventions through spin-off companies.

Inquire at your host institution about the services provided by its university-industry liaison office.

Copyrights and Patents in Canada

The Canadian Intellectual Property Office (CIPO) is an agency of Industry Canada responsible for IP rights including trademarks, copyrights, industrial designs, and integrated circuit topographies.

A guide to copyrights is available in electronic form on the CIPO website at:

www.cipo.ic.gc.ca/copyrights

A guide to patents is available at:

www.cipo.ic.gc.ca/patents

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To discuss the commercialization of your AllerGen-supported research, contact the AllerGen Administrative Centre

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