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## Digitize Technology Transfer with DocuSign

Technology transfer offices commercialize inventions that touch our everyday lives. While an institution's ability to commercialize its IP is crucial in attracting top researchers and generating important revenue, technology transfer offices face significant challenges in bringing technologies to market. Inefficient processes lead to delays in generating, negotiating and managing complex contracts, issues with reporting metrics, increased risk and lack of visibility when collaborating with the Office of Sponsored Research, faculty, finance and other internal and external teams.

### Accelerate time to commercialize inventions

Agreement management technology like DocuSign CLM allows contract managers to design complex workflows and automate routing to multiple stakeholders. Streamline negotiations and eliminate version control issues that can lead to missteps in negotiation. Reduce time spent in legal reviews with clause libraries that include approved language to keep the process moving.

### Provide greater visibility into complex contract processes

As the number of stakeholders that need to review disclosures, patent filing, commercialization plans and licensing agreements increases, it becomes extremely time-consuming to manage edits and inputs. It's far easier and faster for parties to work on an agreement if everyone has access to the same version.

### Manage large volumes of complex agreements

Digital transformation makes it possible to manage larger volumes of disclosure reports and licensing agreements efficiently while avoiding costly mistakes. Store contracts in a central repository for easier access and increased visibility to report on quotas and collections. Locate and build detailed reports from metadata across specific agreement types with DocuSign CLM+.

### Improve risk management by standardizing the process

Collaborating with legal teams to minimize risk is important but can slow down the process. DocuSign CLM standardizes contract generation with pre-approved templates and clause libraries to reduce errors that can impact royalty revenue or IP rights for sponsored research.

### Growth in university research

27,112 invention disclosures were reported in 2020, **an increase of 6.8% over prior year**

US patents rose to 8,706, **a 15.6% year-over-year jump**

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## Results

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### 45 minutes

saved per execution of one-way confidentiality agreement and lease agreement

### 270

one-way confidentiality agreements executed per year

### 60

lease agreements executed per year

### 248 hours

saved per year with just two processes

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**“We needed to solve the problem of managing all the different versions of agreements. DocuSign has helped us piece them together and creating an agreement now is as simple as selecting options from a drop down menu, saving our team so much time.”**

**James Thompson**

Associate Vice President for Innovation  
University of Notre Dame IDEA Center

## The DocuSign Agreement Cloud for Technology Transfer

DocuSign Agreement Cloud helps technology transfer teams reduce friction and increase transparency to accelerate time to bring new inventions to market. Automated workflows, preconfigured templates, language libraries and centralized version control and redline management help break down silos between teams, facilitate document negotiation and minimize risk. With DocuSign technology, you can seamlessly include multiple parties both within and outside of the university in the agreement process.

### DocuSign CLM

Manage the full agreement lifecycle with automatic generation, real-time negotiation, drag-and-drop workflows, and powerful search. Report on status and leverage AI for advanced data analysis. Build reports from metadata across specific agreement types with DocuSign CLM+.

### eSignature

Sign and send disclosures, commercialization plans and licensing agreements, and maintain an audit trail. Instantly reach signers with real-time text notifications using SMS Delivery.

### Integrations

350+ prebuilt integrations including leading platforms where technology transfer work is done, such as Wellspring, Inteum, Cayuse, Workday, Google and Microsoft.

## Use cases

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Non-disclosure agreement  
Confidential disclosure agreement  
Licensing  
Sponsored research  
Material transfer  
Employee confidentiality agreement  
Memorandum of understanding  
Engine program agreement  
Lease agreement  
Convertible/SAFE Note  
Stock purchase  
Term sheet  
Warrant  
Inter-institutional agreement

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**“We started by implementing the one-way CDAs in DocuSign CLM. We identified the people who are responsible for kicking off CDAs for each of the individual departments in the center. Those individuals initiate the agreement. A form pops up with the company name, address, whoever is going to sign it, their email and you’re done. It couldn’t be easier. With the time savings we’re achieving our team is able to refocus their work on our mission of launching new ventures.”**

### James Thompson

Associate Vice President for Innovation  
University of Notre Dame IDEA Center

  
**DocuSign Agreement Cloud**

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### About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature, the world’s #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, over a million customers and more than a billion users in over 180 countries use the DocuSign Agreement Cloud to accelerate the process of doing business and simplify people’s lives.

DocuSign, Inc.  
221 Main Street, Suite 1550  
San Francisco, CA 94105

For more information  
sales@docuSign.com  
+1-877-720-2040

docuSign.com