

MAYO
CLINIC



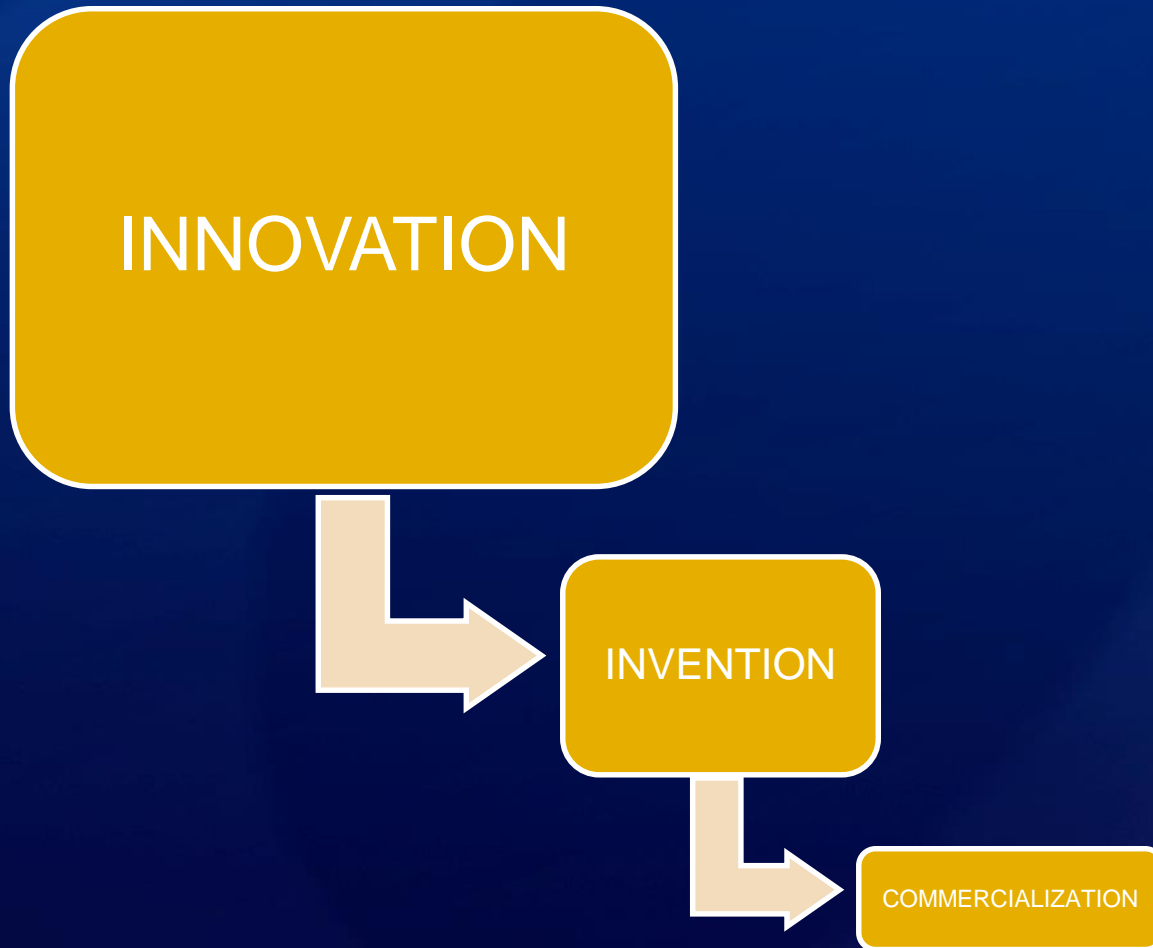
ENGAGING CLINICIANS IN INNOVATION, INVENTION AND COMMERCIALIZATION

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Advancing Innovation in Dermatology meeting
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DISCLOSURES: NONE

INNOVATION, INVENTION AND COMMERCIALIZATION: RELATED BUT DIFFERENT PURSUITS



DEFINE YOUR GOALS

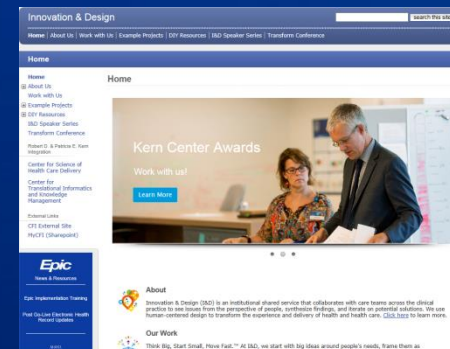
- Research grants
- Advancing the clinical practice
- Academic advancement and publications
- Enhanced environment
- Reputation
- Financial returns
- Interactions with innovators
- Interactions with industry

