Guidebook of IP/Technology Transfer

Track 1

Entry-level Tech Transfer Professional

Topic 1.6.1

Ten-point Technology Scoring Template Explained; Scoring the Technology

Understanding & Using the Ten-Point Technology Scoring Template

The Ten-Point Tech Scoring Template (TPTST)

- Based on the concept that the viability for commercialization success of a technology is based on a variety of different factors
- Based on decades of IP management/tech transfer experience with hundreds of different technologies
- It provides a useful framework for breaking down and considering the different aspects of an invention that contribute to commercialization success
- A useful tool for pointing out the areas that need attention and improvement if commercialization success is to be achieved
- Very useful for teamwork approach to IP management and tech commercialization

The Ten-Point Tech Scoring Template (TPTST)

- An effective communication tool for tech transfer professionals
- Can be a useful tool for communicating and teaching others about invention & IP management and technology transfer
- Can be used in the interaction between TTP and inventors

Technology Scoring Template

Ten Categories

each Category is scored:

1-5 (50 max)

The Scoring Template: the 10 categories

1. *Description of Invention and Inventiveness*
2. *Potential Value of Intellectual Property*
3. *Market Relevance*
4. *Market Size & Characteristics*
5. *Value Proposition/Potential for Reasonable Business Model*
6. *Potential for Significant Economic Value*
7. *Stage of Development/Technology Readiness*
8. *Scale-up Feasibility*
9. *Support, Funding and Resources*
10. *Existing or Potential for Private-sector Partnerships*

The Scoring Template:

Score each Category: 1-5

1= Very Unfavorable

2= Unfavorable

3= Neutral

4= Favorable

5= Very Favorable

A Triage Scoring Template: the 10 categories

1. ***Description of Invention and Inventiveness***

Does the Invention Disclosure thoroughly and clearly describe the invention; what it is and how it works?

Are the inventive features clearly delineated and explained?

Do the inventive features appear to be technically meaningful/significant?

(not simply a distinction without a difference)

Are the superior performance features described clearly?

Does it work? As hoped?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

2. *Potential Value of Intellectual Property*

Is it patentable *vis a vis* the prior art

Is there an issued or pending patent on the invention?

Do the claims effectively cover the invention?

Will the claims be reasonably enforceable?

In which countries do potential or existing patent claims exist and are these relevant to the market for the invention?

Are other types of IP possible or existing (trademark, copyright, Plant Breeders' Right, Trade Secret)?

Is there potential or existing "bioproperty" that may have value in commercialization of the technology?

1=VeryUnfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

3. Market Relevance

Does the invention solve a problem that is economically meaningful?

Is the problem widespread and significant or localized and trivial?

Is there a definable market for the problem solved?

How does the technology compare to existing solutions to the problem?

1=VeryUnfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

4. Market Size & Characteristics

Is there one or more identifiable markets for the problem solved?

How large are these markets?

Are the markets characterized by few/large firms or many/medium-small firms?

Will these markets sufficiently value the problem solved?

Does governmental regulation have a significant impact on the market for new products/services?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

5. Value Proposition/Potential for Reasonable Business Model

Can at least one "value proposition"

(Quantitative Benefit – Quantifiable Cost = Value)
be described and substantiated for the invention, in at least one market application?

Is the value proposition feasible?

Can at least one reasonable business model be elucidated in conjunction with the selected value proposition?

Is the business model suitable for: 1) disruptive/paradigm shift; 2) revolutionary; 3) incremental (large or small) innovation?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

6. Potential for Significant Economic Value

Does the combination of value proposition, market size, business model, and market characteristic establish the basis for significant economic value?

Will the realization of that value require very large, large, moderate, or small investment and will the potential return on that investment be sufficient to justify the investment required?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

