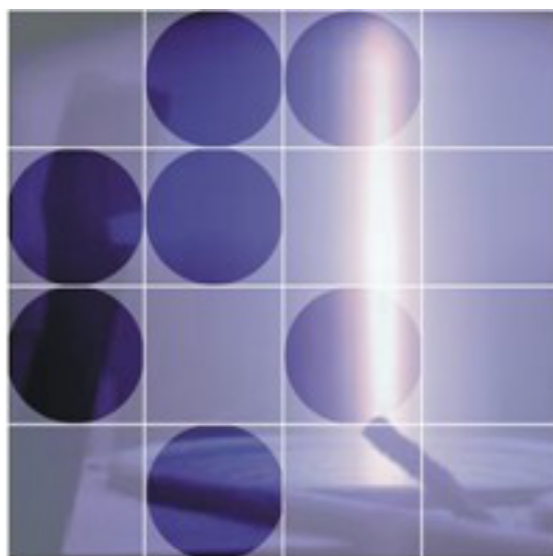


Technology Transfer Conference (science and economy - Slovenia in Europe)



Report of Contributions

Contribution ID: 1

Type: **not specified**

Opening

Thursday 1 October 2009 08:30 (10 minutes)

Primary author: Prof. LENARČIČ, Jadran (Jožef Stefan Institute, director)

Presenter: Prof. LENARČIČ, Jadran (Jožef Stefan Institute, director)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 2

Type: **not specified**

Technology Transfer at MIT

Thursday 1 October 2009 08:55 (20 minutes)

MIT is well-known as a center of academic excellence as well as a leading research institute. Hundreds of companies from around the world are research partners with MIT and maintain their competitive position by turning research done at MIT into products and services. At the same time, MIT has been an important economic engine, not only in the Boston/Cambridge area, but has also been responsible for creating thousands of companies, which employ over a million people both in the United States and abroad. This is the result of many factors, including the “innovation ecosystem” of universities, venture capital, and other groups that foster entrepreneurship. My talk will describe how companies can access technology at MIT and outline how the innovation ecosystem operates, resulting in the constant creation of new companies, new jobs and economic growth.

Primary author: Dr A.GOLDMAN, Kenneth (MIT)**Presenter:** Dr A.GOLDMAN, Kenneth (MIT)**Session Classification:** General mechanisms for TT and marketing of IP

Contribution ID: 3

Type: **not specified**

The upgrading of globalization

Thursday 1 October 2009 08:40 (15 minutes)

The following issues will be briefly discussed:

- The essence of the present systemic crisis, accompanied by the eco-, market-, and financial- fundamentalisms and the transformation towards the knowledge-based economy and society
- Continuation of the hitherto structural changes, based on complex knowledge, technological advance, and innovation
- Changing the concept: Upgrading the globalization by the institutional infrastructure supporting knowledge-based economy and society with sustainable development
- The core of a modern and efficient innovation system
- The growing delay of (the majority of) the EU development concept. Another half a decade?

Primary author: Prof. SOČAN, Lojze (Faculty of social sciences, University of Ljubljana)

Presenter: Prof. SOČAN, Lojze (Faculty of social sciences, University of Ljubljana)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 4

Type: **not specified**

(no title)

Contribution ID: 5

Type: **not specified**

Principles of TT in High Energy Physics (from collaborative research to spin-offing)

Thursday 1 October 2009 09:30 (15 minutes)

Particle physics (PP) is an environment dominated by very large, extremely complex and demanding projects requiring long and intensive R&D that is a source of innovation, new technologies and know-how. This highly collaborative international open science environment offers top quality education and training from apprentice to post-doctoral, and provides world standard institutions (centres of excellence) with high tech laboratories for accelerators elements, vacuum technologies, magnets, super-conductivity and cryogenics, mechanics and surface treatments, particle detectors, electronics and information technology.

Developments and know-how of fundamental research have strong impact on society. There are amazing track records of dissemination in health (particle therapy for cancer treatment, PET for treatment planning), for IT (World Wide Web, the Grid), for energy and environment (solar collectors using accelerator vacuum technologies) and industrial processes. Many of these industrial achievements concretised thanks to scientists motivated by the challenges to be addressed and to the open science environment in which they operate. Open science is a favourable context for the transfer of know-how and expertise but is somewhat insufficient for formal technology transfer deals. Consequently, many opportunities either failed to materialise or, on the contrary reached very successful results without generating the credits that the PP community deserved.

