

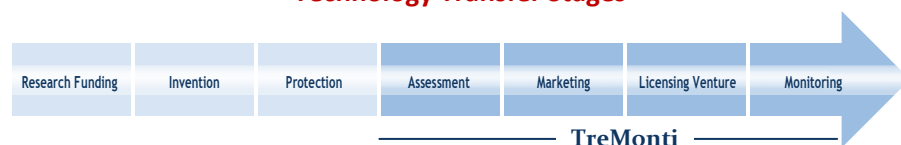
TreMonti Consulting, LLC is focused on delivering high returns and efficiencies to our clients by providing strategic programs and intellectual management services.

Overview

TreMonti Consulting, LLC (TreMonti) has extensive experience in providing advice and assistance to universities, governments and companies, regarding **intellectual asset management issues**. We have fully dedicated professionals with broad experience and in-depth knowledge in all sectors and disciplines relating to intellectual asset management. We utilize state-of-the-art tools and methods in the management and commercialization of a wide spectrum of intellectual property.

We have rendered advice on best practices in **technology transfer management and implementation**. We advise clients regarding software tools, organization structure, methodologies, IP management processes, spin-offs, joint ventures, licensing structure and practice, sale of intellectual property, and other issues relating to the management of technology transfer. We have assisted numerous clients in the management and implementation of their technology transfer processes.

Technology Transfer Stages



Technology Transfer includes a range of formal and informal cooperative actions between agencies, federal laboratories, and the public and private sectors. TreMonti works with the public and private sectors to ensure transfer efforts result in product improvement, service efficiencies, improved manufacturing processes, joint development to address government and private sector needs, and the development of major new products for the international marketplace.

We have developed strong working relationships with select clients across several industries. A common theme for these relationships is the use of management and business improvement-based strategies to deliver discernible benefits based on customer insight and execution. Our services often involve teaming with scientists, technicians, engineers and other scientific trained people and small firms as sub-contractors to TreMonti.



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TreMonti Intellectual Asset Management Services

Service	Purpose	Key Tasks
Assessment	Provide assistance in determining whether or not to protect and commercialize a new technology	<ul style="list-style-type: none"> Evaluate technologies and markets Provide ranking of technologies in IP portfolio Provide opportunity assessment
Technology Marketing	Develop industry contacts who are good targets as potential licensees/partners	<ul style="list-style-type: none"> Identify potential partner/licensees Contact potential licensees Evaluate interest in the technology Introduce companies with interest and resources
License Negotiation Assistance	Assist in developing license options in order to negotiate stronger license agreements	<ul style="list-style-type: none"> Determine licensing strategy considering the desires of all parties Identify licensing comparables Facilitate negotiations/partnership formation Qualify individual companies Determine comparable transactions
License Monitoring	Audit licensees to help ensure accurate royalty accounting	<ul style="list-style-type: none"> Perform onsite audit of licensee records Increase understanding of reliability of reporting systems in place at licensee
Backlog Services	Quickly and effectively manage costly backlog of aging technologies	<ul style="list-style-type: none"> Review of patent portfolio using a proprietary survey methodology. Results of the survey will: <ul style="list-style-type: none"> provide the TTO with an action plan regarding the disposition of its existing IP provide an overview of research activities related to the IP provide an opportunity to reach out to faculty researchers
Small Office Services	Meet the needs of institutions that are looking to initiate, manage, and grow their technology commercialization programs	<ul style="list-style-type: none"> Review of IP policy and disclosed technologies Provide a full range of marketing services Licensing assistance
Best Practices Assessment	Using best practices will improve licensing programs to focus on generating the maximum economic benefit for the institution	<ul style="list-style-type: none"> Benchmark TTO with similar TTOs Improve productivity to reduce cost per license Design processes to make marketing efforts more successful Provide greater assurance of the completeness, accuracy timeliness, and predictability of licensing streams

TreMonti can help:

- Develop a comprehensive list of strategic markets
- Build a go to market strategy for each technology solution or technology grouping
- Create strategies for securing research funding
- Present your solutions and technologies to the appropriate buyers in industry
- Negotiate strong license agreements with ongoing terms that maintain the licensor and licensee relationship
- Develop a comprehensive business plan and strategies for technology spinoffs



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