

## Licensing Agreements

### Unlocking Knowledge Transfer Webinar Series

March 2021

In the March edition of our *Unlocking Knowledge Transfer* webinar series, we heard from both academic and business sides of licensing agreements. From the academic perspective, Samantha Williams, Licensing Manager at Trinity College Dublin, talked us through the process of engaging with a Technology Transfer Office [TTO] to obtain a licence to intellectual property. From the business perspective Lorcan Kennedy, Chief Technology Officer at Waterford Technologies, outlined his experience of collaborating with Waterford Institute of Technology [WIT] on the development of a new technology product and its licensing.

Samantha Williams began by outlining the role that Trinity College Dublin play in providing access to intellectual property through a Licensing Agreement. Trinity College Dublin is a research-intensive University in the heart of Dublin city and makes it easy for organisations and academics to collaborate through the Technology Transfer Office.

Intellectual Property is a valuable output of research that often underpins successful third-party collaboration and translation of research through to commercialisation. The Licensing of this intellectual property is critical for Research Performing Organisations [RPO] as a means to translate research into solutions with global economic and social impact.

By collaborating with a RPO, businesses can share the cost and the risk associated with research, and gain access to world-class expertise which increases competitive advantage. The Trinity College Dublin TTO team, work with on-campus companies to commercialise research opportunities, and work with multinational and SMEs to license intellectual property.

Licensing agreements have a positive impact and play an important role in the future of businesses. Lorcan Kennedy, Chief Technology Officer at Waterford Technologies, outlined the journey and experience of getting a licencing agreement for a new technology product with Waterford Institute of Technology.

Waterford Technologies is one of the world's leading email archiving compliance and file management companies. The company partnered with a research team in WIT on the development of a new technology product called SISCIN. SISCIN provides four capabilities to assist in saving storage locally or to the Cloud. They collaborated with WIT with a very ambitious goal; to bring the new product to market in 18 months.

Key to the success of the collaboration, was the quality of the WIT team which brought a marked benefit to the project, including expertise in engineering, computer science and programming. The Licensing Agreement process which took place with WIT, was comprehensive, timely and simplistic. The combination ensured that Waterford Technologies launched a product to market which rival competitors couldn't replicate.

If you missed the session and would like to discover the potential opportunities for your business through Licensing agreements, you can view the full webinar on our YouTube channel. Click [here](#) to view the full webinar. To register for the next webinar, register [here](#).