

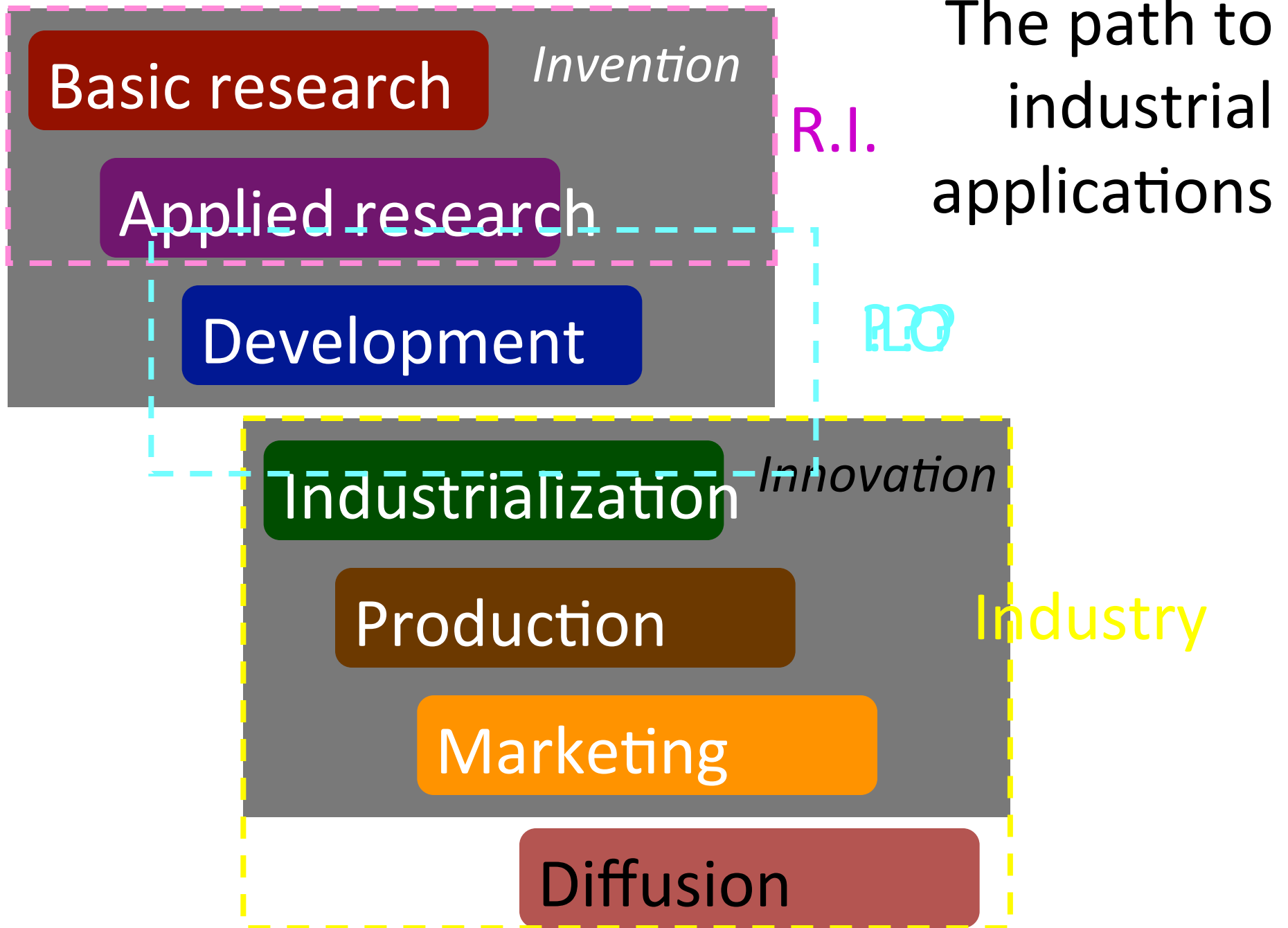
PaGES
Pianificazione, Gestione
ed esecuzione di un
Esperimento Scientifico
in un centro di ricerca
internazionale

TECHNOLOGY TRANSFER

PaGES
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How to generate value from
the knowledge?





