



**Boston  
Children's  
Hospital**

Until every child is well™

Technology & Innovation  
Development Office

# **NDAS AND ESSENTIAL CONTRACTS FOR EARLY STAGE COMPANIES**

*Intro to Boston Children's Hospital and  
Outreach Agreements*

**Ryan M Dietz**

*Senior Licensing Manager*

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# About Boston Children's Research Endeavor

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**Largest number** of publications by a pediatric research institution in the *most influential* journals.

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**> 950,000** sq. ft. of research space.

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**Top recipient** of NIH funding among pediatric hospitals

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**5th largest** recipient of NIH funding of all academic medical centers

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**2** Nobel prizes

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**12** members of the National Academy of Medicine

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**8** members of the National Academy of Science

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**10** Howard Hughes Medical Institute Investigators (30% of HMS HHMI investigators)

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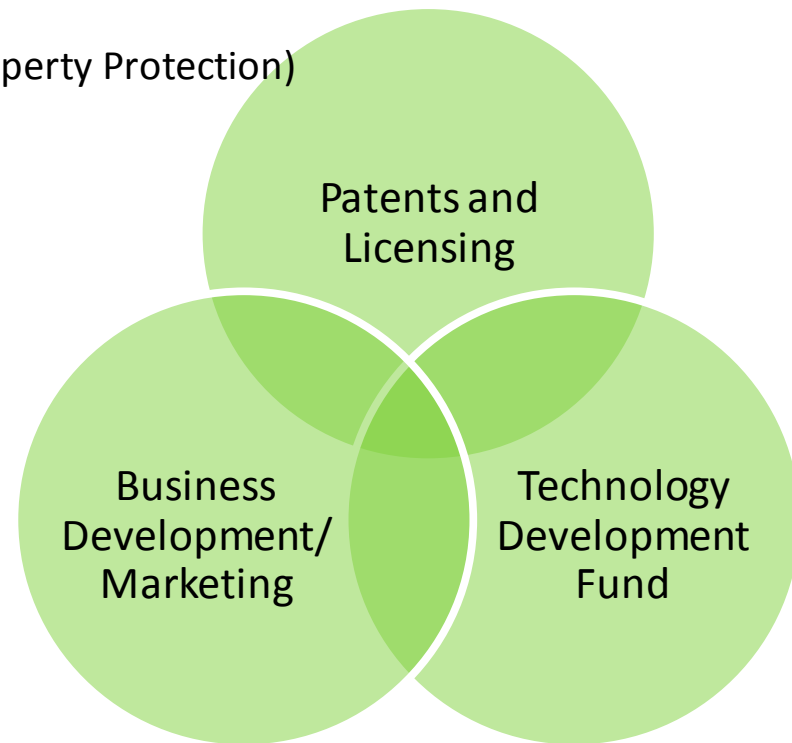


# Technology & Innovation Development Office Mission

Maximizing the impact of Boston Children's innovations on patient health while enhancing the research endeavor

## TIDO Services

- Identify research and discoveries with commercial potential
- Build commercialization strategy (marketing, Intellectual Property Protection)
- Manage BCH intellectual property
- Fund proof-of-concept (**Technology Development Fund**)
- Structure Commercial Deals:
  - Confidentiality agreements
  - License agreements
  - Startup companies
  - Industry sponsored research agreements
  - Collaboration agreements
- Manage relationships with partners
- Research Support
  - Material transfer agreements



# Examples of Boston Children's Startups

## Four BCH startups featured:

FEATURE

*Nature Biotechnology's academic spinouts of 2014*

Aaron Bouchie & Laura DeFrancesco

Ventures focusing on drug testing or therapies against rare disease, cancer, gastrointestinal disease, fibrosis and pain are among those selected by the editors in 2014's crop of startups.



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FierceBiotech names Orchard Therapeutics Limited as one of its "Fierce 15" Biotech Companies of 2016



**Boston Children's Hospital**  
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**HARVARD MEDICAL SCHOOL**  
TEACHING HOSPITAL

# Selected Boston Children's Startup Companies

## Therapeutics/Platform



## Diagnostic/Devices



## Digital Health



# Early Stage (Outreach) Agreements

## Agreements should be based upon:

**Need - Type/stage of company - Type of  
produce/technology**

## CDA/NDA

### **- Why?**

**- Can you make progress w/o disclosing IP?**

### **- What are you protecting?**

**- Ideas/strategies, unpublished patents,  
data, code...**

### **- Key clauses:**

**- define information; ownership; limitations  
on use; exceptions; term and tail.**



# Early Stage (Outreach) Agreements

## Collaboration/co-development/SRA

- Clear work plan and deliverables
- IP ownership/licenses
- Payment and other consideration

## Licenses/Options

- Consideration, diligence, limitations

## Takeaways:

Agreements are not progress. They can be important checkpoints along the way and can minimize risk of failure.

Develop a strategy for your business. How and when should agreements be used? What protection is necessary, nice to have or creates too much friction.

