Institute for Commercialization

The Kansas State University Institute for Commercialization is dedicated to the start-up and expansion of technology-based, high-growth enterprises and enabling the commercialization of university and under-utilized corporate intellectual property. Our organization provides opportunity assessment; strategic partnership design; technology acquisition, management and licensing; business development; and technology transfer support activities for entrepreneurs to commercialize intellectual property emanating from basic research at Kansas State University and other intellectual property portfolios.

Institute for Commercialization at K-State
Our Team

The Kansas State University Institute for Commercialization is a team of business professionals who work diligently to maximize the value of the multitude of business opportunities that are derived from KSU's intellectual property and capabilities.
Simplified Commercialization Process Flow

1. Sponsored Research Agreement
2. Researcher Discloses Idea
3. Patent Protection Pursued
4. Marketing of Technology
5. Company Evaluation & Discussions
6. Company Licenses Technology
7. Patent Maintenance & Collection

PreAward Services

KSURF

KSU-IC

KSURF
Marketing Process

- Conduct Initial Inventor Meeting
- Draft Technology Licensing Profile (TLP)
- Develop List of Marketing Leads
- Actively Market Technology
- Field Responses from Industry
- Facilitate Technical Discussions with Interested Companies
- Conduct Business Discussions
- Develop Term Sheets for Interested Parties
- Negotiate Agreement/s
- Submit Signed Agreements to KSURF
# 2013 AUTM Benchmarks

This represents the highlights from the 2013 Association of University Technology Managers (AUTM) Annual Licensing Survey and where K-State ranks in various categories relative to the other Universities that responded to the survey.

<table>
<thead>
<tr>
<th>Category</th>
<th>National AUTM Rank</th>
<th>Value</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsored Research Expenditure</td>
<td>96&lt;sup&gt;th&lt;/sup&gt;</td>
<td>$137,786,527</td>
<td>*Notables Ahead – NYU, CalTech, Princeton, Northwestern, Columbia, MIT, UCal System, UTexas System, UWashington, UPenn, Vanderbilt, KU.</td>
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<tr>
<td>IP Disclosures</td>
<td>122&lt;sup&gt;nd&lt;/sup&gt;</td>
<td>29</td>
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<tr>
<td>Patents Issued Per 100 Disclosures (2011-2013)</td>
<td>106&lt;sup&gt;th&lt;/sup&gt;</td>
<td>12</td>
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<tr>
<td>Total License Revenue</td>
<td>65&lt;sup&gt;th&lt;/sup&gt;</td>
<td>$2,266,808</td>
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<tr>
<td>License Revenue Per Active License</td>
<td>40&lt;sup&gt;th&lt;/sup&gt;*</td>
<td>$35,981</td>
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