

# **Support to Capacity Building on Technology Transfer in 12 EU Partner Countries**

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***"Research transforms  
money into  
Knowledge..."***

***...Innovation  
transforms knowledge  
into money"***



# Technology Transfer

"**Technology transfer** specifically refers to the process conveying results stemming from scientific and technological research to the market place and to wider society, along with associated skills and procedures, and is as such an intrinsic part of the technological innovation process."



# The 4 "P's" of Technology Transfer

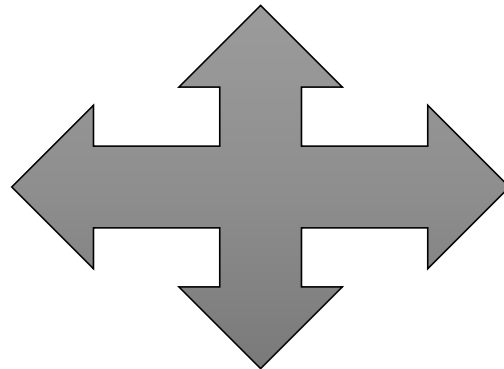


**People**

**Processes**

**Proof of Concept**

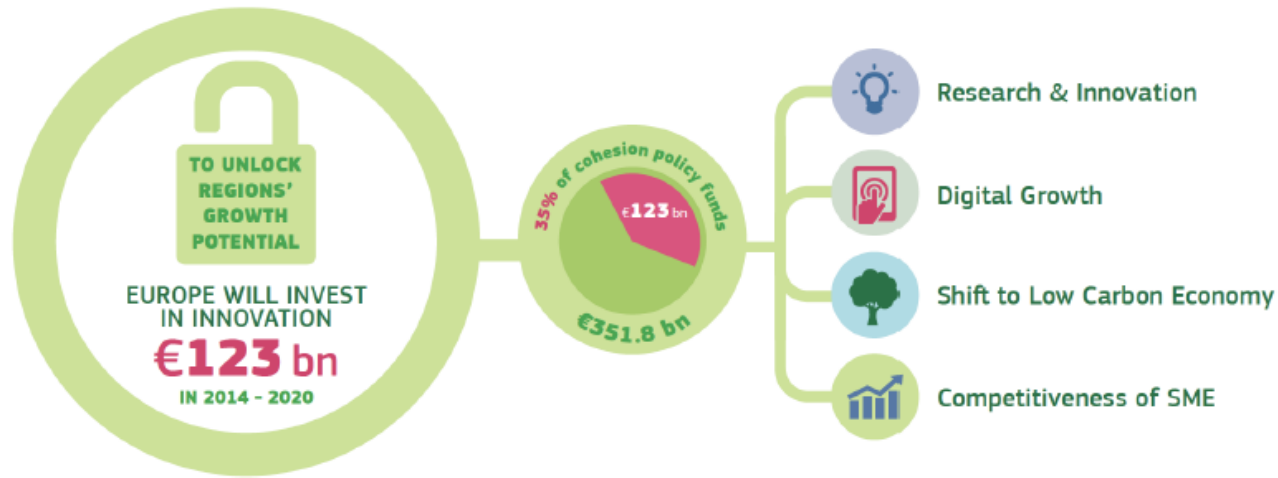
**Patents**



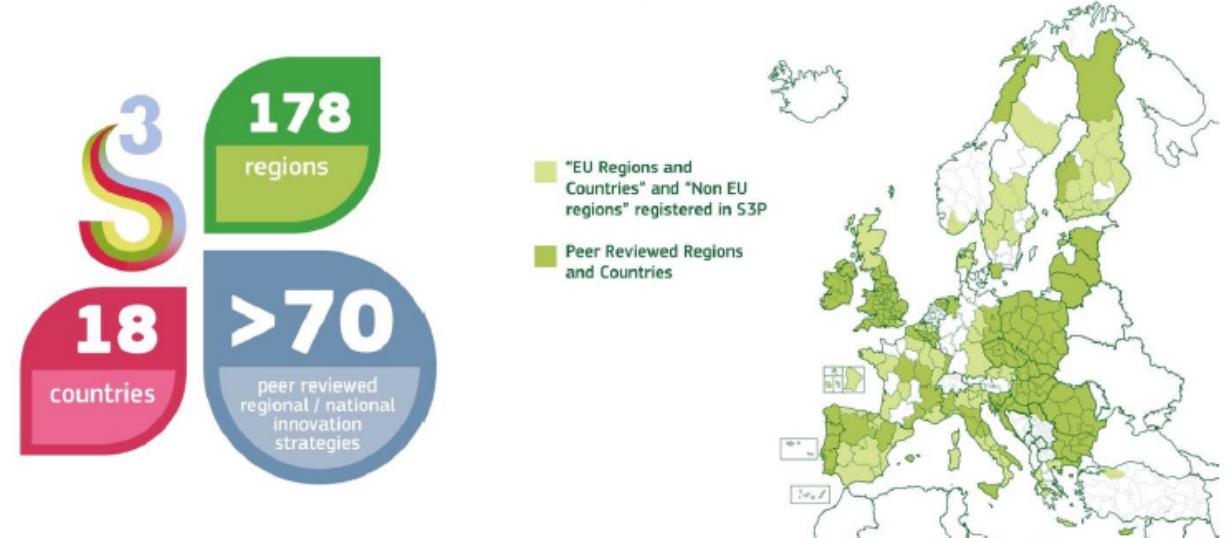
