University of Windsor

# The INVENTOR'S HANDBOOK

*to Technology Transfer*

**Office of Research and Innovation Services**

# The INVENTOR'S HANDBOOK

## MISSION

The University of Windsor actively supports and promotes research on campus, in all Faculties, schools, research centres, and institutes. The Office of Research and Innovation Services (ORIS) facilitates the collaboration of our world-class scientists with industry, not-for-profit, government organizations, and community partners to allow for the advancement of innovative ideas and research, ultimately contributing towards the betterment of the local and global community.

## GOALS

- To **protect** the intellectual property of our researchers
- To **foster and maintain UWindsor relationships with industry partners**
- To **commercialize research** through marketing and licensing
- To **provide opportunities, resources, and expertise** that ultimately **transforms novel ideas and inventions to real-life applications**

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# *A little bit about* WHO WE ARE

The **Research Partnerships/Technology Transfer division** of **the Office of Research and Innovation Services (ORIS)** supports the development of research partnerships and the advancement and commercialization of research at the University of Windsor. We assist in connecting researchers with industry for collaborative research projects, supporting industry with the expertise and specialised resources at the University, acquiring and/or assisting in acquiring *intellectual property (IP)* protection for IP created, and commercializing viable IP on behalf of, and for the direct benefit of the students, researchers and the University, while ensuring that these activities do not stand in the way of publications or obstruct the academic objectives of the University and researchers involved. These added services assist in accelerating the mobilization of knowledge into society along with continued research and development in these areas.

Developing and growing the University's ties and partnerships with industry and our community help integrate the activities of the University for the benefit of society at large. It also enhances the student experience by allowing them to apply their knowledge to real issues and being part of real solutions and advancements that are implemented, having positive real-world outcomes.
The ORIS staff has created this handbook to address questions and concerns you may have as a researcher or a graduate student with respect to the innovation and commercialization process. From helping you to determine whether your development or discovery can be considered IP, to informing you of the available IP protection options and starting the commercialization process, the content of this guide will cover the basic resources available to you and the associated technology transfer services.

If you need further information or assistance in understanding your intellectual property, please contact:


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# *Protect your* INTELLECTUAL PROPERTY

Intellectual Property (IP) refers to ideas, inventions, or technologies, which are creations of the human mind that can have real-world outcomes to benefit society. Intellectual property rights are legal rights that can be granted to an entity as an asset through seven methods of intellectual property protection:

- Trade Secret (Confidential Information)
- Patent
- Copyright
- Trademark
- Industrial Design
- Plant Breeders' Rights Act/Plant Protection Act
- Integrated Circuit Topographies Act (Mask Works Protection)

However, the following four categories are the most common: Patents, Copyrights, Trade Secrets, and Trademarks.
Examples of intellectual property include:

- Inventions
- Artistic or literary creation
- Unique name
- Industrial procedures
- Chemical formulas
- Electronic Circuits
- Software
- Drugs
- Genetically modified organisms
- Mathematical models

# INTELLECTUAL PROPERTY

## PATENT

Exclusive rights to exclude others from making, using, selling, offering to sell, or importing the invention. Invention is protected for 20 years from the date of initial filing.

## COPYRIGHT

Protection of original works of authorship (i.e., literary, musical, dramatic, artistic works). Copyrights can be in place for 50-75 years depending on the specific type of copyright and the jurisdiction.

## TRADE SECRETS

Confidential business information that provides an enterprise with a competitive edge (e.g. a recipe, manufacturing process, sales method, advertising strategy).

## TRADEMARK

Word, name, phrase, symbol, design or a combination of these that uniquely identify and distinguish the source of the goods and services between other traders.

# *Benefits of* HAVING IP RIGHTS

Securing IP protection for your novel technology is important for a variety of reasons.

Intellectual property can:

- Endow certain rights over and ownership of an invention, allowing IP owners the ability to prevent others from commercially using their creative efforts.
- Prevent the unauthorized copying or imitation of your product or service by others.
- Provide a competitive advantage, unique graphic identity, image, and slogan.
- Build customer trust and loyalty by establishing a unique brand name or image.

