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Office of Technology Development

Innovation Partnerships Between Science & Industry

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Rethinking Corporate Partnerships in Engineering:

- Fills a critical gap for industry
- Vitally important funding source for universities
- So it should all work seamlessly, right?



University Research

- Publications & collaborations
- Sharing of material



- Public mission
- Investigator/ inventor interests
- Basic research
- Curiosity-based
- Create new knowledge

Industry

- Ownership & secrecy
- Control of material



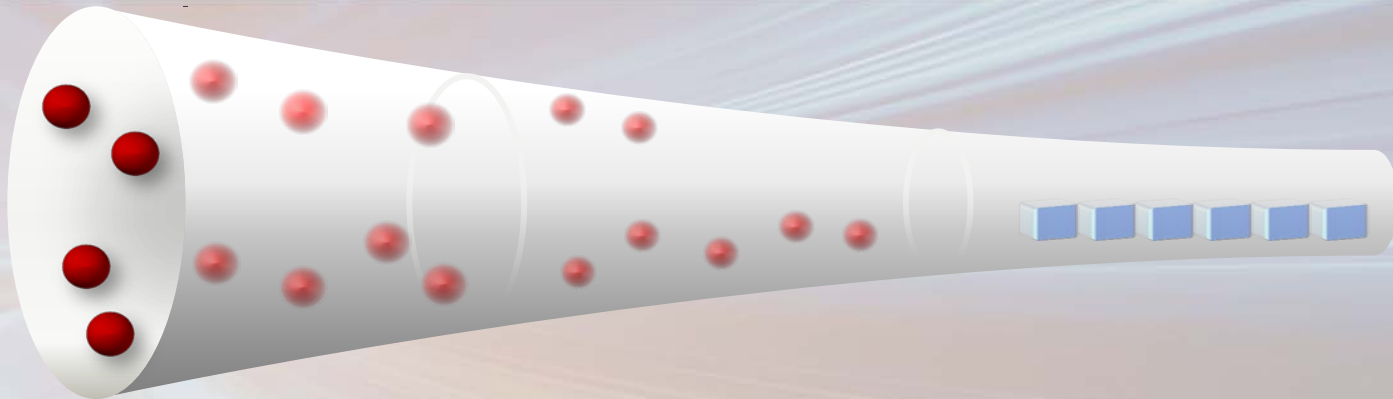
- Shareholders wealth
- Applied research
- Market-driven
- Measurable objectives
- Product focused



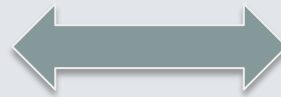
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Traditional Corporate-University Partnerships In Engineering Face a Fundamental Challenge:



University Innovation



Valley Of Death



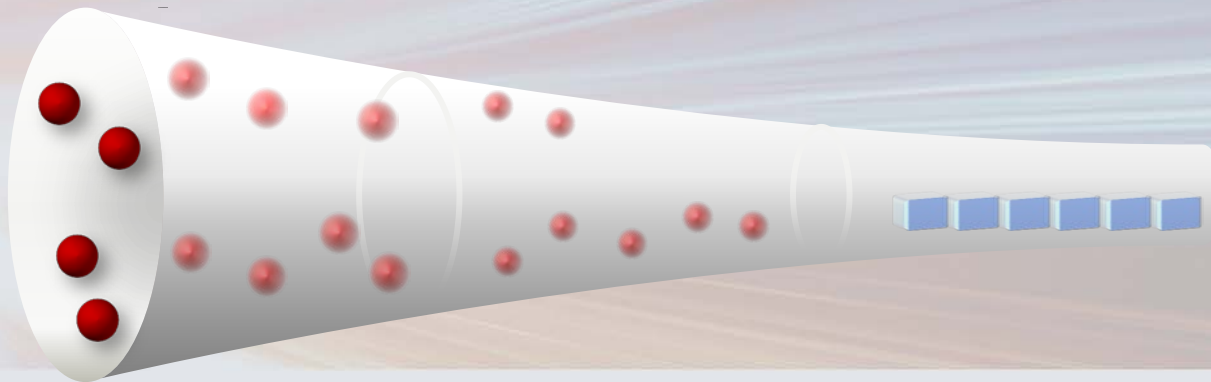
Product Development



Traditional Model:



