

Compliance and Ethics Week

Conflict Management for University Connected Start-Ups and Technology Licensing

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Scenario 1

A SUNY PI has disclosed technology and the campus technology transfer office is attempting to find a company to license the technology. The PI creates a startup with funding from an investor, the PI contributes 75% of the initial investment and the investor contributes 25%. Ownership interest is consistent with the original investment. The PI serves as CEO and Chief Technology Officer. The Investor is CFO. The TTO determines that the start-up is the best option for licensing the technology. The start-up plans to invest further in the technology and plan to perform additional work and research to further the license and the success of the product line. Additionally, the PI may do additional work on campus to support the technology since this is her field of study.

Scenario 2

The Research Foundation licenses SUNY created technology to an established company, ABC Co on behalf of Campus X. ABC Co believes the IP can be incorporated into an existing product line to enhance the product's viability in the e-home and e-health marketplace. ABC's growth plan includes substantial investment into the enhancement of e-home (connected homes) technology and SUNY's tech is groundbreaking. The SUNY PI that developed the IP behind SUNY tech is offered the position of Chief Technology Officer for ABC Co, provided a salary serving as a retainer and given a job description making him responsible for reviewing all products and related IP in the new e-home line. On average he will work 5-15 hrs/wk in support of this position. He is not offered an ownership stake in this privately held company. He would serve as an employee, review products and related technology, and advise the company on products. His agreement with ABC Co is silent regarding future IP develop as part of his SUNY research portfolio.