For additional information about the methods of preserving intellectual property, please visit the Canadian Intellectual Property Office website at: www.cipo.ic.gc.ca

or contact ORIS for support by email at oris@uwindsor.ca or TTO@uwindsor.ca


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# RESEARCH PARTNERSHIPS
## *& the technology transfer process*

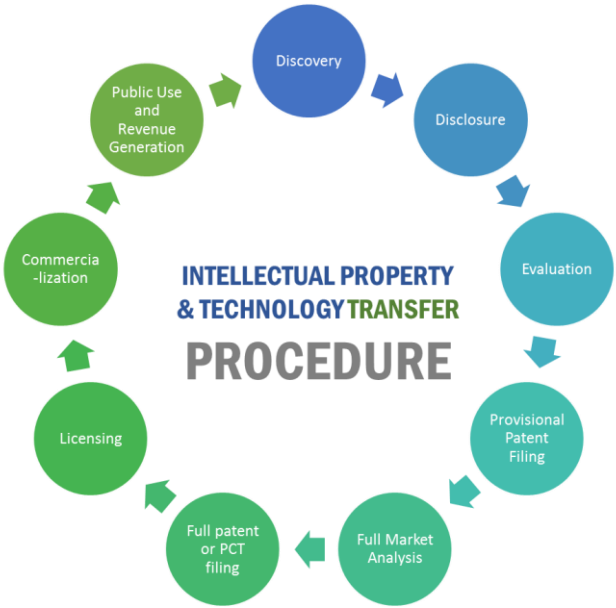
*What is Technology Transfer?*

Technology Transfer refers to the process of transferring knowledge and discoveries from one organization to another for the purpose of commercialization. By helping you bring *your technology to the market*, we help you *benefit the public* through your invention.

For example, technology transfer occurs when we formally license out technologies developed by our researchers to third parties in accordance with University policy and national regulations with the guidance of intellectual property management specialists employed by the University. Following this, the third party company will develop the product to completion and employ strategies to allow for market entry and revenue generation paid to the University and the Inventor. Other options for technology transfer such as the creation of a spin-off company are discussed further on page 26.

*How is technology transferred?*

When a novel discovery is made, it is evaluated and assessed. If it meets certain criteria, the patent process begins to protect the technology. Marketing and commercialization occur after a patent is secured. This entails identifying a company to license the technology from the Inventor or other options such as starting a spin-off company or direct sale of the technology. In any case, an agreement is signed which details many stipulations, terms, and payments. Companies can further develop and sell the technology to generate revenue and benefit the public! This revenue is in part paid back to the University and/or inventor as royalties.



# OVERVIEW OF TECHNOLOGY TRANSFER & COMMERCIALIZATION

1

## RESEARCH

Bench work that leads to novel ideas, discoveries & technologies.

2

## TECHNOLOGY DISCLOSURE

Discoveries and technologies are formally submitted to the University of Windsor by using the Technology Disclosure Form.

3

## INVENTION ASSESSMENT

Preliminary market analysis research and prior art search is conducted by ORIS and the IP-TT Committee to ensure patentability of invention.

4

## TECHNOLOGY AGREEMENT

A Technology Ownership & Commercialization Agreement is signed between the University & Inventor(s) if invention is approved for patenting.

5

## PROVISIONAL PATENT FILING

Establish an early effective filing date for the invention by filing for provisional patent. Provides the researcher with a 12-month pendency period.

6

## COMMERCIALIZATION OPTIONS

a) create a start-up company
b) create a spin-off company
c) license technology
d) outright sale of technology
e) other strategy

7

## MARKET ASSESSMENT & PROSPECTING

A full market analysis report and a business plan are created to assess whether a full patent application should be filed or whether the provisional patent application should lapse. This is reviewed by the IP-TT Committee.

8

## NON-PROVISIONAL PATENT APPLICATION

A full patent or a patent cooperation treaty (PCT) application is filed.

9

## NEGOTIATING & LICENSING

Identify target companies in the market sector and negotiate a technology transfer licensing agreement.

10

## REVENUE SHARING

Revenue generated from commercial sales is shared between the University and the Inventor(s) as per University policy, once the University's expenses have been recovered.

*How can WE help YOU?*

ORIS provides a number of key services including:

1. Protection of intellectual property (IP)
2. Marketing and transferring the technology (for commercialization)
3. Drafting, negotiating, and signing non-disclosure agreements
4. Assisting with securing research partnerships, industry collaboration, support, and funding
5. Finding industry projects requiring university research assistance
6. Finding opportunities for new research partnerships and other external funding to facilitate your research
7. Providing workshops or education sessions for faculty, staff, and students regarding IP and technology commercialization

*How long does the technology transfer process (TTP) take?*

The TTP can take anywhere from several months to a few years, to over a decade to complete. The commercialization process, along with the development of a market-ready product and acquiring regulatory approvals by the commercial entity and/or industrial partner, are some of the limiting factors in the TTP. Specifically, it depends on a host of factors including the amount of investment (namely, time and money) needed for the product to be market-ready, the cost to manufacture, the development stage of the technology, the market size and demand for the technology, commercialization interests by third-party entities, and competing discoveries.