It is believed that this community could enhance its societal visibility and significantly increase its impacts to industry if a collaborative framework, more favourable to knowledge and technology transfer (KTT) but respectful of the open science principles, could be put in place. This is the purpose of the Technology Transfer Network of institutes active in particle, astro-particle and nuclear physics that was created by CERN Council in March 2008 in the framework of the European Strategy for PP.

The presentation will review the PP context and characteristics that led to the creation of the TT Network, and present the principles aimed at helping PP institutions to adopt a sensible approach for KTT and Intellectual Property matters and support the associated implementation measures while remaining compatible with open science.

Primary author: Dr LEGOFF, Jean-Marie (CERN, Geneva)

Presenter: Dr LEGOFF, Jean-Marie (CERN, Geneva)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 6

Type: **not specified**

How useful is TT for Uni Klagenfurt - Lakeside Labs as an incubator

Thursday 1 October 2009 09:45 (15 minutes)

Talk about Lakeside Labs GmbH role as an incubator for projects on “Self-organized networked Systems” performed together with the technical faculty of the University of Klagenfurt. After a short overview of the services provided within the field of Technology Transfer is following speech about advantages and disadvantages of the cooperation, obstacles that have occurred and lessons learned.

Primary author: Ms PRUEGGLER, Claudia (Lakeside Labs, Klagenfurt)

Presenter: Ms PRUEGGLER, Claudia (Lakeside Labs, Klagenfurt)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 7

Type: **not specified**

YEAR and VTT ventures

Thursday 1 October 2009 12:25 (20 minutes)

In my talk, I'm going to focus on two different perspectives. First I will address the current technology transfer challenges at VTT and how an internal department, VTT Ventures was established to support individual researchers and provide added value to VTT's research. Then I will describe the challenges from the perspective of young researchers and how a network of young professionals (YEAR) provides support through different training activities as well as organising meetings and initiating discussion between Research & Technology Organisations (RTO) on issues restricting successful technology transfer.

VTT Technical Research Centre of Finland is the biggest multitechnological applied research organisation in Northern Europe. With its 2700 employees, VTT provides high-end technology solutions and innovation services as a non-profit organisation under the domain of the Ministry of Employment and the Economy. From a wide knowledge base, VTT can combine different technologies, create new innovations and a substantial range of world class technologies and applied research services thus improving its clients' competitiveness and competence.

Young European Associated Researchers (YEAR) is a network established by six European RTOs in 2007 in order to encourage cross-border and interdisciplinary creativity and alliances among young European researchers. 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).

Primary author: Dr SALONEN, Jarno (VTT, Espoo)

Presenter: Dr SALONEN, Jarno (VTT, Espoo)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 8

Type: **not specified**

Business angels and the growth of new ventures

Thursday 1 October 2009 12:45 (15 minutes)

The foundations of every new business venture are excellent idea, top team and capital to start and grow business. The important role in the sources of capital for new ventures have business angels, who are successful high net worth individuals willing to invest their own money into young companies. Their added value is not just money, but they also help the entrepreneurial team with their knowledge, experiences and social network. World class companies like Google, Yahoo, Bodyshop etc. were backed by business angels, so there is no doubt that they have an important role in the entrepreneurial ecosystem. In Slovenia the first formal business angel network was established 2,5 years ago. Seven investments were already made and it was nearly 2 mio € was invested. The importance of business angels in Slovenia is therefore getting higher and higher.

Primary author: Mr KOS, Blaž (Poslovni angeli, Ljubljana)

Presenter: Mr KOS, Blaž (Poslovni angeli, Ljubljana)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 9

Type: **not specified**

Talent vs. Technology - theory and practice for spin off creation

Thursday 1 October 2009 10:00 (15 minutes)

The competitiveness of our regions rests on the creativity of the women and men living there and in their ambitions and willingness to take risks. Knowledge intensive start-ups (spin-offs) are one of the key actors the new economy. Spin-off be analyzed with the eye of an investor discussing strategic aspects to succeed, common “weaknesses” and offering practical tips for their development and growth.

