



Association of University Technology Managers®
Advancing Discoveries for a Better World®

AUTM 2016 Annual Meeting

Preliminary Program

February 14 – 17, 2016

Manchester Grand Hyatt San Diego
San Diego, CA USA





AUTM 2016 Annual Meeting

The AUTM 2016 Annual Meeting is the one-stop shop for industry dealmakers and investors to network with nearly every academic research institution in the world in one place, at one time. If you are responsible for protecting and licensing university intellectual property or you are searching for intellectual property to license, this meeting is for you.

About AUTM

The Association of University Technology Managers is a nonprofit organization dedicated to bringing research to life by supporting and enhancing the global academic technology transfer profession through education, professional development, partnering and advocacy. AUTM's more than 3,200 members represent managers of intellectual property from more than 300 universities, research institutions and teaching hospitals around the world as well as numerous businesses and government organizations.

“This was my first meeting. I LOVED IT.
It is unlike any other technical event
I have attended. You get to learn something new with
every session and every person you meet at the conference.
I cannot wait for my opportunity to attend the next meeting.”

– *Madhavi Sriram,*
Licensing Associate Georgia Tech Research Corporation
Atlanta, GA



Education & Networking

Whether you're new to the profession, a leader in the field or somewhere in between – the AUTM Annual Meeting is where **98%*** of attendees come for the outstanding networking and **93%*** attend for the excellent education. Make the most of your time out of the office and accomplish everything you need to be successful in your career - important business contacts and cutting-edge educational offerings.

AUTM Connect™ makes partnering a breeze to schedule meetings and connect with other attendees.

If you're from a large public institution, small private university, an industry representative scouting the latest technologies, or a research institution – everyone benefits by attending the AUTM Annual Meeting. Our more than 100 workshops, courses and educational tracks are also captured and viewable online or as downloads for easy learning - wherever and whenever you want even after the meeting ends.

Attendance at the AUTM Annual Meeting counts toward your Registered Technology Transfer Professional (RTTP) and Certified Licensing Professional (CLP) designations, as well as your continuing legal education.

“The AUTM 2015 annual meeting was very useful to me, as it was a friendly environment where I could meet new contacts and share and receive practical information related to negotiating and administrating technology-related agreements.”

– Vicki Malia, New York Genome Center

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*Based on 2015 post-conference survey respondents.

Highlights You Don't Want to Miss

Career Development Forum

Sunday, February 14
4 – 5 p.m.

This highly interactive session, presented by some of the most experienced professionals in the field, will examine the typical roles and responsibilities involved for entry, mid and senior-level licensing and various specialized positions. Presenters and participants will have time to engage in open and dynamic conversations about challenges and opportunities at every level. If you are thinking about your future professional goals or are new to the profession and would like to know about options within or outside the field, this session is for you.

First Class for First Timers

Sunday, February 14
5 – 6 p.m.

This session is tailored for first-time attendees or those who have only attended a few times. This event will help you maximize your experience at the AUTM Annual Meeting. The facilitators will briefly review the conference program and underscore specific educational and networking opportunities, forums, receptions, and other meeting highlights and special events. The partnering software, AUTM Connect™, will also be reviewed to maximize your networking capabilities, and membership benefits will be discussed. The event will include a business card exchange, refreshments and a networking opportunity to meet with senior AUTM leadership.

Senior AUTM Leaders Attending the Event:

Claire Driscoll, *National Institutes of Health*
Michael Dilling, *Baylor College of Medicine*
Scott Elmer, *St. Jude Children's Research Hospital*
Chase Kasper, *University of Southern Mississippi*
Mark Malandro, *University of Pittsburgh Innovation Institute*
Michael Moore, *University of North Dakota*
Ken Porter, *Innovate Calgary*

Fireside Chat Featuring David Winwood

Sunday, February 14
6 – 7 p.m.

Join AUTM President-Elect, **David Winwood, PhD, RTTP**, in this relaxed and thought-provoking session as he interviews one of the key opinion leaders shaping the technology transfer field today.

Keynote Speaker David Butler

Monday, February 15
8 – 10 a.m.

Vice President of Innovation and Entrepreneurship at The Coca-Cola Company, and author of *Design to Grow: How Coca-Cola Learned to Combine Scale and Agility (and How You Can Too)*, Butler has revolutionized the company's approach to design – not only related to how things look but how to create growth across the business. This insightful and entertaining session will inspire you to apply the agile start-up mentality to your own professional success.

Industry/Academia Partnering Forum and Networking Reception

Monday, February 15
Forum: 1:30 – 5:15 p.m.
Reception: 5:15 – 6:30 p.m.

The Industry/Academia Partnering Forum and Networking Reception provide a unique venue for members of industry and academia to connect, socialize and discuss areas of interest. The program will begin with a reverse showcase of presentations from our industry partners highlighting technologies of interest and how to best work with their company. Immediately following, there will be a reception for all forum participants and an opportunity to network one-on-one.

Last year's industry presenters included representatives from Allied Minds, AstraZeneca, BASF, BD Biosciences, BD Technologies, Boehringer-Ingelheim, Cell Signaling Technology, Cellular Dynamics, Colgate-Palmolive, Dow AgroSciences, Elanco Animal Health, Eli Lilly and Company, EMD Millipore Inc., GlaxoSmithKline, ICL Group, Innovate BioPharmaceuticals, Intel Corporation, Linde Healthcare, Madan Global, Inc., MedImmune, Merck Animal Health, Merck Research Laboratories, Novo Nordisk, Pepsico, Pfizer, RB, Richman Chemical, Roche TCRC, Sanofi, Syngenta Biotechnology Inc., Takeda Pharmaceuticals, and Thermo Fisher Scientific. If your company would like to participate in 2016, email Shelia Lee at slee@autm.net.

Highlights You Don't Want to Miss

Opening Reception

Monday, February 15
6:30 – 8 p.m.

