



YEAR and VTT VENTURES

Technology Transfer Conference

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Jarno Salonen



Business from technology

OUTLINE

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Short introduction to YEAR

Technology Transfer perspective

Supporting activities of YEAR

VTT Technical Research Centre of Finland

VTT IS

- the biggest multitechnological applied research organisation in Northern Europe

VTT HAS

- polytechnic R&D covering different fields of technology from electronics to building technology
- clients and partners: industrial and business enterprises, organisations, universities and research institutes

VTT CREATES

- new technology and science-based innovations in co-operation with domestic and foreign partners

- Turnover 245 M€
- Personnel 2,700
- 77% with higher academic degree
- 6,200 customers
- Established 1942
- VTT has been granted ISO9001:2000 certificate.

The operating model and the structure

CUSTOMERS

STRATEGIC RESEARCH

Management of the self-financed and jointly-funded research

BUSINESS SOLUTIONS

Management of the contract research

VENTURES

Commercialisation of research output, venture activities and spin-offs

EXPERT SERVICES

Consulting services, testing, certification



PARTNERS

NETWORKING

RESEARCH AND DEVELOPMENT

Projects

Competence management

(6 knowledge clusters and 42 knowledge centres)

Management, support processes

ADVISORY BOARDS



Technology Transfer challenges at VTT: Shifting Paradigm

Before

- Inventions rather than innovations →
- Patent is an academic merit →
- No upside for Research Org's →
- No support to tech entrepreneurs →
- Researchers motivated by further research →
- Pricing as part of research contract →
- Reactiveness in commercialization →
- Avoid risks →
- Domestic focus →

Now

- *Innovations based on research and science*
- *No patenting unless there is money to be made*
- *Research org as a shareholder*
- *Entrepreneur-in-residence*
- *Motivation to get rich or see use of results*
- *Market pricing*
- *Plan for commercialization*
- *Fail fast, try again*
- *No time to waste in becoming global*

Ventures' role at VTT

Objectives

- Make effective use of VTT's intellectual property rights (IPR)
- Create profitable and growing technology companies

Tasks

- Manage and develop VTT's IPR (e.g. patents)
- License and sell technology developed and owned by VTT
- Develop business (e.g. spin-offs) based on VTT's proprietary technology



VTT Ventures' results

Spin-off investments

- 20 companies, most at very early phase before actual seed round
- VTT's invested capital approx. 2.8 M€ (technology apports & cash equity)

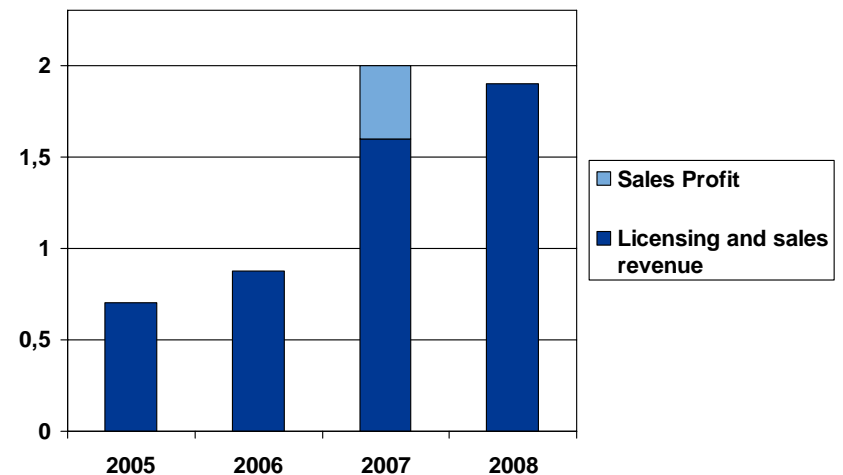
Outside funding

- 4,7 M€
- Seed VC's, business angels, industrial investors from Finland/abroad

Phase of companies

- Personnel: 70, Sales: 2.1 M€

Key figures on IPR sales



Internal activities and materials

- **IPR-day:** success stories
- **Innovation cup:** competition
- **ABC of IP:** basics of commercialization
- **IPR-start:** Info package for researchers
- **Monetary rewards**



Young European Associated Researchers

- Network of young professionals established in 2007
- Current members: CTR, JOANNEUM Research, KCL, PERA, SINTEF, TNO, VITO and VTT
 - Over 10 000 employees in member organisations
- YEAR aims at facilitating exchange of ideas, best practises and people that may help to break down national and cultural barriers and structure the European Research Area (ERA).



Technology Transfer perspective

Young researchers seek for challenges and freedom

Networking across borders (organisational and national)

Strong understanding of market potential vs. academic value

Risk taking capabilities → Entrepreneurship

→ Strong potential if provided with the right information and tools



Supporting Activities

YEAR Annual Conference 2008 (4.12.2008), Brussels

- Topic: "Making money out of research"
 - Patents & IPR Protection, European Patent Office
 - Road to products, Philips

YEAR Annual Conference 2009 (15.-16.10.2009), Graz

- Topic: "The recipe for being a smart researcher"
 - Incentives for the cooperation with small and medium-sized enterprises

Summary

- Paradigm shift in technology transfer
- VTT Ventures established:
 - to generate business from IPR
 - support knowledge centres and individual researchers in technology transfer activities
 - create profitable and growing technology companies
- Young researchers have a strong potential for enhancing technology transfer activities
- Supporting activities, both internal and external required

Contact information

Jarno Salonen
Jarno.Salonen@vtt.fi



<http://www.year-network.eu>



<http://www.vtt.fi>