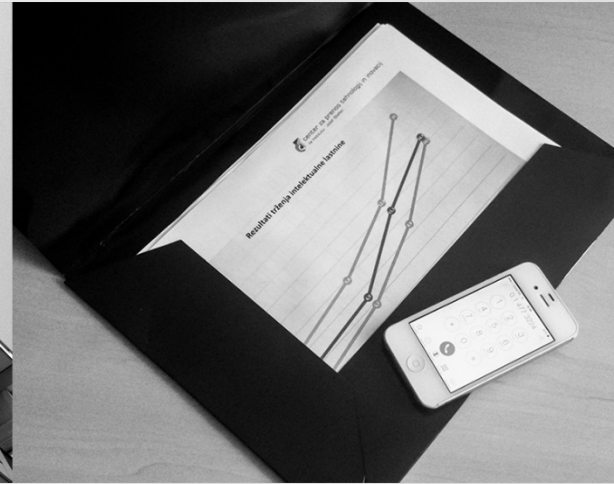




How we created a TTO with EU & national financing

Špela Stres, PhD, LL.M, MBA
Jožef Stefan Institute

Center for Technology Transfer and Innovation



The largest and the most successful KTO in Slovenia

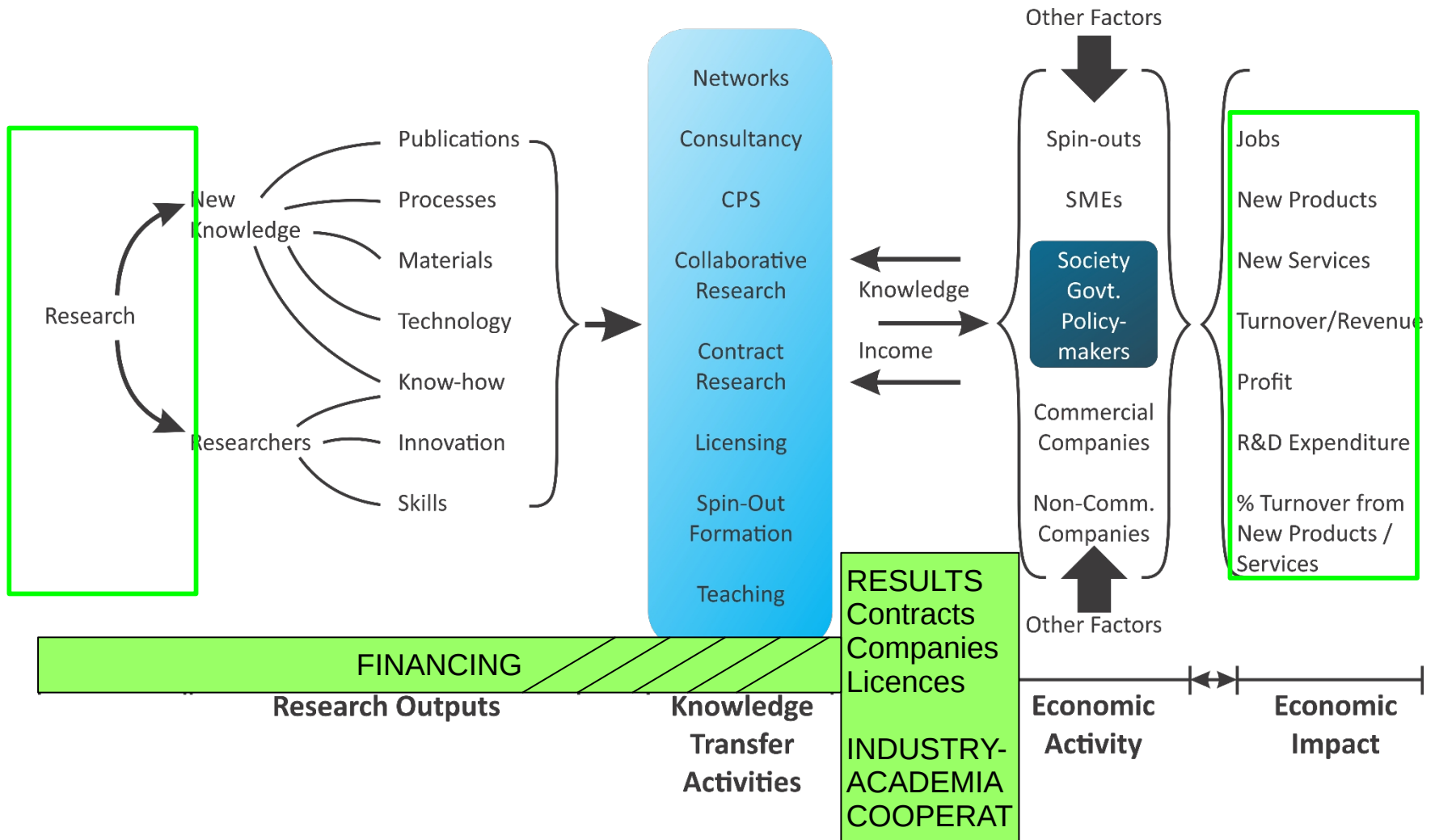
Financially independent

Members ASTP, LES, PA, CLP Certificate, EEN coordinator