Kick off the annual meeting in style. The Opening Reception is a great place to start networking and make new friends. Bring plenty of business cards!

AUTM Venture Forum

Tuesday, February 16
9 a.m. – 12:30 p.m.

Interact with some of the top institutional and corporate venture investors in the country. The Forum consists of two events: a venture capital (VC) panel discussion and a business plan competition. The VC panel offers a moderated question-and-answer session that will help academic institutions and their affiliated new ventures understand the venture capital perspective and more effectively work together to build value in our university-affiliated technology companies. During the business plan competition, our panel of seasoned venture investors judge university-related startup companies as they compete for a \$10,000 cash prize. Interested in participating in the competition? Watch your inbox for further details. Even if you're not participating, the business plan competition offers a unique opportunity to learn what makes a successful pitch. Learn what worked, what didn't and why, so you can improve your own pitching technique.

Technology Transfer Trivia

Tuesday, February 16
2 – 3:30 p.m.

Ready for a break from the usual session? A seasoned team from the AUTM Central Region brings their trivia contest to the Annual Meeting again this year. All the esoteric knowledge you have accumulated over your career will be rewarded in this session. Get together with old friends and make some new ones as you are assigned to a random team to compete for bragging rights and prizes based on your knowledge of all sorts of trivia related to AUTM, technology licensing, university culture and the golden state of California. This session will provide an opportunity to have fun, network, win prizes and maybe even learn a little something in the process.

Casino Night

(additional fee required, seating is limited)

Tuesday, February 16
3:30 – 7 p.m.

Feeling lucky? Then try your hand at the blackjack table, roulette, craps and the ever popular Texas Hold 'em. Even if cards and dice aren't of interest, we're betting you'll enjoy the camaraderie of friends and colleagues in the fun, relaxing, casino atmosphere.

Industry Roundtable and Plenary Session

Wednesday, February 17
8:30 – 10:30 a.m.

Moderated by AUTM President **Fred Reinhart**, leaders of small, medium and large sized biotech companies will share their views on emerging university-industry collaborations. Biotechs are expanding their university relationships beyond their regional homes. Listen to this lively discussion and learn which university collaborative models are the most attractive to small and medium sized biotechs. Panelists will discuss the spectrum of research collaborations and how they might utilize universities to move their technology forward.

Craft Beer Tasting

(additional fee, limited availability)

Wednesday, February 17
4 – 5:30 p.m.

Networking has never been so enjoyable and the Annual Meeting location has never been more ideal. Bring your business cards and your discerning palate, and join your colleagues for an evening of craft beer tasting. You'll have ample opportunity to roam and mingle as you visit stations to sample a variety of micro brews.

Closing Reception

Wednesday, February 17
6:30 – 8 p.m.

Send out the AUTM 2016 Annual Meeting in style. Take advantage of this opportunity to cement new connections and mingle with friends and colleagues. Enjoy delicious appetizers and prepare to say adios to San Diego.

Deadlines

December 10, 2015
Exhibit Booth Reservation Deadline

December 16, 2015
Early Registration Deadline

January 22, 2016
Hotel Reservation Deadline

January 28, 2016
Preregistration Deadline



General Information

The AUTM Annual Meeting features our powerful online partnering and networking tool, AUTM Connect™. AUTM Connect will enable attendees to create detailed organizational and personal profiles, search effortlessly for other attendees, send and receive messages, easily search for licensing and collaboration opportunities and intelligently schedule one-on-one meetings.



AUTM Connect Partnering Place

Attendees connecting through AUTM's online partnering tool, AUTM Connect, may request a meeting space in the AUTM Connect Partnering Place. The AUTM Connect Partnering Place is perfect for holding relaxed meetings or negotiations. Appointments can be made through AUTM Connect during the meeting.

Registered Technology Transfer Professional (RTTP)

Demonstrate your expertise in the academic technology transfer profession by becoming a Registered Technology Transfer Professional (RTTP). All AUTM professional development courses and designated educational offerings and meetings are eligible for continuing education (CE) credits, which support your registration application. For more information about the registration process and requirements, visit the Alliance of Technology Transfer Professionals website at www.attp.info.



Registered Technology Transfer Professional (RTTP)	
Complete 60 hours of relevant continuing education to be eligible for the RTTP designation. For more information visit the Alliance of Technology Professionals (ATTP) at www.attp.info .	
Eligible credit hours offered at the AUTM Annual Meeting	Instruction Hours
Marketing Course	7 hours
Technology Valuation Course	7 hours
Negotiation Course	3 hours
AUTM Annual Meeting Attendance	10 hours

Continuing Legal Education (CLE)

The AUTM 2016 Annual Meeting will offer continuing legal education (CLE) credit for attorneys. AUTM has applied for sponsorship for CLE credit to the 40 states that require continuing legal education credits. Attendees will be able to earn up to 12 hours of credit, including the option to earn 1.5 hours of ethics credit.*

Eligible Sessions: A2, B3, C7, D3, E5, E6, F8, G2

*In select states, credits may vary, approval pending.

Certified Licensing Professionals (CLP) Continuing Education

Certified Licensing Professionals are required to demonstrate continued competence in their field to maintain their certification status. Individuals who hold the CLP designation can renew their credential by earning at least 40 continuing education credits. All AUTM professional development courses and designated educational offerings on the topics of licensing, technology transfer and technology commercialization at AUTM conferences or meetings are eligible for CLP continuing education credits for certification renewal. Visit www.licensingcertification.org for more information about recertification requirements.



