



# Technology Transfer Office and Research Commercialisation Course: Disclosure, Licensing, Spin-outs

23 – 27 August 2027

Dubai - Five-star CBD venue



## Technology Transfer Office and Research Commercialisation Course: Disclosure, Licensing, Spin-outs

**Ref:** 1759\_27140 **Date:** 23 – 27 August 2027 **Location:** Dubai - Five-star CBD venue **Fees:** 19500 SAR

### Introduction:

Technology transfer office and research commercialisation, from disclosure through licensing to spin-outs, is a 5-day course for technology transfer, commercialisation and industry partnership teams, ending with a Commercialisation Plan and TTO Operating Plan. Universities and research centres file patents that never reach a licensee, let promising inventions stall before proof of concept and form spin-outs on founder terms that later deter investors. Nominees already handle disclosures, partner contracts or start-up support, and learn through case studies built on disclosure files, term sheets and pipeline data. CoreConcept Training Center offers this technology transfer office and research commercialisation course.

### Course Objectives:

- Assess a technology transfer office's mandate, operating model, IP policy and pipeline data to set a baseline of disclosures, deals and income
- Run invention disclosure intake, prior art searching and patentability and market triage to decide which inventions to protect and promote
- Market inventions to prospective licensees and negotiate licence term sheets covering upfront payments, milestones, equity and diligence
- Negotiate industry-sponsored research contracts that balance publication freedom, ownership of results and company access rights
- Structure spin-out companies with founder agreements, capitalisation tables, institutional equity and conflict of interest controls
- Design a proof-of-concept fund and a TTO KPI scorecard that tracks disclosures, licences, start-ups and licence income

### Target Audience:

- Technology transfer teams responsible for invention intake, patent filing decisions and licensing to industry
  - Research commercialisation units responsible for moving laboratory results into products, services and companies
  - Industry partnership teams responsible for negotiating sponsored research and contract research with companies
  - Enterprise and incubation teams responsible for spin-out formation, founder support and investor relations
  - Research leadership teams accountable for institutional IP policy and commercialisation performance
  - Seed and proof-of-concept fund teams responsible for selecting, funding and monitoring early-stage projects
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## **Course Outline:**

### **Day 1: Technology Transfer Office Mandate, Pipeline and Current-State Baseline**

- Lab-to-Market Pipeline Stages From Disclosure to Impact Monitoring
- TTO Operating Models Compared Centralised, Hub and Outsourced
- Institutional IP Policy Provisions on Inventor Revenue Sharing
- Inventor Incentive Schemes and Researcher Engagement Calendar
- TTO Baseline Audit With Disclosure, Deal and Income Data

### **Day 2: Invention Intake, Patentability Triage and Market Assessment**

- Invention Disclosure Form Design and Inventor Intake Interview
- Prior Art Search Using Patent Database Query Strategies
- Patentability and Commercial Potential Triage Scoring Matrix
- Technology Readiness Level Grading for Early-Stage Inventions
- Market Sizing and Licensee Landscape Mapping for Inventions

### **Day 3: Licensing Deals, Early-Stage Valuation and Sponsored Research**

- Non-Confidential Technology Summary and Licensee Outreach Campaign
- Licence Term Sheet Economics With Upfront, Milestone and Equity
- Comparable Deal Method for Valuing Early-Stage University Technology
- Diligence Milestones and Development Plan Clauses for Licensees
- Industry-Sponsored Research Contract Terms on Publication Rights

### **Day 4: Spin-out Formation, Proof-of-Concept Funding and Commercialisation Risks**

- Spin-out Readiness Assessment of Team, Market and Technology
- Founder Agreement and Capitalisation Table Equity Split Modelling
- Institutional Equity Stake, Anti-Dilution and Investor Term Sheets
- Proof-of-Concept Fund Design, Selection Panel and Tranche Release
- Conflict of Interest Management Plan for Academic Founders

### **Day 5: Case Study Work on the Commercialisation Plan and TTO Operating Plan**

- Case Research Centre File With Five Invention Disclosures
  - Case Disclosure Triage and Patent Budget Allocation Decisions
  - Case Licence Term Sheet Versus Spin-out Route Selection
  - Case Proof-of-Concept Funding Request and TTO KPI Targets
  - Commercialisation Plan and TTO Operating Plan Completion and Defence
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## **Skills You Will Gain:**

- Invention Disclosure Triage
- Prior Art Searching
- Technology Market Assessment
- Licence Deal Negotiation
- Sponsored Research Contracting
- Spin-out Structuring
- Proof-of-Concept Fund Management
- TTO Performance Measurement

## **Why Attend This Course:**

- Deliver a Commercialisation Plan and TTO Operating Plan to the vice-president for research or the research centre board for approval
- Decide whether an invention is patented, licensed, spun out or released, using triage scores and market evidence rather than inventor enthusiasm
- Avoid wasted patent budgets, stalled spin-outs and sponsored research contracts that block publication or doctoral theses
- Coach researchers and office colleagues in disclosure forms, triage matrices, term sheet templates and cap table models

## **Conclusion:**

Back at work, the participant presents the Commercialisation Plan and TTO Operating Plan to the vice-president for research, the research centre board or the commercialisation committee. Leaders use it to approve patent budgets, choose between licensing and spin-out routes for priority inventions, allocate proof-of-concept money and agree staffing for the office. After the first two quarters, the office should compare disclosure volumes, triage decisions, signed deals, spin-out progress and licence income with the scorecard targets and revise the actions that have not moved.

## **Frequently Asked Questions FAQ:**

### **What should participants know before a technology transfer office and research commercialisation course?**

Participants should already handle invention disclosures, partner contracts, start-up support or research administration in a university or research centre. Bringing an anonymised disclosure, term sheet or pipeline report helps them apply the triage, deal and scorecard templates to their own office.

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## **How does technology transfer office and research commercialisation differ from an intellectual property agreements course?**

This course runs the office workflow: disclosure intake, triage, market assessment, deal routes, spin-out formation, proof-of-concept funding and performance measurement. An IP agreements course concentrates on drafting licence, assignment and confidentiality clauses, which this course treats only at term sheet level.

## **Why does a technology transfer office use proof-of-concept funding in research commercialisation?**

Proof-of-concept funding pays for prototypes, validation data and market tests that turn laboratory results into evidence a licensee or investor will accept. Without it, many inventions remain too early for industry and their patent costs bring no return.

## **What does a participant take back from technology transfer office and research commercialisation training?**

Each participant takes back a Commercialisation Plan for a case invention and a TTO Operating Plan, with a disclosure form, triage scoring matrix, term sheet template, cap table model and KPI scorecard to adapt to their own office.

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