EC KT Landscape

Organizational Forms / Incentives, **Activities**



HOW we created a TTO with EU and national FINANCING

(1) Getting paid for Assisting others to obtain and perform EU projects

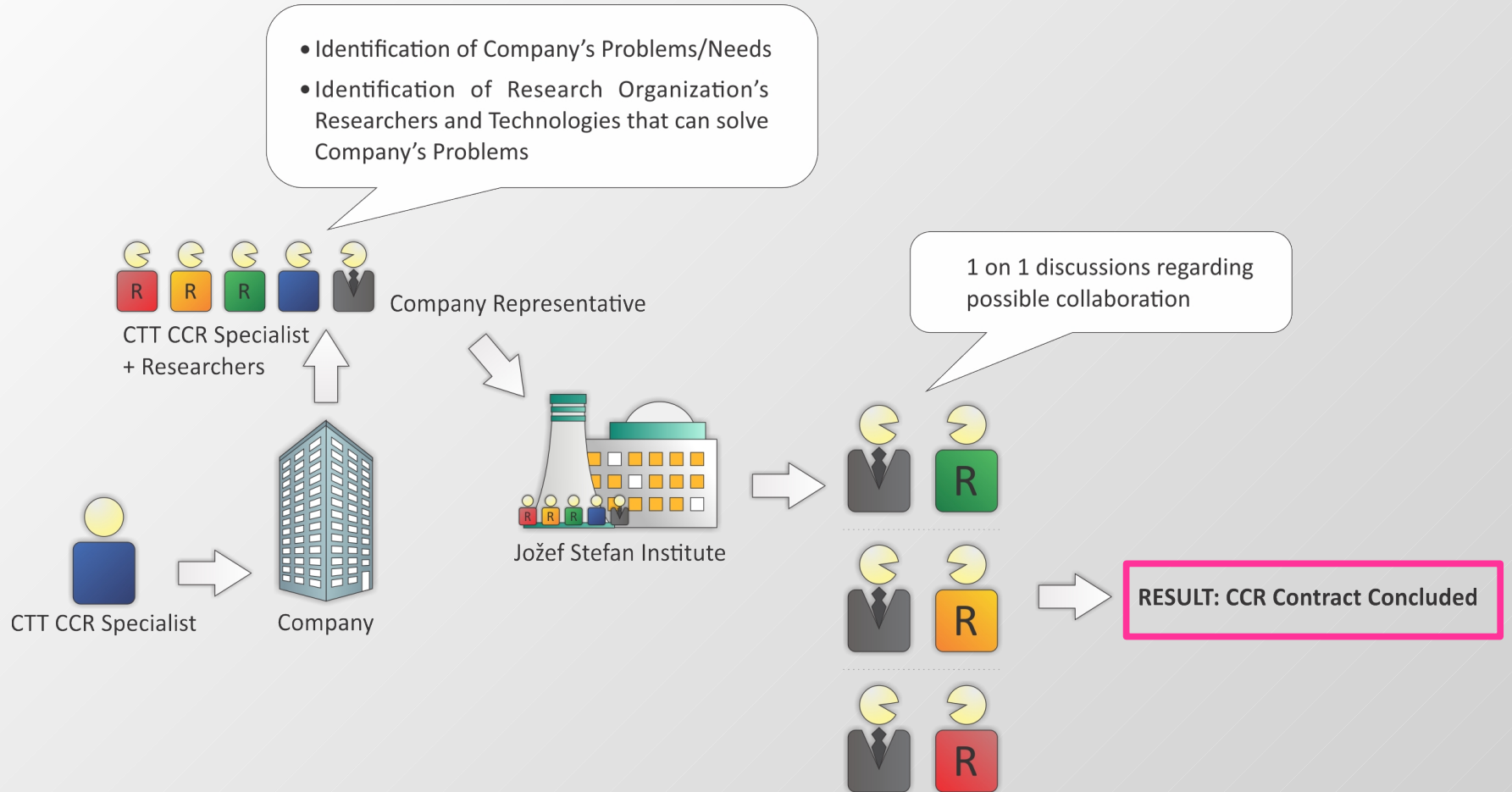
(2) Getting paid for Research we perform in the field of Innovation Mngm, from EU projects