Schedule at a Glance

(Schedule subject to change)

Sunday, February 14

7 a.m. – 7 p.m.	AUTM Registration
8 a.m. – 5 p.m.	AUTM Marketing Course <i>(additional fee, meals included, seating is limited)</i>
8 a.m. – 5 p.m.	AUTM Technology Valuation Course <i>(additional fee, meals included, seating is limited)</i>
4 – 5 p.m.	AUTM Career Development Forum
4 – 7 p.m.	Internet Café
5 – 6 p.m.	First Class for First Timers
6 – 7 p.m.	Fireside Chat
7 – 8 p.m.	Presidents' Reception <i>(by invitation)</i>

Monday, February 15

7 – 8 a.m.	Continental Breakfast in the Exhibit Hall
7 a.m. – 5 p.m.	Internet Café
7 a.m. – 5 p.m.	AUTM Registration
7 a.m. – 6 p.m.	AUTM Connect Partnering Place
7 a.m. – 6 p.m.	Exhibit Hall Open
8 – 10 a.m.	Keynote Address, Plenary and Awards Presentation
10 – 10:30 a.m.	Refreshment Break in the Exhibit Hall
10:30 a.m. – Noon	Track A – Educational and Special Interest Group Sessions
10:30 a.m. – Noon	AUTM Mini-course: Business Side of the License <i>(seating limited)</i>
Noon – 12:45 p.m.	Lunch
12:45 – 1:30 p.m.	Dessert Reception in the Exhibit Hall
1:30 – 3 p.m.	Industry/Academia Partnering Forum: Part 1
1:30 – 3 p.m.	Track B – Educational and Special Interest Group Sessions
1:30 – 3 p.m.	AUTM Mini-course: Business Side of the License <i>(continued)</i>
1:30 – 3 p.m.	The Conversation – An AUTM Leadership Forum
3 – 3:45 p.m.	Refreshment Break in the Exhibit Hall
3:45 – 5:15 p.m.	Industry/Academia Partnering Forum: Part 2
3:45 – 5:15 p.m.	Track C – Educational and Special Interest Group Sessions

3:45 – 5:15 p.m.	The Conversation – An AUTM Leadership Forum <i>(continued)</i>
5:15 – 6:30 p.m.	Industry/Academia Networking Reception and Exhibits
5:15 – 6:30 p.m.	International Reception <i>(by invitation)</i>
6:30 – 8 p.m.	Opening Reception

Tuesday, February 16

7 a.m. – 5 p.m.	Internet Café
7 a.m. – 6 p.m.	AUTM Connect Partnering Place
8 – 9 a.m.	Continental Breakfast in the Exhibit Hall
8 – 9 a.m.	AUTM Central Region Meeting Breakfast
8 – 9 a.m.	Public Policy Breakfast <i>(by invitation)</i>
8 a.m. – 3:30 p.m.	Exhibit Hall Open
8 a.m. – 2 p.m.	AUTM Registration
9 – 10:30 a.m.	AUTM Venture Forum: Venture Capital Panel Discussion Part 1
9 – 10:30 a.m.	Track D – Educational and Special Interest Group Sessions
10:30 – 11:15 a.m.	Refreshment Break in the Exhibit Hall
11:15 a.m. – 12:45 p.m.	AUTM Venture Forum: Business Plan Competition Part 2
11:15 a.m. – 12:45 p.m.	Track E – Educational and Special Interest Group Sessions
12:45 – 1:30 p.m.	AUTM Negotiation Course Lunch
12:45 – 2 p.m.	Eastern Region Planning Committee Lunch <i>(by invitation)</i>
12:45 – 2 p.m.	Central Region Planning Committee Lunch <i>(by invitation)</i>
12:45 – 2 p.m.	Western Region Planning Committee Lunch <i>(by invitation)</i>
12:45 – 2 p.m.	Communications Lunch <i>(by invitation)</i>
12:45 – 2 p.m.	Canadian Lunch <i>(by invitation)</i>
1:30 – 5 p.m.	AUTM Technology Valuation Course <i>(additional fee, seating is limited)</i>
2 – 3:30 p.m.	Technology Transfer Trivia
2:30 – 3:30 p.m.	Refreshment Break in the Exhibit Hall
3:30 – 7:30 p.m.	Casino Night <i>(additional fee, seating is limited)</i>



Schedule at a Glance

(Schedule subject to change)

Wednesday, February 17

7:30 a.m. – 3:30 p.m.	Internet Café	1 – 2 p.m.	Lunch
7:30 a.m. – 3:30 p.m.	AUTM Connect Partnering Place	1 – 3 p.m.	AUTM Annual Meeting Program Committee Lunch <i>(by invitation)</i>
8 – 9 a.m.	Continental Breakfast	2 – 3:30 p.m.	Track G – Educational and Special Interest Group Sessions
7:30 a.m. – 3:30 p.m.	AUTM Registration	2 – 3:30 p.m.	AUTM Mini-course: Strategies, Methods, and Tools for Commercialization of Creative Works <i>(continued)</i>
9– 11 a.m.	Industry Roundtable, Plenary and Awards Presentation	4 – 5:30 p.m.	AUTM Craft BeerTasting Event <i>(additional fee, limited availability)</i>
11 – 11:30 a.m.	Refreshment Break	6:30 – 8:30 p.m.	Closing Reception
11:30 a.m. – 1 p.m.	Track F – Educational and Special Interest Group Sessions		
11:30 a.m. – 1 p.m.	AUTM Mini-course: Strategies, Methods, and Tools for Commercialization of Creative Works <i>(seating limited)</i>		

“Another great AUTM Annual Meeting, my 10th since 2003. Highly informative sessions.”

– Eric Guttag,
Guttag IP Law Office, LLC



Exhibit & Sponsorship Opportunities

Vendors and service providers: The AUTM 2016 Annual Meeting is your one opportunity each year to meet more of your customer base than at any other time — all under one roof. Contact new prospects, generate leads, introduce your presence in the marketplace, sharpen your sales skills and thank established customers while you exhibit at AUTM's Annual Meeting. The deadline to secure your space is December 10, 2015.

Show Leadership through Sponsorship

Your sponsorship of the AUTM 2016 Annual Meeting underscores your involvement in the technology transfer field and helps AUTM keep registration fees low — allowing technology transfer professionals from all backgrounds and skill levels to attend. A wide range of sponsorship opportunities are available.

