

***Intellectual Property Management &  
Knowledge Transfer Symposium***

***UniQuest***  
***UK***

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29<sup>th</sup> Sept 2004**



## ***What do Businesses and Research Institutes want from Each other?***

- **The Research Institute Perspective**
  - It's not just about money
  - A partner that can reduce the market risk while Institute reduces the technical risk
  - A Partner with complementary assets
  - Recognition of value provided by the Institute in terms of technical risk reduction and innovation of employees



## ***What do Businesses and Research Institutes want from Each other?***

- Partners who understand Uni sector
  - 33.3% of commercial earnings to inventors
  - Value for money in terms of R&D \$ through access to Uni capital infrastructure
- Progression beyond R&D to a real product
- Long term relationship.



## *Laser Sintering of Aluminium Parts*

- UQ + 3D Systems Inc
- UQ IP for laser sintering of metal parts
- 3D world's largest manufacturer of rapid prototype equipment
- 3D funded R&D
- \$400K over 3.5 years
- Production of complex shapes with excellent mechanical properties





## *Laser Sintering of Aluminium Parts*

- R&D produced patentable IP
- Licensed to 3D
- Royalties now flowing
- % of sale price of powder
- \$m royalty potential
- Extend to other metal systems

