Careers Supporting Scientific Innovation

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22nd October 2014
A number of career paths...

• Intellectual Property Law
  • Patent Attorney
  • Solicitor/Lawyer

• Technology Transfer Professional
  • Higher Education
  • Commercial Sector

• Open Innovation/Technology Scout
  • Large companies
My Background

- BSc in Genetics
- MSc in Oncology
- Worked for:
  - Alexis Biochemicals (now Enzo Life Sciences)
  - GlaxoSmithKline
- Trained with another firm of patent attorneys (7 years)
- Moved in-house to Kraft Foods (5 years)
- Moved back to private practice (2 years)
Pfizer Wins Viagra Patent Infringement Case Against Teva Pharmaceuticals

By Phil Milford  Aug 15, 2011 8:13 PM GMT  |  1 Comment  Email  Print

Thursday, November 21, 2013, 12:39 pm PT (03:39 pm ET)

Jury awards Apple $290 million in patent infringement case with Samsung

By AppleInsider Staff

A jury of eight granted Apple $290 million in damages from rival Samsung on Thursday, in exchange for the South Korean electronics maker copying the patented software and hardware designs of the iPhone and iPad.
Patent Attorney – Background

- Protect innovations by filing patent applications covering inventions
- Enforce patents against infringers
- Invalidate patents
- Get involved with (and advises):
  - Academics
  - CEOs / CSOs of SMEs
  - R&D departments of large companies
  - Venture Capitalists
  - Other patent attorneys from around the world
  - Lawyers and Barristers
Patent Attorney – Required Skills

• Good scientific degree (2.1 above)
• Preference for MSc or PhD
• Excellent command of the English language (both written and verbal)
• Good eye for detail
• Good analytical skills
• Ability to formulate coherent arguments
• Tenacity to continue to learn and take exams (it takes about 4–7 years and lost of exams to qualify!)
Patent Attorney – Training

- ‘On the job’ training
- **Year 1:** 5 foundation UK exams / a 1 year course
- **Year 2-3:** 4 advanced UK exams & 1 pre-European exam
- **Year 3-4:** 4 European exams
- **Year 4-7:** Qualify

<table>
<thead>
<tr>
<th>Responsibility level</th>
<th>Average basic salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recent graduates</td>
<td>£26,29,000</td>
</tr>
<tr>
<td>Technical Assistant (QMW/Foundation level)</td>
<td>£32,38,000</td>
</tr>
<tr>
<td>Finals standard</td>
<td>£40,55,000</td>
</tr>
<tr>
<td>Newly-qualified Patent Attorney</td>
<td>£60,000+</td>
</tr>
<tr>
<td>Post qualification experience (3 years)</td>
<td>£75,000+</td>
</tr>
<tr>
<td>Post qualification experience (5 years)</td>
<td>£85,000+</td>
</tr>
<tr>
<td>Head of IP Department (industry)</td>
<td>£100,250,000</td>
</tr>
<tr>
<td>Partner in private practice</td>
<td>£100,400,000</td>
</tr>
</tbody>
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Patent Attorney – Best Part of the Job

• Exposure to:
  • cutting edge science
  • a range of bio technologies
• Varied and stimulating career
• Use your bio degree in a commercial setting
• Travel
• Relatively well paid

www.cipa.org.uk
www.insidecareers.co.uk
Lawyer/Solicitor – Background

• Similar background and requirements as patent attorney
• Advises on:
  • Contracts
  • Licensing
  • Litigation
• Also gets involved with (and advises):
  • Universities
  • CEOs of SMEs
  • Legal departments of large companies
  • Other lawyers from around the world
  • Barristers
Lawyer – Training

• Common Professional Examination or Graduate Diploma in Law (CPE/GDL)
  • If you already have a non-law degree
  • Usually 1 year
• LPC (Legal Practice Course)
  • Usually 9 months
• Training Contract
  • Usually 2 years as trainee solicitor
  • Different ‘seats’

www.lawsociety.org.uk
Technology Transfer Professional
Technology Transfer Professional – Higher Education

• Crucial link between universities/institutes and the commercial world
• Helping to find a home for technology
• Negotiating deals
• Helping to spin-out companies
• Running multiple projects at the same time
• Dealing with a range of business advisors (legal, financial, regulatory)
• Reporting internally
Technology Transfer Professional – Commercial

- Generating revenue from unused or under exploited technology, or
- Generating revenue from someone else's technology which you have acquired or licensed
- Licensing and sub-licensing opportunities
- Negotiating deals
Open Innovation/Technology Scout
Open innovation

To encourage innovation targeting diseases of the developing world - where there is not the same potential commercial return as in developed countries - we have changed the way we think about intellectual property and the way we work with others.
Open Innovation

• “Bringing the outside in”
• Many large companies realise that useful technology exists or can be developed on the outside
• Reduces risk and financial outlay for exploring new areas of research
• Programmes need to be managed by scientists who understand the technology
• Putting in place licensing opportunities
• Negotiating deals
• Help to get better products to the market quicker
Technology Scout

• Investigate companies/technologies which:
  • Fit with the research objectives of the company
  • Address/answer technical problems
  • Could be acquired
• Attend trade conferences
• Engage with higher education establishments
• Help with Open Innovation team
• Travel