Private Social Functions/Special Events

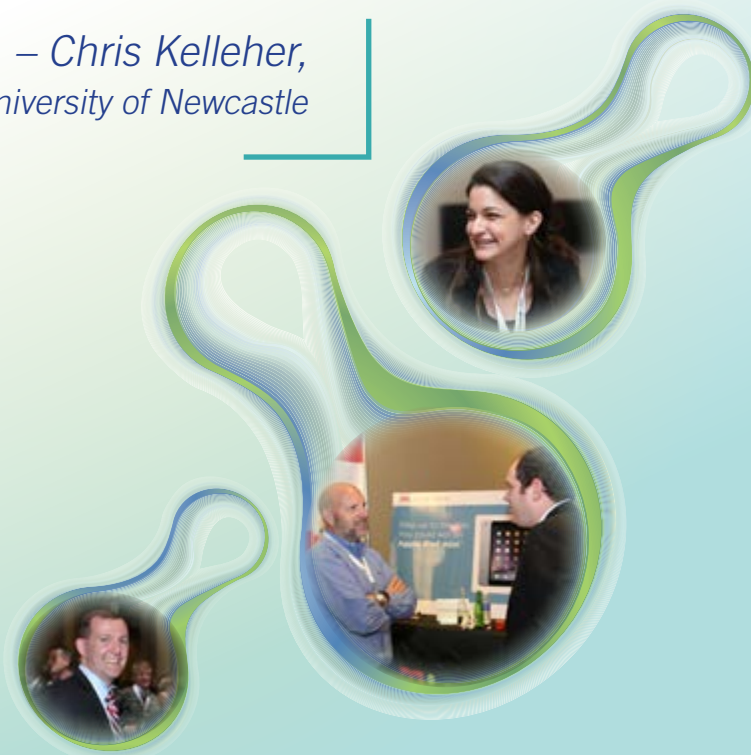
If your organization would like to host a hospitality, function or social event during the AUTM 2016 Annual Meeting, it must be pre-approved by AUTM. Social functions are allowed only during program-free hours and must not conflict with any of AUTM's educational sessions, special programs, social and themed events, including receptions and meals provided by AUTM.

For details and information about exhibits and sponsorship opportunities, visit the AUTM website or contact Madhuri Carson at mcarson@autm.net, or +1-847-686-2362.

“AUTM is an excellent opportunity to introduce new members of your team and refresh for old hands in the practice of technology transfer. This is a legitimate profession and AUTM does an excellent job in the promotion of our usefulness to our institutions and the wider community.”

– *Chris Kelleher,*

CEO Technology Transfer office of the University of Newcastle



Additional Education Opportunities

(Additional fee required, seating limited)

AUTM Marketing CourseSM

Sunday, February 14

7 a.m. – 5 p.m.

Although marketing takes many forms from one licensing office to the next, it is always an essential element of every successful technology licensing operation. Some offices are fortunate enough to have trained marketing professionals dedicated to this function. Most do not. Regardless of resources, the goal for this course is to present an overview of marketing concepts and ideas so you can gain a better understanding of how these concepts can be successfully implemented in your office to enhance your overall effectiveness.

The AUTM Marketing Course, a full-day educational event that includes a networking breakfast and lunch, will focus on key marketing concepts with heavy emphasis on “value proposition,” market research and branding. Seating is limited, so sign up early.

AUTM Technology Valuation CourseSM

Sunday, February 14

7 a.m. – 5 p.m.

The AUTM Technology Valuation Course offers the fundamentals of technology valuation as specifically applied to academic licensing. The first half of the course examines basic concepts such as valuation versus pricing and risk and then covers a series of basic valuation methodologies, including cost, industry standards (comparables), rules of thumb, discounted cash flow and equity. The first segment concludes with a review of payment structures within a license.

The second half of the course consists of two case studies derived from real world examples. The class will be divided into groups which will develop license term proposals for the two technologies, which will then be discussed by the class. If you have or will have responsibility for negotiating licenses, the AUTM Technology Valuation Course is for you. There are no prerequisites for the course, but you should have a basic familiarity with the structure and payment mechanisms used in a license and be proficient in Web searching and Excel spreadsheets.

AUTM Negotiation CourseSM

Tuesday, February 16

12:30 – 5 p.m.

Make the most out of your participation in the AUTM Annual Meeting by attending the AUTM Negotiation Course. This educational course is a must-attend for anyone involved in negotiations. The course will explore the art of negotiation with an emphasis on the practical tools and strategies essential for conducting successful negotiations.

Additional Education Opportunities

(Additional fee required, seating limited)

AUTM Professional Development Free Mini-Courses

(seating limited)

Take advantage of this opportunity to experience AUTM's professional development programs free of charge. These 3-hour mini-courses are offered complimentary, but advance registration is required. Sign up early to secure your place. Seating is limited.

Mini Courses:

The Conversation – An AUTM Leadership Forum

Monday, February 15

1:30 a.m. – 5:15 p.m. *(includes lunch break)*

The Conversation: An AUTM Leadership Forum is a high level forum for seasoned technology transfer professionals from around the world. This moderator-driven forum connects university professionals with industry (and other) colleagues to openly discuss ways to take a leadership role in accelerating research and commercialization. PowerPoints are not the focus in these fast-paced 45 minute segments, where attendees will actively participate and identify tactics to advance the technology transfer profession. As a new service to our more-experienced members, this discussion will be held during regular AUTM sessions for no additional cost -- but registration is requested.

Business Side of the License

Monday, February 15

10:30 a.m. – 3 p.m. *(includes lunch break)*

Explore the business issues of university patent licenses. Deepen your experience and understanding of the opportunities, objectives and tools needed for success. Participate in an active discussion of the business issues behind agreements and the various terms found in licenses and other agreements using real-world case studies. This mini-course is intended for intermediate and advanced licensing professionals.

