

Impact of COVID-19 on TTOs

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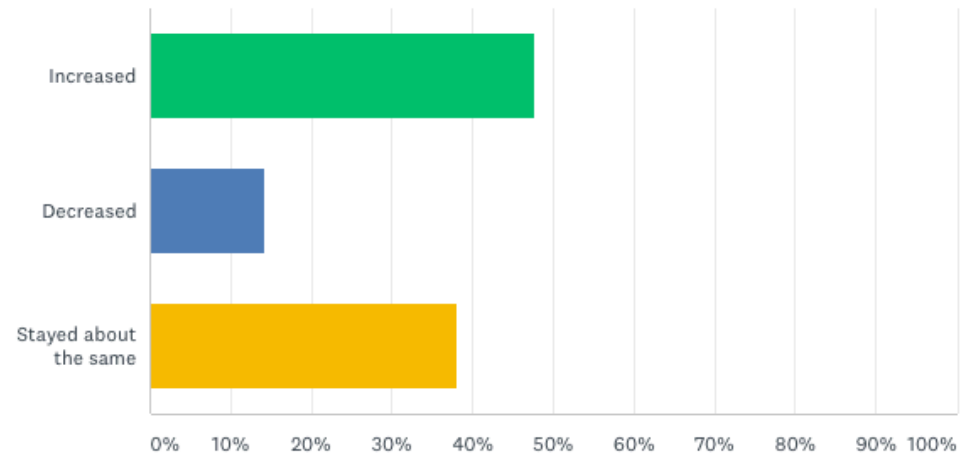


APIOix
INNOVATION TRANSFER
DISCOVERY TO COMMERCIALIZATION

1. Invention Disclosures

Our institution's rate of new invention disclosures has:

Answered: 42 Skipped: 0



ANSWER CHOICES	RESPONSES	
Increased	47.62%	20
Decreased	14.29%	6
Stayed about the same	38.10%	16
TOTAL		42

1. Invention Disclosures

It's always up and down month to month but nothing different from normal over the past three months

There has been a drastic increase in disclosures with most of them being COVID-19 related

The COVID-related inventions have made up for the slow-down in other areas

A little early to tell, but April and May (through May 27) were definitely lower than our usual

Increase in coronavirus innovations

We have been surprised, but there has been a consistent flow except for March where everything was a bit chaotic

Increased very slightly, but not sure if that's a sustainable trend or not

Many recent ones related to COVID-19 innovations. (Therapeutic, analytical, etc.)

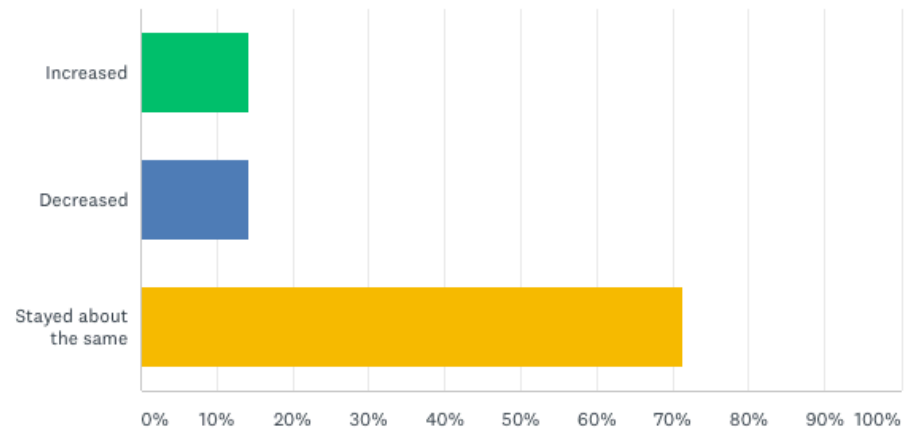
But it's probably too early to tell. I expect a decrease in the next 6-12 months

Several new disclosures related to the COVID-19 response

2. Patent Applications

Our institution's rate of filing patent applications directed to new subject matter has:

Answered: 42 Skipped: 0



ANSWER CHOICES	RESPONSES	
Increased	14.29%	6
Decreased	14.29%	6
Stayed about the same	71.43%	30
TOTAL		42

2. Patent Applications

With investigators needing to quickly work with external partners on new COVID-19 related inventions, my office has needed to file several provisional applications in a very short time frame.

