

## Office of Strategic Alliances and Technology Transfer - Core

The Office of Strategic Alliances and Technology Transfer Core, one of the three offices within the Office of Strategic Alliances and Technology Transfer (OSATT), serves as a primary point of contact, internally and externally, for engagement with industry and other non-federal sponsors to develop and successfully launch research collaborations for greatest impact, through publication, open access and commercialization paths.

During FY2023, OSATT Core was the primary negotiator of industry and other non-federal sponsored research agreements and managed nearly all research-related agreements, such as non-disclosure agreements (NDAs), data use agreements (DUAs) and material transfer agreements (MTAs). It continued to work closely with Research Administration Services (RAS) and the departments, labs, centers and institutes (DLCIs), as well as individual Principal Investigators, to develop, draft, negotiate and finalize sponsored research agreements and research collaborations.

With RAS, OSATT Core created and implemented a new, improved workflow process, with better technical support (through Monday.com, described below) for all industry-sponsored research agreements, as well as other sponsored research agreements that require assistance, input or negotiation support from OSATT Core.

In FY2023, OSATT Core's Strategic Transactions Team (STT) handled 364 sponsored or unfunded research agreement negotiations to finalization, and the STT's NDA/DUA/MTA team negotiated, reviewed and executed an additional 829 agreements.

Catalysts supported approximately 300 engagements and Alliance Managers assisted in the project management of 22 master research agreements across the Institute. In addition, a recently-created role in OSATT Core – a designated liaison to RAS—triaged and addressed 67 unique issues, removing them from the queue of assignments, resulting in a more efficient response time to faculty and DLCIs.

In July, 2022, OSATT Core restructured from a three-director-led organization to a single executive director overseeing the combined teams of Catalysts, Strategic Transactions Officers and Alliance Managers. It also added an Operations team, which includes three members who are “shared” with TLO, and promoted two people (and hired one) into newly-created Associate Director positions, a necessary step to maintain the growing and evolving office.

- Hired Associate Director (Catalysts), two Associate Strategic Transactions Officers, two Catalysts, one Alliance Manager and one administrative assistant
- Implemented new workflow and document management system (Monday.com), improving “real time” tracking of negotiations, engagement status and reporting capabilities
- Continued to update NDA/DUA portal and transitioned MTAs from TLO to OSATT Core; included portal in Research@MIT app.

- Established OSATT Core management team; moved from “startup” mode to steady state
- Conducted more than 20 informational sessions with DLCIs and School/college administration, faculty (and combination of both) about OSATT Core and/or new industry workflow

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