Topics will include:

- How to start the business terms negotiation on the right foot, and end there as well
- Licensing to established companies vs. startups
- License fee vs. maintenance fees vs. royalty terms – how are they related?
- Setting diligence terms – When? How?
- Taking equity in the licensee – When? How much? Key terms?
- Milestone payments
- Control issues

Strategies, Methods, and Tools for Commercialization of Creative Works

Wednesday, February 17

11:30 a.m. – 3:30 p.m. *(includes lunch break)*

This course answers creative works commercialization questions. From disclosures to license management, we dive into the strategies, models, methods and tools to bring creative works to commercial life. For the past seven years we've focused on building our creative works portfolio and we'll share our successes, our failures, and our key learnings from our work during that period. Whether you're from a large office with lots of resources, or a small one with only a limited budget, a vibrant creative works program can improve your technology transfer office's relations across all departments, will invariably increase disclosure counts, and can often bring new revenue in a short time frame. After this course, you'll leave with the confidence, resources, and knowledge to jump-start your creative works activities.



Accommodations, Communications and Travel Information

The AUTM 2016 Annual Meeting will be held at the Manchester Grand Hyatt, San Diego, CA, where AUTM has negotiated a discounted room rate of \$255 USD per night for a single or double occupancy. Rooms and rates are based on availability and subject to state and local fees/taxes (which are currently 10.5 percent, plus 2 percent local tax, plus \$0.21 tourism fee). Be sure to make reservations by January 14, 2016; afterwards, the discounted room rates may not apply.

To reserve a room at the discounted rate, call the Manchester Grand Hyatt, San Diego reservations at +1-800-233-1234, 24 hours a day, seven days a week and identify yourself as an AUTM Annual Meeting attendee. Click here to make your reservation online or visit the AUTM Annual Meeting website at www.AUTM.net/2016.

All reservations require a first night room deposit, or guests can guarantee reservations with a major credit card. Your credit card will not be charged prior to arrival. Make any necessary cancellations at least 48 hours before the scheduled date of arrival to avoid a cancellation charge. Discounted room rates are available three days before and three days after the meeting dates, based on availability. Hotel check-in time is 4 p.m. and check-out is noon.

Host Hotel

Manchester Grand Hyatt San Diego
1 Market Place
San Diego, CA 92101
Reservation Phone: +1-888-233-1234
Guest Phone: +1-619-232-1234
Guest Fax: +1-619-233-6464

Ground Transportation

San Diego International Airport (SAN) is 3 miles and approximately 7 minutes by car from the Manchester Grand Hyatt San Diego. The estimated taxi fare is \$10-13 (one way). There is no shuttle service available from the airport to the hotel but there are several San Diego airport shuttle companies available at the airport for an approximate cost of \$8 per person. Super Shuttle is available with reservations. Call +1-800-258-3826 or +1-619-564-7900.

Car Rental

Avis is the official car rental service for the AUTM 2016 Annual Meeting. Rentals may originate in San Diego locations. An advance reservation is recommended. For online reservations click here or call +1-800-331-1600. Use AUTM's Worldwide Discount Number J867535 to receive special pricing. This discount will be effective Feb. 7 – 24, 2016.

Parking

Manchester Grand Hyatt San Diego offers convenient San Diego parking for guests and visitors. Valet parking is \$47 for overnight guests and \$8 an hour for daily valet parking, with a maximum of \$49 for the day. Self-Parking is \$32 for overnight guests, and \$8 an hour for daily parking, with a maximum of \$35 per day. For guests inquiring about oversized vehicle parking, please call ACE Parking prior to your arrival at +1-619-237-0399. For additional information regarding San Diego hotel parking options, please call the hotel at +1-619-358-6658. Prices are subject to change.

Foreign Visas

Travelers coming from qualified countries to the United States for tourism or business for 90 days or less may be eligible to visit without a visa. For more information visit www.travel.state.gov/visa.

Dress Code

Attire for the AUTM Annual Meeting is business casual. Because meeting room temperatures sometimes fluctuate, AUTM recommends bringing a light sweater or jacket.

Registration

The AUTM Annual Meeting registration fee includes admission to all educational workshops, mini-courses, session recordings synced with slides, special interest groups (SIG), plenary sessions, Freshman Orientation, Industry Roundtable, Venture Forum, Industry-Academia Partnering Forum and Reception, Fireside Chat, exhibits, the online partnering tool and group meal functions. You must be a current AUTM member to qualify for the member registration fee.

Take the AUTM 2016 Annual Meeting anywhere!

All annual meeting registrations include free access to more than 50 workshop recordings captured as true multimedia recreations with synchronized slides and handouts. Experience AUTM 2016 Annual Meeting wherever and whenever you want— online or as downloads in MP3 format for easy listening.

Prepaid by December 9, 2015

Your payment must be received by December 9, 2015, to qualify for the early registration fee. Registration forms that do not include credit card information or a check for payment cannot be processed and do not qualify as an early paid registration.

Prepaid by December 9, 2015 Your payment must be received by December 9, 2015 to qualify for the early registration fee.		Prepaid after December 9, 2015 and by January 20, 2016 Your payment must be received by January 20, 2016, to qualify for the regular registration fee.		After January 20, 2016 and in person After January 20, 2016, you must register in person and pay the on-site registration fee.	
AUTM Member	\$765	AUTM Member	\$840	AUTM Member	\$940
Nonmember & Electronic Member	\$1,065	Nonmember & Electronic Member	\$1,140	Nonmember & Electronic Member	\$1,240

One-Day Registration

One-day registration includes admission to all educational sessions, exhibits, the online partnering tool, session recordings, group meal functions and social events scheduled for the day purchased.

AUTM Member One-Day Registration	\$550
Nonmember One-day Registration	\$900

Join and Save!

