

## Technology Licensing Office

The mission of the [Technology Licensing Office](#) (TLO) is to facilitate the transfer to industry of technology developed at MIT in order to benefit the public good through the development and sale of commercial products. A secondary goal is to generate royalties to motivate inventors and to support research and education at MIT. The TLO staff of 43 (25 licensing professionals and 18 administrative and support personnel) is responsible for identifying marketable technologies, managing the patenting and copyrighting of these technologies, finding licensees to develop the technologies and negotiating licenses, including licenses granted to startup companies founded to develop MIT technologies. An additional major responsibility is aiding the Office of Sponsored Programs in the negotiation of intellectual property terms in non-Federal research sponsorship agreements. The TLO also manages the protection and licensing of MIT's trademarks and use of the MIT name.

In fiscal year 2016 TLO completed 110 new technology licenses and 32 option agreements. Twenty-five of these were to new startup companies. 279 US Patents were issued this year, plus many foreign counterparts.

The total income to the TLO was \$62 million. A net amount of \$34 million was distributed to MIT inventors, departments, labs, centers, and the general fund, and \$0.6 million went to the Whitehead Institute. As always, most of this income resulted from patents that had been filed and licensing agreements that had been signed five to ten years earlier. The total income included \$750,000 in revenue from liquidated equity received from startups in previous years.

With more than 1,100 active technology licenses in house, including equity bearing licenses in more than 90 startup companies, we expect that royalty streams will continue to mature and some of the startups will achieve equity liquidity—but the timing is unpredictable. The stream of new inventions continues to refill the pipeline, with 800 invention disclosures in FY2016.

TLO staff members are active contributors to student activities at MIT. These include helping to judge the MIT \$100K Entrepreneurship Competition student business plan contest, presenting guest lectures on patents and licensing in a number of engineering, Health Sciences and Technology, and Sloan School of Management courses (both undergraduate and graduate), and participating in “open door coaching” for students who are thinking of starting a business, whether through an MIT license or not. TLO staff also participate actively as Deshpande Center advisors and as part of the Venture Mentoring Service.

Members of the Technology Licensing Office are actively involved in disseminating MIT's technology transfer and entrepreneurship policies and practices to other universities, research institutes, and governments throughout the world. TLO senior staff members have served, usually *pro bono*, as advisors to over a dozen university or governmental technology transfer offices in a number of countries. The TLO also hosts dozens of visits from other such organizations, government agencies, other universities,

and corresponding company departments. Senior TLO staff also serve on the boards or senior committees of a number of national, state, and local entrepreneurial and technology transfer organizations.

Lita Nelsen retired in April after leading the TLO for more than 30 years. A national search led to the hiring of Lesley Millar-Nicholson, who became the new director on July 11.

**Jack Turner**  
**Interim Director**