

# Finding High-Value Licensees & Partners

## Product Tour

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August 24<sup>th</sup>, 2023



**Wellspring**  
Knowledge In Sight™

# Innovation Has Evolved

The new innovation game is global, distributed, and accelerating. Every half hour, **720 patents** are filed, **150 research articles** are filed, and **70 new startups** are founded.

**1 SUPPLIER**

*Western Electric*



**200+ SUPPLIERS**

Omnivision. SRI International

CIRRUS LOGIC IQE AVAGO TECHNOLOGIES

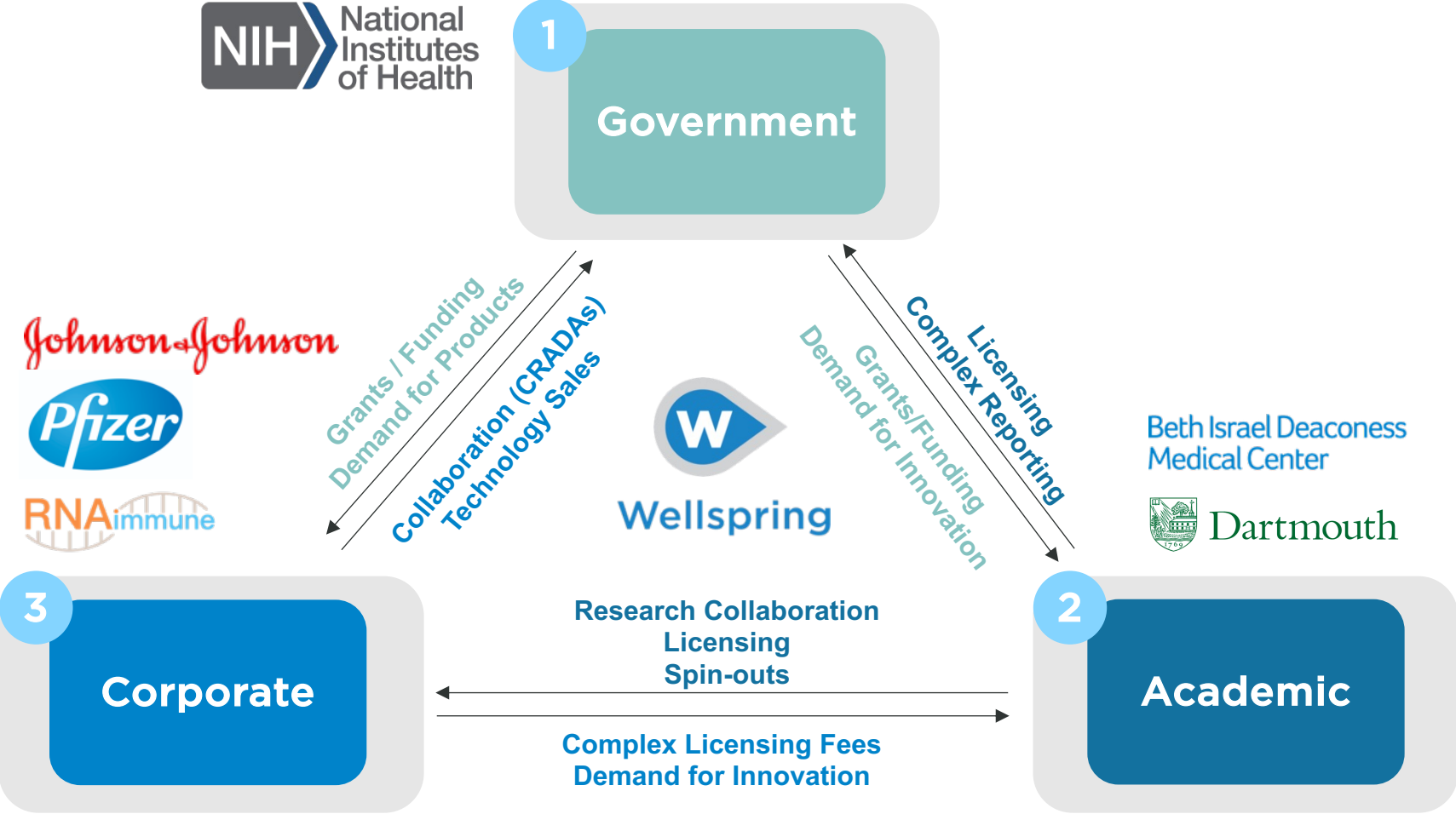
FAIRCHILD SEMICONDUCTOR TriQuint SEMICONDUCTOR BROADCOM

