



Early Considerations for Commercialization

This document serves as a guidance checklist of key topics to prepare and discuss with your Technology Transfer Office (TTO) either shortly before or after submitting an invention disclosure (please refer to the “*Inventions and Working with Your Technology Transfer Office: Frequently Asked Questions*” document for more information).

You are welcome to answer the questions below on your own; however, these points should be considered in collaboration with your TTO during the early steps of the commercialization process. These considerations will help your TTO to assess the potential value of your invention along with the associated market opportunity. You should know this information or be able to obtain it with limited searching.

TECHNOLOGY

- Do you have a detailed description of your proposed invention that emphasizes the novel components and methods?
- Do you describe the problem or unmet need that the invention addresses?
- Can the technology be used to develop more than one potential product? (i.e. is it a platform technology?)
- Have the potential users (e.g., patients and/or customers) been identified?

COMMERCIALIZATION

- Do you have a list of next steps that are required to generate pivotal proof-of-concept (POC) data?
- Have you received interest/feedback from potential investors and/or industry partners?

COMPETITION

- Do you have a list of the closest academic and commercial competitors?
- Do you have a summary of the potential advantages of the invention over competing technologies/products?

PREPARATION FOR DISCLOSURE

- Do you have a list of individuals who have contributed to the conception and/or development of the invention?
- Do you have a summary of contributions from each of these individuals?
- Do you have any submitted or draft manuscripts or presentations that are related to the invention?
- After an invention becomes public knowledge, it may no longer be eligible for patent protection. Have you avoided a premature public disclosure (e.g. online journal publication, abstract/presentation/poster at a conference or seminar) prior to submitting an invention disclosure to your TTO?

Please see the “*Technology Readiness Assessment and Case Study*” document if you would like to evaluate your technology’s readiness for commercialization.