

**Interreg
Europe**



Co-funded by
the European Union

VIADUCT

Entrepreneurial Universities

**Fostering Spin-offs & commercialisation of
research results**

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OTRI
Vicerrectorado de Transferencia
e Innovación Tecnológica
Universidad Zaragoza

Goal Addressed

*“**VIADUCT** aims to drive **knowledge transfer and commercialization of public applied research**, particularly in regional **S4 priorities**, by **tackling main barriers related to spin-offs creation and consolidation** through the improvement of Policy Instruments linked to **Structural Funds in Europe**”*

Exchange of Experiences IRSV + IRW

Semester I

Promotion entrepreneurial culture



- Actions aimed at promoting entrepreneurship in public universities and research centers that favor the creation of new spin-off businesses.

Semester II

Search and valorization of ideas



- Activities focused at detecting and assessing research results that could potentially be exploited as businesses.

Semester III

Business development and management skills



- Actions aimed at supporting the steps to go “from the bench to the market”: feasibility studies, technical development, elaboration of business plan.

Semester IV

Regulatory and legal framework



- How to ease the legal process that needs to be followed to create a new spin-off: normative, regulatory and administrative framework that leads to knowledge transfer

Semester V

Funding and financing mechanisms



- Measures to facilitate access to finance and attract private investment, reducing the impact of de-risking.

