

**UNIVERSITEIT
GENT**





12 JANUARI 2018

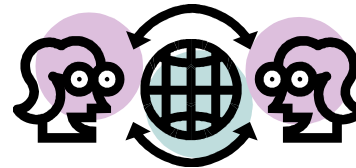
INFORMATION CAMPAIGN FACULTIES 2018

FACULTY OF ECONOMICS AND BUSINESS ADMINISTRATION

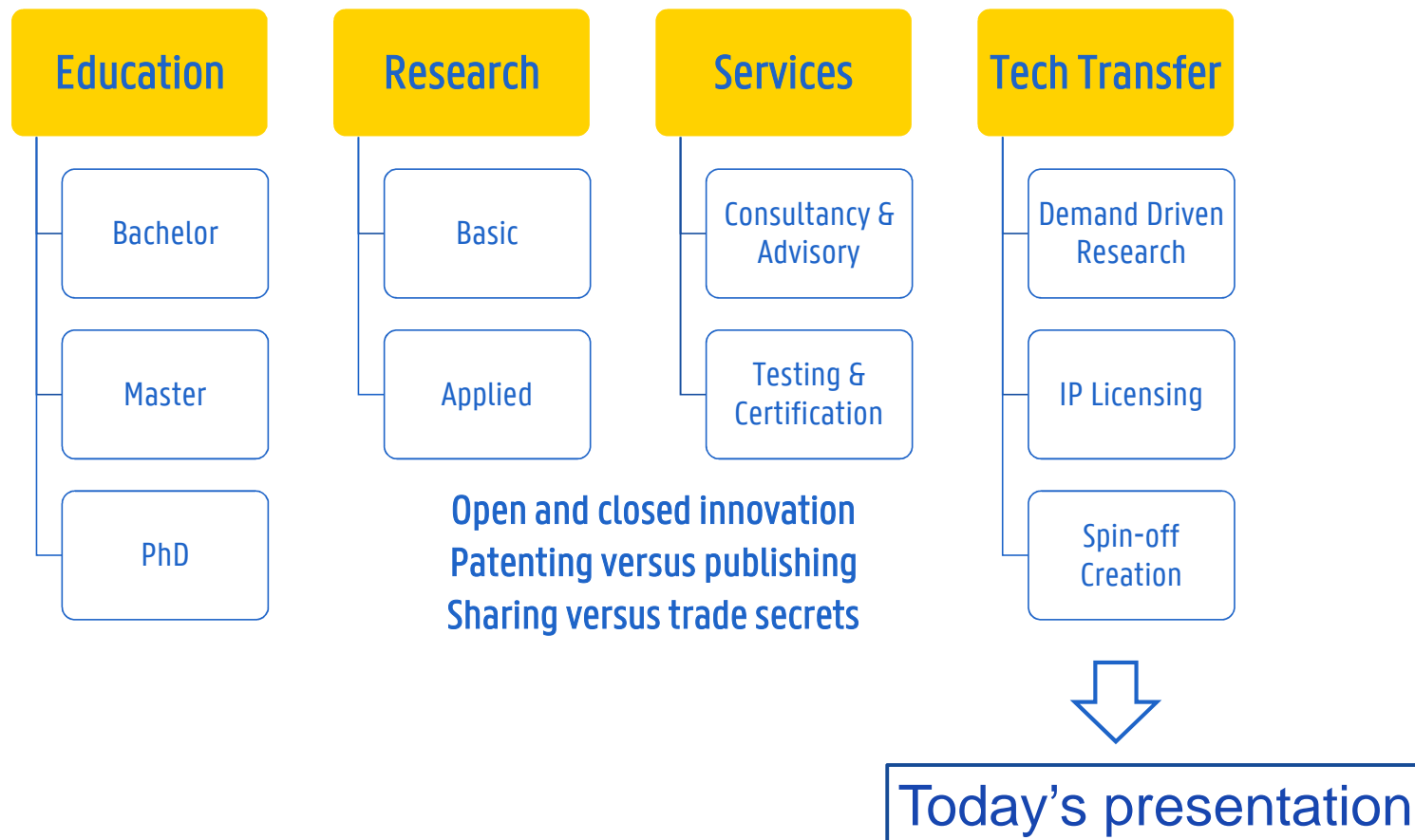
UGent TechTransfer – Industrial Research Fund

WHY ARE WE HERE TODAY?

