Commercialization activities are key in translating research into patient-saving solutions. Bringing discoveries to market requires a significant investment of time and resources. SickKids’ goal is to maximize the opportunities for successfully developing and commercializing SickKids’ intellectual property. This obligation is the shared responsibility of IP&C and the innovators involved.

<table>
<thead>
<tr>
<th>STAGE-GATE PROCESS FOR DEVELOPMENT &amp; IP PROTECTION</th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>INVENTION DISCLOSURES</strong></td>
<td><strong>PROJECT PIPELINE</strong></td>
</tr>
<tr>
<td><strong>SK Commercialization Advisory Board</strong></td>
<td><strong>“COMMERCIALLY VALUABLE” IP</strong></td>
</tr>
</tbody>
</table>

### Identification of Opportunities

**IP&C Responsibilities:**
- Inform Innovators on intellectual property protection and commercialization process
- Conduct internal outreach to source top commercial opportunities
- Obtain invention disclosures from innovators and begin conversation about value generation and legal protection
- Engage IP&C as early as possible
- Complete an invention disclosure to IP&C before any public disclosures (including research papers and posters)
- Give thought to who made inventive contributions to idea (external and internal)
- Provide information on any grants used to fund invention

**Innovator(s) Responsibilities:**
- Meet with IP&C to discuss invention and answer questions such as:
  - What is the unmet need and what is the market?
  - What are your technology’s advantages over current solutions?
  - Are other companies/academics working in this area?

### Innovation Evaluation

**IP&C Responsibilities:**
- Provide context on market need and potential investor interest
- Assess patentability of disclosure:
  - Is there any prior art (evidence against originality of disclosure) or public disclosures?
  - Is this sufficiently inventive?
  - Does this have credible and specific utility?
- Meet with external patent agent to draft application and claims
- Provide data generation updates to IP&C
- Review prior art to differentiate invention and strengthen claims
- Review office actions and provide responses prior to deadlines

**Innovator(s) Responsibilities:**
- Engage IP&C as early as possible
- Complete an invention disclosure to IP&C before any public disclosures (including research papers and posters)
- Give thought to who made inventive contributions to idea (external and internal)
- Provide information on any grants used to fund invention

### IP Strategy Development

**IP&C Responsibilities:**
- Develop overarching strategy and approach for legal protection of invention
- Develop agreement (with Innovator) on data generation and progress expectations
- Manage deadlines and complete IP filings with respective offices
- Meet with external patent agent to draft application and claims
- Prepare applications for internal and external funding
- Help rationalize development plan, based on investor feedback and funding constraints
- Engage in strategy development discussions

**Innovator(s) Responsibilities:**
- Provide context on market need and potential investor interest
- Assess patentability of disclosure:
  - Is there any prior art (evidence against originality of disclosure) or public disclosures?
  - Is this sufficiently inventive?
  - Does this have credible and specific utility?

### Development, Strategy, Funding & Partnerships

**IP&C Responsibilities:**
- Identify opportunities for investment and capital – leveraging internal and external funding sources
- Identify and engage the right development partners such as advisors, key opinion leaders, EIRs, and contract research organizations
- Manage deadlines and complete IP filings with respective offices
- Develop agreement (with Innovator) on data generation and progress expectations
- Review prior art to differentiate invention and strengthen claims
- Review office actions and provide responses prior to deadlines

**Innovator(s) Responsibilities:**
- Engage IP&C as early as possible
- Complete an invention disclosure to IP&C before any public disclosures (including research papers and posters)
- Give thought to who made inventive contributions to idea (external and internal)
- Provide information on any grants used to fund invention

### Marketing & Deal Negotiation

**IP&C Responsibilities:**
- Solicit interest and manage engagements with external parties such as potential investors and licensing partners
- With Innovator, identify best partner for successfully bringing invention to market
- Negotiate terms for corporate license or for start-up creation

**Innovator(s) Responsibilities:**
- Engage IP&C as early as possible
- Meet with IP&C to discuss invention and answer questions such as:
  - What is the unmet need and what is the market?
  - What are your technology’s advantages over current solutions?
  - Are other companies/academics working in this area?
- Engage in strategy development discussions

### Post-Transaction Management

**IP&C Responsibilities:**
- Ensure deal compliance from external and internal parties, accuracy of payments, and distribution of income
- Look for grant opportunities to engage companies
- With IP&C, develop a plan that balances science and business, and present to external parties
- Inform IP&C of any industry interest throughout process
- Work towards planned technology development milestones

**Innovator(s) Responsibilities:**
- Provide data generation updates to IP&C
- Review office actions and provide responses prior to deadlines
- Review prior art to differentiate invention and strengthen claims
- Review office actions and provide responses prior to deadlines

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**Diagram:**
- **INVENTION DISCLOSURES** → **PROJECT PIPELINE** → **“COMMERCIALLY VALUABLE” IP** → **LICENSES TO CORPORATE PARTNERS** → **START-UP COMPANY**

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<th>Innovator(s) Responsibilities</th>
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<td>6 POST-_TRANSACTION MANAGEMENT</td>
<td>- Ensure deal compliance from external and internal parties, accuracy of payments, and distribution of income</td>
<td>- Work with IP&amp;C to ensure follow-up items are completed - Inform of any changes to inventorship or revenue share - Disclose relationship through CMaRS system to Compliance Office</td>
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