



www.astp.net

ASTP: Association of Science & Technology Professionals.
500 members active in 260 institutions and 35 countries.

Objectives: Develop and professionalize Technology Transfer.

Events: 2 conferences (about 100-180 attendees) per year.
& 1 course 2 levels (about 80 attendees) per year.
One day site visits.

Tools: www.astp.net / wiki.astp.net / email mailing list
Annual TT survey

Bottom-up, self-funded, independent, people based association



Board: www.astp.net

Laurent Miéville, President

Head Office of Technology Transfer, Uni Geneva, CH

Joern Erselius, VP Members

CEO Max Planck Innovation, Germany

Karen Laigaard, VP Professional Development

Head Technology Transfer Unit, University of Copenhagen, Denmark

Anna Maria Nuutila, VP Finance

Corporate Controller VTT, Finland

Jeff Skinner, VP External Relations

Director for Enterprise Partnerships, University College London, UK

Paul van Dun, VP Programming

General Manager KU Leuven R&D, Belgium

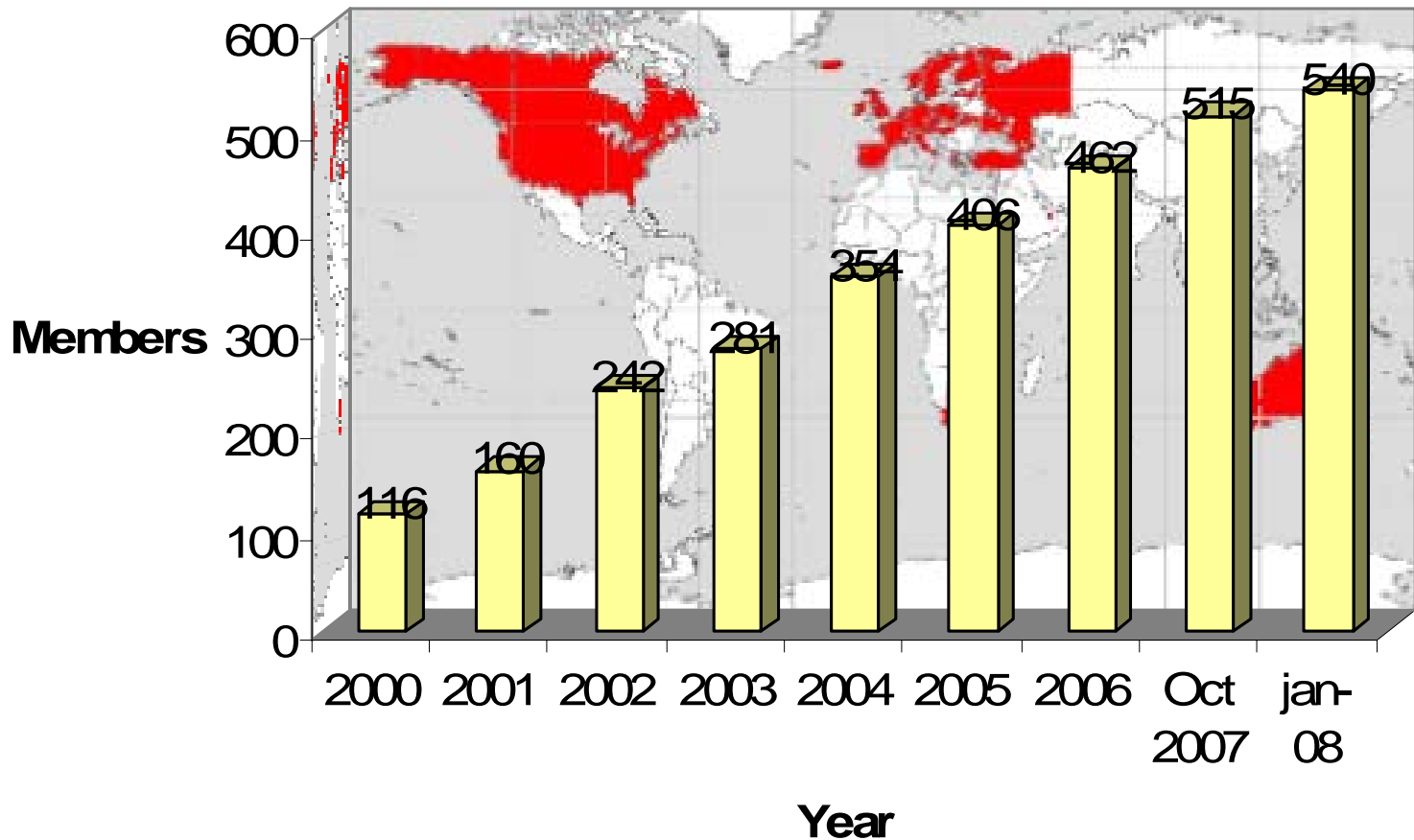
Office:

Claar-els van Delft, General Manager, **Ancilla Kluin**, Network coordinator

Harmke Schutte, Event Coordinator, **Kirstin Dierking**, Network assistant

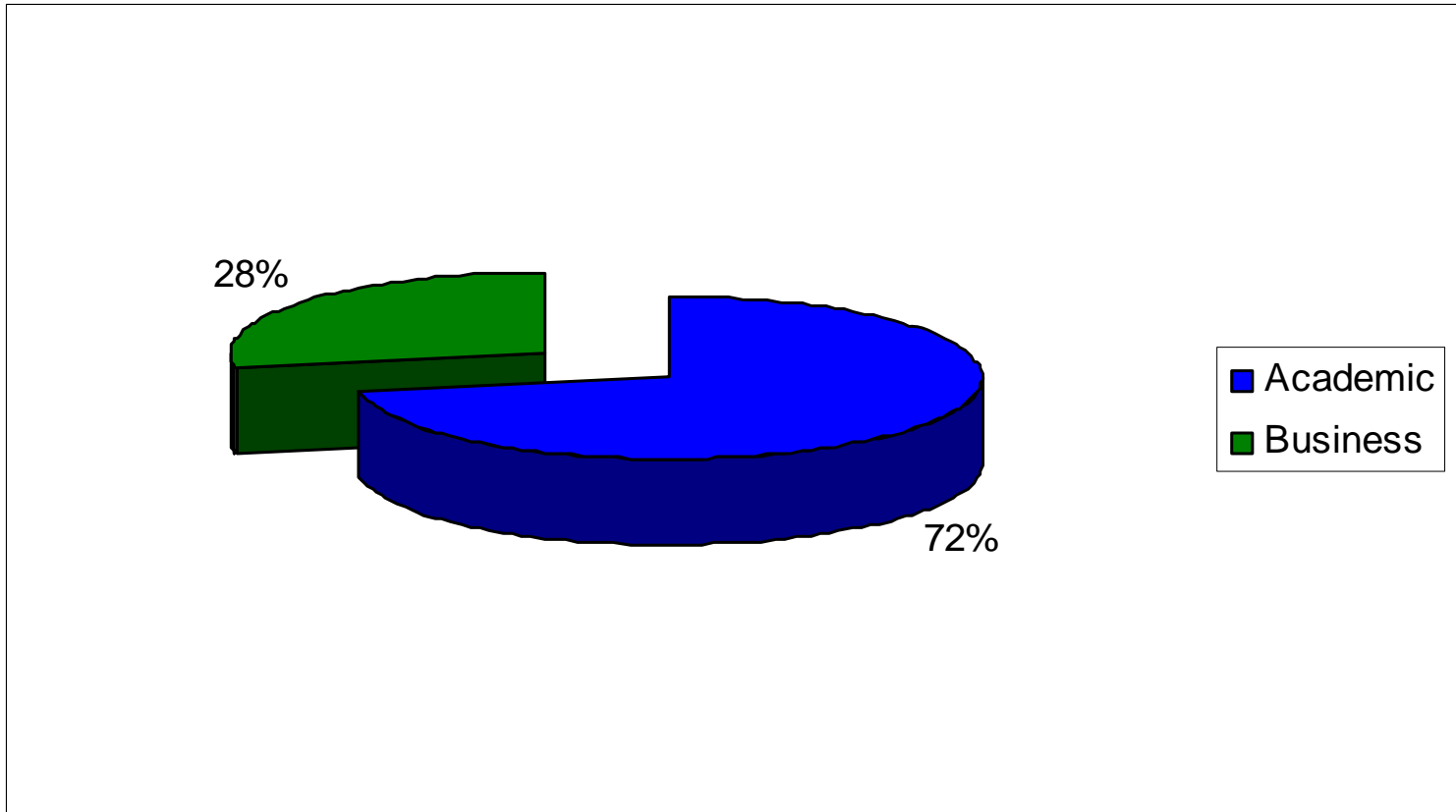


Growth ASTP



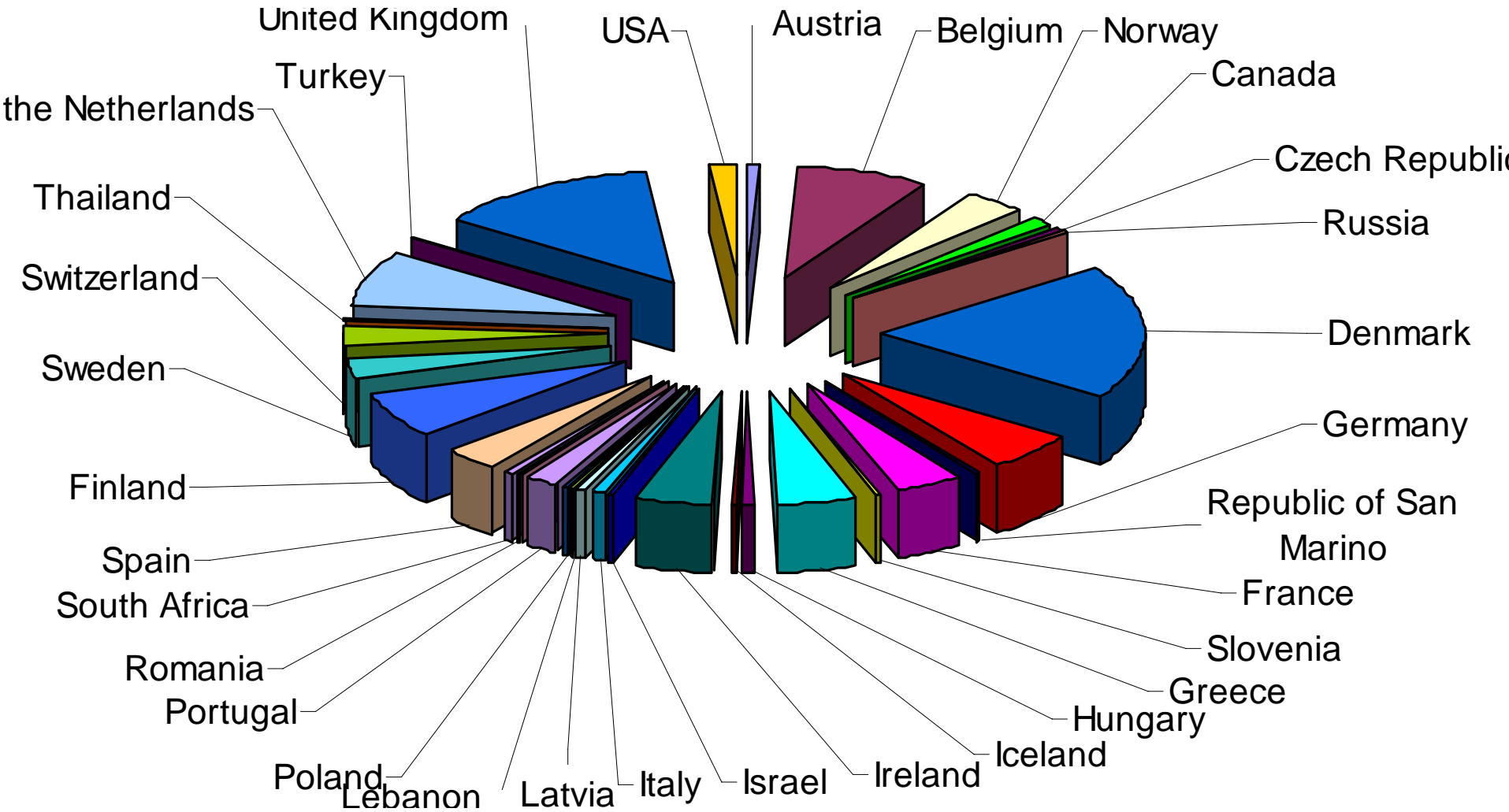


www.astp.net





www.astp.net





www.astp.net

11 April 2008