- Last visit dd. December 2014
- Services TechTransfer in the spotlight 
- Extra financial boost towards innovative projects IRF 
- Acquaintance in order to break down/prevent barriers



THE EXPANDED ROLE OF UNIVERSITY

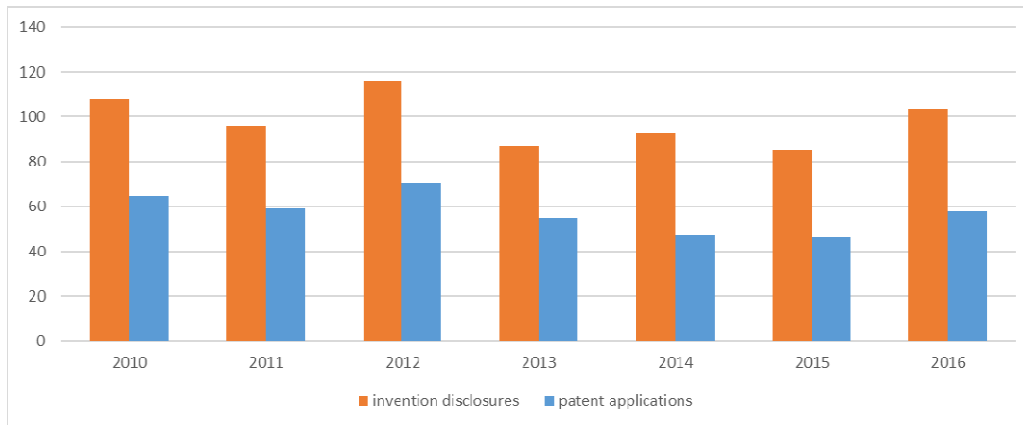


CONTRACTS

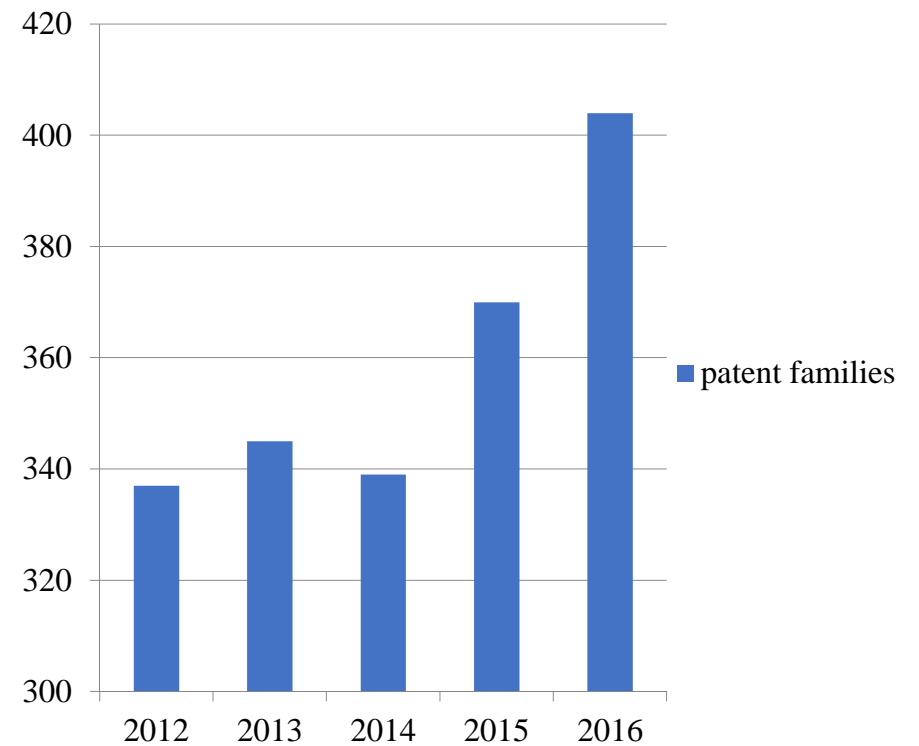
- >2000 new contracts and legal advices per year
- Diversity of contracts:
 - CDAs
 - MTAs
 - Research collaboration agreements
 - EU consortium agreements
 - Strategic partnerships
 - Framework agreements
 - Licensing agreements
 - IP management agreements
 - Shareholder agreements
 - ...