→ (3) Getting paid for TT Activity – the CORE activity



Our Contract & Collaborative (CCR) Group

Operational since 2008



Not as much as needed by the industry!

Attempts to establish efficient KT environment

SCIENTIFIC EXCELLENCE as a DRIVER

2012: CONCLUSION:

- A single consortium of the largest Slovenian JRO to be financed
- Clearly defined operating conditions and results (!)
- To provide assistance in the transfer of technologies for all Slovenian researchers

2014: PROGRAM

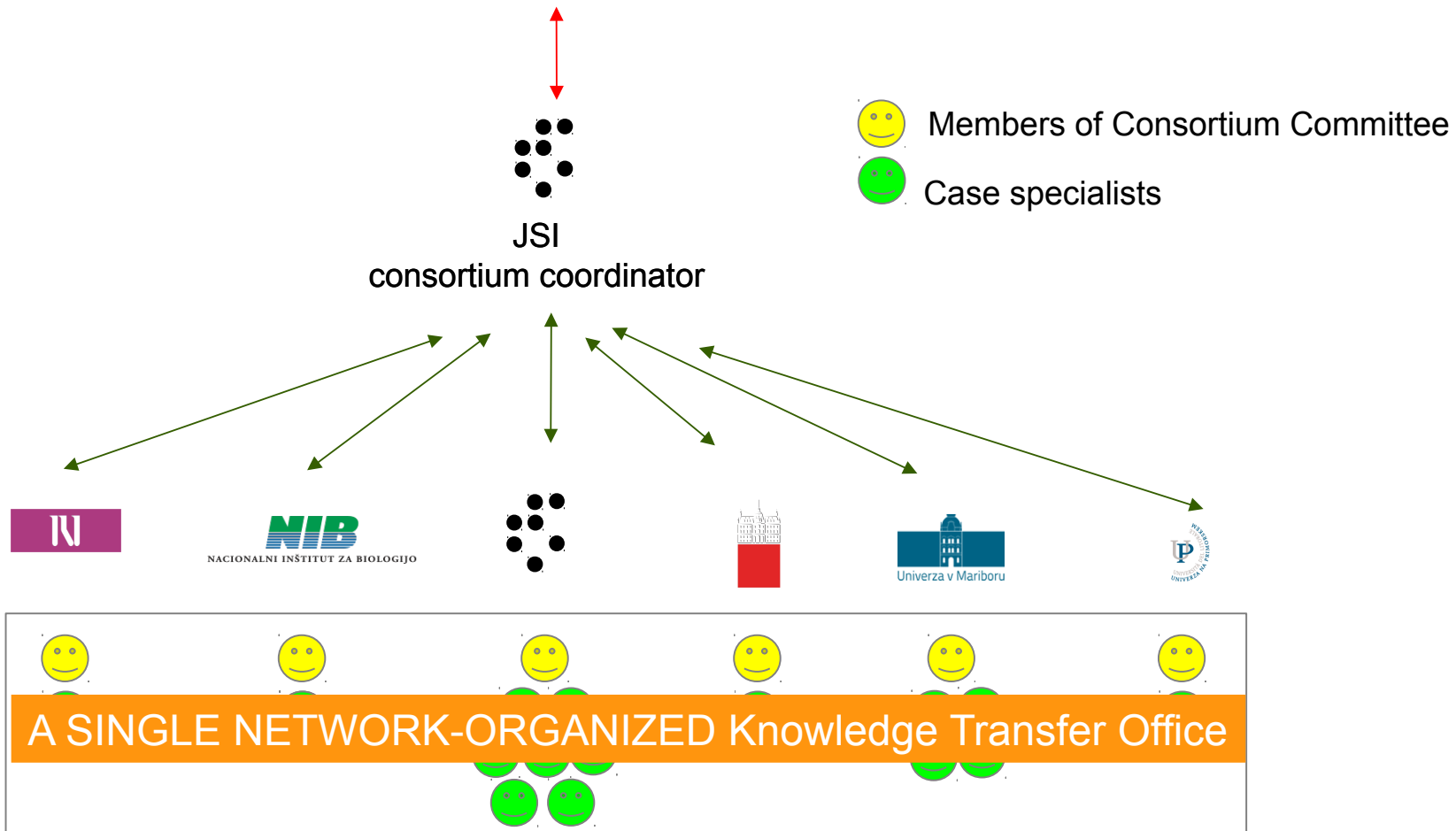
Ministry of economy financing: 550.000 EUR/16 months.

