



Different ways of technology transfer at University of Alicante

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*Different ways of technology transfer at University of
Alicante*

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➤ **UNIVERSITY MISSIONS**

- Teaching
- Research
- Technology Transfer





➤ **UNIVERSITY MISSIONS**

➤ Teaching

➤ Research

➤ Technology Transfer

**I DO NOT LIKE
TECHNOLOGY TRANSFER**



➤ **UNIVERSITY MISSIONS**

➤ Teaching

➤ Research

➤ Technology

**I PREFER
KNOWLEDGE
TRANSFER**



➤ **UNIVERSITY MISSIONS**

➤ Teaching

➤ Research

➤ Technology Transfer (Knowledge Transfer)

➤ Contracts or working on demand

➤ Collaborative projects

➤ Advanced KT

➤ Licenses

➤ Spin-off



Who is responsible for the KT?

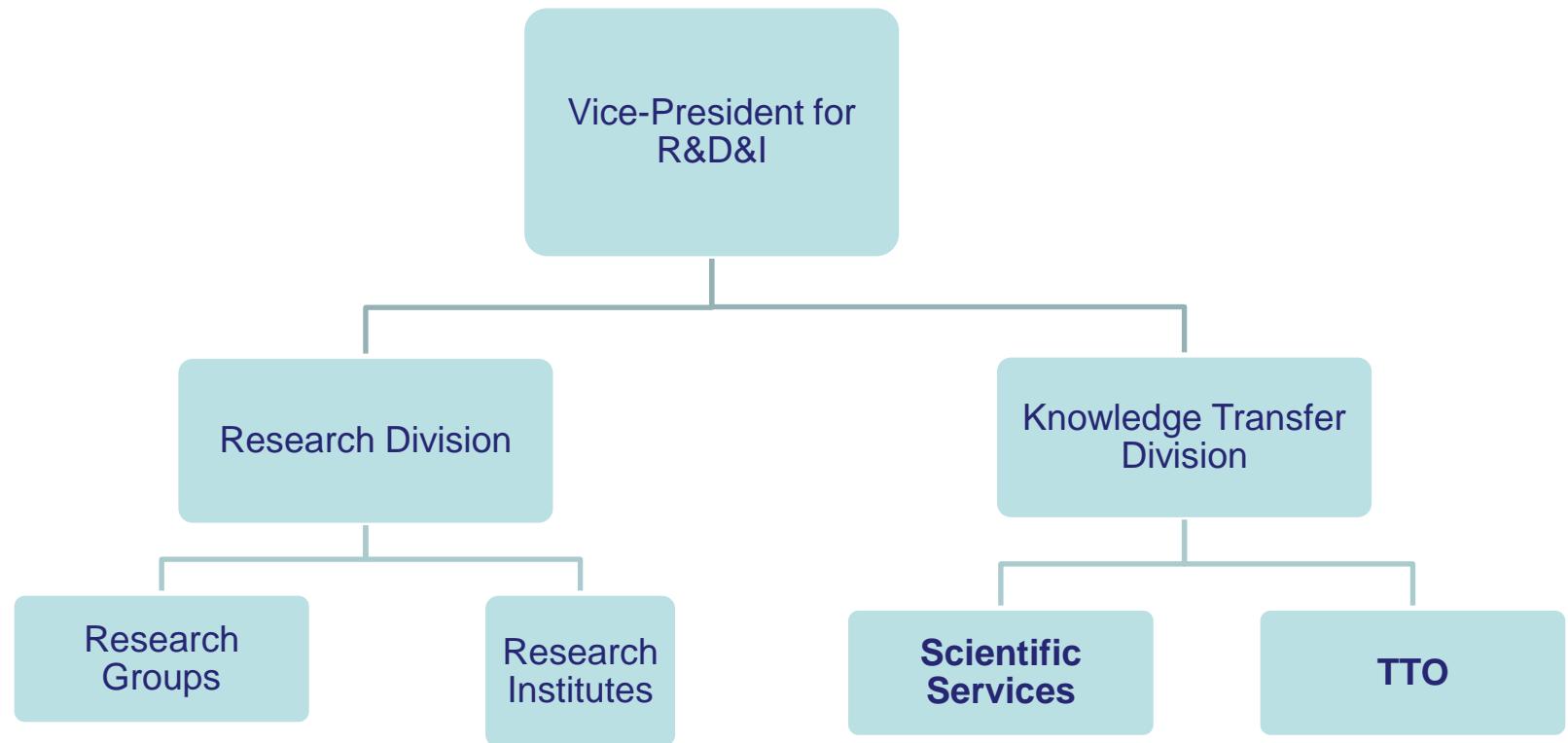
- Researchers
- Technology Transfer Offices (TTOs)