PATENT PORTFOLIO

New submissions/yr



Total patent portfolio



Granted Patents/yr



LICENSING: IT OFTEN TAKES A LONG BREATH

– Example:

- Patent 1. Filing date: 2000, granting dates: 2003-2009
- Patent 2. Filing date: 2004, granting dates: 2009-pending
- Reduction to practise & creation of proprietary software:
>10 yrs collaboration with small company
- 2012: deal with large company did not succeed
- 2017: transaction with other large company: >1 M Euro fee
+ royalties

GIVE YOUR RESEARCH A REAL LIFE

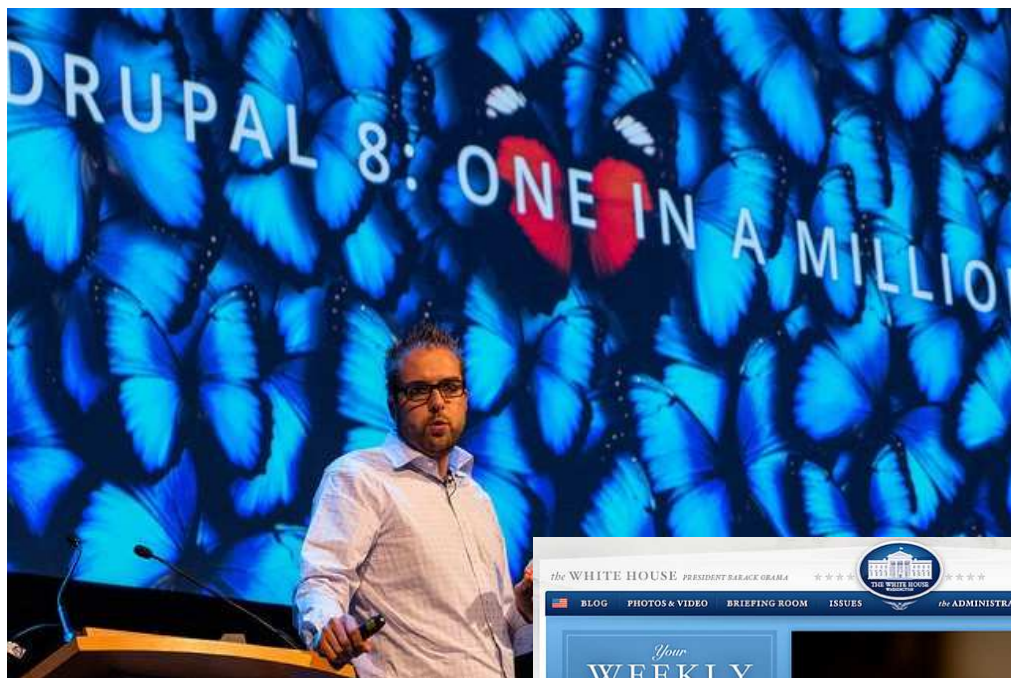
TT skills course



www.techtransfer.ugent.be



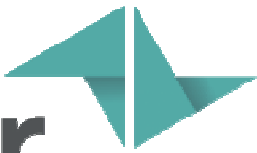
ROLE MODELS



A screenshot of the White House website. The main headline is "Your WEEKLY ADDRESS" with a sub-headline: "The President restates his commitment to small business as key to economic recovery—from the Recovery Act to Financial Stability to Health Reform—and pledges more to come." Below this is a "Watch the Video" button and a video player showing President Obama. The navigation bar includes "BLOG", "PHOTOS & VIDEO", "BRIEFING ROOM", "ISSUES", "ADMINISTRATION", "WHITE HOUSE", and "GOVERNMENT". There is also a search bar and a "PHOTO of the DAY" section.