SUPPORT FROM THE TOP

- Innovation in the strategic plan
- Innovation on the CEO agenda
- Innovation in the culture
- Innovation in the communications
- Innovation in the physical space
- Innovation in the curriculum
- Innovation resources

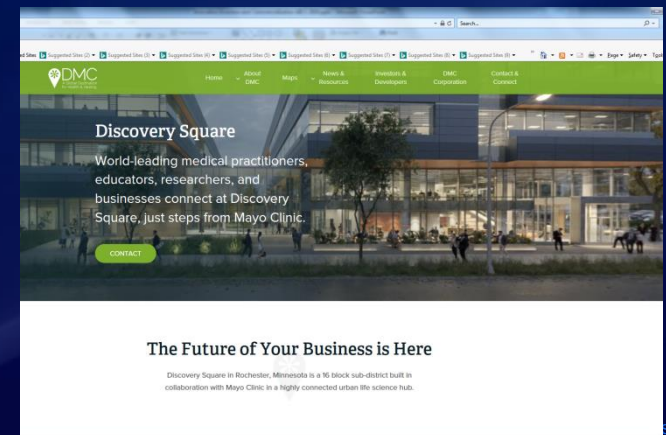
INNOVATION – HOW TO DO IT

- Clinical
 - Maker space
 - CoDE grants
 - Clinical practice innovation grants
 - Transform the Practice grants
- Research
 - NIH grants
 - Core grants
 - SPORE grants
 - Institutional and departmental grants
- Education
 - Innovation curriculum
 - Education innovation grants



INVENTION – HOW TO DO IT

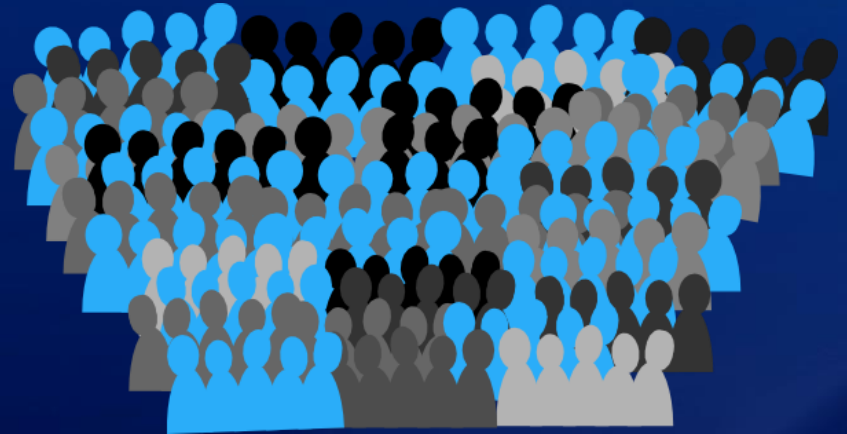
- Clinical
 - Technology Development Managers
 - Transform the Practice program
 - Translational Product Fund
 - Surgical device accelerator
 - Invention Academy
 - Department Invention Groups
 - Department-Industry Invention Groups
 - Accelerator programs
 - Know-How arrangements
 - Walleye Tank, Scorpion Tank. Alligator Tank
- Research
 - Centers for Regenerative Medicine, Individualized Medicine, Science of Healthcare Delivery
 - Venture Innovation Program
 - Discovery Translation Program
- Education
 - Simulation Center
 - Discovery Square



