



## WHO WE ARE

AUTM is the nonprofit leader in efforts to educate, promote and inspire professionals to support the development of academic research that changes the world and drives innovation forward. Our community is comprised of more than 3,000 members who work in more than 800 universities, research centers, hospitals, businesses and government organizations around the globe.

## AUTM Means Business

If you're a business development manager or tech scout, AUTM can help you tap into a international network of academic researchers for collaborations, licensing and sponsored research opportunities. Join today.

*"I'm a member of AUTM because it allows me to network with pretty much all of the world's research intensive universities."*

— Malcolm Skingle, Director Academic Liaison, GSK

## BECOME AN AUTM INDUSTRY MEMBER

Every year, AUTM members work closely with commercial partners to create thousands of products, services, start-ups, and millions of dollars in economic development.

Join AUTM and you will gain access to our dynamic, global community of university, research center, hospital and government commercialization managers.

Benefits of membership include:

- **Access to Members:** Tap into our network of more than 3,000 worldwide members for access to early-stage technology and research experts.
- **Available Technologies:** Search more than 22,000 of the latest university technologies and identify strong areas of interest at universities, hospitals, and research institutions worldwide.
- **Networking:** Our events are the perfect place to conduct early-stage scientific identification and deal-making meetings, to drive innovative win-win partnerships.

LEARN MORE AT [AUTM.NET/JOIN](http://AUTM.NET/JOIN)

### QUESTIONS?

Email [info@autm.net](mailto:info@autm.net)  
or call +1-847-686-2244



*Transforming Ideas into Opportunities*

### INDUSTRY MEMBERSHIP



Network



Collaborate



Find Technologies



Make Deals



[www.AUTM.net](http://www.AUTM.net) | [info@autm.net](mailto:info@autm.net)

# HOW WE HELP INDUSTRY

## Connect

Our members are frontline corporate engagement professionals who can provide targeted access to early stage technologies and principal investigators in their specialty areas. Search our Members-only Directory of more than 3,000 technology transfer professionals and research experts around the globe.

## Scout Technologies

Set up alerts for tech available for licensing via the AUTM Innovation Marketplace (AIM), where you can access more than 22,000 technologies worldwide.

## Make Deals

- Attend events year-round to engage with AUTM members. Conduct early-stage scientific identification and make deals.
- Participate in AUTM's Industry/Academia Connect and Collaborate event, a forum for industry to present developing technologies and tips on collaboration.
- Attend AUTM's Annual Meeting where more than 2,000 technology transfer professionals from around the world gather to network, or connect with our colleagues in Asia at the largest gathering of its kind, AUTM Asia.

*"AUTM allows me to meet with a large number of university tech transfer offices at the Annual Meeting in just a short amount of time."*

— Kim MacMartin-Moglia, Director,  
Business Development,  
Inova Diagnostics



## Learn

AUTM provides background to help guide smart business development, such as the AUTM Licensing Activity Survey, the most comprehensive tech transfer report on licensing income, start-ups and more and TransACT – a comprehensive database of terms and conditions, and fair market values to help improve your negotiations. Use these tools to track more than \$70 billion in annual tech transfer activity.

## Partner

Looking for a targeted audience? AUTM Partnering Forums are designed to allow academia and industry to connect in an intimate setting. The Forums are 1- to 2-day development meetings and focus on a specific industry niche.

*"AUTM Partnering Forums make it easy for industry businesses development scouts to connect with top tier academic peers in a neutral setting to focus on areas of common interest."*

— Chris Yochim, Head of Business Development, National Institute for  
Innovation in Manufacturing Biopharmaceuticals

*"AUTM has been a high quality source for networking and technology leads. The membership communities, membership directory and events have provided high throughput and efficient scouting platforms."*

— Alisa Band, Global Head of Technology & Startup Scouting, ICL Group

## 24/7 Guidance

Have a research problem that needs solving? Or looking for leads? Connect anytime with AUTM's online eGroup community, the largest online gathering of tech transfer professionals worldwide.