Join AUTM or renew your 2016 membership dues and receive the discounted member rate for the Annual Meeting. There is an additional fee for the AUTM Technology Valuation, Marketing, or Negotiation Courses.

AUTM's membership renewal cycle begins October 1. New and renewing members will be accepted October 1 for the 2016 membership year.

AUTM membership is on an individual basis. Membership must be current for the year in which the meeting is held.

Visit www.autm.net/getinvolved/ to join or renew online or complete the membership application on page 18.

Student Registration

Student registration includes admission to all educational workshops, mini-courses, session recordings synced with slides, special interest groups (SIG), plenary sessions, First Class First Timers, Industry Roundtable, Venture Forum, Industry-Academia Partnering Forum and Reception, Fireside Chat, exhibits, AUTM Connect online partnering tool and group meal functions. Proof of full-time student status is required to register at the student rate.

Student	\$340
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Registration

Continuing Legal Education (CLE) Credit

(Up to 12 hours credit with an option to earn up to **1.5 hours of Ethics CLE**)

AUTM has applied for sponsorship for CLE Credit in the U.S. states that require CLE Credit.*

Continuing Legal Education (CLE) Credit	\$175
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* In select states, pending approval.

AUTM Marketing CourseSM

The AUTM Marketing Course is a full-day educational event that includes a networking breakfast, lunch and refreshment breaks. Scheduled for Sunday, February 14. Seating is limited.

Prepaid by December 9, 2015

AUTM Member	\$250
Nonmember	\$325

Prepaid after December 9, 2015 and by January 20, 2016

AUTM Member	\$275
Nonmember	\$350

After January 20, 2016, and in person

After January 20, 2016, you must register in person and pay the on-site registration fee.

AUTM Member	\$300
Nonmember	\$375

AUTM Technology Valuation CourseSM

The AUTM Technology Valuation Course is a full-day educational event that includes a networking breakfast, lunch and refreshment breaks. Scheduled for Sunday, February 14. Seating is limited.

Prepaid by December 9, 2015

AUTM Member	\$250
Nonmember	\$325

Prepaid after December 9, 2015 and by January 28, 2016

AUTM Member	\$275
Nonmember	\$350

After January 20, 2016, and in person

After January 20, 2016, you must register in person and pay the on-site registration fee.

AUTM Member	\$300
Nonmember	\$375

AUTM Negotiation CourseSM

The Negotiation Course is a half-day educational event that includes a networking lunch and refreshment break. Scheduled for Tuesday, February 16. Seating is limited.

Prepaid by December 9, 2015

AUTM Member	\$200
Nonmember	\$250

Prepaid after December 9, 2015 and by January 20, 2015

AUTM Member	\$225
Nonmember	\$275

After January 20, 2016, and in person

After January 20, 2016, you must register in person and pay the on-site registration fee.

AUTM Member	\$250
Nonmember	\$300

Accompanying Person

Accompanying person registration is for individuals who are not in the technology transfer profession. Registration includes guest admission to the exhibits, refreshment breaks, luncheons and continental breakfasts, the Opening Reception, and the Saturday evening Closing Reception only. Admission to educational sessions is not included with this registration. To register an accompanying person, the registration must be submitted with a full paid registration form. Accompanying person registration is available to guests outside the industry. Participation may be refused at AUTM's discretion.

Accompanying Person	\$330
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Registration

Registration Cancellation Policy

Notification of cancellation must be submitted in writing. Cancellations received by January 20, 2016, will be subject to a \$75 cancellation charge. No refunds will be given after January 20, 2016. Substitutions are allowed at any time but must be submitted in writing and must be of the same membership status.

Invoice Request

Registration will be subject to a \$50 fee when requesting an invoice to pay for registration. Please note, in order to qualify for the early registration discount, full payment must be received or postmarked by December 9, 2015. All other payments must be received or postmarked by December 9, 2015. AUTM does not accept purchase orders.

Payment Confirmation

Attendees who include an email address on their registration form will receive an email confirmation and receipt within 24 hours of registering online. Allow up to five business days if registering by mail or fax. If an email address is not provided, registrants will receive a confirmation in the mail within 14 business days.

Online – Register online at: www.autm.net

By Fax – Faxed registrations qualify as paid only when credit card information is included. Fax registration form and completed credit card information to +1-847-686-2253. If you fax a registration form with credit card information, do not mail an additional copy.

By Mail – Send payment and registration form to:

Association of University Technology Managers

33661 Treasury Center
Chicago, IL 60094-3600 USA

Caution: If you submit your registration form more than once, it may result in a duplicate charge on your credit card. Send your registration using only one method of payment.

Questions

If you have any questions regarding the program or registration, contact AUTM headquarters via email at annualmeeting@autm.net, by phone at +1-847-686-2244, or fax at +1-847-686-2253.

About AUTM

The Association of University Technology Managers is a nonprofit organization dedicated to bringing research to life by supporting and enhancing the global academic technology transfer profession through education, professional development, partnering and advocacy. AUTM's more than 3,200 members represent managers of intellectual property from more than 300 universities, research institutions and teaching hospitals around the world as well as numerous businesses and government organizations.

Association of University Technology Managers®, AUTM® and  are registered trademarks of the Association of University Technology Managers.

AUTM Annual MeetingSM, the AUTM Marketing CourseSM, the AUTM Technology Valuation CourseSM, and the AUTM Negotiation CourseSM are service marks of AUTM.

AUTM ConnectTM and  are trademarks of AUTM.

For Office Use:

ID # _____

Reg # _____

Please print

Given Name/First Name _____ Surname/Family Name/Last Name _____

Credentials (Ph.D., J.D., etc.) _____ Job Title _____

* Badge Name (as you would like your name to appear on your badge, if different than above) _____

Organization _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____ Country _____

Work Phone _____ Work Fax _____

Email _____ Mobile Number (Optional) _____

Emergency Contact _____ Emergency Contact Phone _____

After Hours Phone or Email Address (optional) _____

Update my member profile with this information Do not post my name on the pre-registration list.

