



Centre of the Region Haná for Biotechnological and Agricultural Research

# New stimulant of crop growth – preparation of commercialization“

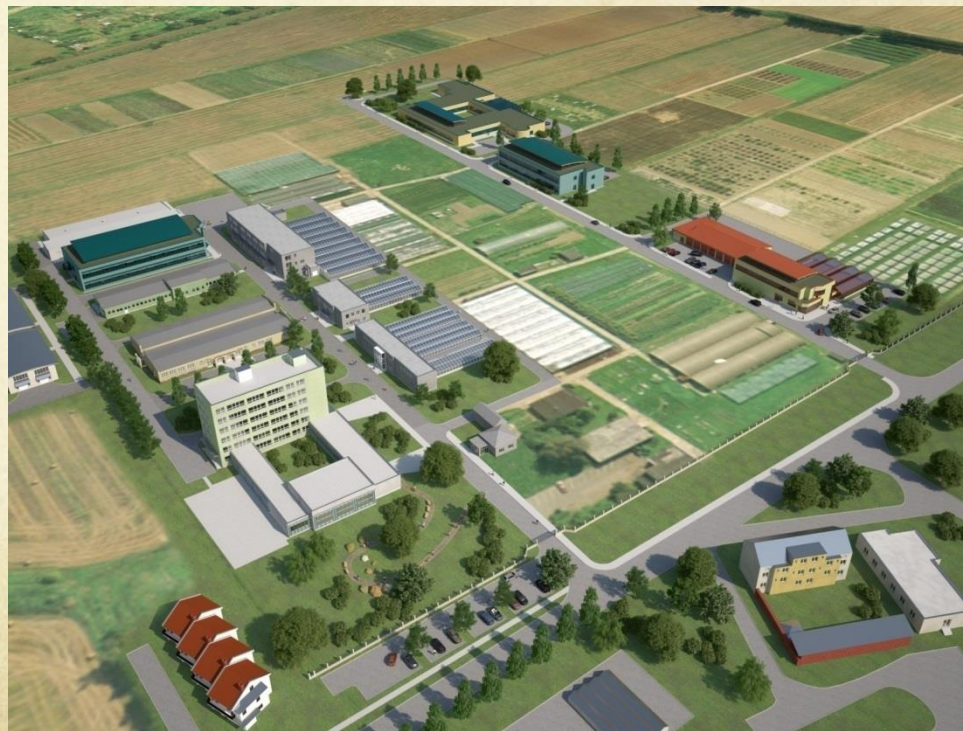
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"BIOTECHNOLOGY - the phenomenon of the  
21<sup>st</sup> century

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## Introduction

- Palacký University in Olomouc
- Institute of Experimental Botany, Academy of Science (IEB)
- Crop Research Institute (CRI)





## Research programs

- **Protein biotechnology - program leader: Marek Šebela**
- **Chemical biology and genetics - program leader: Miroslav Strnad**
- **Novel materials and methods for plant breeding - program leader: Jaroslav Dolefel**
- **Plant biotechnology - program leader: Jozef Šamaj**
- **Phytofarm and genetic resources of vegetables, medicinal, aromatic and culinary plants - program leader: Petr Tarkowski**

## Commercialization success story

- Patent family sold to global agrochemical company
- Long and difficult process
- Many people involved



## Beginning

- Story started in year 2011 based on personal contacts of our scientists
- One of our patented compounds offered to the company
- Material Transfer Agreement signed in 2012 for one-year testing in the company
- Tests proved that the compound has requested properties and effects
- Company expressed intention to licence or to buy the patent

## Team

- Team for negotiations consisted of:
  - Technology transfer specialist
  - Involved scientists and head of one department
  - Legal department
  - Economic department
  - Two specialists from a patent attorney company
  
- Similar team was involved in the company



## Negotiations

- Negotiations of terms and conditions started
- Different ideas and requirements of both parties
- Quite a lot of people involved on both sides
- Long decision making-procedures in the company
- Draft of „Joint patent and assignment agreement“ was prepared
- Negotiations took nearly two years

- Price - the most difficult part of the discussion
  - Total amount finally divided into milestone payments
  - Two fix milestones and three milestones related to three stages of development of new product
  - Annual royalties after launch of the new product



## Final agreement

- 20 pages of final agreement
- Signed in year 2014
- First agreement of its kind in frame of Palacký University

## Related tasks

- VAT – pay or not to pay?
- New issues to be solved in university bookkeeping – evidence of intangible assets, taxation etc.
- Large number of Declaration of Assignments prepared for patent assignment in validated countries (and to solve specific requirements of local patent offices)



## Summary

- Long and difficult process finally successfully solved
- Both sides satisfied
- New and useful experience for the university
- Cooperation with the company still continues (new MTA agreement)



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**Thank you for your attention**

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