



Pacific Northwest National Laboratory

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Sirti IP/BizNet

“One-Stop-Shop IP & Business
Legal Services For Small Businesses”



Sirti's Mission

SIRTI is a Washington State-funded economic development agency. *Our mission is to accelerate the development and growth of technology companies in the Inland Northwest, especially in Eastern Washington.* Our target clients are innovative technology companies with defensible intellectual property, large market potential, and principals who show a strong desire to grow their business.



Sirti Areas of Assistance

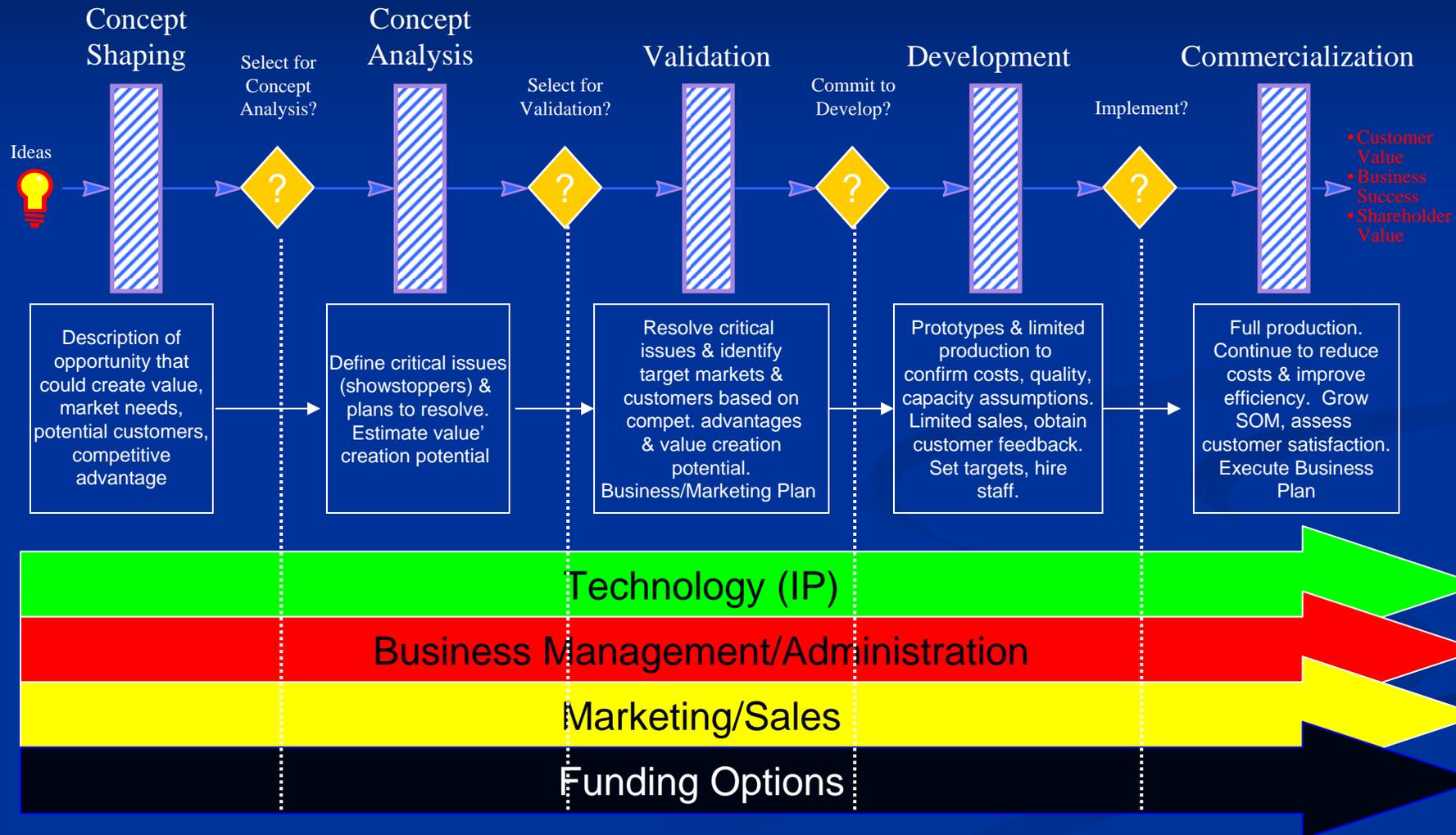
- Over 40,000 sqft. of incubator space in two University District buildings.
- Office, manufacturing, and wet lab space as well as IT support are provided at market rates.
- All other Sirti services are provided at no-cost to our clients.
- The budget for Sirti's services is provided by the State of Washington.