*How can you help during the TTP?*

- Before IP protection has been secured for your discovery, avoid any disclosures of your IP or information pertaining to your IP and hold all persons involved with the development of the IP to secrecy, *this includes any thing publically available in written or oral format such as interviews, journal articles, conferences, speeches etc...* Any disclosures at this stage should only be done under a Non-disclosure Agreement (NDA). Public disclosure at this stage could inhibit your ability to protect any patentable rights regarding your IP.
- All members of ORIS have signed NDAs with the University of Windsor and thus, any discussions with members of the ORIS would not violate the confidentiality of your IP.
- As per Article 34 of the Faculty Collective Agreement, all researchers are required to disclose any new inventions to ORIS. This can be done by completing and submitting a Technology Disclosure Form at www.uwindsor.ca/research-partnerships/307/disclosures
- You can decide to file patent/IP protection with the assistance of the University or to proceed independently.
- Keep ORIS informed of any companies or contacts who may have an interest in your IP, any upcoming publications or interactions relating to your technology.

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**If you have any questions about your potential invention, contact our Contracts/Technology Transfer Manager, Vesna Kaps, at ext. 3922 or by email at vesna@uwindsor.ca. Or contact our Innovation Administration Coordinator, Tina Suntres at ext. 3914 or by email at tsuntres@uwindsor.ca.**

# *Technology* DISCLOSURE

As stipulated in the Collective Agreement for the Faculty Association, researchers and inventors must disclose any technologies developed at the University to ORIS using the Technology Disclosure Form.

*What if you wish to pursue a IP protection privately without the help of ORIS?*

In such circumstances, ORIS requires that you submit a disclosure and formally advise the University that you do not want the assistance of the University and that you will be responsible for all expenses incurred in commercializing your technology. In accordance with the Collective Agreement, the University will also have the rights to use the technology for internal research and educational purposes. If you wish to pursue the protection and commercialization of your intellectual property with the assistance of the University, ORIS will proceed with the assessment of the Technology Disclosure to determine if the technology is novel and whether there is a commercial opportunity.

*Who owns the IP?*

If you decide to accept assistance from the University then you as an Inventor always maintains inventor rights but agree to sign over ownership and to share royalties with the University detailed in a signed agreement.

*How do we assess the Technology Disclosure?*

After reviewing your technology disclosure, we look for issues that may arise when trying to obtain a patent or commercializing the technology.

### Disclosure issues

- Disclosure of IP before it is protected can impede IP protection filings if such a disclosure occurs without a non-disclosure agreement;
- Assessing for any disclosure that may have happened.

### IP issues

- Is it a novel, non-obvious, or a useful invention as per patent law?
- Conduct a prior art review to determine whether this invention can be distinguished from technologies that have already been patented or from those that exist in the public domain.

### Development issues

- Assess whether the technology is just a concept or whether it has been fully reduced to practice.
- Has a prototype been developed?
- If there is considerable evidence to facilitate the development of the invention, assess whether the technology can be reduced to practice within a 12-month time period before a full patent application or Patent Cooperation Treaty (PCT) filing becomes necessary.

### Market Feasibility

- Considering the expenses associated with patenting, it is essential to identify a potential market before a patent is filed, especially before a provisional patent application is converted to a full patent application or a PCT (to be discussed in detail later).
- Perform a preliminary market analysis to determine whether there are target sectors that will be interested in the invention.
- If there is a market, will it be relatively easy to penetrate the market?

# *Legal* PROTECTION

*Is your work patentable?*

Your work may be considered an "invention" if it meets three requirements:

- must be novel
- must have utility (i.e., it must be functional and operative)
- must be non-obvious to a person skilled in the field of the invention

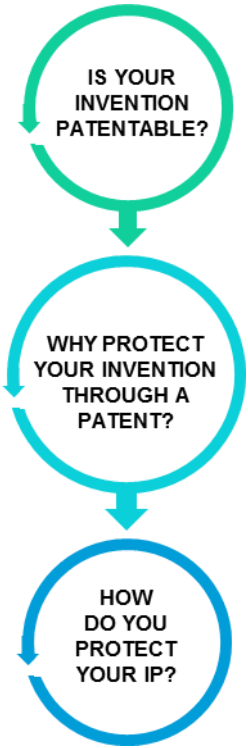
If you've invented something "new," we're ready to work with you to assess if your invention has commercial potential.