Send an additional copy of my registration email confirmation to: _____

How did you hear about the annual meeting?

- Twitter AUTM Update
 Facebook Colleague
 LinkedIn Online Magazine
 Another AUTM Meeting Print Magazine
 AUTM Website Annual Meeting Email
 Other _____

Is this your first AUTM Meeting?

Yes No

Are you a decision-maker when it comes to contracting with service providers?

Yes No

Are you the most senior member of your institution's technology transfer organization who belongs to AUTM? (We need to know with whom to communicate when we need to seek your institution's opinion of specific matters.)

Yes No

If you work for a non-profit organization, what best describes your place of employment?

- University Government laboratory
 Hospital laboratory
 Other _____

If you work for a for-profit organization, what best describes your place of employment?

- Industry Non-legal service provider
 Law firm Investor
 Other _____

Years of experience

- 0-2 years 15-20 years
 3-7 years 21 or more years
 8-14 years

Gender

Male Female Decline to answer

Which of the following areas is most significant in your job

- Administration professional
 Company/spin-out development
 Contract negotiation
 Economic development identification/evaluation
 Licensing technology
 Marketing
 Research
 Other _____

Please check the appropriate fees

	By Dec. 9, 2015	By Jan. 20, 2016	After Jan. 20, On-site Registration Only
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AUTM Member Registration

\$765 \$840 \$940 \$ _____

Includes admission to the AUTM 2016 Annual Meeting and meeting recordings

Nonmember and Electronic Member Registration

\$1,065 \$1,140 \$1,240 \$ _____

Includes admission to the AUTM 2016 Annual Meeting and meeting recordings

Student Registration

\$340 \$340 \$340 \$ _____

Includes admission to the AUTM 2016 Annual Meeting and meeting recordings. (Attach a copy of your valid student ID)

By registering for this meeting, I acknowledge that my photograph may be taken at the event for purposes of documenting the meeting and that it may be used for informational articles or future promotions for this organization's activities.

One-day Registration Check one: Mon. Tues. Wed.

Includes one day meeting admittance and session recordings

Member One-day Registration \$550 \$550 \$550 \$ _____

Nonmember and Electronic Member One-day Registration \$900 \$900 \$900 \$ _____

Please check the appropriate fees

	By Dec. 9, 2015	By Jan. 20, 2016	After Jan. 20, On-site Registration Only
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Professional Development Courses:

Professional Development Course Registration Total (from Additional Registration Option Form) \$ _____

If attending only a course, check here

Optional Events:

Optional Events Registration Total (from Additional Registration Option Form) \$ _____

Accompanying Person* \$330 \$330 \$330 \$ _____

Name of Accompanying Person _____

* For individuals who are not in the technology transfer profession. Admission to educational sessions **is not** included.

Invoice fee \$50 \$50 \$50 \$ _____
(Unpaid registration requiring an invoice)

Add total from optional courses on next page \$ _____

Total Registration Fees \$ _____

Payment

Check enclosed for \$ _____

(Make checks payable to: **Association of University Technology Managers Inc.**)

VISA MasterCard American Express Discover

Amount \$ _____

Signature _____

Card Number _____

Expiration Date _____

For U.S. citizens only: Contributions, gifts, dues or other payments to the Association of University Technology Managers are not deductible for federal income tax purposes as charitable contributions. However, they may be deductible as ordinary and necessary business expenses. Please consult your tax advisor. AUTM's Taxpayer ID# 36-3011951

If you are registering for a course or optional events, this form must be completed in order for your registration to be processed.

Given Name/First Name _____

Surname/Family Name/Last Name _____

Professional Development Course Registration Policies:

- Courses will be filled on a first-come, first-served basis.
- In the event that a selected course has sold-out, AUTM headquarters will notify you.

Check the appropriate registration fee(s) and add total to the AUTM registration form.

Note: Both forms must be submitted to secure course registration.

Professional Development Courses

Please check the appropriate fees

	By Dec. 9, 2015	By Jan. 20, 2016	After Jan. 20, On-site Registration Only	
AUTM Marketing CourseSM Sunday, February 14, 7 a.m. – 5 p.m.				
Member	<input type="checkbox"/> \$250	<input type="checkbox"/> \$275	<input type="checkbox"/> \$300	\$ _____
Nonmember	<input type="checkbox"/> \$325	<input type="checkbox"/> \$350	<input type="checkbox"/> \$375	\$ _____
AUTM Technology Valuation CourseSM Sunday, February 14, 7 a.m. – 5 p.m.				
Member	<input type="checkbox"/> \$250	<input type="checkbox"/> \$275	<input type="checkbox"/> \$300	\$ _____
Nonmember	<input type="checkbox"/> \$325	<input type="checkbox"/> \$350	<input type="checkbox"/> \$375	\$ _____
AUTM Negotiation CourseSM Tuesday, February 16, 12:30 – 5 p.m.				
Member	<input type="checkbox"/> \$200	<input type="checkbox"/> \$225	<input type="checkbox"/> \$250	\$ _____
Nonmember	<input type="checkbox"/> \$250	<input type="checkbox"/> \$275	<input type="checkbox"/> \$300	\$ _____

Free 3-hour Professional Development Mini-courses

(Full Annual Meeting registration is required)

Please check your course selections

	By Dec. 9, 2015	By Jan. 20, 2016	After Jan. 20, On-site Registration Only
AUTM Professional Development Mini-courses AUTM 3-hour Mini-courses (Full Annual Meeting registration is required)			
Business Side of the License Monday, February 15, 10:30 a.m. – 3:00 p.m.			
	<input type="checkbox"/> Free	<input type="checkbox"/> Free	<input type="checkbox"/> Free
The Conversation: An AUTM Leadership Forum Monday, February 15, 1:30 p.m. – 5:15 p.m.			
	<input type="checkbox"/> Free	<input type="checkbox"/> Free	<input type="checkbox"/> Free
Strategies, Methods and Tools for Commercialization of Creative Works Wednesday, February 17, 11:30 a.m. – 3:30 p.m.			
	<input type="checkbox"/> Free	<input type="checkbox"/> Free	<input type="checkbox"/> Free