ENTREPRENEURIAL SPIRIT

Teamleader



**Durf
Ondernemen**



FLYSE
Flanders Youth Society for Entrepreneurship

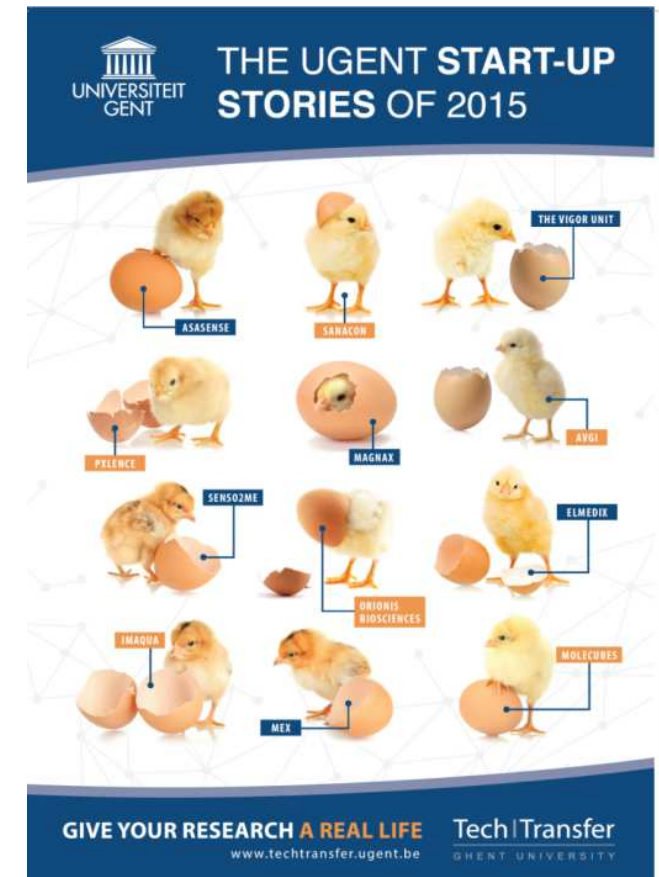


Innovative Customer Relationship Management (CRM)

- alumni graduated in 2012
- 127 employees today
- steady growth
- active in 7 countries
- €10 Mio series B financing in 2016
- aim: market leadership in Europe

SPIN-OFFS

- <2006: 40 UGent spin-offs, total 1000 employees
- 2006-2015: 40 UGent spin-offs, total 250 employees
- Long timelines to scale-up and job creation
- Scale-up often after acquisition by multinational
- Spin-offs become global R&D centres



EXAMPLES

iMPULSE
Linking Emotions to Decisions

Innovative marketing research: brain imaging, physiological measures, ...



EXAMPLES



Online assessment tools, including implicit measures, to predict behavioral outcomes



EXAMPLES

ML2GROW

Machine learning technology: turns data into actionable insights and operational efficiencies



EXAMPLES

EYE^{CO}

eyeCO



Age-defying eyewear



glasses that make people with presbyopia see as if they were twenty years younger

ACCESS TO RISK CAPITAL



Interuniversity VC fund: QBIC

- More deal flow, dedicated management team
- Term: 2012-2024 (QBIC1), 2017-2029 (QBIC2)
- Seed/early stage, for university spin-offs
- €40-50 Mio funds
- 5-6 universities & research institutes involved
- Public and private investors
- All technologies & application areas

Thematic funds:

