

Bridging the Gap: Hands-on TTO Support for the University of Hull

Background

As one of England's oldest Universities, the University of Hull is proud of its past but is always exploring new and better ways to live and learn for the benefit of humanity's shared future.

Hull attracts students from around the world and provides innovative education, through access to cutting edge facilities and support, and a life changing student experience.

For nearly 100 years, the University of Hull has been teaching people to think differently.

Problem

The University of Hull (UK) was facing a significant gap in their Tech Transfer Office staffing after the departure of their IP Officer. The University commissioned Wellspring to fill this gap by providing cradle-to-grave technology transfer support while the University recruited a replacement.

"Wellspring provided an effective service, enabling us to provide seamless IP support across the University with ease. They understood our requirements and delivered a solution that met our needs efficiently."

Emma Calverley
Director of Knowledge Exchange



UNIVERSITY
of HULL

Approach

The Wellspring team worked hand-in-glove with the Hull Research and Knowledge Exchange team, mostly remotely with occasional visits on-site. Wellspring provided hands-on support for hundreds of cases, including new invention disclosures, patent applications, grant applications and IP agreements.

Typical activities included:

- Monitoring the IP mailbox and responding to queries
- Identifying new IP, meeting academic staff and liaising with external attorneys
- IDF reviews
- Patent portfolio management (using Wellspring's Sophia system)
- Developing internal IP policies & processes
- Market research including consultation with end-users and industry
- Assessment of commercialization routes
- Identifying partners and licensees
- Spin-out planning and support
- External agreement negotiation support
- Internal IP training

The Wellspring team maintained a tracking database of all cases which included the status and associated actions for Wellspring, the TTO and external parties. Wellspring met virtually with the Hull Research and Knowledge Exchange team at least weekly to align on active cases and next steps, and were usually in email contact daily.

Result

The University of Hull has been able to seamlessly continue its IP operations following the staff departures, with little stress or teething issues. The TTO is expanding their outreach to different areas of the university and has seen growth in spinout activity. The University has also benefited from the additional experience that Wellspring brings by being able to tap into our collective knowledge, networks and contacts.

The Knowledge Exchange team and academic staff alike were impressed with the quality of the service from Wellspring and have extended the support contract (ongoing >1 year) instead of recruiting a new IP Officer.

Wellspring's Office as a Service

Wellspring's Client Success team provides operational support for your organization as well as guidance in making the most use of Sophia's capabilities. They can work to customize workflows within Sophia to help manage the entire Technology Transfer process for your organization.