# The smart specialisation

## THE SMART SPECIALISATION PLATFORM

### Why it was created



### What is happening



# Regional Innovation Systems





# Urban Innovation Hubs on the rise in Europe

## Paris - Station F (opened on 29/6/17)

Hosts up to 1000 start ups (3000 desks), 38,000 m<sup>2</sup>, 310m x 58m, 20 accelerator programs, dismissed freight station, hotel (800 rooms) + restaurant (1000 seats)

## Lisbon - Criativo do Beato (gradual opening)

35,000 m<sup>2</sup> in 20 buildings in former army food factory, 200m€ VC fund + tax incentives, plans for 100,000 m<sup>2</sup> extension to 3000 start ups

## London – Plexal (opened on 12/6/2017)

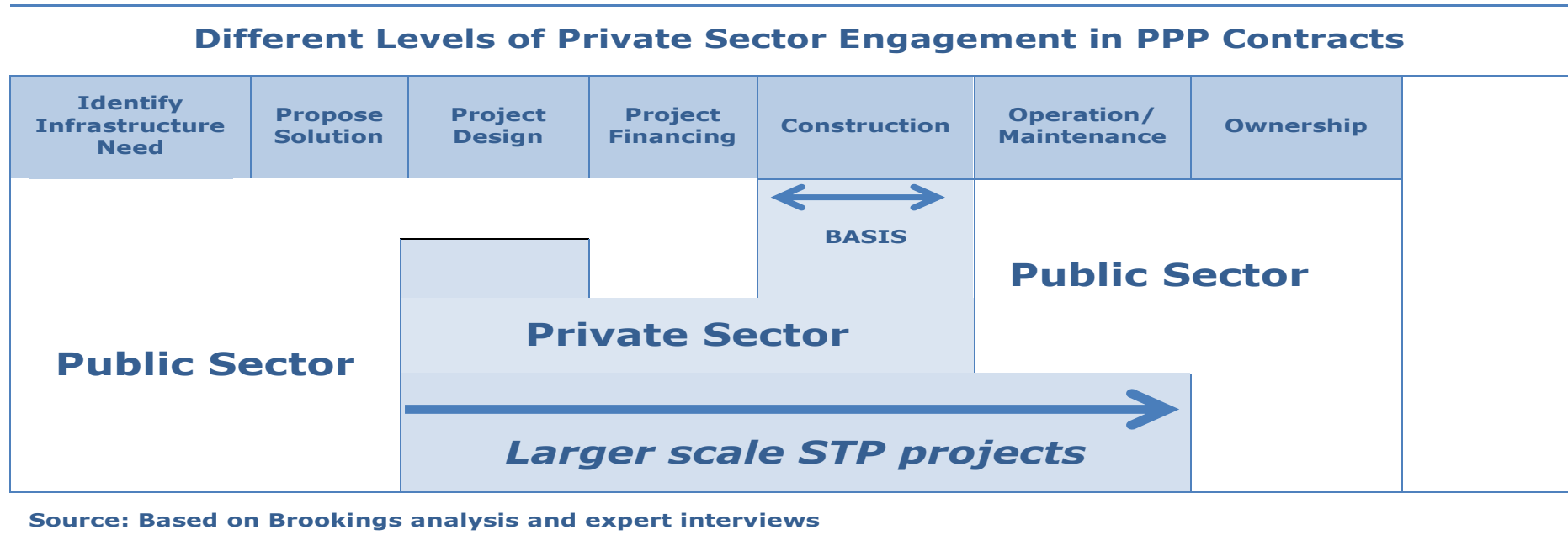
6,300 m<sup>2</sup> incubator in Queen Elisabeth Olympic Park (250ha). 800 desks, several acceleration programs.

