



STIFTELSEN CHALMERS INDUSTRIOTEKNIK

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The importance of collaboration: Regional, National and International collaboration. Experiences from promoting innovation.

Chalmers Industrial Technologies

- In operation since 1984
- Customer value perspective: To transform Chalmers strength into business advantages for the industry
- €7 M annual revenue, 75 employees of which 38 with PhD degrees
- More than 1600 customers in 51 countries on 5 continents
- Swedens oldest tech transfer organization



A typical project: Designing an innovation system for a university

- Finding the prerequisites for the task
 - Identifying key stakeholder
 - Legislative and cultural limitations and possibilities
- Setting up and anchor a vision for the innovation system
 - What expectations have to be met
 - What can be delivered
- Designing the strategic plan
 - Key assets identification
 - Risk scenarios and consequence analysis
- Training of people for implementation of plan
- Support

Examples

- Science parks in Zimbabwe, Iceland and El Salvador
- Innovation systems i Nicaragua
- Innovation systems in BRIC countries
- Developing the innovation system in Europe
- Handling intellectual property in transnational projects

Examples of recent collaboration projects

- SEARCH an Interreg project, regional and interregional
- CERN TTN, international
- SNITTS Swedish Network for Innovation and Tech Transfer Support, national
- GoINN Göteborg Innovation, regional and local
- Nicaraguan Universities in collaboration

SEARCH: Scanning and Evaluating Activities for Research Commercialization Handovers

- Collaboration between Göteborg, Coventry, Chemnitz and Firenze
- Development and exchange of tools and methods
- Relationship building
- Commercial packaging and verification
- Hand over arena

CERN TTN: High Energy Physics Tech Transfer Network

- IP policy for HEP TT
- Web interface for support and collaboration
- Indicators and measurements
- Societal impact of HEP

SNITTS: Swedish Network for Innovation and Tech Trans Support

- The fastest growing network in the universe (?)
- National organization for individuals
- Support the professional role of tech transfer
- International examples: AUTM, ASTP, SWITT, ...'
- Collaboration, exchange, education and training, ...

- Needs to professionalize universities

The logo for SNITTS, where the letters 'S', 'N', 'I', and 'T' are in a dark red color, and the letters 'T', 'T', and 'S' are in white and set against a dark red rectangular background.

GoINN: Göteborg Innovation

- Local and regional collaboration between two universities and one regional authority
- Handling the early innovation process structure
- Developing Intellectual Property Platforms

Nicaraguan universities

- Collaboration between 10 Nicaraguan universities
- Setting the framework for the innovation system
- Workshops and discussions based on needs and requirements
- Involving universities, industry, authorities, financing, ...

Lessons learned

- Culture and values will always be important
 - Direct transfer of models usually doesn't work
- There are lessons to be learned no matter how good you are
- Peoples exchange is vital
- Top level exchange will never result, operational staff must be involved
- All levels must be involved in change
- Policy is not a document but a cultural effect
- Networks will never run without financing

Lessons learned, continued

- For universities collaboration is vital since cover too many fields
 - Additional competence
 - Additional resources
 - Complimentary inventions; pooling patents, spin offs, sales and marketing efforts, ...
- For SMEs collaboration means access to competence and possibility to grow
 - New markets
 - Complimentary technology
 - ...

Lessons learned, continued

- Structural changes necessary
 - One IP model for PRO ownership in Europe
 - European patent
 - Consolidate market
 - Remove the language barrier

- Universities must adapt a new business model where customer focus matters

The policy dimension, extended

- Policy is a cultural effort not a piece of paper
- The process must involve all levels from top to bottom
- It must be connect to reality in terms of tools and processes
- It has to come hand in hand with a clear and communicated vision
- Specific example, University IP policy (the formal paper), must be accompanied by

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- Tools like invention disclosure form
- Incentive structure
- Model contracts
- Process for handling innovation
- Clear delegation of power (not delegation of tasks)
- A sales process to involve and affect all employees
- A sales process to the customers, financiers and industry

Open Innovation; What is it?

- Is not free unlimited access to IP!
- Is not neglecting IP management! Rather the opposite.
- It is risk reducing and profit sharing.

- Better to talk about network innovation and/or IP platforms?

Collaborative efforts in short

- **Important!**