} 

Organization of the **KTT** Consortium

REPUBLIC OF SLOVENIA
MINISTRY OF ECONOMIC DEVELOPMENT AND
TECHNOLOGY

← SPIRIT
SLOVENIJA
JAVNA AGENCIJA



Results & Benefits of the Consortium

SPENT 550.000 EUR/
16 month
program

1 year of operation

85 cases assigned /
Invention disclosed

37 PCT patent applications

25 joint ownerships

3500 researchers in PROs

6 spinouts

23,5 employees

9 licensing contracts

88.500 EUR licensing income

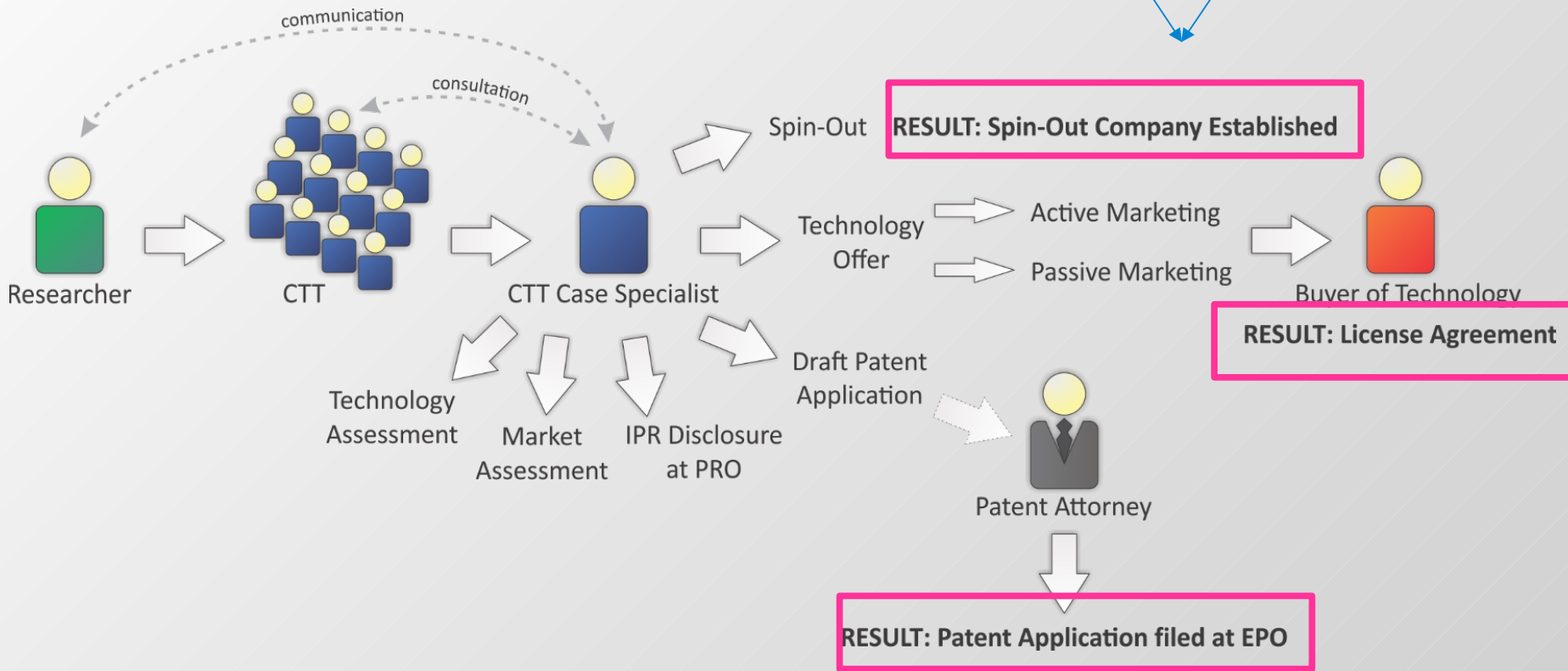
11,476,718 EUR
In research contracts

Increased accessibility of TT services for the researchers

KT activities
GOT FINANCED!

Our Licensing Group

Collaboration with
- Technology park Ljubljana
- Initiative Start:Up Slovenia
- 5 national and 2 international VC funds



HOW we created a TTO with EU FINANCING

- (1) Getting paid for Assisting others to obtain and perform EU projects
- (2) Getting paid for Research
- (3) Getting paid for TT Activity



What we do

- Assist preparation of project applications (exploitation and dissemination issues)

JSI Results

- Number of applied projects above threshold (JSI)
Number of granted FP7 projects (JSI)
- Extremely well internationally connected researchers!
- The best newcomer state institution in terms of attained projects, success rate, financing per researcher.

