INDUSTRIAL RELATIONS

1. Agreements with Industry

Licenses, and the revenue they generate, are but a small fraction of the entire spectrum of academic collaborations with industry. Academia and industry are governed by different cultures but are increasingly drawn together by each other's ability to complement the resources needed for commercialization of research findings. Companies report increased productivity and an improved competitive position as a result of collaborations with university scientists, and universities receive much needed research support as well as valuable practical experience for students.

The Technology Transfer Office oversees numerous forms of collaborations with industry on Dartmouth’s campus. Office staff negotiate and monitor industrially sponsored research, testing and material transfer agreements. Templates of these agreements can be found at the Technology Transfer Web Site or obtained from the Technology Transfer Office directly.

The office also assists in establishing industrial collaborations via Government business assistance mechanisms, such as Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

2. Compliance with Government Regulations and Obligations to Sponsors

One of the Technology Transfer Office responsibilities is to ensure Dartmouth's compliance with Government regulations pertaining to technology transfer, and the Bayh-Dole Act requirements in particular. The Technology Transfer Office provides necessary reports on inventions to the sponsoring agency, informs the sponsoring agency about invention title election, issues confirmatory licenses to the U.S. Government, and keeps the agency apprised of resulting patenting and licensing activity. The Technology Transfer Office staff ensures that obligations to the private sponsors of the research are fulfilled as well.

The Technology Transfer Office maintains a campus wide database of Invention Agreements that each employee involved in research needs to sign according to the Bayh-Dole Act.

1 One avenue of Federal Government in fostering of industry-university collaborations to enhance national competitiveness and economic development, is through Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) grants. Both programs were launched by Small Business Administration (SBA), the former in 1982, the latter in 1993. Both programs are funded through various Federal Agencies (NIH, NSF, NASA, DOD, DOE, etc.) by setting aside a certain percentage of extramural R&D budget.

These grants are designated solely for small businesses conducting research. Although agreements governing SBIR and STTR collaborations follow special formats, their basic philosophy in dealing with inventions agrees with the Bayh-Dole Act and follows universities' standard approach to sponsored research. The Technology Transfer Office negotiates and prepares these agreements for Dartmouth faculty, who are becoming increasingly involved in SBIR and STTR projects.
3. Public Relations

The Technology Transfer Office is heavily involved in the promotion of Dartmouth's scientific and technological potential. The Office is a major focal point of interaction between academic research on campus and industry. Through its participation in the activity of various Government sponsored business assistance programs and their networks, the Technology Transfer Office is able to utilize various mechanisms for academia-industry linkages to the benefit of both entities.

The Technology Transfer Office is the home of the Dartmouth Satellite of the New Hampshire Industrial Research Center (NHIRC), a cooperative project of the New Hampshire Department of Resources and Economic Development (DRED), the University of New Hampshire (UNH), and Dartmouth College. The NHIRC links the research capabilities of the State's foremost academic institutions -- Dartmouth and UNH -- with small and mid-size manufacturers in the state. The NHIRC matches the first $25,000 in industrial contributions for projects proposed by the company, taking advantage of research capabilities of Dartmouth or UNH. The Technology Transfer Office helps identify campus experts for IRC industrial clients who will then work jointly with the company on a proposal for the matching grant.

The Technology Transfer Office frequently arranges or co-hosts campus visits of corporate executives and arranges their one-on-one meetings with Dartmouth scientists.

To further enhance Dartmouth's image as a fine research institution, the Technology Transfer Office staff maintains a high profile in the technology transfer field via hosting conferences, participating in high technology trade shows, and by making presentations and conducting workshops at various professional gatherings.