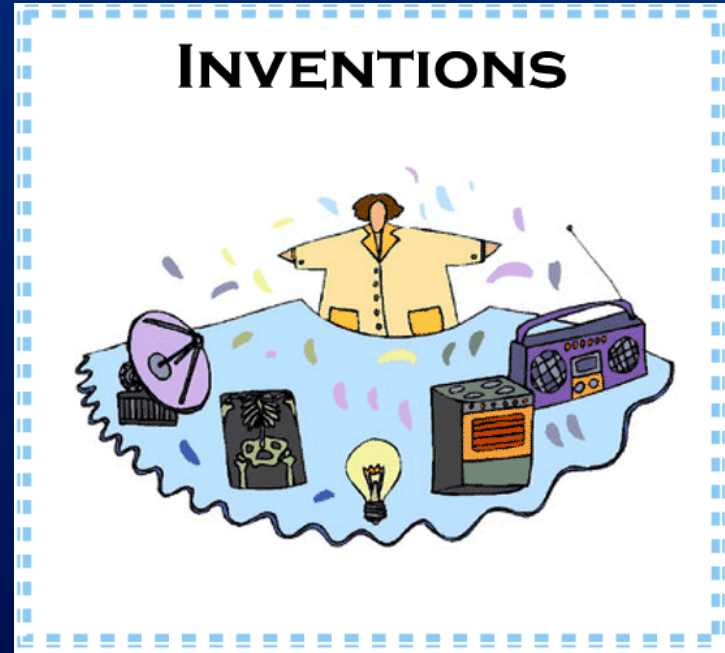
COMMERCIALIZATION – HOW TO DO IT

- Hardball vs wiffle ball
- Mayo Clinic Ventures
 - Technology development managers
 - Licensing managers
 - Business Development managers
- Clinical
 - Discovery Translation Program
 - Benefactor Innovation Program
- Research
 - Discovery Translation Program
 - Benefactor Innovation Program
 - Accelerator programs
- Education
 - Partnership program

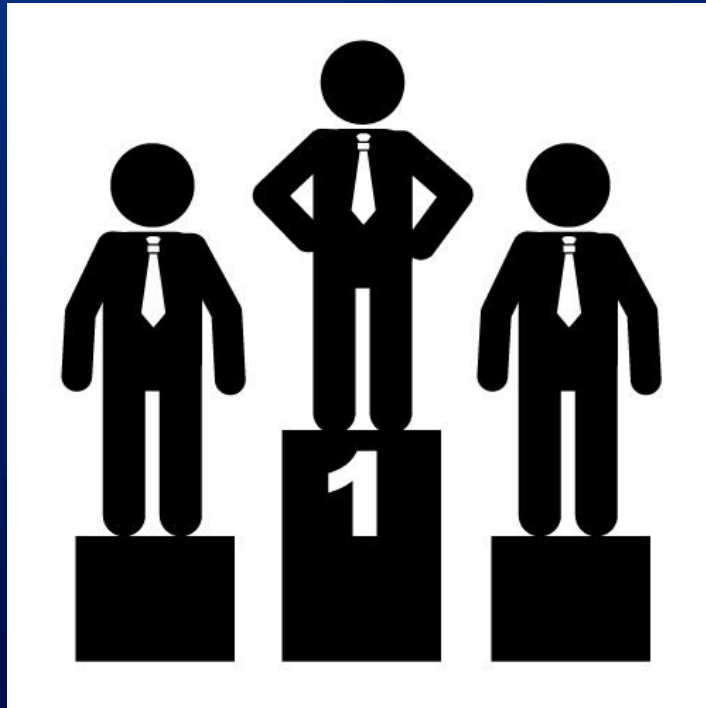
TARGETED VERSUS BROAD



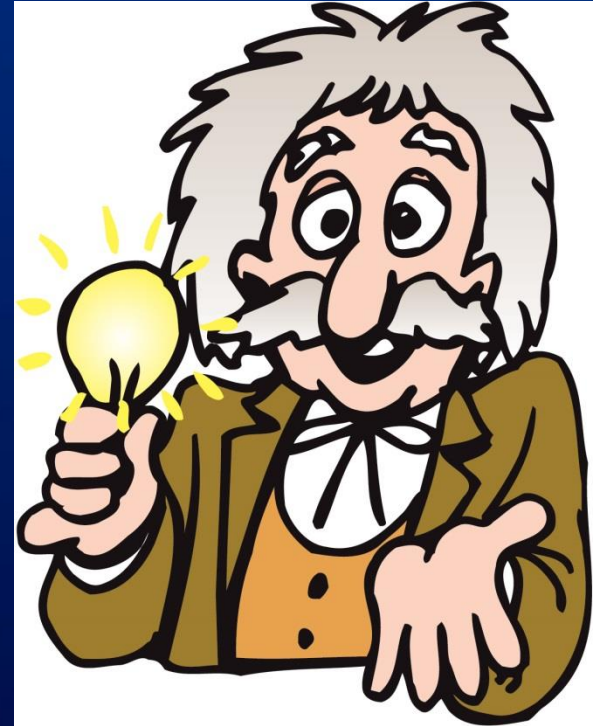
BALANCING PROGRAMS AND PRODUCTIVITY



COMPETITIVE VERSUS BROAD RESOURCE ALLOCATION



ORCHESTRATION VERSUS SERENDIPITY



MANY WAYS TO DO INNOVATION, INVENTION AND COMMERCIALIZATION

- Depends on goals
- Depends on level of support
- Depends on stage of organizational evolution
- Depends on resources