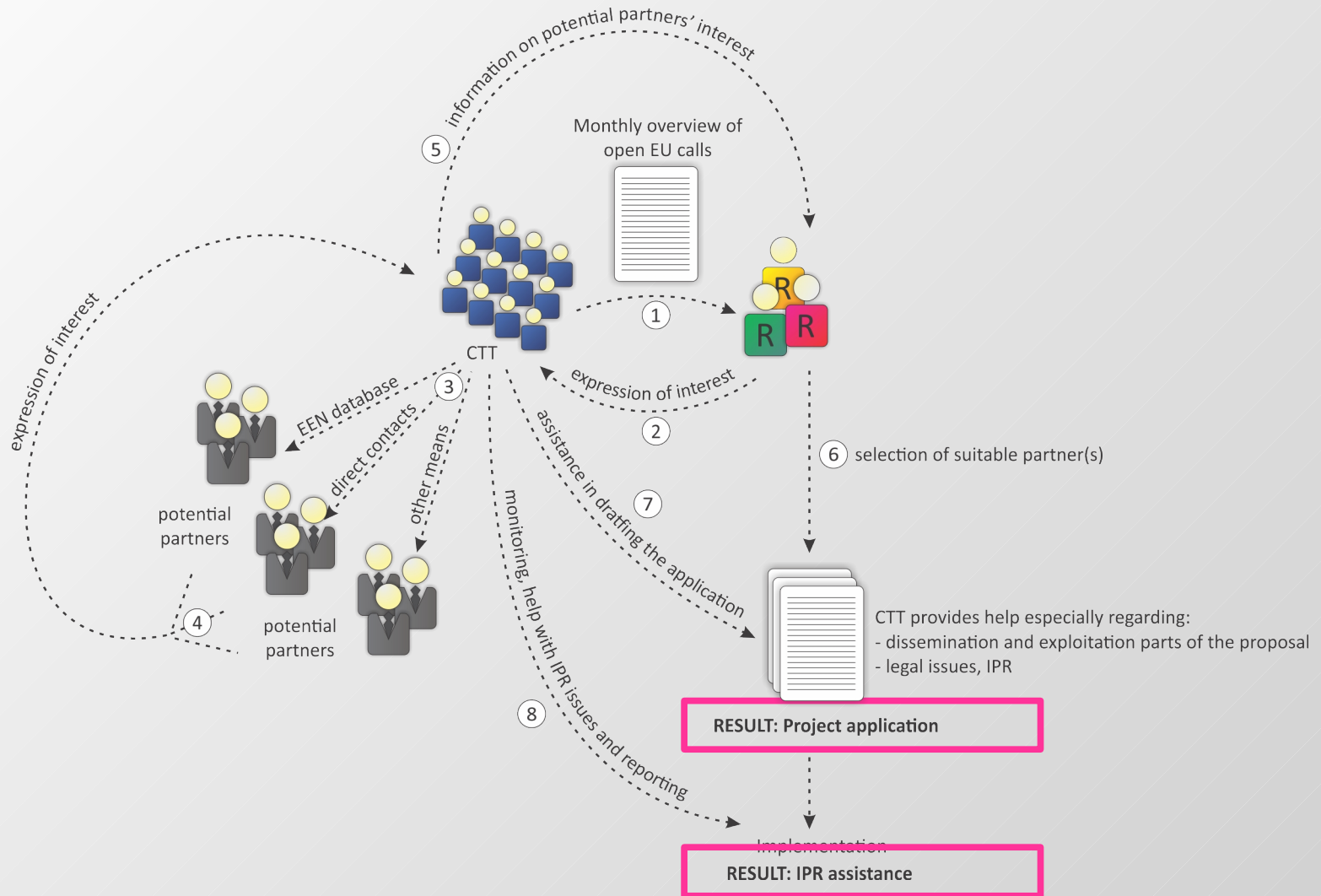


Our objectives

- Assist in finding new project partners, support new project applications



Our EU Group



BENEFITS

Past:

- Many submissions: High success rate: Many retained proposals

Future:

- Joint IPR ownership issues addressed in advance:
 - Early involvement with the Project Proposals, Consortium Agreements, IPR management
- Increased number of invention disclosures
- Trust building and mutual growth processes
- Building the ecosystem bottom up

KT activities
GOT FINANCED!



HOW we created a TTO with EU FINANCING

(1) Getting paid for Assisting others

—→ (2) Getting paid for Research **we perform in the field of Innovation Mngm, from EU projects**

(3) Getting paid for TT Activity



Our Center's Research Projects

http://tehnologije.ijs.si/en/?page_id=81



Business Support on Your Doorstep



EVLIA

Making full value of good ideas by leveraging intellectual assets for financing SMEs in SEE



