

Aalto University

*Principles for
Commercialization
of Intellectual
Property*
20.9.2017



Aalto University

Aalto University

Principles for Commercialization of Intellectual Property

Aalto University's vision carries a strong commitment to building a sustainable society driven by innovation and entrepreneurship. This document describes the principles by which the University commercializes intellectual property (IP) in its ownership. The primary aim in commercialization of intellectual property is to **maximize the societal impact through optimal utilization of results** produced in association with research, educational or other university activities. Aalto University aims at *maximizing the impact of new knowledge* created by the university activities while *protecting faculty and student rights* in the commercialization process. The University seeks mutually beneficial agreements that secure the IP use in future academic and educational activities and are in line with our open science policies. *National legislation* in Finland dictates that IP transactions are made at fair value (arms length price) to guarantee equal treatment of third parties. The University also considers **ethical aspects** to maximize benefits to the environment and the humankind as detailed in the Aalto University Code of Conduct.

Even if Aalto University makes decisions on the IP it owns, the *inventors play a key role* in IP creation and commercialization, and Aalto University research and innovation services work together with the inventors. The aim is to select the best third party for the IP commercialization. In the process, prior commitments (e.g. IP ownership), quality of the business plan (including market situation and financial plan) and risk management (e.g. economic or reputation) are assessed. The research and innovation services counsel the faculty in development of the innovation and setting up a new company. Aalto University offers its partner companies services, rent of premises and/or infrastructure at fair value.

There are several options for the IP commercialization. Most typically, *ownership or license is transferred to an existing company as a result of commissioned research*. Other options include *licensing for a royalty fee or lump sum sale at a fair value* to an existing company. IP can be *assigned to a startup in exchange for company shares or percentage of annual business turnover*. The University assumes no role in the formation of or in the management or control of the spinout companies. The IP-generated net income to Aalto University after a possible research project is distributed to the inventor(s) with a share to the University.

These principles and possible changes are approved by the Aalto University Board. Authorizations for contractual commitments related to the Aalto University innovation and commercialization activities are defined in the Aalto University Guidelines for Contract Approvals and Signing Rights.