## Milan – Arexpo (masterplan in development)

New S&T park in Expo 2015 area of 100ha, focus on health, big data, agrifood and biotech. Includes university, hospital and large research centre.



# Public-private partnerships (PPPs) in Innovation Ecosystems



## Advantages:

- **Transfer risk** to private sector
- **Expertise** and know-how of private sector
- Increased **efficiency and quality**
- Make **R&I policy more responsive** to the nature of innovation



# Corporate Venture Capital

- Corporate Venture Capital is on the rise:
- CV groups participated in 20.5% of the deals made in the US in 2015 (in 2010 they only participated in 12.7%) *Source: Waite, R. (2016)*
- 75 of the Fortune 100 are active in CV, and 41 have a dedicated CVC team (2017) *Source: Taub, L. (2017)*

	Corporate VC	Conventional VC
<b>Fund objective</b>	Has strategic objectives	Invests for financial returns
<b>Investment stage</b>	Early to mid-stage companies	From idea to late stage companies
<b>Follow-on investment</b>	Subject to economic conditions or leadership changes in the company	Yes. VC funds are often structured as 10 year commitments
<b>Control level</b>	Does not seek tight control: typically prefers a board observer role	Does want control: typically requires a board seat
<b>Exit options</b>	Investment may become an acquisition target, an OEM partner, a channel for additional company product sales, or even a product integration that would drive sales for the investing company	One type of exit: a strong financial return