*Why protect your invention through a patent?*

- Your research and creative efforts will be widely appreciated once your product is fully developed and has a practical application
- Collaborative work with research or industrial partners may make it easier to obtain financial sponsors and gain funds to support your students while providing them with an invaluable professional experience and prospective career paths to further develop technology.

- You receive a share of the monetary compensation received by the University, such as royalties, once a license agreement has been successfully executed and implemented and monies are subsequently received.
- Licensing of inventions can result in the introduction of many new products in numerous markets and in the creation of new start-up companies, both of which ultimately provide economic value

## ARE YOU GIVING AWAY YOUR LIFE'S WORK?




- Is it novel?
- Has utility (functional and operative)
- Is non-obvious to a skilled person

When you have a valuable invention, presenting, publishing, or even speaking about your invention can endanger your IP rights.

Contact ORIS for assistance in understanding IP protection and marketing.

- Legal Protection (via patenting)
- License Invention or form a start-up


# *Evaluation of the* TECHNOLOGY ASSESSMENT

After the initial technology assessment, including the prior art search and the preliminary market analysis, an **Intellectual Property and Technology Transfer Committee (IP-TT Committee)** assesses whether the invention is at the optimal stage for IP protection and commercialization.
If a technology is recommended for patent filing, a Technology Ownership and Commercialization Agreement is drafted and signed by the inventor(s) and the University, whereby inventors assign ownership of their IP to the University and the University assumes the financial responsibilities associated with the patent filing and commercialization process. ORIS will subsequently proceed with the filing necessary for IP protection.

*Who is responsible for patenting?*
ORIS contracts an external patent counsel for IP protection filings. By doing so, we are able to assure access to patent specialists in diverse areas of technologies.

# *The* PATENT *Process*

What is the difference between a provisional patent application versus a full patent or a PCT?

**Provisional Patent Application**

Filing for a U.S. provisional patent application is a simpler method of initiating the patent process earlier while temporarily reducing costs associated with patent filing. A provisional application provides the means to establish an 'early effective filing date' in a non-provisional patent application filed later on. This becomes important as inventions are assigned ownership based on a first-to-file rather than on a first-to-invent basis.

Immediately after filing for a provisional patent, your invention is given a "Patent Pending" status. This status lasts for 12 months from the date of the initial application. A provisional application must be followed up with a non-provisional application for a patent during the 12-month pendency period in order to benefit from the earlier filing of the provisional application.

This 12-month period allows researchers to continue their research to further characterize and develop their invention. During this time period, ORIS will also conduct market research to determine whether there is interest in target sectors to buy and utilize the product (discussed in more detail in upcoming sections).

If by the end of the 12-month term a full patent is not filed, the provisional patent will lapse. It may become public domain due to discussions and disclosures when it was previously under protection.


## Non-provisional Patent or a PCT Filing

A Patent Cooperation Treaty (PCT) is an **international notice of a patent application** process. It was designed so that inventors can file one international application to obtain the right to protect their inventions simultaneously in **152 countries** around the globe. It is used as a sort of "place/date holder"; the invention must still be filed in each specific country and pay the requisite fees and, if applicable, official translation costs for each country.

## Provisional Patent to Full Patent

Prior to the end of the 12-month patent pendency period, several factors must be considered in order to evaluate and decide whether the patent should be converted to a full patent or a PCT.

ORIS and/or marketing consulting agencies will conduct a comprehensive market analysis and a thorough prior art search regarding the technology. In addition, a business plan will be created to determine how the invention can be commercialized to generate revenue for both the University and the inventor(s).

Subsequently, the findings of the research will be presented to the University of Windsor's IP-TT Committee who will evaluate and assess the viability of the technology for further IP protection (i.e., full patent or PCT) and commercialization.

# PATENT *Process*

**BEGIN** – Disclose to ORIS and accept University's assistance

Evaluation of invention assessment: Does it qualify for patent filing?

**YES**

Committee Review

Patent filing approved.

**OR**

Returned to inventor for further development (with recommendations)

**NO**

Patent filing not approved.

- Technology not a 'true invention'
- Too similar to published findings / ideas / technology
- Not sufficiently developed for patenting and/or lacking adequate evidence for utility
- No feasible market for product

- Execute and complete the Technology Ownership & Commercialization Agreement
- Inventor to work on a business plan
- Proceed to U.S. or Canadian Provisional Patent Filing

Provisional Patent Application submitted to obtain 12-month Patent Pending Status

Full patents filed, examined, and awarded

# *Commercialization of* YOUR INVENTION

Once a provisional, full patent or PCT application has been filed, commercialization options are considered for the technology. ORIS will work with you to further develop a business plan and to identify the appropriate commercialization strategy for your invention and attempt to accommodate any commercialization requests you may have. The chosen commercialization strategy and business plan will ultimately be based on two factors:

1. Does the strategy yield the greatest benefits possible to the University and inventors?

2. Is the strategy in compliance with our governmental or institutional policies and other obligations the University may have?