Site Visit *KU Leuven Research & Development*

(28), 29 & 30 May 2008 – Bergen, Norway

Master class on *Non-Patent IP*

&

9th ASTP Annual Conference

Best Practices in Transfer of Science and Technology

How to strengthen the interaction between science & industry?



Further develop early stage results

- Seed financing within PROs
- Partnering Public - Public
- Partnering Public- Private
- Support local start-ups



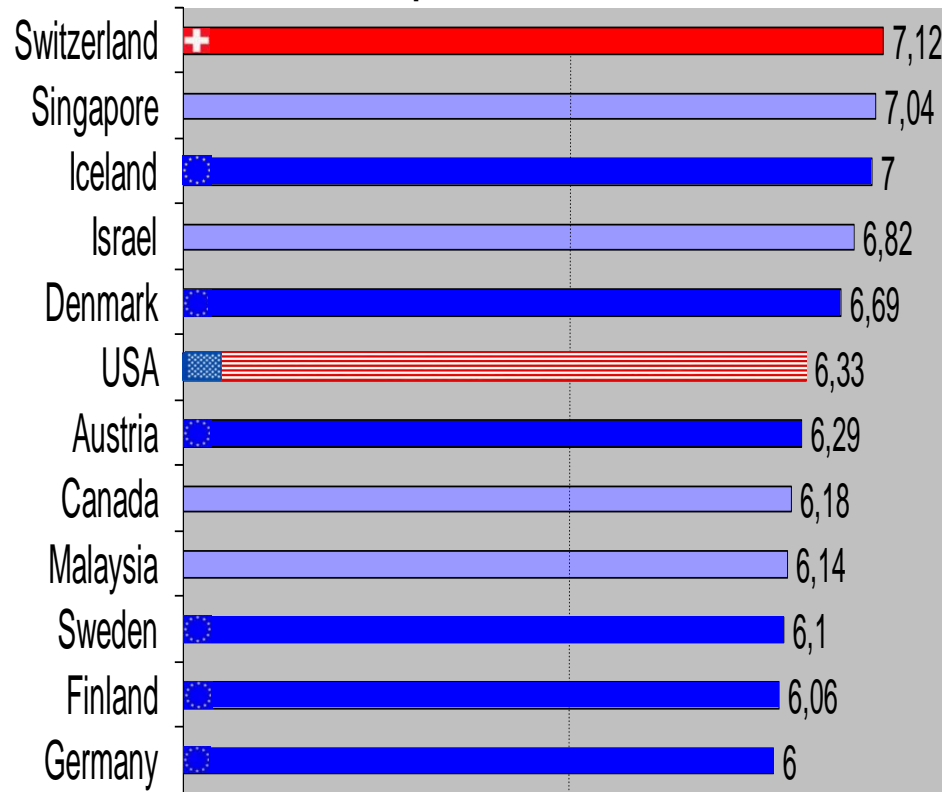
Increase attractiveness to collaborate on projects

- Facilitate the access to PROs technologies and competencies
- Support financially SMEs that collaborate with PROs
- Reinforce/Manage consulting activities of academics with SMEs

