

# LICENSING WITH CNRS



Technology transfer is the process by which an innovation developed through laboratory research is transferred to an organization—often a commercial entity—in order to be exploited, industrialized, or commercialized, for example by developing a product, improving a service, or solving a specific problem.

At CNRS, the strategy for enhancing the value of its portfolio of patents, software / databases, biological materials and know-how is focused on promoting research results to potential private-sector partners.

## The objectives of CNRS Innovation:



Implement the valorization strategy for CNRS Intellectual Property (IP) assets when CNRS Innovation acts as the managing entity.



Ensure the effective transfer of public research results to society.



### ANALYZE THE PATENT PORTFOLIO VALORIZATION STRATEGY AND TECHNOLOGY TRANSFER OPPORTUNITIES.

We support the transformation of laboratory research results into technology transfer and commercialization opportunities, while addressing the project's protection needs and meet market requirements:

- Assessment of an invention's commercialization potential,
- Optimization of strategic intellectual property decisions.

**We support researchers at every stage of the transfer process:**

- Structuring the technology offering,
- Identifying relevant applications,
- Connecting with partners,
- Preparing confidential exchanges with industrial partners.

We conduct targeted outreach to business and industry players:

- Promotion of our intellectual property portfolio,
- Identification of market needs,
- Fostering partnerships through research collaborations or licensing agreements.

Finally, in response to the needs expressed by potential industrial partners, we propose the most suitable technologies and identify complementary technological building blocks likely to strengthen their innovation strategies and intellectual property portfolios.



### BUILD AN EXPLOITATION FRAMEWORK.

In close collaboration with the industrial partner, we build together a project adapted to the business plan and the development plan of the industrial partner through a concerted management.

CNRS Innovation's ambition is to remain as aligned as possible with the partner's intended exploitation strategy. To achieve this, we ask the industrial partner to provide information on:

- Their vision of the market and competitive landscape,
- The positioning of their technology within the value chain,
- Their operating model (direct/indirect),
- Their value proposition,
- Their funding plan,
- Their development roadmap.

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CNRS technology transfer agreements are negotiated by CNRS Innovation.



## ADAPT THE AGREEMENT AND FINANCIAL TERMS.

In collaboration with the industrial partner, we tailor the scope of the agreement to the exploitation project by jointly defining:

- The field of exploitation — the application area of products/ services according to the market,
- The contract duration,
- The exclusivity (or non-exclusivity) of the license,
- The territory covered by the license.

Depending on the case, we may allow the partner to:

- Be granted sublicensing rights,
- Work with subcontractors and distributors of their choice.

Our goal is to share in the value created by our partners. **These terms fall into three categories:**

- Lump-sum payments at key stages of the license or project (signature, achievement of technical or commercial milestones, etc.),
- Royalties defined according to the nature of the technology, its contribution to the partner's commercial offering, and the associated business prospects,
- Minimum annual royalty payments to ensure effective exploitation of the licensed technology.

*Please note: intellectual property costs are borne by the licensee.*



## MANAGE CONTRACTUAL ACTIVITY.

Throughout the term of the agreement, we oversee its due performance and implementation, with particular regard to project progress, sales developments, and the management of industrial property costs. The industrial partner is bound by an obligation to exploit and undertakes to use its best efforts to commercialise the licensed technology.

Furthermore, CNRS retains a right to use said technology for research purposes.

# CNRS Innovation supports your transfer project:

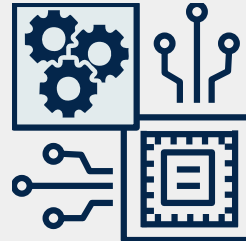
- Opportunities and strategy / commercial exploitation,
- Contractual support,
- Financial negotiation,
- Exploitation monitoring.



**5000**  
CNRS asset  
agreements



More than  
**1000**  
patent  
families



**700**  
non-  
patentable  
assets



More than  
**2500**  
partners

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