

# Fundamentals of Software Commercialisation

This introductory level course is designed to assist those recently recruited into technology transfer offices (e.g. in academic organisations, public sector research, executive agencies of government or the NHS) to understand issues around software. It is for knowledge transfer professionals seeking to gain a better comprehension of what questions to ask software inventors and database owners: understanding the scope of the invention; whether and how it can be protected, and options for distribution and/or commercialisation. The course will be of most benefit to those who have already worked in technology transfer for at least three months. It is unlikely to be suited those with an academic/professional software engineering qualification.

## COURSE CONTENT

This three-day course falls into two parts. The first covers the anatomy of software, some basic software engineering, patentability, open-source options and issues of support and maintainability; the tools that you will need. The second covers examples of software arising from research, some commercialised, some placed into the public domain, and stories from entrepreneurs and practitioners. This course covers core content using a mix of presentation, discussion, group exercise and case-study work, to ensure that key learning can be applied on the job.

## COURSE OUTCOMES

The course will improve delegates' confidence and provide a framework of materials and contacts to refer to when software disclosures arise. Content is designed to follow the life-cycle of a software disclosure forward to commercialisation. Delegates will be able to identify:

- What components are inside the disclosed software?
- What restrictions limit our rights to commercialise or distribute it?
- What intellectual property protection is available?
- What is the quality of the software?
- Whether the software constitutes a medical device?
- What routes to market and/or impact are available?
- How to define the elements of an efficient deal or agreement working closely with other specialists in the home

Trainers are leading practitioners in the field and bring to the course their own in-depth experiences of the challenges faced by research contract professionals.

To book your place on the next course, please visit [www.praxisunico.org.uk](http://www.praxisunico.org.uk) or email [info@praxisunico.org.uk](mailto:info@praxisunico.org.uk).

## REGISTERED TECHNOLOGY TRANSFER PROFESSIONAL (RTTP) STATUS

Demonstrate your dedication and expertise in the academic technology transfer profession by becoming a Registered Technology Transfer Professional (RTTP). All PraxisUnico training courses 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](http://www.attp.info)