

LES Mentorship Changes Lives

Help young professionals “live their dream” by volunteering for the 2009 International Graduate Student Business Plan Competition

By Lydia Steck

After working for years in some of the best labs in the country, Jay Vijayan, a Neurobiology Ph.D., wanted something more ‘exciting.’

“I wanted to participate in the ‘bringing to fruition’ stage of scientific research activities,” said Jay.

While struggling to decide between a career in patent law or licensing, Jay interviewed with the Office of Technology Management at the University of Illinois, Chicago, (UIC), where he is now a Technology Manager.

“My director saw me as more business oriented rather than law oriented,” he said. “She took me to a few LES meetings where I met licensing executives who were instrumental in bringing academic research to the common people. They encouraged me to pursue licensing and made a significant impression on my mind and helped me to choose my career. Since then, **I’m living my dream, participating in the technology commercialization process.**”

Jay not only joined LES, but his UIC team also won the 2007 LES Foundation Graduate Student Business Plan Competition for Optimal Vision Corporation, a start-up formed around a newly patented procedure to correct presbyopia, an age-associated loss of near vision.

Jay credits his LES experience and the steady guidance of mentors like Mike Lasinski and Jim Vlazny for bringing him into the world of licensing.

Today, in addition to his work at UIC, his ongoing graduate studies, cultivating Optimal Vision, and training for the occasional marathon, Jay is looking forward to participating in the 2009



Jay Vijayan

LES Foundation International Graduate Student Business Plan Competition—this time from the opposite side of the judging table.

The LES Foundation hopes you too will volunteer to help with the 2009 Competition. With your assistance, we will not only raise awareness about the value and importance of IP licensing among young innovation-minded professionals like Jay Vijayan, but we will also expand LES/LESI brand recognition among business and entrepreneurial programs across the globe.

The LES Foundation (a foundation of LES (USA & Canada) Inc.) and LESI are working to bring the Competition to the attention of academic programs worldwide.

We need your help. Here are three ways you can get involved.

University Liaison:

- Contact the graduate business or entrepreneurship program at a local university.
- Identify the key dean, professor or advisor of the program.
- Provide him/her with the Competition flyer, which is downloadable at www.lesfoundation.org along with other Competition materials.
- Encourage your university contact to enter a student team in the Competition.

Team Liaison:

- Lend your expertise by coaching students during their plan development.
- If you have completed the “Train-the-Trainer” course, volunteer to teach the “Commercializing Technology Through the Power of Licensing” course to your local university student team.

Industry Sector Team Advisor:

- Be available to pre-review a handful of student business plan entries in your field of expertise and offer technical/feasibility feedback to student teams as they move toward the Final Round of competition.

Past volunteers rave about how this student-based experience is rewarding and enjoyable. We hope you will join us! To volunteer, contact Linda Chao at BPlan@LESFoundation.org.

Marvin C. Guthrie Receives Frank Barnes Mentoring Award

The Licensing Executives Society, (USA & Canada), Inc., and the LES Foundation honored Marvin C. Guthrie, CLP, with the Frank Barnes Mentoring Award during the Annual Meeting in Orlando.

Now in its eighth year, the Frank Barnes Award was established to memorialize Mr. Barnes’ vast contributions to the field of licensing through mentorship. An award of \$500 is given annually to an LES member who has devoted considerable time to mentoring licensing executives.

“Over the past 40 years, Marv has assisted, trained and mentored licensing professionals, both new to the profession and veterans, both on the same side and across the table,” said Mike Lee, the LES Trustee who nominated Mr. Guthrie. “Marv plans to retire at the end of the year and this award is a well-deserved and fitting end to his long and distinguished

career in the licensing profession.”

Currently, Mr. Guthrie is a Senior Advisor for Technology Transfer for Sterne, Kessler, Goldstein and Fox in Washington, DC. He began his career in the Bio-products Section of the Dow Chemical Company Patent Department. He then worked as a partner in private practice before launching a 30-year relationship with Massachusetts General Hospital (MGH), first as its original Director of Technology Transfer and subsequently as an outside counsel, Vice President of Patents, Licensing & Industry Sponsored Research, and finally for Partners Healthcare Systems, Inc., MGH’S parent company, as Director of Patents and Licensing.

In his many roles, Mr. Guthrie actively mentored young professionals; senior administration, faculty and technology transfer personnel, as well as universities



Marv Guthrie comments about mentoring at the Annual Meeting in Orlando.

and corporations seeking to form collaborative relationships with academia.

Mr. Guthrie has served as an LES Trustee and chaired the New York Technology Transfer Seminar. He is also a past president and trustee of the Association of University Technology Managers, (AUTM). In 2008, Mr. Guthrie earned the Certification Licensing Professional (CLP) designation.