CORNING AuthenTec Siri

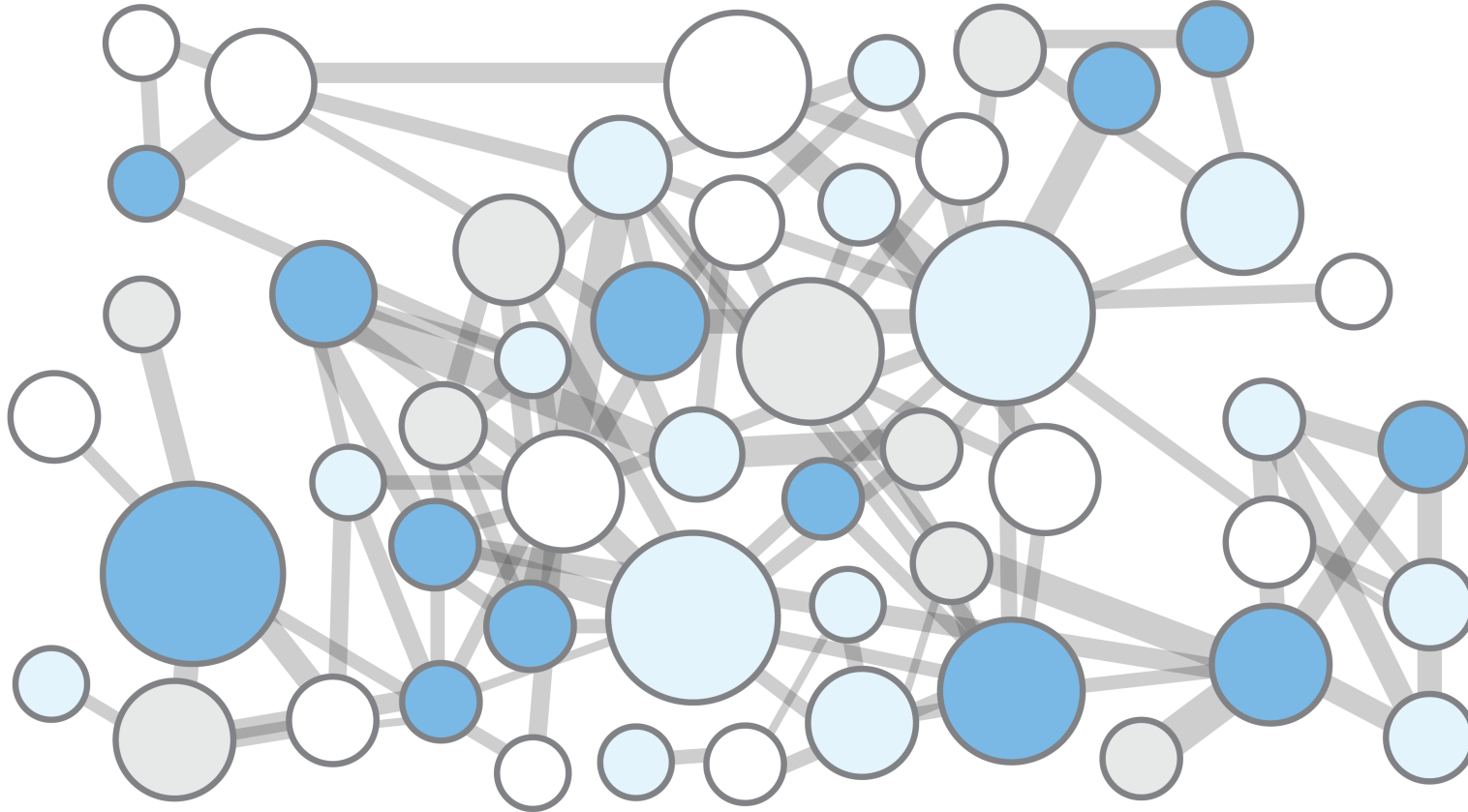
SKYWORKS win SEMICONDUCTORS CORP. ST



# COVID-19 Vaccine Represents a Successful Innovation Supply Chain



# This is What Modern Innovation Looks Like



# ~900 organizations use our solutions and services



U.S. Department  
