

# Technology Licensing @ Stanford University

**Luis Mejia**  
**Senior Associate**  
**Office of Technology Licensing**  
**Stanford University**

# OTL's Mission

**Transfer Stanford technology  
for society's use and benefit  
and to generate royalty income  
for Research and Education**



OFFICE OF  
TECHNOLOGY  
LICENSING

STANFORD UNIVERSITY

# From the Lab to New Products



# Licensing is Difficult and Takes Risk and Time

- **Evaluation, marketing, patenting**
- **Energy technologies can require significant capital for scaling: biofuels, pv, grid storage**
- **Look at recent failures: Solyndra, A123**



OFFICE OF  
TECHNOLOGY  
LICENSING

STANFORD UNIVERSITY

# Ownership Considerations

- **Universities generally own inventions made on campus**
- **Joint ownership with collaborators**
- **Improvements**



OFFICE OF  
TECHNOLOGY  
LICENSING

STANFORD UNIVERSITY

# Typical License Provisions for Early Stage Technologies

- **The “Grant”: Exclusive?**
- **The “Term”: Limited?**
- **Diligence: Always**
- **Royalties**
  - **Reflect development stage**
  - **Technical and market risk**
  - **Freedom of Operation**
  - **Margins**

# Summary

- **Do what is best for the technology**
  - Products for making peoples lives better
  - Economic development
  - Start-up activity
- **Technology Transfer is a long-term proposition**
  - Keep expectations realistic
  - **PATIENCE is REQUIRED** and will be **REWARDED** in many ways



OFFICE OF  
TECHNOLOGY  
LICENSING

STANFORD UNIVERSITY