



## Non Confidential Disclosures aka Non Confidential Summaries (NCS)

Adapted from Trina Voss, Technology Development Manager, OHSU

- **What is an NCS?** Technology advertisement for potential licensees.
- **What does an NCS include?**
  - Name of the technology
  - Technology number and inventors
  - Longer description of the technology
  - Competitive advantage over other technologies in the market
  - Patent details
  - Contact information

### Resources:

- For a technology overview:
  - Invention disclosures
  - Patent applications
  - Journal articles, and
  - Discussions with the inventor

*You need to understand the technology, the current state of the market, and the need for the technology.*
- Competitive advantage- Start with invention disclosure and a comparison to similar products
- Patent Profile
- Licensing Opportunity

### Useful Tips

- Make sure NCS is truly non confidential!
- Be careful not to oversell your claims. However, you can't rely on science to sell itself.
- Important points:
  - You generally have less than 2 minutes to hold or lose attention.
  - Tell WHAT IT DOES, not how it does it:
    - What it does = solves a problem, how it does it = gives away our IP.
    - Making promises can be mistrusted or can be seen as a "claim" with legal ramifications
  - Write for a business team, not the company scientist. Don't overwhelm them, but include enough information that a scientist will believe you really did it.
  - Provide enough information to pique the interest of the scientific team.
- Don't say anything about a competitor that can't be easily proven (beware of slander).
- If the patent is issued or published, you can link to a website (Google Patents is often easier to read than the USPTO).
- ALWAYS have inventors and TDMs review and approve the NCS. It avoids accidental disclosures, misleading descriptions, and it keeps everyone informed and involved.

# Innovation at OHSU

## Non-invasive Detection of Melanoma

Technology 1444
Dan Gareau, Steven Jacques and Ricky Hennessey

### Technology Overview

Comprehensive diagnosis of melanoma typically requires both reliable histopathology and the trained eye of a clinician for assessment. With optical (as opposed to physical) sectioning of tissue and OHSU created software to process confocal images, it is possible to **distinguish the diagnostic traits of malignancy**, such as the presence of pagetoid melanocytes in the epidermis and the breakdown of the dermal-epidermal (DEJ), **without biopsy**.

**There is a pressing need for better diagnostic tools for the diagnosis of skin lesions suspected to be cancerous.**

The standard tool for helping to diagnosis melanoma is clinical polarized dermoscopy. It slightly improves spatial resolution to about 100 micrometers by optically separating superficial and deeply penetrating light. While this scale is sufficient for gross morphology, it is insufficient to detect important cellular features such as the presence of pagetoid melanocytes and subcellular features associated with melanoma.

As melanomas are thought to originate in the DEJ and progress in lateral and vertical growth phases leading to metastasis, possessing the ability to image microscopic structural details would be highly valuable. A confocal microscope produces "stacks" of images where the superficial image captures the stratum corneum, and successive images (deeper in the skin) penetrate well into the papillary and superficial reticular dermis. Near real-time collaboration between dermatologists and pathologists for the rapid detection and point-of-care diagnosis of cancerous lesions can ensure patient comfort and peace of mind.

### Competitive Advantage

Automated detection of melanoma bridges the gap between dermoscopy and typical biopsies.

Non-invasive method of screening lesions may help prevent unnecessary biopsies and enable the survey of more lesions than feasible biopsied, while also providing greater diagnostic accuracy than currently provided by dermoscopy.

Automated identification of possible tumors also allows for the detection of melanoma in non-sterile environments or remote areas without easy access to doctors.

### Patent Profile

Patent application filed.

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Example of OHSU non-confidential summary.