

# University spinouts and joint ventures – developing your in-house expertise

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*The content in this recording was correct as of the original webinar date.*

As you will know, spinouts and joint ventures provide significant commercial opportunities for universities to capitalise on their research and innovation expertise. Commercialisation strategies also help institutions meet their civic goals by creating jobs, contributing to the economy and, in the case of a successful spinout or joint venture, even making a difference to our way of life.

Spinouts raise over £1bn a year, with the most recent trends being in the pharmaceutical and AI sectors. Whilst the vast majority are linked to a few traditional research-intensive universities with established commercialisation arms, those yet to fully capitalise on their research can also learn to maximise the potential of their intellectual property (IP) and know-how developed by their students and academics.

In this on-demand video, IP expert [Selina Hinchliffe](#) and corporate specialist [Sam Sharp](#) discuss:

- Commercialisation strategies and the benefits and pitfalls
- Draw on their experience across the private, public and higher education sectors
- Different models of exploitation, before focusing on contractual joint ventures and spinout vehicles
- Contractual joint ventures and separate spinout vehicles
- Review the life cycle of each models (from formation, to operational delivery, and then exit strategies)
- Consider the key provisions needed for a successful exploitation strategy.

# University spinouts and joint ventures

Developing your in-house expertise

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## Speakers



**Sam Sharp**

Partner

Sam is the head of our food and drink group and has advised a range of clients in the sector, including multinational food and drink manufacturers and distributors, national retailers, restaurant chains and suppliers on a wide range of corporate matters.

[sam.sharp@brownejacobson.com](mailto:sam.sharp@brownejacobson.com)

+44 (0)115 908 4812

## Contact



**Mark Hickson**

Head of Business Development

[onlineteaminbox@brownejacobson.com](mailto:onlineteaminbox@brownejacobson.com)

+44 (0)370 270 6000

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