

So You're Going to Talk to Industry.... Here are Some Important Steps to Remember:



Do Your Homework and Due Diligence

Learn more about the company to determine if this is a good match. What is their reputation as an academic collaborator? Are they financially solid? Do they have IP? What types of technology do they typically work with?



Be Prepared for a Preliminary Discussion

Prepare to communicate your positions regarding requirements and obligations (technical expectations and assumptions and critical contractual issues). Remember that confidentiality means little - file a patent before discussions and only share what you have to.



Create a Memorandum of Understanding (MOU)

Agree upon the format of the final agreement and articulate objectives for each party. Determine the field of the agreement, how the project will be funded, and licensing terms. Remember that WHOI retains IP ownership. OTT should be involved in creating the MOU.



Take Part in Final Negotiations

OTT should be involved in these final steps.



Sign a Contract

OTT should be involved in these final steps.

Ready to get started?

Please speak with OTT before your industry contact for additional information.