



AUTM MEMBERSHIP

 **3,100**
Members

Working in
800 Institutions



Representing **65**
Countries



The Leading Technology Transfer Resource

ABOUT AUTM

AUTM is the largest self-funded, non-governmental, non-profit leader in efforts to educate, promote and inspire technology transfer professionals, throughout their careers, to support the development of academic research that changes the world.

GLOBAL MEMBERSHIP

AUTM's members are primarily from academic settings (67%), followed by attorneys (15%) and industry (5%). Some 22% of our members are international.

OUR MEMBERS

- ▶ Evaluate inventions
- ▶ Protect intellectual property through patents and copyrights
- ▶ Market ideas
- ▶ Negotiate and license inventions to interested companies
- ▶ Create and nurture start-ups
- ▶ Lead corporate engagements
- ▶ Support economic development

AUTM offers training and resources in the seven fundamental areas of successful technology transfer

Invention Disclosure and Assessment



Intellectual Property Management



Marketing



Licensing



Start-ups



Operations



Leadership



WHAT WE OFFER

International Cooperation

- ▶ Programs developed for international audiences—customizable for partners and deliverable on-site
- ▶ Experienced instructors, from research institutions and universities, with extensive international experience
- ▶ Educational credits toward certification

Webinars

More than 90 recorded webinars to suit everyone from industry newcomers to tech transfer veterans.

Professional Development Courses

- ▶ Essentials of Academic Technology Transfer
- ▶ Technology Operations and Organization Licensing Skills (TOOLS)
- ▶ Start-up Business Development
- ▶ Negotiation
- ▶ Marketing
- ▶ Technology Valuation
- ▶ Software

Global Technology Portal

- ▶ Market your technologies or find available tech

TransACT Database

- ▶ Compare transaction terms and conditions with other institutions

Surveys

- ▶ Annual Licensing Activity Survey—measure your impact
- ▶ Salary Survey—insights on salaries, incentives, TTO staffing structures

Technology Transfer Practice Manual

Four online volumes of tech transfer best practices and templates



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