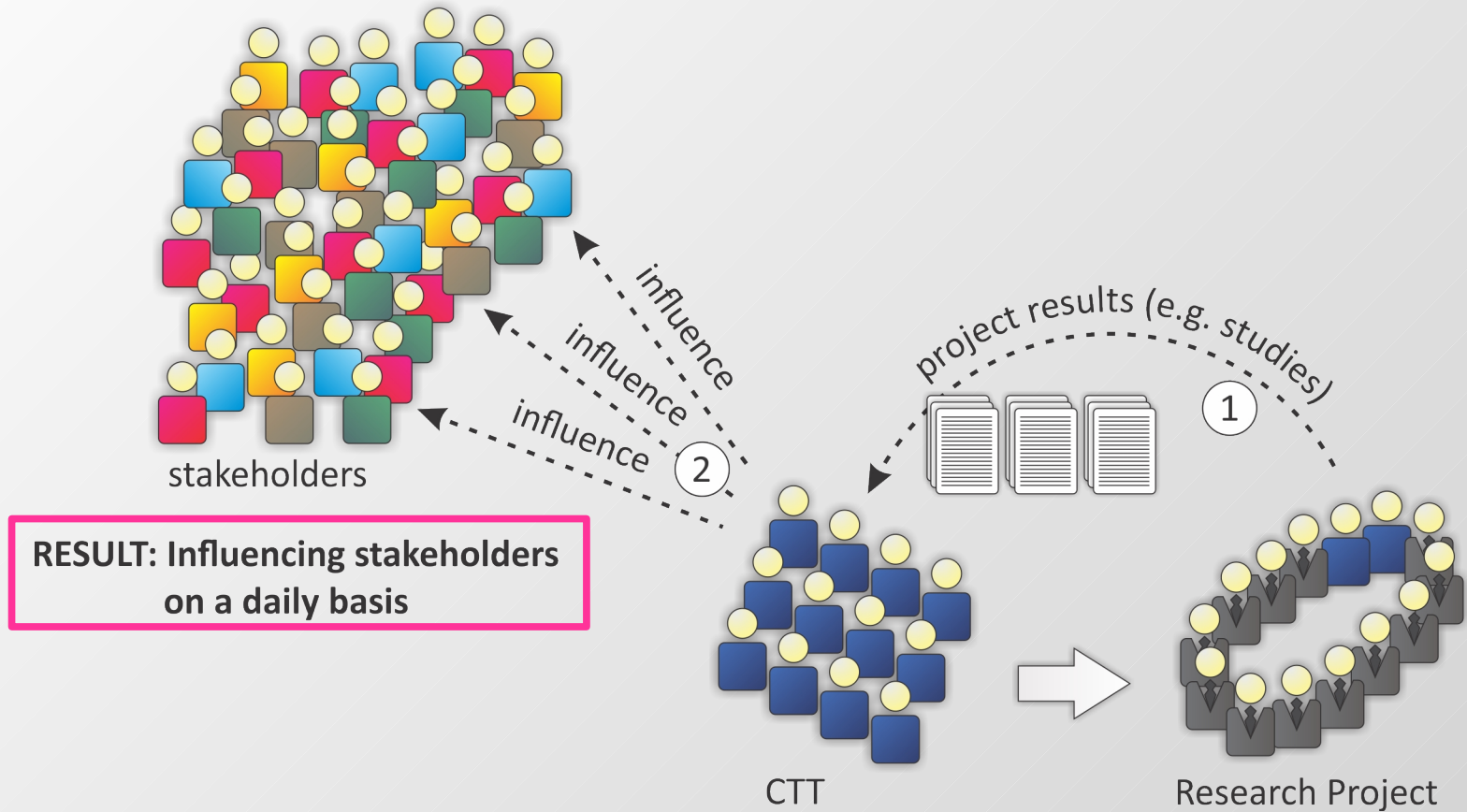
2014 Research Results

- Studies in the field of efficient exploitation of intellectual property rights (2)
 - Surveys on usability of protection of intangible assets in bank loan processes (1)
 - Analysis of financial instruments for PRO-SME IPR transfer (1)
- Etc.

.... in several participating countries



Our Research Group



BENEFITS

- Building (REGIONAL) databases we need for our daily work
- Building a qualified opinion of our own
- Understanding processes defining TT from a hands on perspective
- Influencing stakeholders, the environment bottom up, on a daily basis

KT activities
GOT FINANCED!



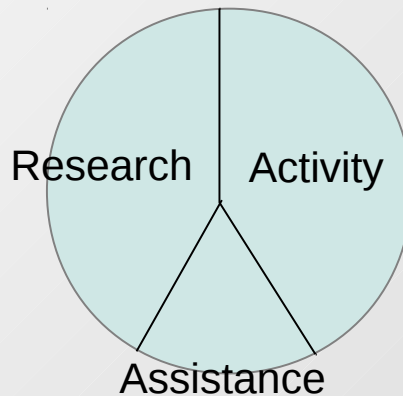
HOW we created a TTO with EU and national FINANCING

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- (3) Getting paid for TT Activity

→ Optimizing: Efficiency: Transfer

→ Financial independence

FINANCING



MAN POWER



Research and Assistance activities present a preparative activity for TT – an enabler ...
Making TT more efficient and embedded into the system.





Any unsolved issues?

- (1) Getting paid for Assisting others
- (2) Getting paid for Research
- (3) Getting paid for (CORE) TT Activity

- (4) Services rendered & paid for by the researchers
- (5) % from contracts
- (6) Industry Innovation Management Support

START-UP PHASE

GROWN-UP PHASE



Take home message
on successful
NEW
Tech Transfer Office creation

Market analysis approach.

To **activate customers**, subsidize financing with **clear goals** and **follow through**:

- EU projects
- national financing

Once **activated**, assure financing to customers – make available i.e. 5% of research project financing **only for KT activities at the discretion of the researcher**.

START-UP PHASE

GROWN-UP PHASE





Thank you!

For more information please visit:
<http://tehnologije.ijs.si>