of Veterans Affairs



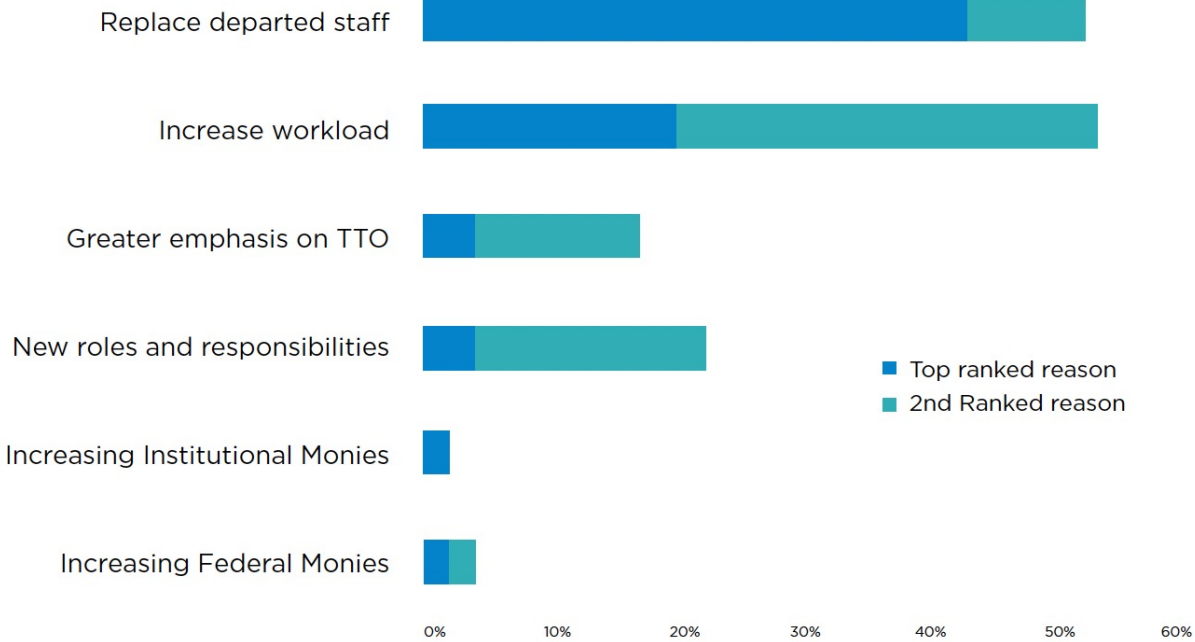
U.S. DEPARTMENT OF  
**ENERGY**



## We Help the World Innovate

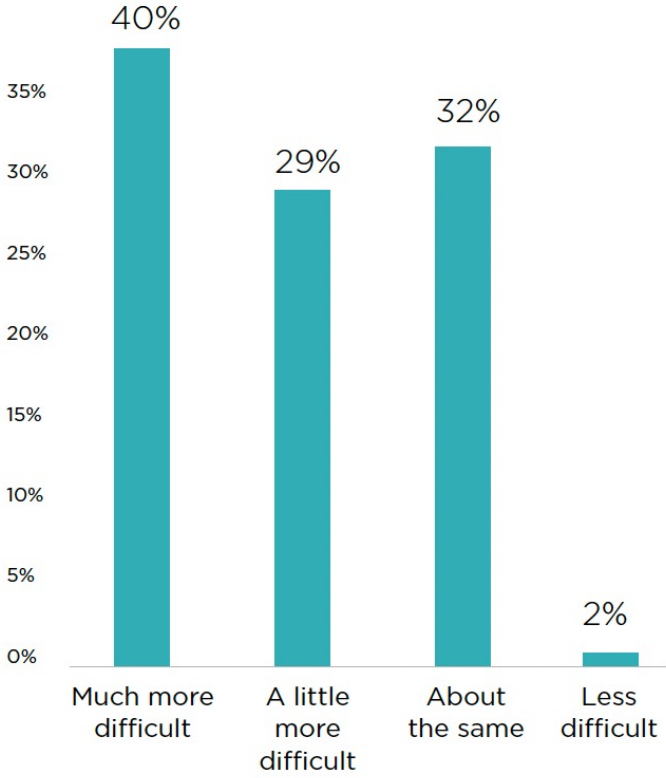
# Perfect storm: more work, fewer staff, difficult hiring