What is TT?

- The process of transferring scientific findings from one organization to another for the purpose of further development and commercialization
- Often call “Spin-off”
- Different meanings in different situations:
 - Transfer of legal rights (Patent title, license, etc.)
 - Informal movement of information, knowledge, skills through person-to-person interaction

Congressional Research Service

Technology Transfer: Use of Federally Funded Research and Development

Wendy H. Schacht

Specialist in Science and Technology Policy

December 3, 2012

Technology Transfer vs. Knowledge Management

- ◆ What is *"Technology"* ?
- ◆ What shall we actually *"Transfer"* ?
- ◆ We can transfer:
 - ◆ Prototypes
 - ◆ Equipment
 - ◆ Materials and components
 - ◆ People
 - ◆

Technology Transfer vs. Knowledge Management

◆ ... but basically we have to transfer

Knowledge

Why?

- Give a man a fish and you feed him for a day.
- Give a man a fishing rod, and he feeds himself and his family for as long as the rod lasts.
- Help a man develop the knowledge and means to improve the fishing rod and to design and produce new ones, and he may feed himself and his society for years to come.

Different mechanisms for TT

EDUCATED-ORIENTED

- Didactic activities
- Scientific publications
- Mobility of researchers
- Outplacement of students
- Academic networks
- Participation to conferences, meetings, fairs
- Postdoc masters (also for workers)

MARKET-ORIENTED

- ❖ Research contracts
- ❖ Co-operative research programs
- ❖ R&D consortia
- ❖ Shared laboratories
- ❖ Sell of intellectual property
- ❖ Spin-off creation
- ❖ Services for tests and analysis
- ❖ Technological consultancy
- ❖ Accreditation and certification activities