Lack of funding. Delaying, negotiating lower costs as the patent attorneys are desperate for work also.

Proactively trying to manage our patent budget, so we're filing less.

COVID related filings have balanced the overall decrease

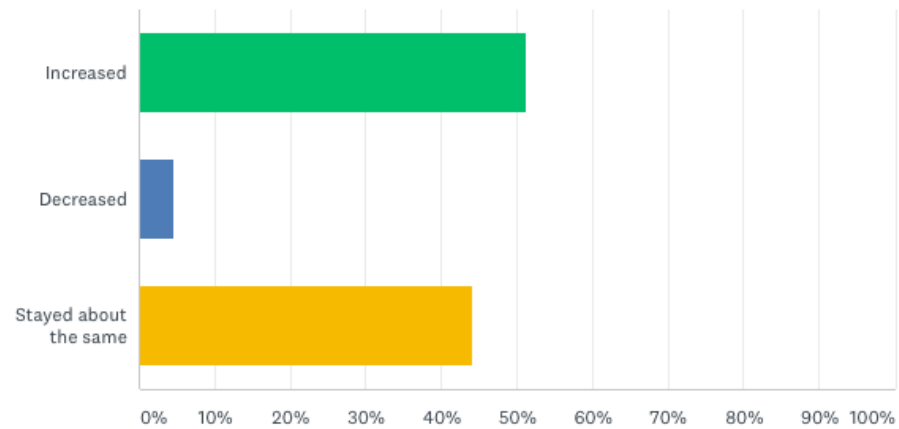
Due more to budget realities than IP mix. Definitely seeing COVID-19 disclosures.

We are operating on the previous FY budget so filing has remained about the same which is quite at our institution as compared to our peers due to inadequate budget. This rate will most likely fall further in the next FY.

3. Demand for Services

Demand for our services from investigators/inventors and administration has:

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES	
Increased	51.16%	22
Decreased	4.65%	2
Stayed about the same	44.19%	19
TOTAL		43

3. Demand for Services

Everything is urgent/important. Covid related technologies and contracts need immediate attention and so does everything else because the financial health of the enterprise is in jeopardy

Helping connect faculty with faculty in other colleges and universities to advance new coronavirus innovations.

Somewhat of a mixed bag - demand for services in some areas markedly increased, but clearly decreased in other areas

They've got more time to think of things to do

Everyone is more responsive online these days

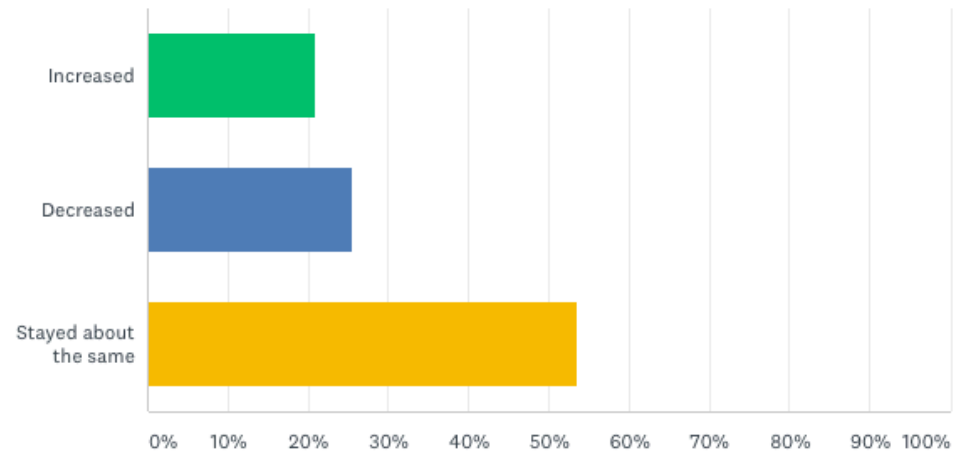
Demand for our services has increased significantly due to some COVID responses that requires a fair amount of my team's time and effort. It is fair to say that the licensing people are working 12-15 hours a day 7 days a week during the most critical period of time. It has slowed down now but am very fortunate to have extremely dedicated staff.