Which of the following reasons will drive hiring in 2023?



Source: Wellspring 2023 TTO Staffing Survey

How difficult has staffing been over the past year compared to prior years?





# Who's got time for external engagement?



**“We only have time to actively market our top 1% of inventions.”**

**“Beyond the top 3-5 companies, we have no idea who to contact.”**

**“We know we’re missing a lot of value – but lack the levers to change.”**

# Modern software is changing the game

Large, complementary data sets

Advanced AI/ML techniques

Integrated analytics capabilities

The screenshot shows a search interface for "food allergen" with a search bar containing "food allergen" and a search button. On the left, there are filters for Category, Year, Country, State, Person, Organization Type, Institution, and Company. The main results area shows two entries:

- Compositions of food allergens**: A patent entry with publication number US 10881728, filed on 2019-04-09 and published on 2021-01-05. The abstract mentions "of food allergens and the uses thereof. The invention particularly discloses new food allergen ... may be used in any subject, particularly human subjects, and is applicable to any food allergen ... for the treatment of food allergies by delivering food allergens to the gut immune system without substantial". Inventors listed include Pierre-Henri Benhamou, Christophe Dupont, Stefan Koppelman, Laurent Martin, and Herve Brochard. The assignee is DBV Technologies.
- Rare food allergens.**: A journal entry with ID 33465170, published on 2021-01-01 in the journal "Allergologie select, 2021-01-01, Volume 5". The abstract states: "In food allergy, only a restricted number of protein families have been identified to contain allergenic proteins. These can be further grouped into major allergens, responsible for inducing allergic reactions in the majority of patients allergic to the food source, as compared to minor allergens only affecting a small number of food allergic patients. In addition, rare allergens have only been described for single cases so far. Rare allergens can derive from novel foods, including exotic varie...". The publisher is Medical University of Vienna.