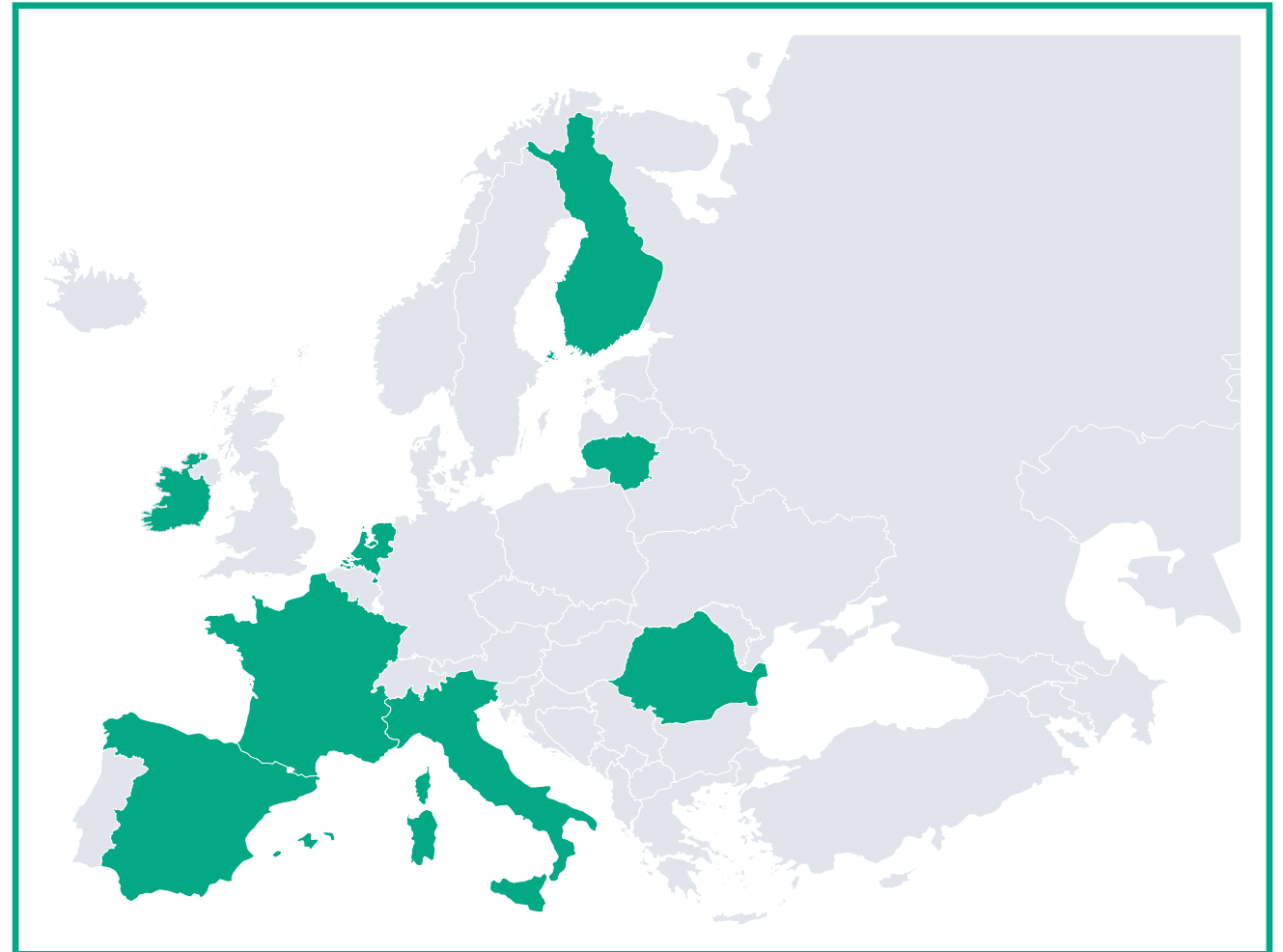
Semester VI

Business creation and consolidation



- Bridging activities and support instruments in the process of creating, growing, scaling and consolidating new innovative spin-off.

Project Partners



Good Practice UNIZAR research results evaluation methodology



Results are not always transferable in an early stage
Resources to accomplish this mission are limited

Transfer Potential Index (TPI)



1. Identification of Results (Description & Registration)
 2. **Evaluation:**
 - Technical perspective: How ready is the result?
 - Market point of view: Is there a significant industrial demand?
 3. Protection Strategy (Patent vs Know How)
 4. Commercialization (Industrial Partner)
- Index is broken down into 24 accumulative variables.
 - Variables may take just two values: 0 (unexisting - No) or 1 (existing - Yes)
 - Not all variables have the same impact on TPI.
 - Variables are grouped by category in a 24 questions Survey (Evaluation):
 - Budget and Term foreseen/required.
 - Technological milestones to achieve/already achieved.
 - Personal skills, own resources and motivation.
 - Patentability options.
 - Market: Access, demand and competitors.
 - TPI is determined by the total sum of variables.

Good Practice: Scouting public lab inventions: bridging innovation in Grand Est

Objective: Identify innovative research results with potential for technology transfer through a practice of **scouting inventions directly in university laboratories.**



Weekly lab presences

- Become an integrated part of the lab team
- follow ongoing research, spot potential advancements suitable for transfer, industrial contracts management...
- Trust and proximity, flexibility in scope, integration with academic activities, political support.



Educational events

- IP, confidentiality, research-to-market transfer, industrial partnerships...

Who?

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PUI-Alsace

- To increase innovation and socio-economic contacts in universities
- Create synergies between academic/research institutions

“Scouting Public Lab Inventions” in 2022:

- around 30% of Conectus detection
- 24 detections
- 3 Record Of Invention (ROI)
- 1 maturation project of tech transfer

Good Practice: Mature your PhD

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- Only 25% of PhD graduates find work in academia.
- Tech transfer is poorly known amongst PhD students.
- Most PhDs do not learn business skills.



Programme designed to help 2nd and 3rd year PhD students to exploit the economic potential of their thesis by generating a new product, service or process that can be brought to the market.



Expert's accompaniment:

- Market analysis
- IP
- Entrepreneurship training

Access to funding
(under conditions)

- Post-doc
- Proof of concept

Contact with
companies and
investors



- Improved contact with PhDs.
- At least 2 spinoffs have emerged from this initiative (5 editions).
- Local ecosystem involvement.
- Precursor initiative at national level.

Policy Recommendations

1

KNOWLEGE TRANSFER

Improve **regional strategies** to **enable effective knowledge transfer** by leveraging new businesses from research results.

3

RESEARCH VALORISATION

Establish mechanisms to valorise public research results & ensure that **institutions have enough resources** to carry on this task

5

LEGAL FRAMEWORK

Make the legal framework more **conductive to enroll in entrepreneurial ventures** and make entrepreneurship attractive for researchers

7

BUSINESS SUPPORT

Provide **new innovative tools to support the growth and consolidation** of spin-offs.

2

ENTREPRENEURIAL CULTURE

Increase the capacities of the institutions for a **more effective promotion of entrepreneurship**.

4

MANAGEMENT SKILLS

Facilitate **researchers** to improve their **training and entrepreneurial skills**, to enable successful entrepreneurship processes.

6

FUNDING MECHANISMS

Leverage investment in spin-offs projects and set up **regional financial support schemes**.

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Thank you!

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