

## Minimum criteria

Commercial Opportunity	
	Strong need; or Fast-growing market; or Doesn't know.
	Decent market size or existence of market incentives (i.e. orphan drug vouchers in the U.S.)
Science and Innovation	
	Some novelty, some IP protection (copyright, patents, know how, biological materials, etc. ) No "me too science"
Academic Team	
	Highly engaged academic. Significant academic experience and industry experience desired.
Technology Readiness Level = TRL	
	Has experimental proof of concept. Strong validation desired.
	Medical devices: has working prototype (alpha version)
	Diagnostics: has strong validation curves in humans.
	Therapeutics: has validation in animal models. Ag-biotech: has preliminary field tests
Intellectual property position	
	Enforceable IP (i.e. no therapeutic targets)
	Freedom to operate may not be relevant for pure licensing plays, but important for start-ups. (second uses of patented drug excluded)
	Clean title, reasonable transaction costs. No potential conflicts of ownership or inventorship
Marketing and licensing targets	
	Are potential licensees identified
	How much support/investment is required to integrate the technology into the licensee's product offering
Management team (for start-ups)	
	CEO with extensive industry experience in international company