• imec xpand



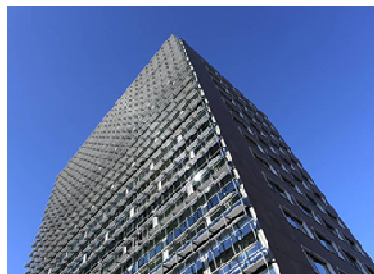
ECOSYSTEM FOR RISK CAPITAL



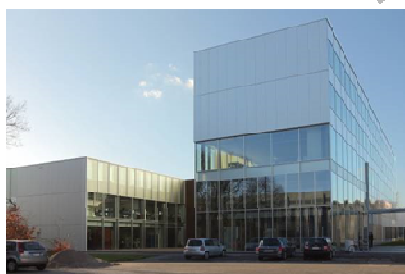
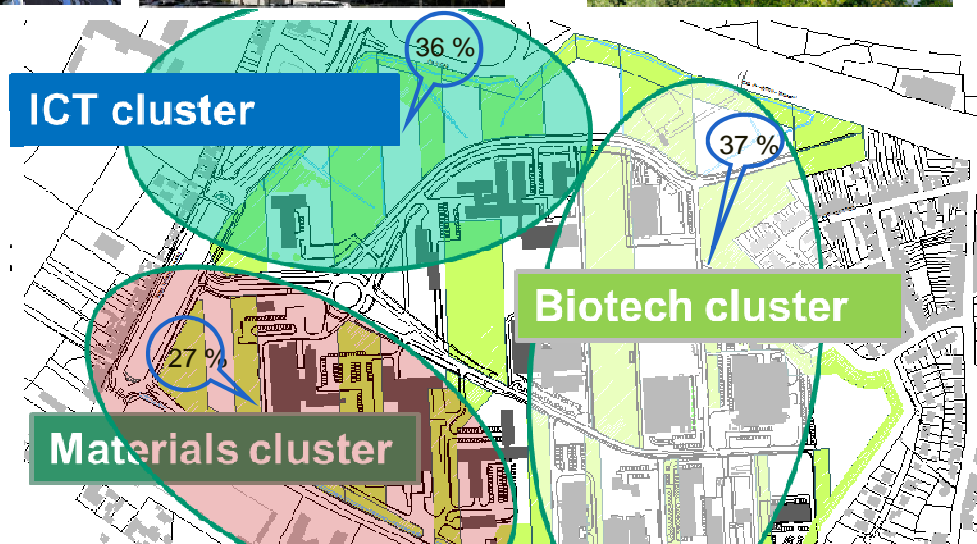
Investor event for scale-up companies in digital technology



SCIENCE PARKS



- 10 university departments
- 8 research institutes
- 11 international R&D centers
- 60 high-tech enterprises
- > 3500 professionals



INCUBATORS

Facilitating growth and transition

Incubators for start-up companies:

- IIC (UGent, public & private partners)
- VIB incubator (Biotech)
- IMEC incubator (ICT)



Accelerators for growth companies:

- Bio-Accelerator (public & private partners)
- Bioscape (private)



Land lease for global R&D centres:
Bayer, Syngenta, Fujirebio, a.o.