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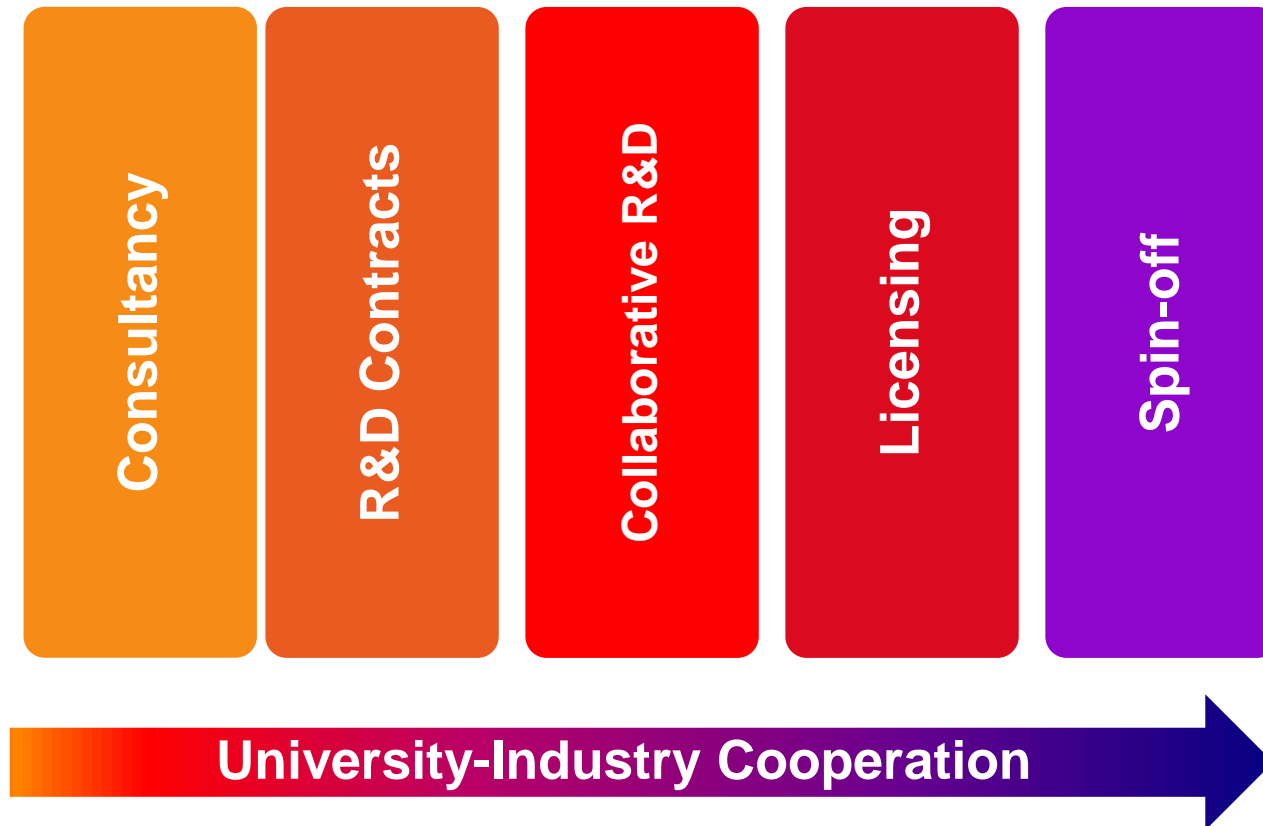
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• Consultancy

- A company needs the University to, for example, analyse some samples of a concrete material.
 - They talk to a researcher or a service within the University
 - Make the deal
 - Sign the contract
 - The University analyses the samples
 - They pay, that is the end
- Easy, concrete, the company uses the University and that's it.
- Not strongly linked



- **R&D contracts**

- R&D on demand → to solve a concrete problem
- The University as the research department of a company
- Research to be carried out by the University
- No results guaranteed
- The contract should specify:
 - Obligations of both parts
 - Timing of the project
 - Budgets
 - Payments
 - Results (future IP, future developments...normally belonging to the company)





- **Collaborative R&D**

- Commercial & scientific goals are shared
- Research to be carried out by both parts
- Risks & benefits shared
- Contracts should specify:
 - Obligations of both parts
 - Timing of the project, responsables for each part of the project
 - Budgets and payments
 - Results → IP management, future developments (hot potato)
- More interaction between both parts
- Frequently closer to market