Sirti Areas of Assistance (cont.)

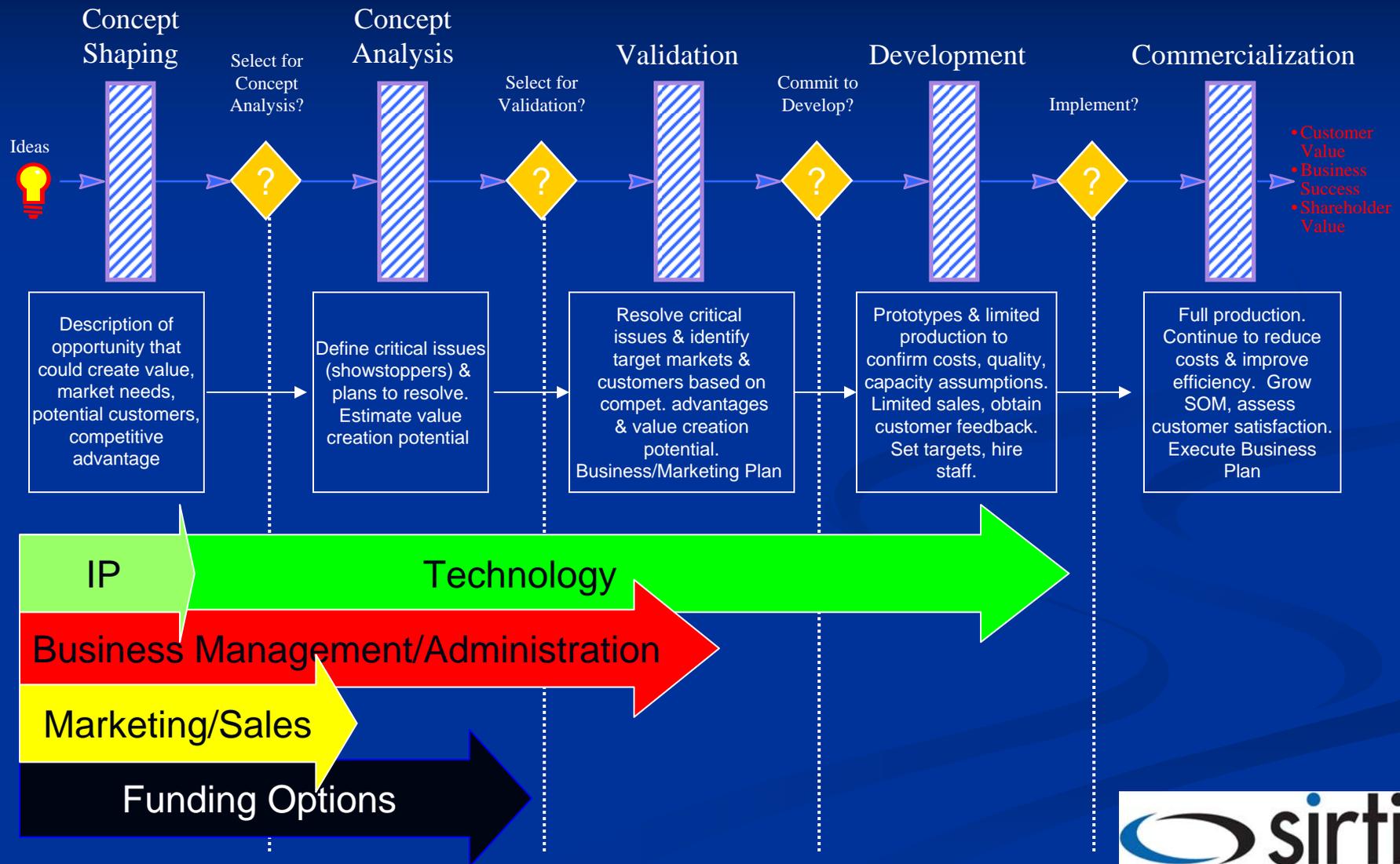


Sirti Mentoring Process

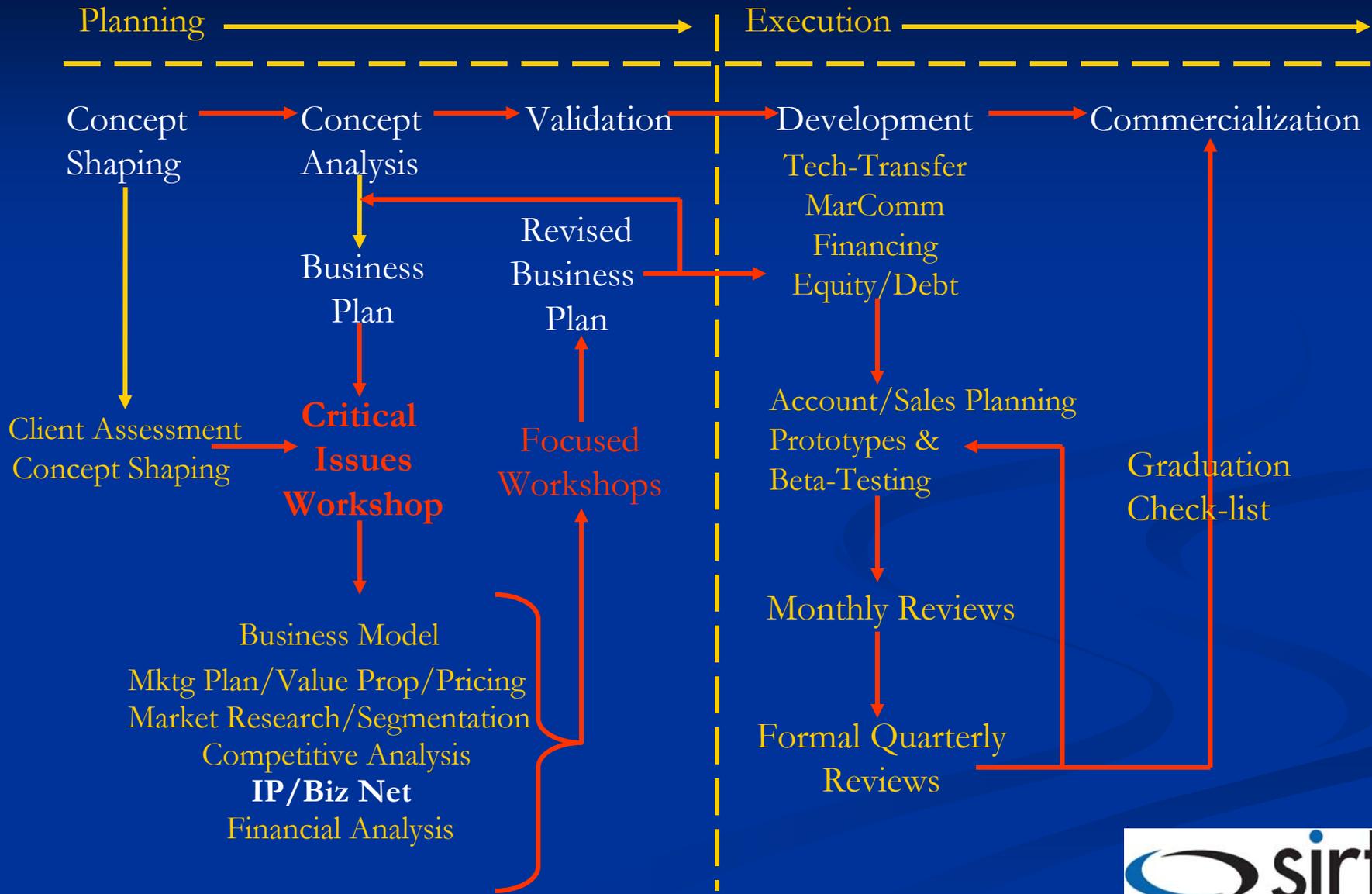
- From Concept to Commercialization -



What We Typically See...



Client Flow & Tools



What is IP/BizNet?

- A partnership between Sirti, Gonzaga Law School (faculty & students), regional law firms (IP and business), and Sirti's High Tech Clients.
- An innovative, “first-of-its-kind”, program which provides access to business critical, legal services needed for the successful formation, protection, and long-term success of Sirti's technology based clients in the Inland Northwest.

Why IP/BizNet, Why Now?

- Legal assistance is expensive and often overlooked by our clients.
- Technology is their most valuable asset, yet it is often left unprotected.
- Recent discussion about changing U.S. patent law to conform with the rest of the world refocused clients on the importance of protecting their intellectual property.
- Experience has shown that many clients have out-dated and ineffective business agreements such as: NDA's, supply, manufacturing, licensing, or distribution agreements.

How Does IP/BizNet Work?

- Sirti has an inventory of Gonzaga University IP and Business law students.
- Sirti & GU faculty match student qualifications to the needs of our technology based client(s).
- Sirti selects a regional law firm to supervise the student as well as work with the student, client and Sirti to develop a work plan.
- Student and client perform 80% of the work under the supervision of the practicing attorney.

Current Status

- 4 clients, 4 students, and two law firms have been involved to-date.
 - Lee & Hayes, and K&L Gates
- A patent has been filed for two clients.
- Numerous trademark and copyright applications filed.
- Numerous legal contracts and business agreements drafted.
- Program expanding in 2008.
- Program attracting a lot of media attention which has driven existing & new clients to our door.