Primary author: DI ANSELMO, Andrea (META-group, Bologna)

Presenter: DI ANSELMO, Andrea (META-group, Bologna)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 10

Type: **not specified**

Mechanisms and policies for knowledge and technology transfer at CERN

“The talk will provide a short overview of the different knowledge transfer modes implemented at CERN, highlighting peculiarities and constraints related to the intergovernmental nature of this organization and its mission. In particular, knowledge transfer through procurement will be illustrated through the results of a survey among CERN technology suppliers. The role of some new networking activities (e.g. the launch of a CERN Alumni scheme) in the knowledge transfer process will also be illustrated.”

Primary author: Dr PARRINELLO, Claudio (CERN, Geneva)

Presenter: Dr PARRINELLO, Claudio (CERN, Geneva)

Contribution ID: 11

Type: **not specified**

Technology transfer at University of Ljubljana and the problems of slovene Technology Transfer policy system

Primary author: Prof. MAČEK, Peter (University of Ljubljana)

Presenter: Prof. MAČEK, Peter (University of Ljubljana)

Contribution ID: 12

Type: **not specified**

Early stage financing of start-up projects through loans of a not-for-profit foundation : experiences at EPFL with the FIT model (foundation for technological innovation)

Thursday 1 October 2009 11:25 (20 minutes)

Presentation of a model of early stage financial support by a foundation for promising start-up projects. The model consist of loans without interests linked with a professional coaching for the founder / team.

Primary author: Dr GABRIEL, Clerc (EPFL, Lousanne)

Presenter: Dr GABRIEL, Clerc (EPFL, Lousanne)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 13

Type: **not specified**

Structuring regional tech-transfer office, reasons and results

Thursday 1 October 2009 11:05 (20 minutes)

Veneto Innovazione is the regional agency for research, innovation and technology transfer in Veneto.

Through its activities Veneto Innovazione aims both to accelerate the innovation process of regional SMEs

in order to increase their competitiveness and to support regional research centres and universities in

the exploitation of their research results through technology transfer in close collaboration with the

main international networks. Beside direct innovation support services, Veneto Innovazione is also

involved with the Regional Authority in defining, testing and implementing new effective innovation

policies and infrastructures. The idea of structuring a regional tech-transfer office in order to exploit

the know how developed inside the public research has to face several aspects: selection of research

results potentially interesting for the market, identification of the suitable IP valorisation and its financing, marketing of the applied technologies and their licensing or selling. For being effective, the

initiative has to balance and combine the interests of all the chain involving directly the stakeholders

(researchers, university ILOs, entrepreneurs associations, chambers of commerce, patent attorneys, lawyers

etc) under the supervision of the regional agency devoted to the innovation topic.

Primary author: Mr AMETIS, Matteo (Veneto Innovazione Spa)

Presenter: Mr AMETIS, Matteo (Veneto Innovazione Spa)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 14

Type: **not specified**

What Educell d.o.o. needs from slovene research?

Friday 2 October 2009 09:45 (15 minutes)

Educell d.o.o., Ljubljana (<http://www.educell.si>) is a cell therapy service SME company, focused on development of tissue engineering applications for regeneration of structural tissues. The origins of Educell d.o.o. date back to July 1997, when the company was founded with the goal of introducing cell therapy and tissue engineering to human medicine. In 1999 Autologous Chondrocyte Implantation (ACI) was accepted as a routine procedure at the Clinical Centre of Ljubljana for the treatment of damaged knee cartilage. ACI was accepted from Ministry of Health for financing in 1999.

The company was founded by Venture Capital Found (Horizonte venture management & partners, Wiena). In 2001 the ownership was restructured (second round investments) and we became R&D department of production facility Educell GmbH in Austria. In 2004 the Slovenian part of Educell GmbH was bought by Novoline holding (Slovenian ownership), which helped us to stabilise the company and focus again on research and development of tissue engineering applications as well as service for human cell based products for clinical use in the Slovenian clinics.

Research and development team of Educell d.o.o. collaborates with several Institutes and Universities in Slovenia, particularly with the University Medical Centre Ljubljana, Blood Transfusion Centre of Slovenia and University of Ljubljana. We also collaborate with several institutes and companies in Europe and the USA. Educell d.o.o. has been the member of Technology Park Ljubljana since December 1997.

We provide autologous tissue engineered products for treatment of articular cartilage, vesicoureteral reflux and regeneration of periodontal bone tissue which are used in Clinical centre Ljubljana and some other institutions in Slovenia. We cover R&D activities from basic research of cell phenotype to preclinical experiments (animal trials). In collaboration with clinicians we are involved also in clinical testing of tissue engineered products. A lot was invested in quality management systems for human tissue engineered products. Besides applications of differentiated cells, our research is oriented also towards investigation of different stem cell sources and their technological potential for regenerative medicine.

