

Roper St. Francis Innovation Center Commercialization Process

Below are the steps that you, as an inventor at Roper St. Francis, will take to submit your idea for consideration as a potential development project for our Innovation Center. Project selection is the beginning of the path to eventual commercialization.



Step 1: Idea Submission

It all starts with an idea from you. As a healthcare professional, you see a great deal of medical devices, diagnostics and ancillary systems on a daily basis. The core of the idea is what we will work with. It does not have to be a complete idea or product.

Complete an Idea Submission form as comprehensively as possible and submit it to the CBRI Innovation Center electronically. The CBRI Innovation Center will confirm that your idea, along with any patent or product sketch information, was successfully received.

It is always a good idea to talk with us about evaluating your idea before sharing it with others, including at conferences or seminars. In many cases, public disclosure may undermine the ability to get a patent.

Step 2: Pre-Screen / Exploratory Meeting & Initial Assessment

Following completion of step 1, the team will review the submission and determine if it fits with the capability of the Innovation Center. If the idea is a potential fit, then our team will contact you about completing an invention disclosure, and will schedule a meeting to discuss the idea in more detail. Typical timing occurs within 30 days.

Step 3: Additional Information Request

At our first meeting, we will discuss your idea and work with you to clarify or complete any portions of the invention disclosure you need help with. Often, we will request additional information to facilitate our review.

Step 4: Opportunity Assessment

Your invention will be assessed for commercial viability. The Innovation Center staff will evaluate your invention from the perspective of its technology, product and market opportunity, patentability, regulatory path, competition and research direction.

This step includes an evaluation of:

- Patentability and prior art – When was this concept first disclosed?
- Freedom to operate – Are there other patents that might obstruct the commercialization of your invention?
- Expected regulatory path
- Commercial opportunity – Review of competitive landscape and other factors affecting demand for the product or service.

- Stage of development – Our pipeline includes not only early ideas but also more developed products with established proof of principle.

Inventions that have clinical and technical merit are evaluated by our team. In some cases we may consult with qualified professionals to assist in our assessment.

Steps 5 and 6: Development of Commercialization Plan

If the idea is selected for further development, the team will contact you to discuss financial and legal terms for potential collaboration with you. In many cases this will involve development and execution of a plan for the commercialization of the invention. The Innovation Center may utilize strategic partnerships to generate interest and gather relevant feedback from potential licensees.

Eventual success is dependent upon many factors. In each stage there will be some attrition and there will be decisions made as to the best opportunities for commercialization and full support. A case (i.e., new idea or invention) may be closed at any point during the process for various reasons. Examples include situations where the clinical need, efficacy or the commercial viability is unclear. As the development plan evolves, we will evaluate CBRI's capacity to implement the plan before proceeding. If we determine at any point that CBRI is not a suitable collaboration partner to implement the plan, we'll share our findings with you so that you can pursue alternative pathways.

Step 7: Execution of Commercialization Plan

We will work with you to reach a specific agreement on a proposed collaboration and execute the development plan. Execution of the plan involves not only performing the steps that are defined at the beginning of our process, but also refining the details as we gain additional information.