



Webinar: “What’s Market” in University Licenses in the Life Science Industry

Events

February 7, 2024

Gunderson Dettmer Strategic Transactions and Licensing partner Brendan McCarthy hosted the webinar “What’s Market’ in University Licenses in the Life Sciences Industry” to discuss the key economic terms in university license agreements.

Brendan presented the results of a quantitative analysis that aggregated and examined terms including royalty rates, milestones, sublicense income, equity grants and more across numerous license agreements and will discuss practical considerations for negotiating them.

Key takeaways include:

1. Analysis of royalty rates, equity consideration, milestones, etc. as informed by an empirical study of terms in university license agreements.
2. How certain factors justify variances from “market” terms.
3. Strategies for obtaining optimal results in negotiating economic terms.

View the slides [here](#).

Event Information

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