Many more NDAs / MTAs and also inventors having more time outside the lab to catch up on disclosures, etc.

4. Licensing Inquiries

Licensing inquiries have:

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES
Increased	20.93% 9
Decreased	25.58% 11
Stayed about the same	53.49% 23
TOTAL	43

4. Licensing Inquiries

Record year for licenses signed

We get so few "licensing inquiries" that it's hard to tell

Up in some areas (COVID therapies), down in others

Seems a bit quieter / slower here. Industry and investors coping, too

I believe this is a short-term boost as some companies push to finish deals that have been under consideration for some time before next year's budget comes in to play

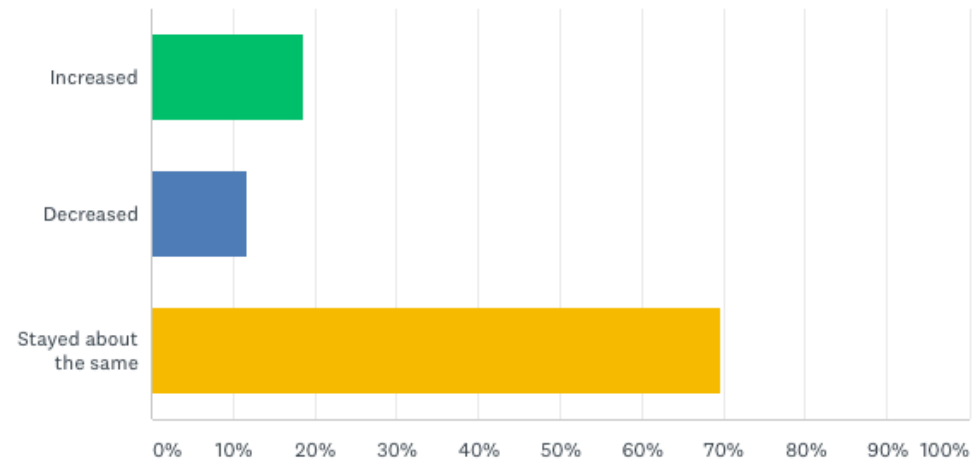
We are completing deals already in the pipeline, but the rate of new deals has slowed

Haven't seen a notable increase or decrease

5. New Licenses Completed

New licenses completed have:

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES	
Increased	18.60%	8
Decreased	11.63%	5
Stayed about the same	69.77%	30
TOTAL		43

5. New Licenses Completed

Decreased during March and picked back up in May to about the same

Workload is impacting our ability to be prompt, but this is being countered to some extent by staff working longer hours

I think it's too early to tell; still working through backlog of activity-initiated pre-shutdown

Increased as we had a lot of items waiting in the wings that we were able to finalize and close on

Deals in play seem to be moving.

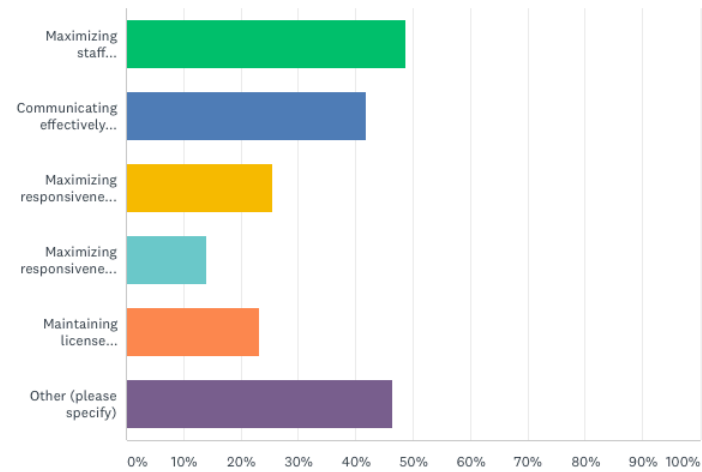
The number of new deals will likely drop once we complete all the deals currently in the pipeline