Optional Events

Please check the appropriate fees

Continuing Legal Education (CLE) Credit	<input type="checkbox"/> \$175	<input type="checkbox"/> \$175	<input type="checkbox"/> \$175	\$ _____
Up to 12 hours credit with an option to earn up to 1.5 hours of ethics credits. AUTM has applied for sponsorship for CLE credits in the U.S. states that require CLE credit.				
Technology Transfer Trivia!	<input type="checkbox"/> Free	<input type="checkbox"/> Free	<input type="checkbox"/> \$Free	
Tuesday, February 16, 2 – 3:30 p.m.				
Casino Night	<input type="checkbox"/> \$40	<input type="checkbox"/> \$40	<input type="checkbox"/> \$40	\$ _____
Tuesday, February 16, 3:30 – 7:30 p.m. (limited availability)				
Craft Beer Tasting	<input type="checkbox"/> \$40	<input type="checkbox"/> \$40	<input type="checkbox"/> \$40	\$ _____
Wednesday, February 17, 4 – 5:30 p.m. (limited availability)				

Professional Development Course Registration Total \$ _____

Optional Event Registration Total \$ _____

**IF YOU ARE REGISTERING FOR A COURSE OR OPTIONAL EVENT,
THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR AUTM CONFERENCE REGISTRATION FORM.**

Membership Application Form

First name	Last name	Informal Name
Job title		Designation (PhD, MD, JD, etc.)
Organization		
Address		
City	State/Province	Postal Code/Zip
Country	Phone	
Email	By providing my email address I agree to accept email from AUTM headquarters regarding AUTM activities, events and news. Check here to acknowledge: <input type="checkbox"/>	Fax
		By providing my fax number I agree to accept faxes from AUTM headquarters regarding AUTM activities, events and news. Check here to acknowledge: <input type="checkbox"/>

Please email additional membership receipt to

REGULAR MEMBER (\$285 membership dues)
THIS SECTION NEEDS TO BE COMPLETED IN FULL

Are you the most senior member of your institution's technology transfer organization who belongs to AUTM? Yes No
 (We need to know with whom to communicate when we need to seek your institution's opinion on specific matters.)

If you work for a non-profit organization, what best describes your place of employment?

Government laboratory University
 Hospital Other: _____

If you work for a for-profit organization, what best describes your place of employment?

Industry Law Firm
 Investor Non-legal service provider
 Other: _____

Will you be in charge of managing your organization's profile in the AUTM Global Technology Portal (GTP)? Yes No

Years of Experience (Please check one)
 0-2 3-7 8-14 15-20 21+

Gender: Female Male Decline to Answer

Who referred you to AUTM? _____

ELECTRONIC MEMBERSHIP (for developing economies)
 For information on this membership option, visit www.autm.net.

STUDENT MEMBER (\$50 membership dues)
Applicants for student membership must attach proof of status; i.e., letter from advisor.
 A person who is a full-time student or fellow in an institution of higher education, or a resident in a resident-training program at a teaching hospital, whose educational experience involves activities relating either directly or indirectly to the administration of the institution's intellectual property.

Which of the following areas are most significant in your job?
 (Check all that apply)

Administration professional
 Company/spin-out development
 Contract negotiation
 Economic development identification/evaluation
 Licensing technology
 Marketing
 Research
 Other: _____

PAYMENT INFORMATION (Payment is in U.S. dollars. AUTM's Tax ID #36-3011951.)
 AUTM's membership year is January 1 through December 31. New members joining after October 1 will be considered members through December 31 of the following year. All others will be invoiced for dues prior to January 1. Membership dues are deductible as business expense, but not as charitable contribution for federal tax purposes. Membership dues are nonrefundable.

Payment

I wish to renew my dues AUTOMATICALLY until such time as I choose to stop. (Written notice required for cancellation)

To authorize automatic renewal of your AUTM membership, simply check the appropriate box on the membership renewal form. You will be charged for subsequent years' dues according to the payment information you provide. AUTM will send you a reminder notice of the impending automatic debit at least one month prior to the charge to your account.

To cancel participation in the automatic renewal program, simply inform AUTM in writing before December 1 the year prior to which you plan to not participate in the program. (Example: Notify AUTM by December 1, 2016 if you do not plan to participate in automatic renewal program for 2017.) Thereafter, you can renew your membership as you wish or cancel your membership.

My check made payable to **Association of University Technology Managers** is enclosed.
 VISA MasterCard American Express Discover

Print name as it appears on card _____

Card # _____ Exp. Date _____ Signature _____

Billing Address (if different from above)

Mail completed form with payment to: AUTM, 33661 Treasury Center, Chicago, IL 60694-3600 Or fax to: +1-847-686-2253
If you have any questions, please contact AUTM headquarters by phone at +1-847-686-2244 or info@autm.net.



Annual Meetings

2017

March 12 – 15
The Westin Diplomat Resort & Spa
Hollywood, FL USA

2018

February 18 – 21
JW Marriott Desert Ridge Resort & Spa
Phoenix, AZ USA

2019

February 10 – 13
JW Marriott Austin
Austin, TX USA

2020

March 8 – 11
Manchester Grand Hyatt San Diego
San Diego, CA USA

2016 Region Meetings

Central Region Meeting

July 18 – 20
The Pfister Hotel
Milwaukee, WI USA

Eastern Region Meeting

September 29 – 30
The Westin Philadelphia
Philadelphia, PA USA



Save
the Date

www.autm.net



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Association of University Technology Managers[®]
Advancing Discoveries for a Better World[®]