We constantly collaborate with our partners in the field of education. Educell was a co-organiser of international symposia "Cartilage weekend" in 1999, 2001 and 2005, "The International Summer School of Stem Cell and Regenerative Medicine" in 2008 and 2009 and many scientific events of Cell and Tissue Engineering Society of Slovenia.

Educell d.o.o. has had the licence for wholesale of the medical devices since 2005 and Human Tissue and Cell Establishment since 2008. As a strong research partner of Clinical Centre of Ljubljana, especially of Dept of Orthopaedic Surgery and Dept of Traumatology in Ljubljana, we have a very close collaboration with surgeons, especially in the field of implementing the new therapies into the practice. Due to legislation our service is limited to the Slovenian market.

Primary author: Ms PUHAR, Saša

Presenter: Ms PUHAR, Saša

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: 15

Type: **not specified**

What research organisations can offer?

Friday 2 October 2009 10:00 (30 minutes)

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: **16**

Type: **not specified**

(no title)

Contribution ID: 17

Type: **not specified**

What ETA Cerkn0 needs from slovene research?

Friday 2 October 2009 10:50 (15 minutes)

Company ETA Cerkn0 as member of international EGO group is one of the biggest (with some product ranges the biggest) world producer of heating and control components for white goods industry.

Support of research institutions is needed for:

- supporting existing products and production technologies
- source of ideas for new product development ETA should have 'on the site' basic existing product competences included staff and equipment. Around core in ETA should be built loosely coupled network of research institutions ('Virtual institute') supporting ETA with special knowledge, special equipment and ideas coming from regular research activities. IJS showed necessary readiness for such idea and activities in this sense are running.

Primary author: KOVAČIČ, Franci (ETA Cerkn0)

Presenter: KOVAČIČ, Franci (ETA Cerkn0)

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: **18**

Type: **not specified**

What can JSI offer?

Friday 2 October 2009 11:05 (30 minutes)

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: **19**

Type: **not specified**

What can JSI offer?

Contribution ID: 20

Type: **not specified**

What ELAN needs from slovene research?

Friday 2 October 2009 11:35 (15 minutes)

Primary author: Mr PLESTENJAK, Primož (ELAN)

Presenter: Mr PLESTENJAK, Primož (ELAN)

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: 21

Type: **not specified**

What can JSI offer?

Friday 2 October 2009 11:50 (30 minutes)

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: 22

Type: **not specified**

What can JSI offer?

Contribution ID: 23

Type: **not specified**

Open Innovation - a new paradigm in development of new products

Thursday 1 October 2009 09:15 (15 minutes)

Open innovation brings new perspective into business world. The concept allows the companies to easily access knowledge from outside the company, which will bring added value for their clients, and gives them new business opportunities resulting from the knowledge created and developed within the company. The most interesting and powerful tool in open innovation are web-based social networks. They offer easy to learn and use platforms for establishing new business opportunities and contacts. Specially, such networks can be good business tool for micro and small companies, which developed new knowledge and technology. By regular use of the networks they could extend their market and significantly increase their size.

Primary author: Dr GIDER, Franc (Public Agency for Technology of the Republic of Slovenia (TIA))

Presenter: Dr GIDER, Franc (Public Agency for Technology of the Republic of Slovenia (TIA))

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 24

Type: **not specified**

Rudjer Innovations's way to spin-offing

Friday 2 October 2009 09:00 (15 minutes)

Primary author: Dr OREB, Domagoj (Rudjer Innovations)

Presenter: Dr OREB, Domagoj (Rudjer Innovations)

Session Classification: Practical use of technology transfer mechanisms

Contribution ID: 25

Type: **not specified**

Jožef Stefan Institute: Where we are and where do we go

Friday 2 October 2009 09:15 (15 minutes)

Primary author: Dr STRES, Špela (Jožef Stefan Institute)

Presenter: Dr STRES, Špela (Jožef Stefan Institute)

Session Classification: Practical use of technology transfer mechanisms

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.