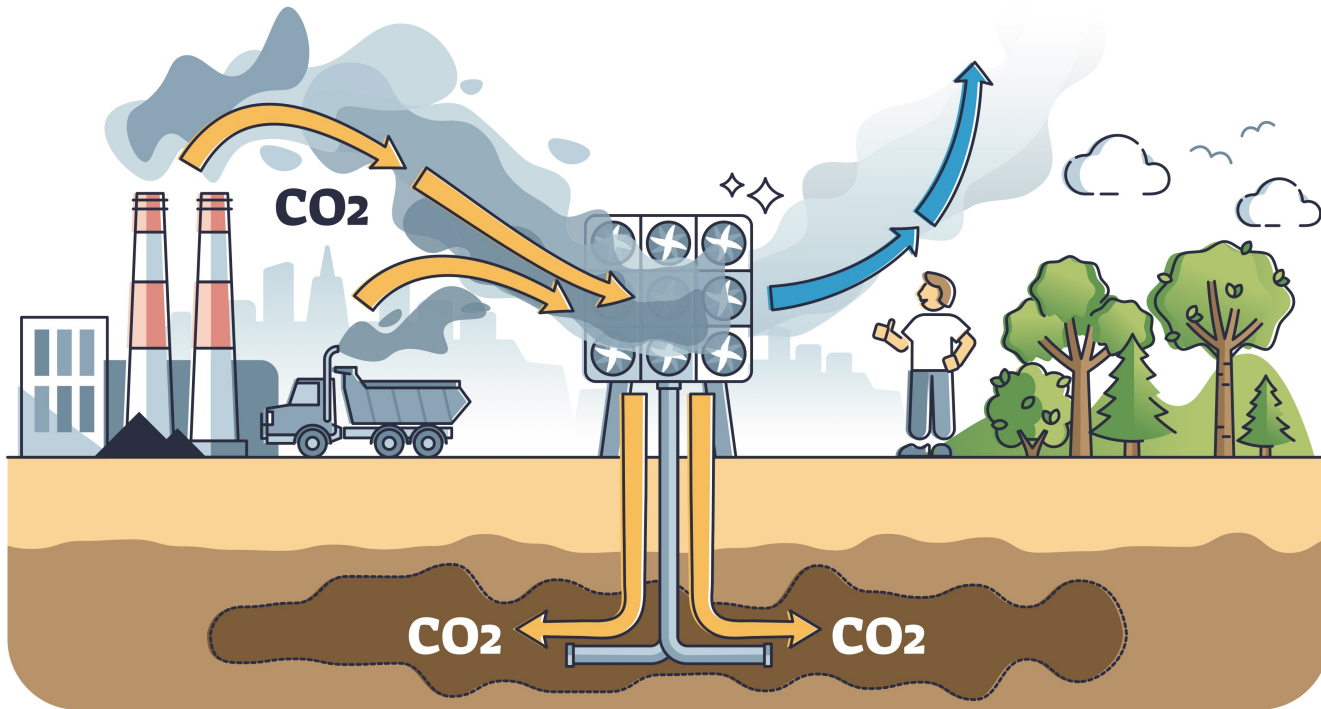
The screenshot displays an analytics dashboard with several components:

- Top Organizations**: A network graph showing connections between various organizations, including IBM, Google, Microsoft, and others.
- Top People**: A network graph showing connections between individuals.
- Year**: A bar chart showing data across years from 2013 to 2021.
- Organization Types**: A horizontal bar chart showing the distribution of organization types.
- Top Companies**: A list of companies with their respective counts: WellsLive (1,132), Microsoft (746), Siemens Electronics (656), Google (523), and Facebook (384).
- Top Institutions**: A list of institutions with their respective counts: University of California System (391), University of Washington (186), Stanford University (169), University of New England (114), and Commonwealth of Massachusetts (113).
- Top People**: A list of individuals with their respective counts: Frank J. Schlegel (170), Samuel A. Miller (153), and Scott Schlegel (122).
- Maturity Trend Graph**: A line graph showing the maturity trend of a topic from 2013 to 2021, with a legend for Academia and Industry.
- Related Keywords**: A treemap visualization showing related keywords such as playstation, in-game, ganplay, and sport.



# Seeking licensees & research partners

## CARBON CAPTURE



1



2



3



# Other considerations

- **Use Scout at multiple junctures in the process:**
  - Creating an initial list of options
  - Stress-testing the strength of various proposals
  - Finding alternate options once you're in-flight
- **Use Scout in conjunction with good process:**
  - Source of rich “in-context” information
  - There is no one right answer / perfect partner
  - Digital tools augment your judgment, not a replacement for it

# Wellspring Services for TTOs

## Client Support

- New account activation and system implementation
- New user onboarding
- Core Sophia training
  - Basic Navigation / Record Find
  - Inventions & IP
  - Agreements & Compliance
  - Financials
  - Reporting
  - System Admin
  - Flintbox & Marketing
- Virtual/online assistance (help desk)

Included with Sophia

## Data & Operations

- Patent/IP docketing
- Contract review and entry
- Government/iEdison reporting
- Financial support
- Process review
- KPIs and reporting
- SOP documentation
- License compliance management
- Data audits
- IP renewals