- **Licensing**

- Not always easy to find a client
- Hard work is required
 - Technology offers → market places, twitter, linkedin, websites, etc.
 - Identify the offer (what, to whom, why it's interesting)
 - Licensing terms (exclusive/non-exclusive, territory, royalties, payments, future developments, etc.)
- Post-license
 - Researchers are not involved anymore
 - The University still involved → returns → inventors
- Science is put directly into market



- **Spin-off**

- The most effective way of transferring knowledge
- Spin-offs as a way of fostering the industry environment
 - New sectors arise
 - Cutting-edge technology
 - Job creation
 - Researchers will be more involved → team commitment
- Questions regarding conflicts of interest arise → Clear legislation
- IP management required
- A concrete environment needed
- Science is put directly into market





• The role UA plays in Spin-off

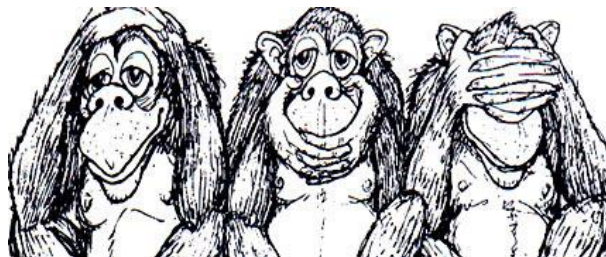
- Promoting the company/Business support
- Equity share – Alicante Science Park Foundation
- Not a member of board of directors
- Technology transfer agreement
- Shareholders agreement → antidilution
- Benefits
 - From equity
 - Royalties
 - Technology Transfer Agreements
 - Future collaborations





- **The role of the researcher in Spin-off**

- Collaborates with the company
- Inventor, IP
- Equity
- Board of directors
- Working for the company





Some considerations about the team

- Researchers are experts in technology and know-how, not business
- Researchers don't talk business
- Researchers and the company are pretty close at the beginning but have different interests in the end
- Researchers often hold shares in their spinout companies

Who should manage the company then?

- I have a friend....MISTAKE.
 - My brother...MISTAKE
 - My brother, who is a lawyer...WORSE
 - Exceptions....
-
- Get information from: business contacts, networks, investors...somebody with business skills, experience and contacts.



Some benefits of spin-off

- Economic benefits for the researchers
 - As a partner of the company
 - Inventor
- Economic benefits for the University
 - Equity gains, dividends, royalties and payments from the TT contract.
- Other benefits
 - Economic development
 - Job's creation
 - Environment attractive to other companies
 - Image
 - New contracts, licences, etc.
 - Entrepreneurial environment
 -





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	Licensing	Spin-offs
Team	Researchers, Low implication	Researchers + sb else → balanced team; high implication
Investment (time, money, efforts) pre / post-license	Significant /Minimum	High (more time consuming, more people intensive) pre and post
Financial Returns to University	Royalties, upfront payments	Royalties, upfront payments, equities, dividends
Financial Returns to the inventors	Royalties (university policy)	Royalties (university policy) + equity gains and dividends, if so
Financial Risk	Modest	Significant
Companies in the market	Well-established	Do not exist or are small



What do we need?

- High quality research
- Clear University policy → interaction with industry within the University strategy
- A clear legislation to foster relations with industry in a simple, flexible way (national, University level)



What do we need?

- KT should have an impact on academia curriculum
- Professional structures within the Universities to promote this industry-university communication and to detect industry demands → people able to talk the same language or act as translators
- Specialized courses
- Researchers mobility between University and Industry





What *e/se* do we need?





What *e/*se do we need?

- MORE COFFEE!!!!





Why?

- To contribute to the economic development
- Society benefits from knowledge
- The University becomes more real
- Walking towards the entrepreneurial university
- Get money....

....and KEEP ON WALKING





Conclusions

- A proper University environment is needed
 - Towards the entrepreneurial university with clear, but flexible, policy and some support structures such as science parks, incubations, etc.
 - Introducing technology transfer, IP issues on courses, both for students and researchers
- The University should help to create companies but should not interfere in their lives





Conclusions

- The importance of the TEAM
 - The researchers play a very important role
BUT
 - They know almost nothing about business
 - Too much stress on the technical issues
 - Conflicts of interest might arise → clear, but again flexible, rules
 - Well-balanced team → CEO with business skills, contacts and experience



Conclusions

- Regarding the TTOs
 - Must be able to detect potential projects
 - To assist the researchers
 - Have contacts in the “real” world
- Help the team to put all the **NOTES** together (IP, technology, investment, team, etc.)





Thanks for your attention!

Questions?.....

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