SEMIPROBE

*Various commercialization strategies include:*

- **Outright sale of technology**

A full sale of technology is completed with a third-party entity accompanied by the transfer of all rights and ownership of IP to the company.

- **Create a company**
- Spin-off company

This is a situation wherein a new company or entity is formed by another existing organization such as a company, or a research/educational institution.

- Start-up company

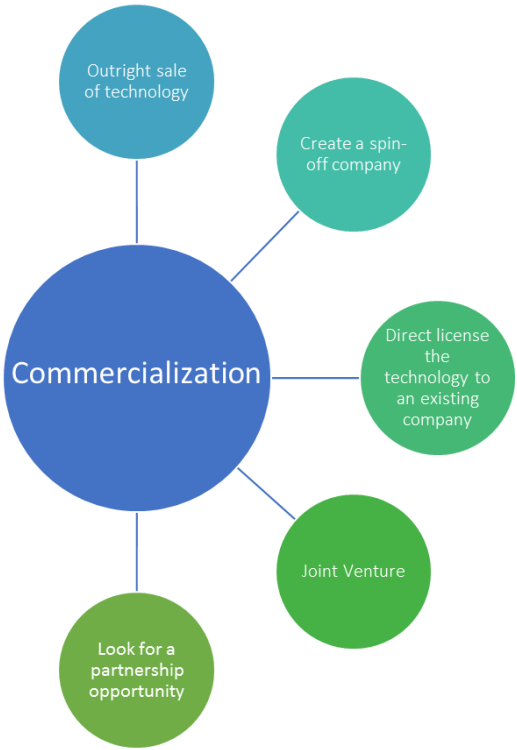
A start-up company is typically created to develop a particular technology for commercialization. University researchers and students can become entrepreneurs by either creating start-ups themselves or by engaging directly with newly-formed local or regional start-ups. Start-up companies operate with a high degree of innovation and aggressive, pragmatic leadership. Their focus is the particular technology and therefore, their resources can be specifically targeted to the development of that technology alone.

- **License out technology (to an existing company)**

The most traditional and common form of commercialization is to license a discovery, with terms and conditions, to an established, financially stable corporation that will invest financial and human resources to ensure the successful development of the discovery. Compensation and commercial terms are detailed in the agreement. ORIS will work with the company representatives to review licensee rights and responsibilities.

- **Joint Venture**
Merging with an existing company to share in the risk and the rewards of pursuing business plans and commercializing IP.

- Look for a partnership opportunity
Many programs exist for helping inventors collaborate with industry partners to help bring their ideas to market. Visit www.uwindsor.ca/research-partnerships/311/funding to learn more!