Mastering the technology transfer processes and the expectations of each party



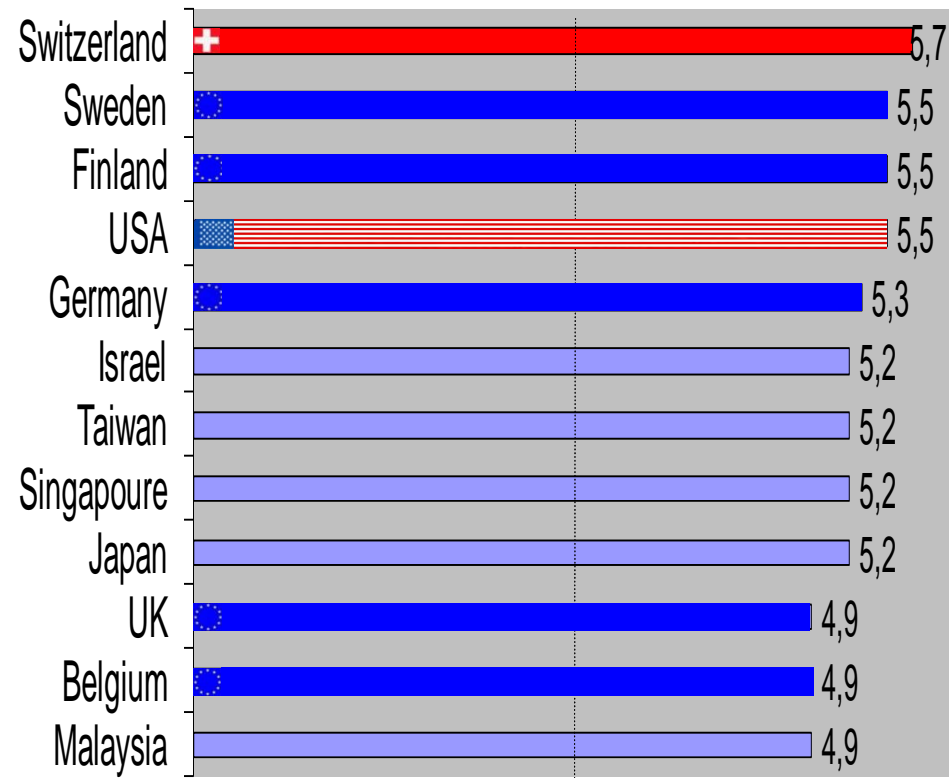
Knowledge Transfer between companies and Universities