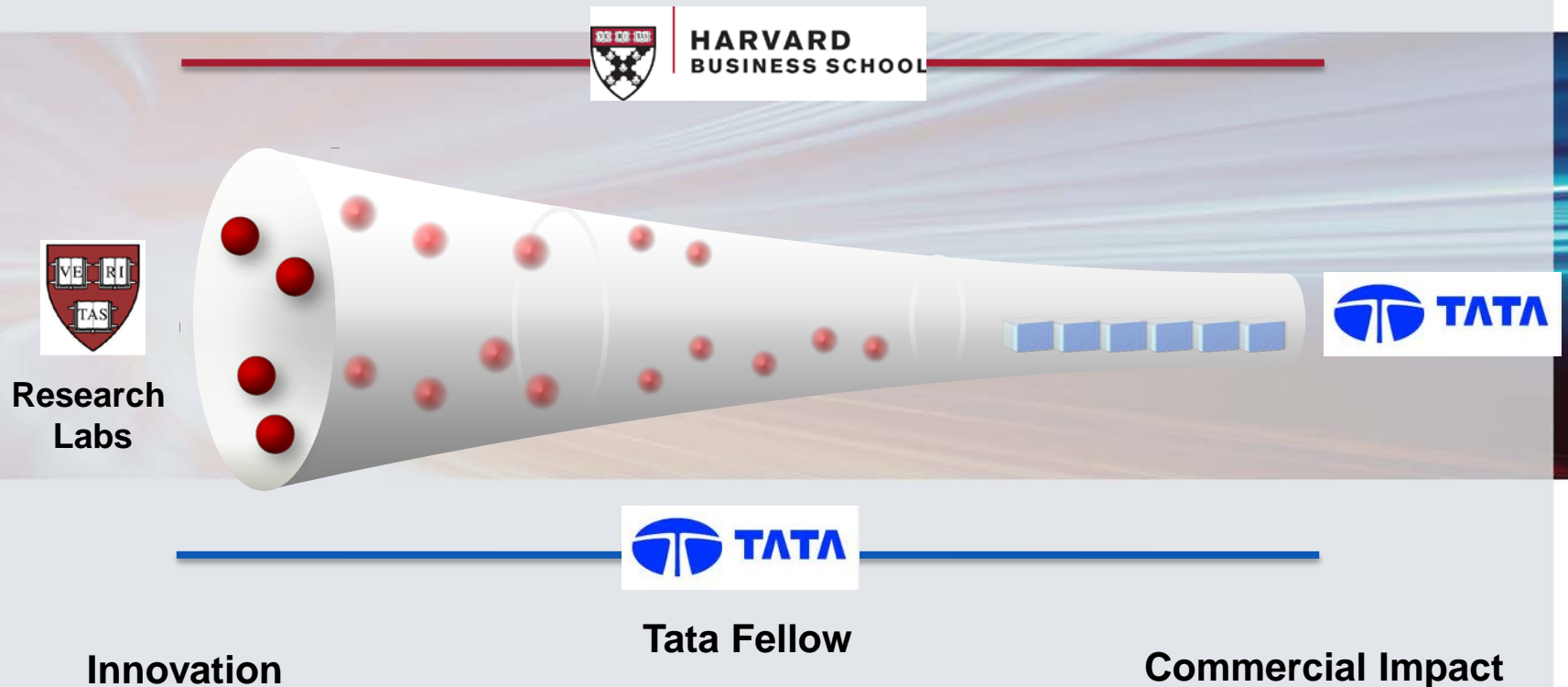
**Research
Labs**



Innovation

Commercial Impact

Tata Partnership Defines A New Approach:





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Tata Fellows:

- Part of the Harvard research team
- Engages in program at Harvard Business School
 - Framework to develop commercialization plan
 - Supports professional development of future leaders



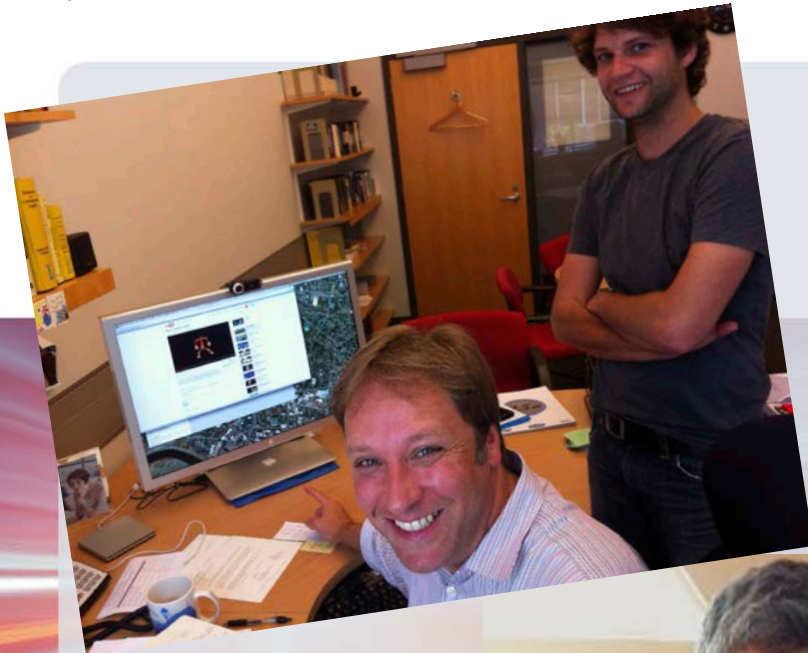
Lessons Learned:

- Identify a committed faculty champion
- Ensure alignment of interests between faculty and company
- Create a single office to streamline alliances
 - Structure agreement
 - Develop and protect IP
 - Manage alliance



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What Drives Us