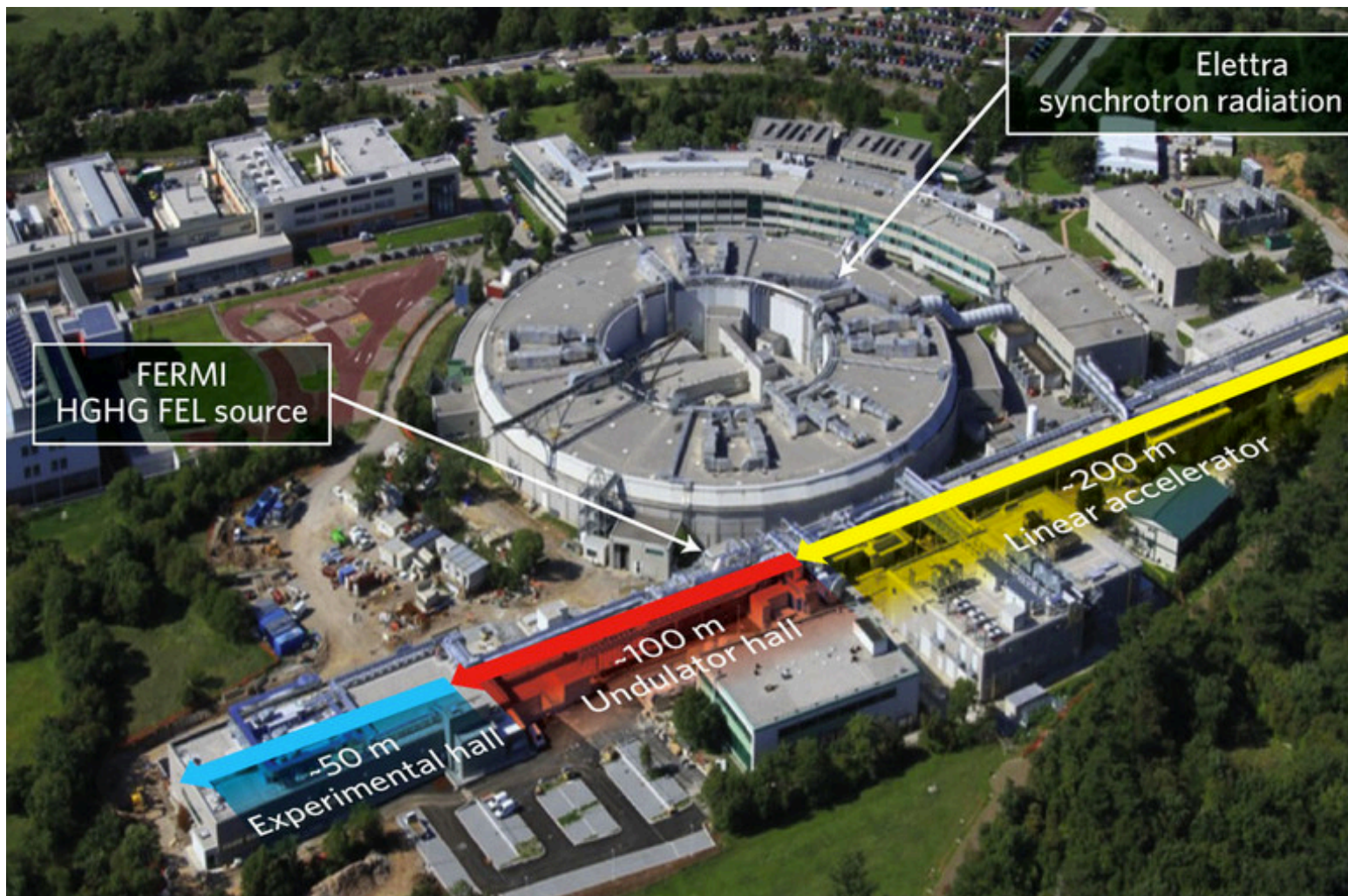
Tools to promote TT

- Scientific parks
- Innovation districts
- Business incubators
- Industrial Liaison Offices (ILO)
- Patents
- STTR (Small Business Technology Transfer Program) SBIR (Small Business Innovation Research)

– *SBA_SBIR-STTR_Overview_October_2015.ppt*



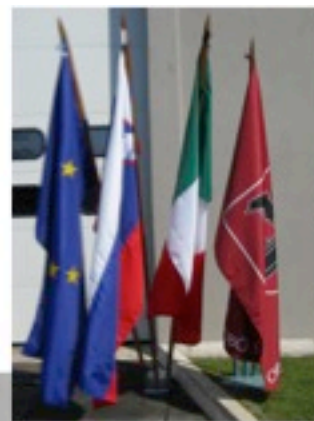
Elettra Sincrotrone Trieste



- ❖ Kyma was established as a spin-off of Elettra - Sincrotrone Trieste to design, realize and install all the 18 undulators for FERMI@Elettra project.
- ❖ An open European tender issued by end 2006 with the purpose to find potential partners for realizing the undulators.
 - Potential partners were required to set up a new company to that purpose, together with Elettra.
 - The capital of the company was formed by 51% of shares of the NewCo as **intangible assets** supplied by Elettra - Sincrotrone Trieste and 49% of liquid capital supplied by the partners.
 - Elettra had to contribute transferring to the NewCo its know-how on undulators. **Knowledge Transfer monetarily evaluated.**

Achievement in a nutshell

- Kyma Srl established in August 2007
- Kyma Tehnologija d.o.o. established in July 2008
- Operations started by end 2008
- All undulators for the FERMI@Elettra project delivered on spec, on time, on budget
- Supply of insertion devices to the light source market started in 2010
- Cooperation with major scientific institutions worldwide
- 2 M€ profit after taxation in fiscal years 2008 to 2013



August 2008