*Source: Waite, R. (2016)*

# EU Supports Deep-Tech Start Ups



## How to Exploit the Untapped Potential of RTOs' Deep-Tech Start-Ups in Europe

12 April 2017

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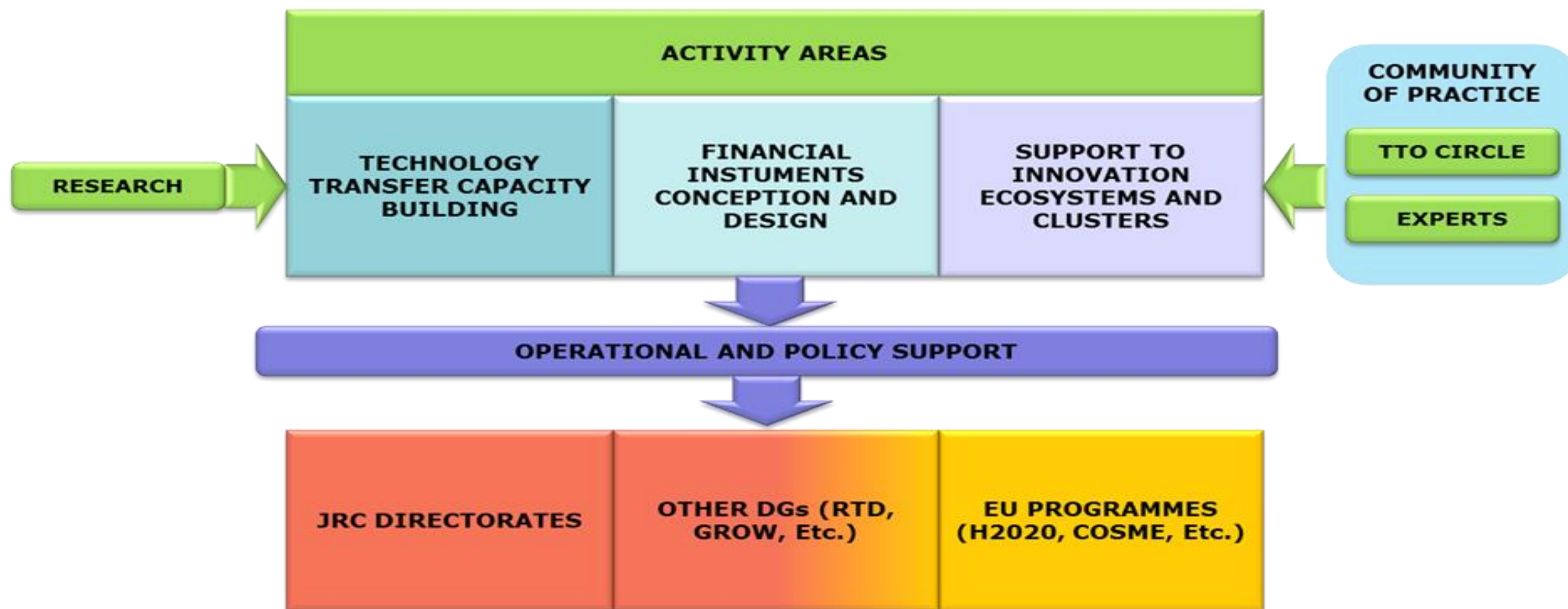
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- **Deep-tech start-ups** are key to Europe's competitiveness and industrial renewal, delivering high socio-economic impact
- Contrary to US-type digital companies, EU-type deep-tech start-ups have great life expectancy and low rate of failure
- Support they need early-on to make innovation investment-ready are much higher, even though they tend to balance out at a later development stage
- They heavily rely on **patent protection**

# Competence Centre for Technology Transfer - JRC.I.4

- Single reference point for expertise on technology transfer at the EC
- To support EU policy development, from upstream concept stage to the downstream implementation phase
- To deepen understanding and knowledge of technology transfer through research and aggregation of results and best practices

# Competence Centre for Technology Transfer



# TT in Eastern and Southern neighbouring countries

- Diagnostic and benchmark analysis of the state of Technology Transfer in the Eastern Partnership (Armenia, Azerbaijan, Belarus, Georgia, Moldova, Ukraine) and Southern neighbouring countries (Algeria, Egypt, Jordan, Lebanon, Morocco, Tunisia)
  - Describe the main characteristics of the landscape, including relevant stakeholders, players and TT models
  - Identify strengths and weaknesses of each ecosystem
  - Provide a comparative overview of TT in the twelve countries
- To be completed in 2019



# Approach and Methodology

- A team of twelve external experts will deliver the study
- Coordination by JRC.I.4





# Cooperation from local counterparts

- Support to identify and contact relevant stakeholders in the TT ecosystem:
  - Government, Ministries, Innovation Agencies
  - Universities, Research Centres, Academy of Sciences (management, TTOs, researchers)
  - Companies (large, medium, SMEs), Chambers of Commerce



# Cooperation from local counterparts

- The objective is to collect information on:
  - Relation of TT with national economic and innovation strategy
    - Importance of commercialisation of public research results
    - TT support programmes and mechanisms
  - Relation of TT with national regulatory framework of Intellectual Property (IP)
    - Existence/characteristics of TT regulations
  - Availability of funds and investment capital
    - Public and private expenditure on research & development
  - Quality of scientific research
    - Core scientific areas and research base

# Thank you for your attention!

"Right now, today, is the best time to start up.

There has never been a better day in the whole history of the world to invent something.

There has never been a better time with more opportunities, more openings, lower barriers, higher benefit/risk ratio."

Kevin Kelly (first editor of Wired) from the book "the Inevitable"(©2016)