Source: World competitiveness yearbook 2007, IMD

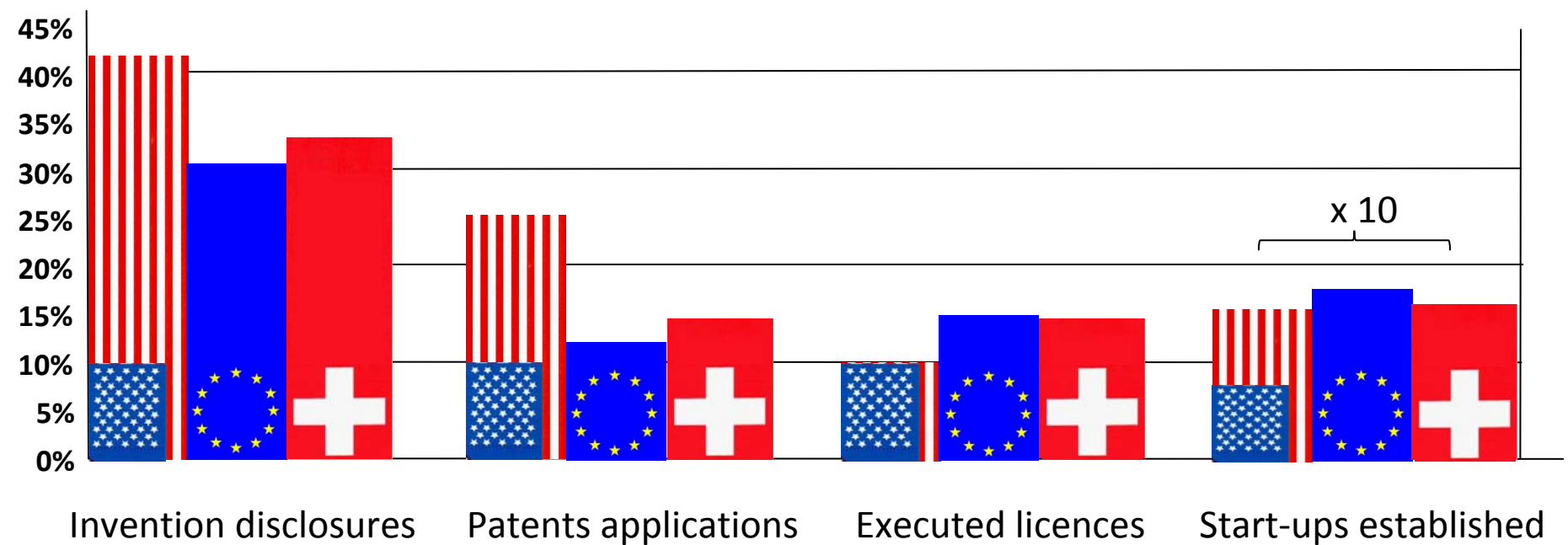


University - Industry research collaboration



Source: Global competitiveness report 2006-2007, World Economic Forum

Comparison between US (AUTM), Europe (ASTP) and western Switzerland



All figures given per million public R&D (in PPP \$): 25% => 4 millions PPP \$ to generate 1 item

Sources: 2005 data from AUTM , ASTP, UNIGE, UNIL, EPFL, OECD (PPP)



www.astp.net

EU perspective (versus US)

1. Large diversity of models to manage and support innovation.
2. Despite late start, catching up US rapidly.
3. Lack of experienced entrepreneurs.
4. Venture capital of lower intensity.
5. Economic ecosystem allowing survival of 2nd tier companies.
6. Less flexible but more dedicated workforce.
7. Better adapted to multi-cultural approach.
8. Less bureaucratic requirements to tech transfer management.
9. More challenging due to less emphasis on disruptive innovations.



www.astp.net

Challenges

1. Lack of University leadership/involvement on KTT policy and its management.
2. TT Offices often under-funded and overworked when only supported by Universities (forget being self sustaining, better play lottery).
3. Multiple goals within TT Office, difficult to have one measure of success.
4. Crowded space with many “exotic” players at regional/national/european levels, difficult to engage directly with policy makers or other stakeholders.
5. Dealing with a fast changing and complex set of best practices (training !)
6. Difficult job of evaluating the value of early stage research results.
7. Limited absorptive capacity of firms for new technology.
8. Inexperienced / scarce entrepreneurs.
9. Need more dedicated & empowered TT professionals in industry (legal !)



www.astp.net

Good for TT (the Swiss way of TT)

1. High quality research
2. Ample freedom of operation, empowered people (academic AND business)
3. *Nearly* - adequate remuneration of senior TT staff (retention issues)
4. Close and good contacts with key researchers (the customers).
5. Proximity of innovative companies, investors with deep pockets.
6. Involvement of senior industry execs in the process (council for example).
7. Hire deal makers with excellent personal skills , don't recycle people.
8. Give time, to become a senior TT professional takes 5-8 years.
9. If possible allow to extend services to other regional PROs if too small



www.astp.net

Further information

- www.astp.net
- wiki.astp.net
- www.protoneurope.org
- www.autm.net
- www.switt.ch
- www.sciencebusiness.com
- www.autm.net/aboutTT/Points_to_Consider_letter.pdf
- http://ec.europa.eu/invest-in-research/pdf/ip_recommendation_en.pdf

Working in partnership to support innovation



Thank you

Laurent Miéville

laurent.mieville@unige.ch



www.astp.net