Haven't seen a notable increase or decrease

6. Two Greatest Challenges

The two greatest challenges presented to me as a director have been:

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES	
Maximizing staff productivity	48.84%	21
Communicating effectively within our group	41.86%	18
Maximizing responsiveness to our faculty investigators	25.58%	11
Maximizing responsiveness to university administration	13.95%	6
Maintaining license compliance	23.26%	10
Other (please specify)	46.51%	20
Total Respondents: 43		

6. Two Greatest Challenges

Maintaining the same level of activity for invention disclosures, patent filings and licensing during a time that faculty are occupied with the steep learning curve for online classes, complexities with research labs closing, effect on grants, furloughs and other COVID related matters has been challenging. Tech Transfer has not been a priority for researchers.

Managing the transition to full working from home, especially for those with less than ideal home conditions (shared apartments, children home from school, vulnerable members of the household) and maintaining high levels of morale

Face to face meetings with potential inventors are down that contribute to disclosures

The biggest challenge will be getting people to come back to the office once SIP restrictions are lifted -- everyone is working efficiently from home and most people don't want to have a commute. It's hard to argue against teleworking when it does not appear to have had a negative impact on our productivity.

6. Two Greatest Challenges

Forging a new strategy with considerably less funds in the coming fiscal year

Managing stressed out/over worked staff. Caretakers are effected most.

NO major challenges

Communicating effectively with inventors as a group on IP and licensing matters.

Keeping up with my own personal workload!

Educating administration on value of technology commercialization

I think again we have stabilized the workflow except for March - that was a time of adjustment

Address staff concerns about hiring freeze and potential cut while working with university leaders on potential reduction.

6. Two Greatest Challenges

Shifting focus to helping university administration setup and run new taskforces devoted to COVID-19 efforts.

Load balancing between life sciences and physical sciences staff

Even with MS Teams (great tool!), I think communications are more difficult. "Water cooler" conversations matter, as they create an environment of participation and involvement that is hard to replicate when you have to book things online (to meet). Chats help, but still.

Sheer volume of the workload on a very small team.

Licensing staff remain busy, but it has been more challenging to keep support staff busy

Managing/forecasting in the unpredictable climate Adjusting to new work rituals (My two responses are in the other category - the survey forced me to select one of the options above - please disregard that response)

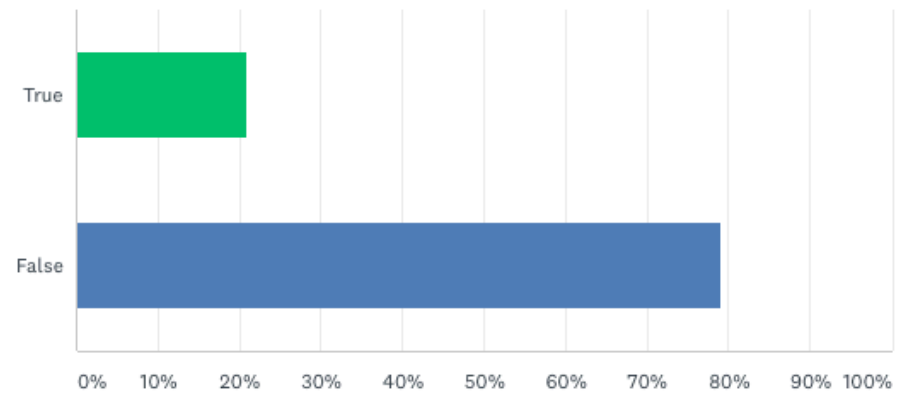
Unknowns of more budget cuts, when we will move back to office, what university will do

Managing and Setting expectations of faculty and administration

7. Staffing Levels

I have had, or will have to lay off, furlough, or otherwise reduce staffing levels.