Office as a Service

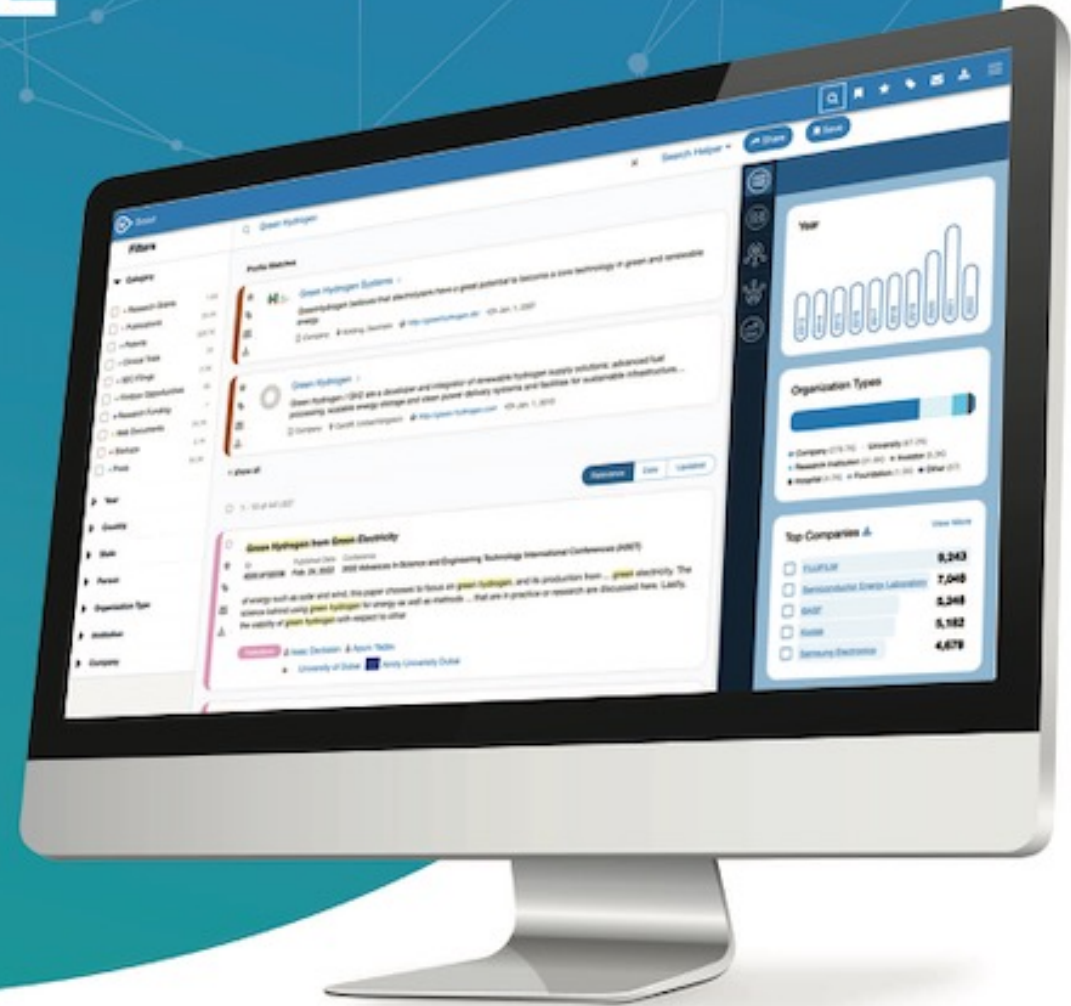
## IP Commercialization

- Invention Disclosure Form (IDF) review
- Market assessment
- Technology marketing
- Licensing and transaction support
- Patent landscaping
- Outsourced TTO support
- TTO benchmarking and evaluation
- Commercialization strategy
- Commercialization training for TTOs and academics



# THE SEARCH ENGINE FOR INNOVATION

**WELLSPRING SCOUT** is a cloud-based scouting solution that connects organizations to innovation ecosystems and allows them to see disruption before it happens. R&D groups, tech scouts, innovation teams, and more use Scout to identify trends, discover emerging technologies, find startups, and foster corporate partnerships in a centralized system. Scout's federated search engine aggregates over **400 million records** from over **2,000 proprietary and public databases** across 10 different IP categories.



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