



**INNOVATE
WITH
UNITEC**

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's disclosure form that you can download from our website. Please remember that any public dissemination of your invention (written or oral publication) may prevent the possibility of obtaining patent protection for your innovation.

www.unige.ch/unitec

2. EVALUATION OF THE INVENTION

Once you have submitted your invention's disclosure, a member of the Unitec team will contact you to further discuss its commercial potential. Evaluation involves criteria such as defining the product market and competition, and examining the intellectual property situation and manufacturing feasibility. **Unitec has extensive experience in evaluating academic inventions** which are often very early stage and for which the commercial potential is challenging to assess.

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 start-up venture. One invention may generate several market opportunities.

Unitec will help you define the most appropriate strategy.

4. PATENT PROTECTION

Obtaining patent protection is not a pre-requisite for commercializing all inventions (for example, software and biological material for research use). Should the roadmap for commercializing your invention involve filing a patent application, then Unitec will evaluate the patentability of your invention, establish a patent filing strategy, and finance all or a part of these initial steps. **Unitec relies on experienced professional patent firms** who, with your help, will draft and file the patent application.

5. MARKETING

Unitec takes a targeted 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 past years, **Unitec has an established network with business professionals at a large number of local and international companies, investors and incubators.** We also subscribe to marketing databases and regularly attend business partnering meetings to maximize the chances in finding a commercial partner for your invention.

6. LICENSE AGREEMENT

If the marketing efforts are successful, we will enter into negotiations. This process often takes several weeks and requires flexibility and creativity to arrive at a mutually satisfactory agreement. Negotiations are handled case by case and define conditions such as exclusivity or non- exclusivity of the license, and financial terms including up-front fees, milestone payments and royalties. **The signing of a License Agreement is the beginning of a long term relationship.** Unitec remains involved by managing elements such as patent prosecution, collection and distribution of royalties, and ensuring that performance provisions are respected.

7. ROYALTIES

Invention rights belong to the institution but you will receive a share of the proceeds. After deduction of unreimbursed out-of-pocket expenses such as patent fees, 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 net cumulated royalties greater than 50'000 CHF, an equal distribution is applied by the University of Geneva

UNITEC IN NUMBERS

- >350 inventions evaluated
- >150 licenses negotiated
- >20 start-ups created
- >600 industry research contracts signed



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**UNIVERSITÉ
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