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## From deadlock to deal

### Situation

A chemistry professor created a novel fingerprinting system which could reveal the presence of illegal substances such as drugs and explosives on fingertips even after prolonged washing. Patents were granted in Europe, North America, India, China, Japan and South Korea. The university that employed the professor intended to commercialise the technology. A potential manufacturer was found and a 'spin-out' company was set up to resell the product.

### Problem

The professor and manufacturer claimed that they should each have a 35% royalty from sales of the product, leaving the university and spin-out company with just 15% each. Neither party would budge. The university could not accept this but did not want to lose the deal.

### Action

As the spin-out company had few overheads, Simon engaged accountancy professionals to determine whether the profit share between the company and the university could be altered.

### Result

Simon was able to secure a 20% royalty share for the university without upsetting relations with the professor or the manufacturer.