



Contribution ID: 26

Type: **not specified**

Key elements in creating spin-offs: experiences from Leuven R&D

Thursday 1 October 2009 11:45 (20 minutes)

Leuven Research & Development, the technology transfer office of the Katholieke Universiteit Leuven (Belgium), has a long tradition in technology transfer including starting and growing spin-offs. The presentation introduces the key elements in spin-off creation. The first part focuses on the importance of integrating the spin-off process within the larger framework of technology transfer. It is shown that an important cross fertilisation can be realised with the contract research and patenting & licensing activities. In the second part, the different steps in creating a spin-off are detailed: from research to proof-of-concept & IPR, developing a business plan, finding investors & completing the team, valuation & deal structuring. For each step the key challenges and success factors are discussed.

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Session Classification: General mechanisms for TT and marketing of IP