Primary author: Dr CUYVERS, Rudi (Leuven R&D)

Presenter: Dr CUYVERS, Rudi (Leuven R&D)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 29

Type: **not specified**

Patentiranje in spremljanje patentov za JRO v Sloveniji

Thursday 1 October 2009 10:45 (20 minutes)

GET A PATENT, PATENT SEARCH

Patent is a legal monopoly, i.e. owner of the patent is entitled to eliminate market competition on patented invention. Since the research organizations are not involved on "product" markets, patents owned by research organizations have a specific role: to strengthen negotiating position and to define the scope of license agreement.

Patenting is extremely expensive; filing patent - and not necessarily granting - in a dozen of countries costs approx. 100.000 EUR. To avoid unnecessary costs, research organizations have to file national priority applications, possibly also a PCT (Patent Cooperation Treaty) and sell patent applications within 12 months priority or 30 months PCT term.

Patent has an interdictory and not permissive function; owner of the patent must not use his own patent if this use causes an infringement of someone's earlier patent.

Here we come to patent searching: to avoid inventing what was already invented and to get a feeling on how to draft your own patent application.

I suggest using open-to-public patent database of the European Patent Organization:

<http://ep.espacenet.com>

There are very strict rules regarding the draft of patent application on description, claims, drawings, and even the form. Every national patent office has a home page with explanations; may I suggest some of them:

<http://www.epo.org/>

<http://www.wipo.int/>

<http://uspto.gov/>

<http://www.dpma.de/>

<http://www.uil-sipo.si/>

Following are the steps on how to draft a patent application:

- decision on what really is the invention; earlier patent search would help,
- description of the invention must be so exhaustive to enable a skilled person to realize the invention,
- claims defining the scope of protection; nothing is allowed to be in claims if not described.

Primary author: Mr VOJIR, Andrej (ITEM d.o.o.)

Presenter: Mr VOJIR, Andrej (ITEM d.o.o.)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 30

Type: **not specified**

Workshop introduction Introduction - "We need ideas - how can they be processed for sucessful TT?"

Thursday 1 October 2009 14:00 (5 minutes)

Brief presentation of TT principles (contract, collaborative research, licensing, spin-offing)

Primary author: Mr BERNARD, Denis

Presenter: Mr BERNARD, Denis

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 31

Type: **not specified**

Brief introduction

Thursday 1 October 2009 14:05 (5 minutes)

Presenters have already given longer presentations in the main program. Here they will briefly introduce themselves and their work in TT.

Primary authors: DI ANSELMO, Andrea (META-group, Bologna); Mr CLERC, Gabriel (EPFL); Dr A.GOLDMAN, Kenneth (MIT); Mr CUYVERS, Rudi (Leuven Research and Development)

Presenters: DI ANSELMO, Andrea (META-group, Bologna); Mr CLERC, Gabriel (EPFL); Dr A.GOLDMAN, Kenneth (MIT); Mr CUYVERS, Rudi (Leuven Research and Development)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 32

Type: **not specified**

Business angels as a business model for slovene entrepreneurship

Thursday 1 October 2009 16:10 (5 minutes)

Primary author: Mr KOS, Blaž (Poslovni angeli, Ljubljana)

Presenter: Mr KOS, Blaž (Poslovni angeli, Ljubljana)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 33

Type: **not specified**

The state as an entrepreneur: How do we treat university and public research initiatives?

Primary author: Ms GROBELNIK, Simona (Slovenski podjetniški sklad)

Presenter: Ms GROBELNIK, Simona (Slovenski podjetniški sklad)

Contribution ID: 34

Type: **not specified**

The state as an entrepreneur: How do we treat university and public research initiatives?

Primary author: GROBELNIK, Simona (Slovenski podjetniški sklad)

Presenter: GROBELNIK, Simona (Slovenski podjetniški sklad)

Contribution ID: 35

Type: **not specified**

The mission and the mechanisms of RSG venture capital

Thursday 1 October 2009 16:25 (5 minutes)

Primary author: Mr MIKUŽ, Jure

Presenter: Mr MIKUŽ, Jure

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: **36**

Type: **not specified**

(no title)

Primary author: Mr JERMOL, Mitja

Presenter: Mr JERMOL, Mitja

Contribution ID: 37

Type: **not specified**

IP as a TT promoter in Slovenia

Thursday 1 October 2009 16:30 (5 minutes)

Legal framework of publicly funded research and its' results in Slovenia. Incentives for disclosure of publicly funded research results. General employee awareness of IPR in PRO. Lack of permanent funding of TT activities at the PRO in Slovenia.