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES	
True	20.93%	9
False	79.07%	34
TOTAL		43

[Comments \(18\)](#)

7. Staffing Levels

Furlough, hopefully no lay offs.

Will not be able to fill two positions until FY22 (beg July 1, 2021). Other open positions (backfills) must go through a review/approval process and likely not all will be approved.

We are fortunate that our finances are in good shape to ride this through as are the universities so the focus can be on the future, not survival.

"Will have to.." is unknown but not false

We did have one position affected by hiring freeze.

Not sure, will know in the next couple weeks.

Not that I've heard so far...

We are stable - so far.

Not yet but likely will in summer.

7. Staffing Levels

Don't know yet.

The university is not reducing or furloughing employees, but instead is doing salary reductions across the board starting July 1.

TBD; not likely

We were asked for a "voluntary" reduction of effort or salary.

Our University System (of which my school is a component) will be doing some furloughs in FY21.

This is currently unknown but is an educated guess based on ongoing discussions.

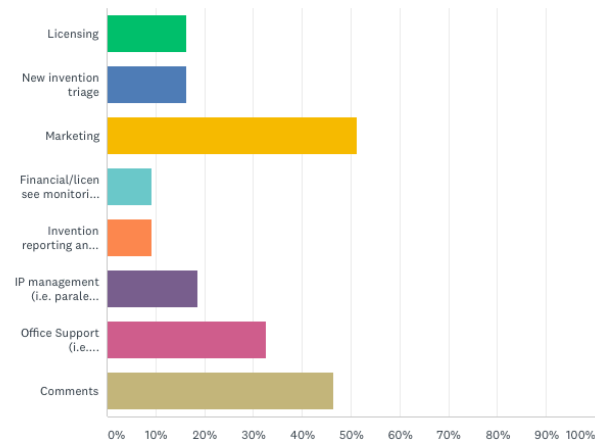
We are a very small team and were trying to hire someone, which we will continue to do but the current circumstances is making this challenging.

Not yet resolved. Still under review at a university-wide level pending fall enrollments statistics

8. Impact on Operations

If you've had to (or will have to) lay off, furlough, or otherwise reduce staffing levels or efforts, which two areas do you expect will be most affected?

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES
Licensing	16.28% 7
New invention triage	16.28% 7
Marketing	51.16% 22
Financial/license monitoring and compliance	9.30% 4
Invention reporting and compliance (i.e. Bayh-Dole/Edison compliance)	9.30% 4
IP management (i.e. paralegal or other support for your IP management support)	18.60% 8
Office Support (i.e. administrative assistants)	32.56% 14
Comments	Responses 46.51% 20
Total Respondents: 43	

8. Impact on Operations

All of our staff will have some amount of furlough (sliding scale based on salaries)

Corporate collaborations.

No layoffs or furloughs expected at this time.

Thus far we have not had to but I would expect casual hourly employees that fulfill administrative roles to be the first cut if this does occur

Does not apply / no layoffs / NA

Fortunately, we appear to be protected from furlough or layoffs.

MTAs and unfunded, collaborative agreements.

Not anticipating any of that coming to pass; thinking that we might have a refocusing of effort from new patenting/licensing to management/culling of existing portfolio, and post-license compliance

8. Impact on Operations

It's not about specific areas.

