

Commercializing Inventions:

An abbreviated guide to commercialization

What to do next with your idea – especially if this is your first invention.



Find Innovation Contacts

For industry sponsored research, material transfers, licenses and more.

- Innovation website for contacts grouped by department and entity. massgeneralbrigham.org/en/research-and-innovation/innovation/about/team
Insight's Research Contact List insight4.partners.org/manageprofiles-and-security/researchcontacts
- Write to phsinnovationsupport@mgb.org for any general inquiries.

A quick reference list of contacts is provided at the end of this document.



Disclose Before Sharing

Invention Disclosures are the starting point for commercializing an invention or discovery.

The Invention Disclosure Form (IDF) documents ideas and enables discussions regarding next steps. Connect early with your Business Development and Licensing Manager (BD&LM) to assess patentability and commercial potential of the invention. **IMPORTANT: To preserve worldwide patent rights, a patent application must be filed by the Innovation office prior to sharing your ideas in a public forum, publication, internet abstract, poster or any venue that includes external people.**

Submit an IDF via Insight (VPN access required) <https://insight4.partners.org/innovation/invention/new>



Know Your Collaborators

Public disclosure—any communication outside MGB—of an invention may limit, or even forfeit, the right to obtain a patent. A Non-Disclosure Agreement (NDA), also referred to as a Confidential Disclosure Agreement (CDA), between a Mass General Brigham employee and an outside company, should be signed for certain engagements. This form can be completed in Insight. insight4.partners.org/agreements/actions/new



Timing Varies for Each Innovation

After the inventor submits a completed IDF, it is sent to a BD&LM within 24 hours. The commercialization process, including patenting, can take months or longer, depending on variable factors. BD&LMs and the *Innovator's Commercialization Guide* can provide anticipated timelines.



Your Time Commitment

Inventors should plan to devote time for interactions with licensing staff, patent counsel and industry representatives. This can include follow-up information, execution of documents, providing background on commercial applications of the technology and meetings with companies.



Payments to You

Innovation's Contract Compliance and Finance teams are responsible for ensuring that licensees are compliant with their financial obligations to MGB. Thousands of disbursements are made annually to inventors.

The allocation of commercialization revenue is outlined in the Intellectual Property Policy. BD&LMs can help interpret the policy if needed.

For additional information, including the Research Agreement reference table, please refer to the *Innovator's Commercialization Guide*.



Commercial Outcomes: License

Licensing intellectual property (IP) to an industry partner is the principal commercialization route for inventions. Licenses are contracts where the owner of the invention (the MGB entity), grants the licensee (the commercial entity) the right to make, use or sell products protected by the licensed patent(s).

License terms define the rights and responsibilities, and obligations of the parties. Financial terms vary based on the technology, its development cycle, the industry partners, etc.



Commercial Outcomes: Investment

Beyond licensing there are additional commercialization options. These include creating a company, securing venture investment, and translational funding. Additional information about investment and translational support is available at massgeneralbrigham.org/ventures. Your Licensing Manager and the teams listed at the end of this document can guide you through this process as needed.



Learn More Commercialization Tools

Education and reference tools have been created to support your commercialization journey. The innovation team is available to help you navigate.

- **Innovator's Commercialization Guide**
massgeneralbrigham.org/innovationcommercialization
- **MESH Bootcamps and Network**
innovationmeshnetwork.org/courses
- **Fellows Programs**
massgeneralbrigham.org/en/research-and-innovation/innovation/about/innovation-fellows-program
- **Innovation Website**
massgeneralbrigham.org/innovation

Innovation Contacts

General Information	<p>massgeneralbrigham.org/en/research-and-innovation/innovation/about/team</p> <p>insight4.partners.org/manage-profiles-and-security/research-contacts</p> <p>phsinnovationsupport@mgb.org</p> <p>https://www.massgeneralbrigham.org/en/research-and-innovation/innovation/for-innovators/policies</p>
Invention Disclosures	<p>insight4.partners.org/innovation/invention/new</p>
Company Creation	<p>Roger Kitterman, Vice President, Venture rkitterman@mgb.org</p>
Confidentiality Agreements (CDA)/ Non-disclosure Agreements (NDA)	<p>insight4.partners.org/agreements/actions/new</p>
IP Strategies	<p>phspatents@mgb.org</p>
Digital Health	<p>Mike Freni, Managing Vice President, Business Development mfreni@mgb.org</p>
Translational Funding, Venture and Grants	<p>Business Development and Licensing Managers</p>
Business Development and Licensing	<p>Nimra Taqi, Vice President, Business Development and Licensing ntaqi@mgb.org</p>
Collaborations – Data Use Agreements (DUA), Material Transfer Agreements (MTA)	<p>Transactional Affairs Group Chris Beares, Director, TAG cbeares@mgb.org phsinnovationsupport@mgb.org phsmta@mgb.org</p>
Sponsored Research Agreements (SRA)	<p>Contracts Team Kris Betres, Director of Contracts kbetres@mgb.org</p>
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