Primary author: Ms VALAS, Helena (Univerza v Ljubljani)

Presenter: Ms VALAS, Helena (Univerza v Ljubljani)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 38

Type: **not specified**

Pristop as a shaper of Slovene technology transfer reality

Thursday 1 October 2009 16:20 (5 minutes)

Primary author: Mr DRAPAL, Andrej (Pristop)

Presenter: Mr DRAPAL, Andrej (Pristop)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 39

Type: **not specified**

Brief introduction of slovene financial experts

Thursday 1 October 2009 14:10 (5 minutes)

Slovene financial experts will be briefly introduced. They will participate in the financial part of the workshop (work in groups on the cases) and also give feedback on the selected cases presentations in the first part of the workshop.

As a basis of submitted cases overview an example will be shown with explanation of reasons for public research organizations in Slovenia to organize such a workshop and awards.

Primary author: Dr STRES, Špela (Jožef Stefan Institute)

Presenter: Dr STRES, Špela (Jožef Stefan Institute)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 40

Type: **not specified**

Selected cases presentation and discussion with specialists

Thursday 1 October 2009 14:15 (1h 15m)

5 selected participants will present their cases.

Each presentation in duration of 5 minutes will continue with the 10 minutes discussion by the experts and the audience.

Primary author: SELECTED PARTICIPANTS

Presenter: SELECTED PARTICIPANTS

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 41

Type: **not specified**

Discussion with the specialists and choice of 4 most promising cases on the basis of presentation

Primary author: EXPERTS AND PARTICIPANTS

Presenter: EXPERTS AND PARTICIPANTS

Contribution ID: 42

Type: **not specified**

Work in groups on how to proceed with development of the cases towards economy

Small groups are formed to discuss particular cases with foreign and Slovene experts in TT.

Primary author: EXPERTS AND PARTICIPANTS

Presenter: EXPERTS AND PARTICIPANTS

Contribution ID: 43

Type: **not specified**

Conclusion of the first part of the workshop - "We need funding, how do we get it?"

Thursday 1 October 2009 15:30 (5 minutes)

Questions and answers by the participants - experts and case submitters.

Primary authors: Mr DEVATA, Ashok (MBA , EMC); Mr BERNARD, Denis

Presenters: Mr DEVATA, Ashok (MBA , EMC); Mr BERNARD, Denis

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 44

Type: **not specified**

An overview of financing in Slovenia - personal experience as a TT manager and entrepreneur

Thursday 1 October 2009 16:00 (10 minutes)

A short overview of financing possibilities in Slovenia for spin-offing will be given. Details will be explained by present Slovene specialists.

Primary author: Mr ŠTRANCAR, Simon (TehnoCenter Univerze v Mariboru)

Presenter: Mr ŠTRANCAR, Simon (TehnoCenter Univerze v Mariboru)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 45

Type: **not specified**

The state as an entrepreneur: How do we treat university and public research initiatives?

Contribution ID: 46

Type: **not specified**

The state as an entrepreneur: How do we support innovative entrepreneurs in their early stage?

Thursday 1 October 2009 16:15 (5 minutes)

Slovene enterprise fund

The Slovene Enterprise Fund (hereinafter: the Fund) is a national financial institution of the Republic of Slovenia founded with the aim of making the sources of funds more accessible to small and medium-sized companies in Slovenia (hereinafter: SMEs).

Every year the Fund invites companies to apply for state aid, which would provide more favorable sources of financing development investments in the corporate sector in Slovenia. The Fund closely co-operates with other domestic and international financial institutions such as commercial banks, the European Investment Fund and the European Mutual Guarantee Association.

The Fund provides state aid to SMEs in the form of three finance lines, namely:

- LOAN AND GUARANTEE LINE FOR SMEs
- CO-FINANCING SME's PROJECTS
- SMEs EQUITY FINANCING

The aim of SEF state aids is to establish visible effects in business environment such as higher added value per employee in entrepreneurial sector, enlargement of market share of Slovenian companies on European and global market and new employments.

Support for SMEs in their early stage:

- Grants for the launch of innovative and incubated companies in entities of innovative environment

Co-financing of innovative and incubated enterprise start-ups in entities of innovative environment aims at enabling newly started and development-oriented enterprises with their headquarters located in entities of innovative environment to acquire a grant to finance the enterprise's launch. The grant is earmarked for the promotion of establishment and launching of emerging enterprises in technology parks, enterprise incubators and university incubators.