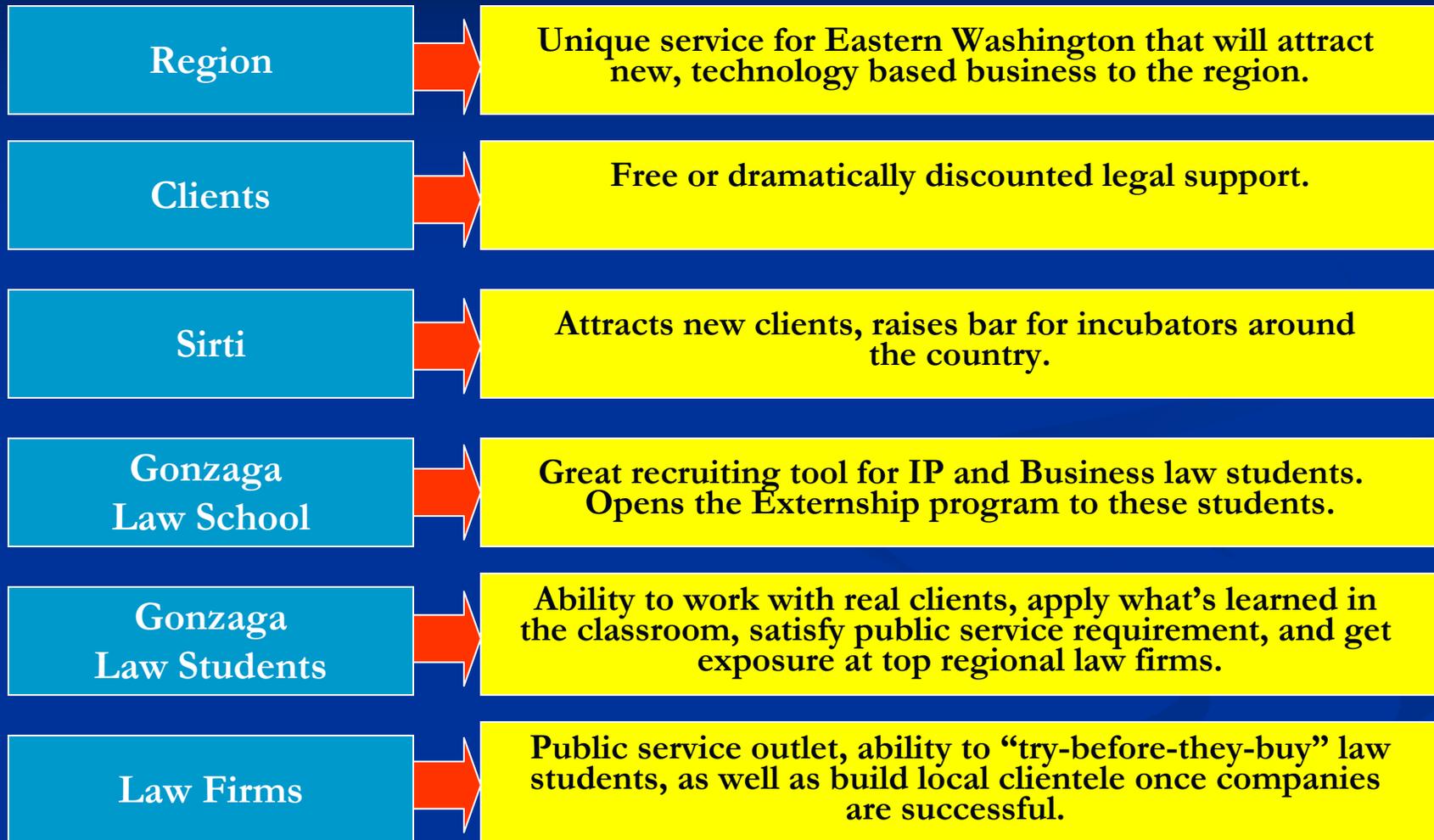
IP/BizNet Guidelines

- Available only to Sirti's technology based clients.
- Number of projects fluctuates based on student and supervising attorney availability. Students can participate via:
 - Externship Program
 - Volunteer basis
- Clients assigned based on needs, urgency, conflict of interest check, as well as student/attorney "fit".
- Clients work with student/attorney/Sirti to develop a work plan to define expectations and timeline.
- Clients must make themselves available to students/attorney as work typically completed over the course of a semester.

Costs.....??

- No cost for Sirti or law student services.
- Maybe a cost for the attorney review:
 - True start-ups with no income have no cost other than applicable filing fees (incorporation, patent, trademark, copyright, etc.).
 - Companies with limited income or solid financial backing will be charged at a reduced rate for the attorney review:
 - Attorney review currently capped at \$4,000 per patent
 - Cap may be applied to complex business documents also.
 - To-date there have been no charges for these services.
 - Applicable filing and administration fees will be charged for incorporation, trademark, copyright, and patent applications.

Program Benefits



How Do You Get Involved?

- Become a Sirti client.
- Participate in Sirti workshops and financial/strategic planning meetings etc.
- Define legal assistance required (IP / Business)
- Program is somewhat “first-come-first-serve” so available resources dictate program capacity at any given time.
 - Especially true for patent applications.

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Thank You!

Questions?