

INNOVATE WITH



1. YOU HAVE AN IDEA!

Contact us and tell us about your idea. To guide you through the important elements of your idea, fill out the invention disclosure form that you can download from our website. Please remember that any public dissemination of your invention (written or oral) may prevent you from obtaining patent protection for your innovation.

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2. EVALUATION OF THE INVENTION

Once you have submitted your invention disclosure, a member of the Unitec team will contact you to further discuss its commercial potential and the path to market. The process involves assessing the intellectual property position, the competition and the market. **Unitec has extensive experience in assessing early-stage academic inventions.**

3. COMMERCIALIZATION STRATEGY

Unitec will work closely with you to define the best commercialization strategy for your invention. There are different options, which may involve collaborating with an industrial partner, licensing to an existing company or creating a startup venture (spin-off). One invention may even be licensed to different partners for different applications. **Unitec will help you define the most appropriate strategy.**

4. PATENT PROTECTION

Obtaining patent protection is not necessarily required for commercializing all inventions (e.g. software or biological materials). Should the commercialization route involve filing a patent application, Unitec will evaluate the patentability of your invention, establish a patent filing strategy and, unless agreed otherwise, finance these initial steps. **Unitec works with experienced external patent firms** who, with your help, will draft and file the patent application.

5. MARKETING

Unitec takes a focused approach to marketing your invention. You may already have good contacts with industry, and we can work with you to pursue these contacts. Over the years, **Unitec has built a strong network of business professionals at a large number of local and international companies. Unitec also enjoys strong relationships with investors and incubators.** We subscribe to market databases and regularly attend business partnering meetings to maximize the chances of finding a commercial partner for your invention.

6. LICENSE AGREEMENT

In consultation with you, Unitec will initiate negotiations with companies interested in your technology. This process takes time and requires flexibility and creativity. Negotiations define general conditions and financial terms which may include upfront fees, milestone payments, royalties and even equity when licensing to spin-offs. A license is a long-term relationship, and Unitec monitors the agreement throughout the lifetime of the license, and receives and redistributes any licensing revenue.

7. ROYALTIES

Licensed intellectual property belongs to the institution. However, as an inventor, you will receive a share of the proceeds. After deduction of any out-of-pocket patent expenses, the net royalties are distributed as follows:

- 50% to the inventor(s)
- 25% to the inventor(s) subdivision(s)
- 25% to the inventor(s) institution(s)

For cumulated net royalties above 50'000 CHF, an equal distribution is applied.

8. FUNDING

Academic inventions often require further development and de-risking before they can be licensed to industrial partners or provide a solid basis for spin-off creation. To facilitate licensing, **Unitec has created two competitive grant programs:**

- **INNOGAP** is a 30'000 CHF proof-of-concept grant open to projects in all fields
- **innolIFE** is a 100'000 CHF maturation grant restricted to projects in the healthcare field

Both funds are financed with royalty revenue, thus creating a virtuous circle.



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