- Guarantees for bank loans with subsidised interest rate Guarantees for bank loans with subsidized interest rate are earmarked for funding of tangible and intangible investments and working capital for existing SMEs. The enterprise shall find a bank cooperating with the Fund and apply with them for a loan with an explanation that the loan would be collateralised by the Fund's guarantee. The enterprise shall use a positive decision of the bank, complete it by other obligatory documents and submit an application to the Fund's public tender for the P1 Product, where in case of a positive Fund's decision, the enterprise shall obtain 60% to 80% guarantee to collateralise the above-mentioned loan, the right to lower loan interest rate, and a possibility for a loan repayment grace period and extended repayment period, at the same time. The P1 Product is counter-guaranteed by the European Investment Fund, because in 2009 and 2010, the Product enjoys benefits of the guarantee issued under the European Community's Competitiveness and Innovation Framework Programme.

In 2010 the Fund will offer also 80% of guarantees for start ups enterprises that transfer knowledge from scientific institutions into the real economy.

- Equity financing SEF is developing another way of financing through venture capital line. SEF will offer financial means for venture capital companies that will invest in SMEs with high growth potential. The investments will have to be realized in Republic of Slovenia due the instruments will be co-financed form the European Regional Development Fund.

Primary author: Ms GROBELNIK, Simona (Slovenski podjetniški sklad)

Presenter: Ms GROBELNIK, Simona (Slovenski podjetniški sklad)

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 47

Type: **not specified**

Work in groups on financial plan for the selected technology (with the help of chosen experts)

Thursday 1 October 2009 16:35 (40 minutes)

Primary author: EXPERTS AND PARTICIPANTS

Presenter: EXPERTS AND PARTICIPANTS

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 48

Type: **not specified**

5 cases: presentation of financial plans with discussion

Thursday 1 October 2009 17:15 (30 minutes)

Each case will have a 5 minute presentation, followed by a short discussion.

Primary author: EXPERTS AND PARTICIPANTS

Presenter: EXPERTS AND PARTICIPANTS

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia

Contribution ID: 49

Type: **not specified**

TT system in USA

Thursday 1 October 2009 12:05 (20 minutes)

Primary author: Mr DEVATA, Ashok (MBA , EMC)

Presenter: Mr DEVATA, Ashok (MBA , EMC)

Session Classification: General mechanisms for TT and marketing of IP

Contribution ID: 50

Type: **not specified**

Presentation of project Innovation 2020

Primary author: Mr ROGINA, Davorin

Contribution ID: 51

Type: **not specified**

socio-economic impact of public research organizations in slovenia

Friday 2 October 2009 09:30 (15 minutes)

R&D, science, technology and innovation activities comprise important drivers of economic growth, increase of productivity and enhancement of international competitiveness. Perception of a gap between a relatively high performance in science and deteriorating industrial competitiveness labelled as European paradox is valid also for Slovenia. Public research organizations including 4 universities and 20 research institutes play an important role in innovation processes driven either by market pull demand or by technology push system. We are facing - besides scientific excellency in several research organizations and research groups - low level of collaboration and flexibility of public RO in relations to the private business sector on one side and insufficient demand in industry for the research results offered by public research organizations, on the other side. One of the main disadvantages of the national innovation system is the disproportion between the innovation potentials (number of researchers/developers in the business enterprise sector) and the capabilities and R&D personnel in public research organizations. The existing schemes for fostering interactive collaboration between these two poles should be changed in order to improve the impact of science on creation of value added and social welfare.

Primary author: Prof. STANOVNIK, Peter**Presenter:** Prof. STANOVNIK, Peter**Session Classification:** Practical use of technology transfer mechanisms

Contribution ID: 52

Type: **not specified**

Closing words and conclusions

Presenter: Dr PUKL, Boris

Contribution ID: 53

Type: **not specified**

TIA and spin-offing

Thursday 1 October 2009 15:55 (5 minutes)

Primary author: Ms PEČAVER VIDA KOVIČ, Margareta

Presenter: Ms PEČAVER VIDA KOVIČ, Margareta

Session Classification: Workshop on spin-offing on the basis of 5 submitted cases from public research organizations in Slovenia