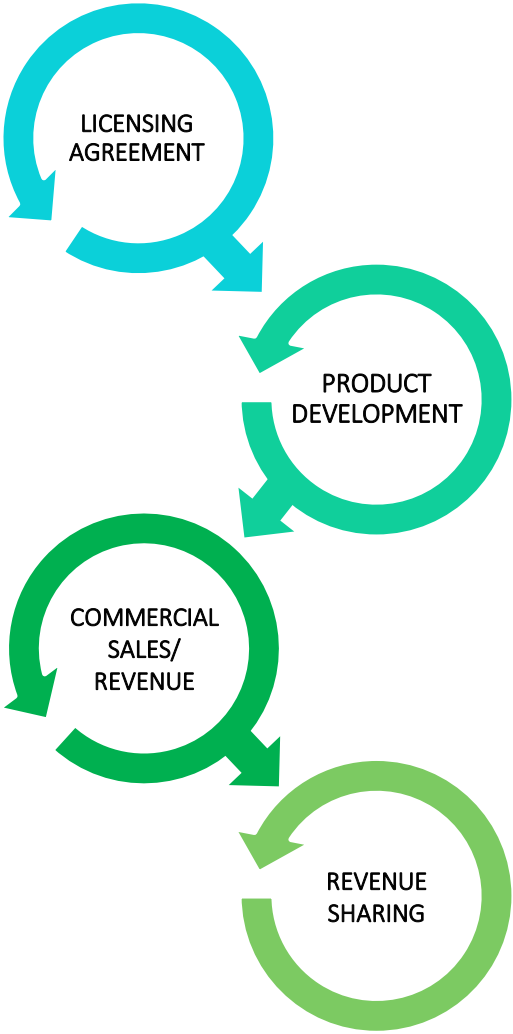
# *Negotiating and* LICENSING

## Negotiating a Licensing Agreement

As previously mentioned, a licensee is chosen based on their ability to commercialize the technology. Sometimes an established company with experience in similar technologies and markets is the best choice. In other cases, the focus and intensity of a start-up company is a better option. After the identification of licensee(s), a licensing agreement must be negotiated by the two entities. This contract specifies the rights or permissions granted to the licensee to use and exploit the intellectual property developed at the University of Windsor. It also stipulates revenue payments which will be distributed between the inventor(s) and the University in accordance with their signed agreement.

This licensing agreement will specify the terms of action expected by the University. For example, the licensee must agree to actively transform the IP for commercial use to benefit the public and deliver reasonable financial returns to the University of Windsor. This document will also serve to protect the University's rights with respect to IP ownership.

In addition to a licensing agreement, other types of agreements and considerations may also apply to the technology transfer process.


LICENSING AGREEMENT
PRODUCT DEVELOPMENT
COMMERCIAL SALES/ REVENUE
REVENUE SHARING

# *Other Types of* AGREEMENTS

Research Agreements describe the terms under which sponsors provide research support to the University. These are negotiated by the Office of Research and Innovation Services.

Non-Disclosure Agreements (NDAs) are commonly used to protect the confidentiality of an invention during its evaluation by potential licensees. NDAs also protect proprietary information of third parties that University of Windsor researchers need to review in order to conduct research or evaluate research opportunities.

Material Transfer Agreements (MTAs) are used for incoming and outgoing materials at the University of Windsor. These agreements describe the terms under which University of Windsor researchers and outside researchers may share materials.

Inter-Institutional Agreements (IIAs) describe the terms under which two or more institutions will collaborate to assess, protect, market, license, and share in the revenues received from licensing jointly-owned intellectual property.

*What is the relationship between an inventor and a licensee, and how much of my time will it require?*
Many licensees require assistance from the inventor to facilitate their commercialization efforts. This can range from infrequent, informal contacts to a more formal working relationship. Working with a new business start-up can require substantially more time, depending on your role in or with the company and your continuing role within the University. If the inventor will be actively participating with the start-up, your relationship will be governed by University of Windsor conflict of interest policies and will require the approval of your supervisor

*What will happen to my invention if the start-up company or licensee is unsuccessful in commercializing the technology? Can the invention be licensed to another entity?*
Licenses typically include performance milestones that, if unmet, can result in termination of the licensing agreement. This termination allows for the subsequent licensing to another business. However, time delays and other circumstances can hinder the re-licensing of technology

*What if someone infringes on my patent without permission?*
Infringement is only possible in the country where the patent is filed and refers to using or selling the patented invention without the prior consent of the patent holder. If you suspect someone is infringing on your protected intellectual property contact ORIS with information about the situation.

# *Navigating Conflict* OF INTEREST

A conflict of interest for a University of Windsor faculty member can occur when an association with an external business or person:

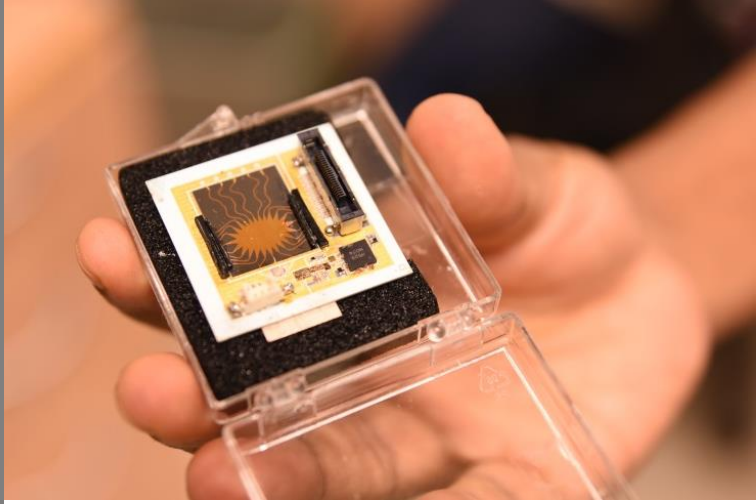
- Impacts the University's business, research or other areas with a potential for direct or indirect monetary gain
- Negatively influences one's research or teaching commitments
- Confers inappropriate benefit(s) to others, to the detriment of the University

*What are examples of a conflict of commitment?*

A conflict of commitment occurs when your capacity to meet the required commitments tethered to your employment at the University is hindered or negatively impacted as a result of duties related to the licensed technology or external business agreements.