7. Stage of Development/Technology Readiness

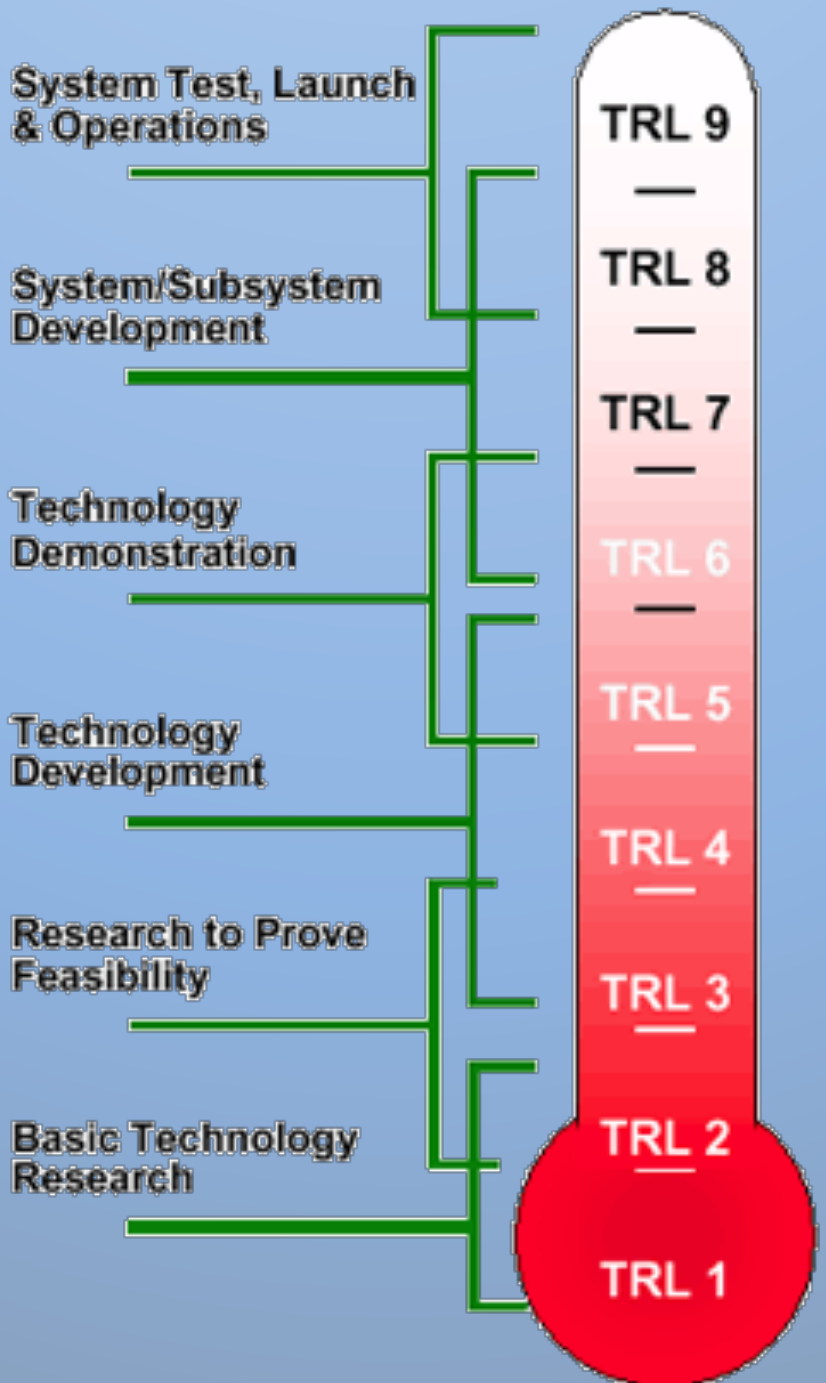
What is the current stage of technical development of the invention (idea, “test-tube proof”, bench-test validation, extensive testing, pilot scale, beta-test in application, etc)?

What level of risk (that the technology will not work as expected/hoped) is the technology currently at?

Will the steps to lowered technical risk be relatively easy or difficult (in terms of time and money)?

Will the cost required to de-risk the technology be overcompensated by the potential return on investment (see previous category)?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable


System Test, Launch & Operations
System/Subsystem Development
Technology Demonstration
Technology Development
Research to Prove Feasibility
Basic Technology Research
TRL 9
TRL 8
TRL 7
TRL 6
TRL 5
TRL 4
TRL 3
TRL 2
TRL 1

TECHNOLOGY READINESS LEVEL (TRL)

A Triage Scoring Template: the 10 categories

7. Stage of Development/Technology Readiness

One proof of concept test done – 50% positive

Score:

1

Several proof of concept tests done – 90% positive; initial pilot scale tests encouraging (some good, some problematic results)

Score:

3

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

8. Scale-up Feasibility

Can the technology be cost-effectively scaled-up to a level of profitable manufacture or service delivery?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

9. Support, Funding and Resources

Are there resources readily available to further develop the invention (money, staff, facilities)?

Is development funding readily available?

Are there additional resources available that might play a role in development of the technology from its current stage to commercialization?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

A Triage Scoring Template: the 10 categories

10. Existing or Potential for Private-sector Partnerships

Do relationships with private sector partners exist? Are these partnerships closely linked to commercialization activity?

1=Very Unfavorable 2=Unfavorable 3=Neutral 4=Favorable 5=Very Favorable

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Thank you