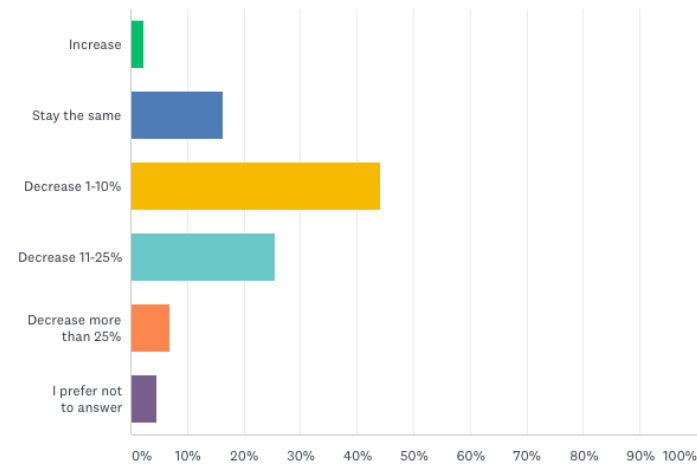
Will not have to reduce staffing levels or efforts. We are full steam ahead.

If we lose a staff member - the licensing staff will be tasked with other duties that will decrease ability to focus on marketing and licensing our IP.

9. Future Budget Cycle

During the next budget cycle, I expect my overall budget to:

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES
Increase	2.33% 1
Stay the same	16.28% 7
Decrease 1-10%	44.19% 19
Decrease 11-25%	25.58% 11
Decrease more than 25%	6.98% 3
I prefer not to answer	4.65% 2
TOTAL	43

9. Future Budget Cycle

It could be over 10%

10-15%

State funding is very likely to decrease thus affecting our office budget

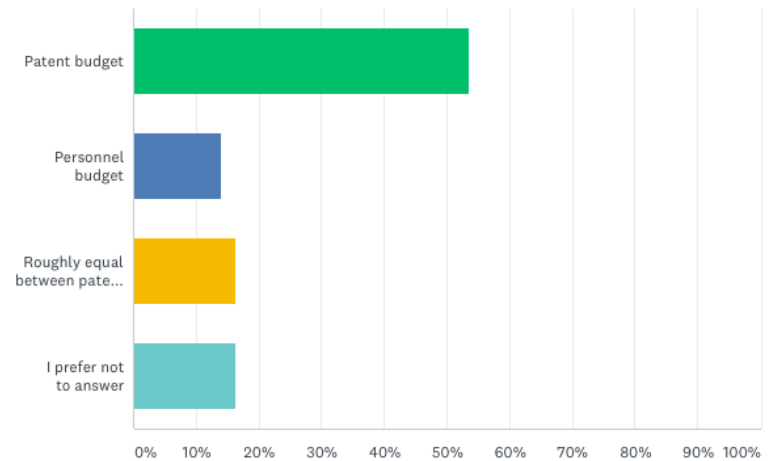
Still awaiting guidance... / No indication otherwise at this time / Because I don't know for sure yet!

The decrease could be more than 25% depending upon how opening the state goes.

10. Patent vs Personnel

If your overall budget was reduced, which of the following categories would you reduce most (as a percentage of the existing budget dedicated to the areas):

Answered: 43 Skipped: 0



ANSWER CHOICES	RESPONSES	
Patent budget	53.49%	23
Personnel budget	13.95%	6
Roughly equal between patent and personnel	16.28%	7
I prefer not to answer	16.28%	7
TOTAL		43

10. Patent vs Personnel

Programs may need to be put on-hold and/or eliminated. We are trying to avoid any cuts to personnel and patent budget.

Personnel, travel and events.

Patents are our future. We can always recruit more people back but once we've missed a patent filing it's gone forever.

None of the above -- likely we would reduce non-salary expenses before anything else. Our budget does not include the patent expenses, but as patent expenses reduce licensing income to the campus, I would have to make the argument that by saving money on patents, we increase campus income, and that we can use that increase to offset any proposed budget reductions.

But there may be some opportunistic restructuring of staffing...

10. Patent vs Personnel

I would also reduce non-patent and non-personnel expenses, such as things like travel, conference attendance, subscriptions to optional services like competitive intelligence databases, etc.

If I have the choice, our already modest IP budget would take some hit, as might supplies/travel. I'd work hardest to maintain personnel. People are our business!

Neither. We would reduce expenses like travel, consultants, marketing, etc.