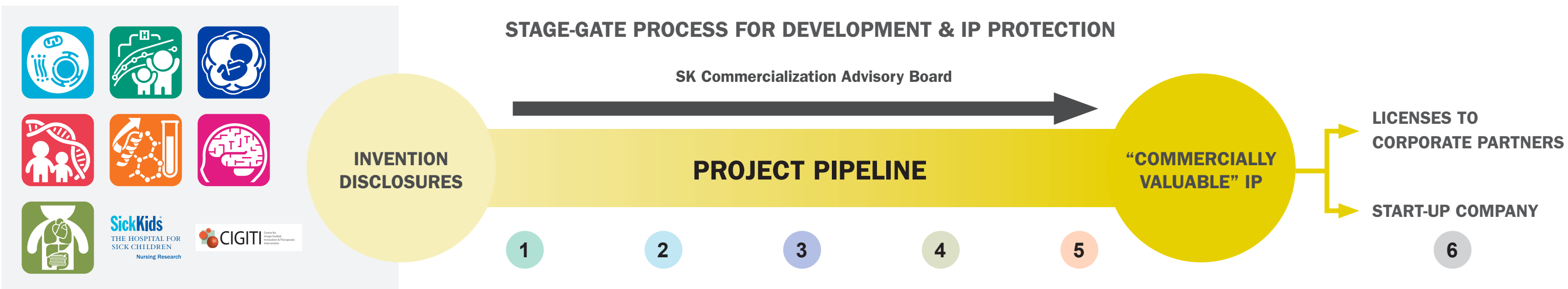


QUICK GUIDE TO WORKING WITH INDUSTRY PARTNERSHIPS & COMMERCIALIZATION

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.

STAGE-GATE PROCESS FOR DEVELOPMENT & IP PROTECTION



| | | IP&C RESPONSIBILITIES | INNOVATOR(S) RESPONSIBILITIES |
|---|--|---|---|
| 1 | IDENTIFY OPPORTUNITIES | <ul style="list-style-type: none"> 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 | <ul style="list-style-type: none"> 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 |
| 2 | INNOVATION EVALUATION | <ul style="list-style-type: none"> Provide context on market need and potential investor interest Assess patentability of disclosure: <ul style="list-style-type: none"> Is there any prior art (evidence against originality of disclosure) or public disclosures? Is this sufficiently inventive? Does this have credible and specific utility? | <ul style="list-style-type: none"> Meet with IP&C to discuss invention and answer questions such as: <ul style="list-style-type: none"> 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? |
| 3 | IP STRATEGY DEVELOPMENT | <ul style="list-style-type: none"> 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 | <ul style="list-style-type: none"> 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 |
| 4 | DEVELOPMENT, STRATEGY, FUNDING & PARTNERSHIPS | <ul style="list-style-type: none"> 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 | <ul style="list-style-type: none"> Prepare applications for internal and external funding Help rationalize development plan, based on investor feedback and funding constraints Engage in strategy development discussions |
| 5 | MARKETING & DEAL NEGOTIATION | <ul style="list-style-type: none"> 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 | <ul style="list-style-type: none"> Look for grant opportunities to engage companies With IP&C guidance, develop a pitch 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 |
| 6 | POST-TRANSACTION MANAGEMENT | <ul style="list-style-type: none"> Ensure deal compliance from external and internal parties, accuracy of payments, and distribution of income | <ul style="list-style-type: none"> Work with IP&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 |