*How does University of Windsor manage conflicts of interest?*

In the instance where there is a conflict of interest, it is your obligation to fully disclose any conflict of interests that you may have to the respective Academic Administrative Unit Head.



# *Marketing to* FIND A LICENSEE

ORIS has numerous sources and approaches that work to identify potential licensees. Studies indicate that most licensees had previous relationships with the inventor(s) prior to invention disclosure. We aim to identify:

- Existing relationships between industry partner (s) and the inventor
- Companies who may have an interest in the technology as revealed by market research evaluations
- Companies that are associated with existing corresponding technologies and contracts
- Potential licensees by marketing faculty publications and presentations at conferences, conventions, and industrial events

*How long does it take to find a potential licensee?*
Depending on the appeal of the invention, the development stage of the invention, the market need and existing competing technologies, the process of finding a potential licensee can take a few months to several years. If the invention is not fully produced for utilization and is in the early stages of product development, it becomes challenging to find a licensee who is willing to invest substantially in the commercialization process.

*How can I assist in marketing my invention?*
The technology transfer process is executed most effectively and successfully when the inventor and ORIS work together as a team to market and license the technology. Your close collaboration with ORIS and active contribution within the research community will increase the chances of identifying prospective licensee(s) for your invention.

*Are there any limitations for the number of licensees per invention?*
No. If there is a wide interest for commercializing the technology, the University and the inventor(s) may opt to non-exclusively license out the technology to a number of different companies. These multiple licensees can then use the invention for unique applications, in distinct geographies or locations, or for stated periods of time that are agreed upon with the University and inventor(s).


# *Product Development* & PROOF OF CONCEPT

*Investments into Product Development*

As the next step, the licensee usually pursues further development of the product, by conducting additional tests and building prototypes, to:

- Improve technology and performance
- Mitigate risk
- Demonstrate reliability and consistency
- Fulfill market needs

For example, during the development of a drug that targets cancers, a pharma company could work on enhancing drug delivery to targeted tissues and reducing side effects of the therapy by increasing the specificity and selectivity of drug action on cancer cells versus healthy cells.

The pharma company could also perform experiments to determine the specific population of patients in which the drug elicits its anti-cancer functionalities most consistently and effectively.

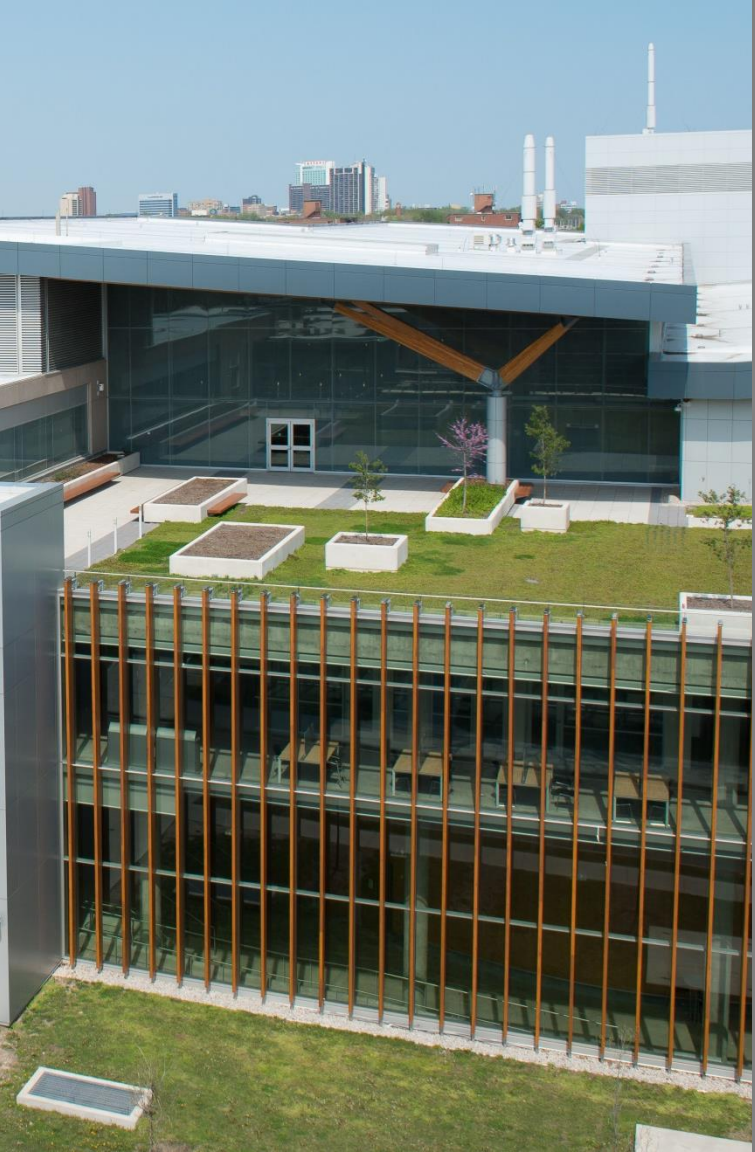
Product refinement ultimately leads to greater acceptance of the technology by customers.

During this product development phase, documentation for training, installation, and marketing are also established. Benchmarking tests to compare the performance of your invention with those belonging to competitors are also conducted to substantiate and stage the competitive advantages of your product.

This stage may vary in length depending on the technology being developed and the target market that it will be commercialized in.

# *Revenue Generation* & SHARING

Financial returns from license(s) are allocated to the inventor(s) *after* all costs related to the technology transfer process has been recovered (e.g. patent drafting, legal fees, technology commercialization fees, etc.). This agreement is made at the beginning of the technology transfer process and is part of the policies of the University of Windsor.



*Resources & Services for*

# STARTING YOUR OWN COMPANY

The Entrepreneurship Practice & Innovation Centre (EPICentre) is a campus-wide initiative created to encourage entrepreneurship on campus, and to support students, graduates and faculty members interested in launching their own businesses. EPICentre hosts more than 60 programs and activities each year, including incubators on campus. These resources include:

Business Consulting

Upper year business students, under the supervision of business professors, will work with start-up companies, whether student start-ups, community start-ups, or faculty members, on consulting projects such as marketing strategies, feasibility studies, business model development, as well as general business plan advice and guidance. Business consulting projects are provided for free or minimal cost.

Workshops, seminars and networking events

EPICentre hosts many workshop series such as EPIC Law Series, EPIC Marketing Series, Make It & Take It Series, Test Your Business Idea workshop and events such as Startup Mashup, Mentors Networking Night, etc. All of these workshops and events are free for University of Windsor and St. Clair College students, graduates, faculty and staff.

Incubation program

Students, graduates or faculty members who are ready to start up their companies are encouraged to apply to EPICentre's incubation program to help them grow their ventures.

- EPIC Innovation, located in the Joyce Entrepreneurship Centre, is a 9,000 square foot mixed-use collaborative space
- EPIC Industrial Hub, located in the Centre for Engineering Innovation, is a 4,500 square foot space that is available for start-ups requiring prototyping and production space

In addition to physical work space, EPICentre's incubator members will have access to exclusive programs and services such as:

- Company profiles featured on EPICentre's website and monthly newsletters
- Mentoring and business advice provided through EPICentre's network of mentors, advisors, and coaches
- Networking opportunities with other entrepreneurs, industry experts, funding agencies, potential investors etc.

For more information regarding collaboration opportunities, please contact:
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Entrepreneurship + Practice + Innovation

# *Appendix – Frequently used Acronyms*

| | |
|---|---|
| **Patent Acronyms** | |
| **IP** | Intellectual Property |
| **IP-TT Committee** | Intellectual Property and Technology Transfer Committee |
| **MTA** | Material Transfer Agreements |
| **NDA** | Non-disclosure agreement |
| **PCT** | Patent Cooperation Treaty |
| **TTP** | Technology transfer process |
| **UWindsor Offices and business start-up help** | |
| **EPICentre** | Entrepreneurship Practice and Innovation Centre |
| **ORIS** | Office of Research and Innovation Services |
| **VPRI** | Vice President, Research and Innovation |
| **WEEDC** | Windsor Essex Economic Development Corporation |
| **WESBC** | Windsor Essex Small Business Centre |
| **Government funding agencies and grants** | |
| **CFI** | Canada Foundation for Innovation |
| **CIHR** | Canadian Institutes of Health Research |
| **NSERC** | Natural Sciences and Engineering Research Council of Canada |
| **OCE** | Ontario Centres of Excellence |
| **SSHRC** | Social Sciences and Humanities Research Council of Canada |
| **Tri-Council** | Three government agencies: CIHR, NSERC, and SSHRC |


# *Contact us to get started today!*

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