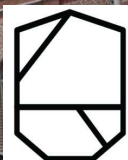


START-UP INCUBATORS @ GHENT

WATT
— FACTORY —



CO.STATION



START IT @KBC



de punt.
GROEIPLATFORM VOOR ONDERNEMEN

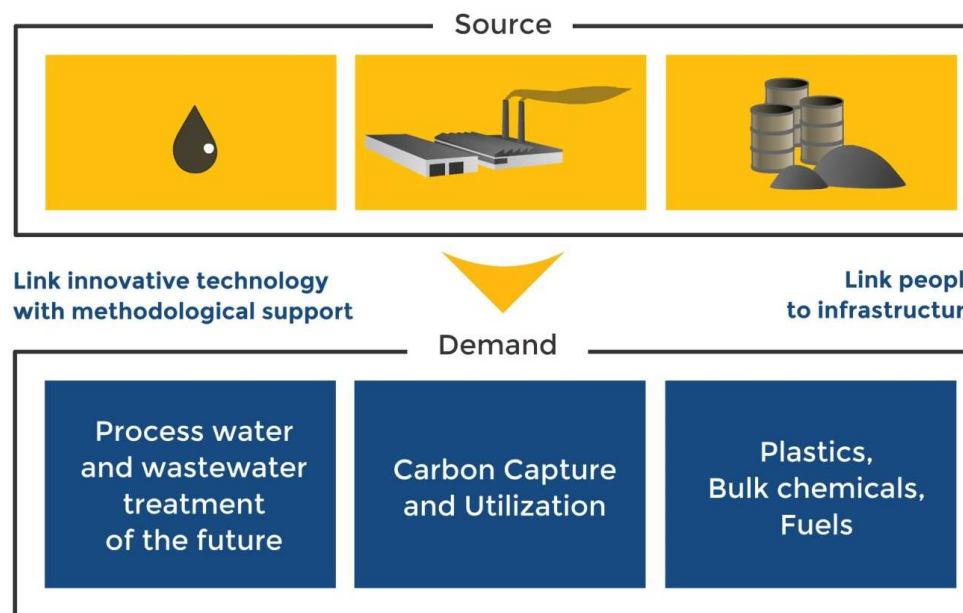
MeetDistrict®



OPEN INNOVATION: CAPTURE

Theme: 'resource recovery'; Ugent and companies within one building

Collaboration between UGent and Incubatie- en Innovatiecentrum UGent (IIC)

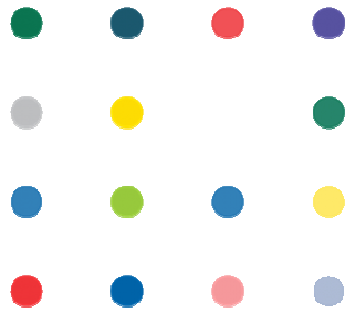


6800 m² building: 4000 m² for UGent and 2800 m² for IIC

€12,4 M total cost, of which €1,5 M for UGent, €1,6 M for IIC and €9,3 M subsidies

INNOVATION ECOSYSTEM



Triple helix: KIs - government – private sector

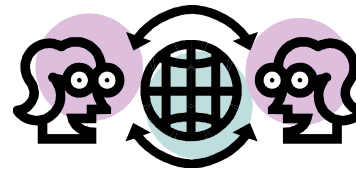


Tech Lane
Ghent

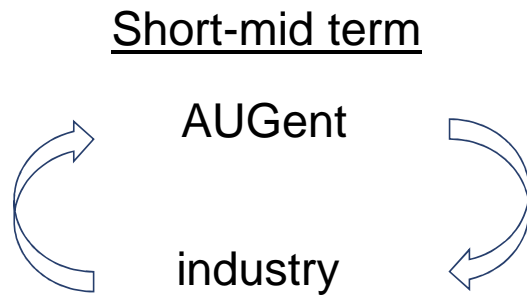


WHY ARE WE HERE TODAY?

- Last visit dd. December 2014
- Services TechTransfer in the spotlight 
- Extra financial boost towards innovative projects IRF 
- Acquaintance in order to break down/prevent barriers



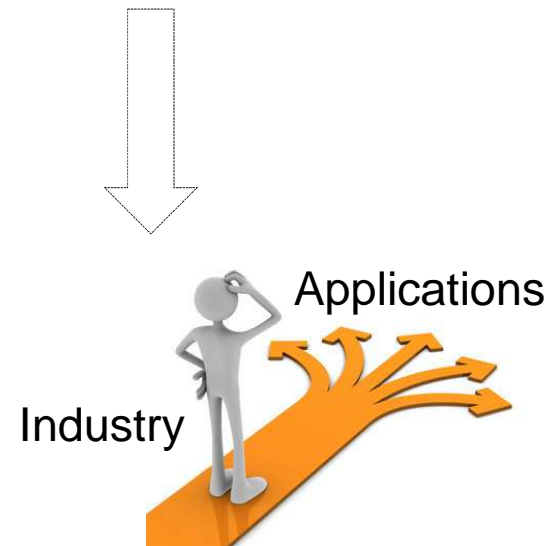
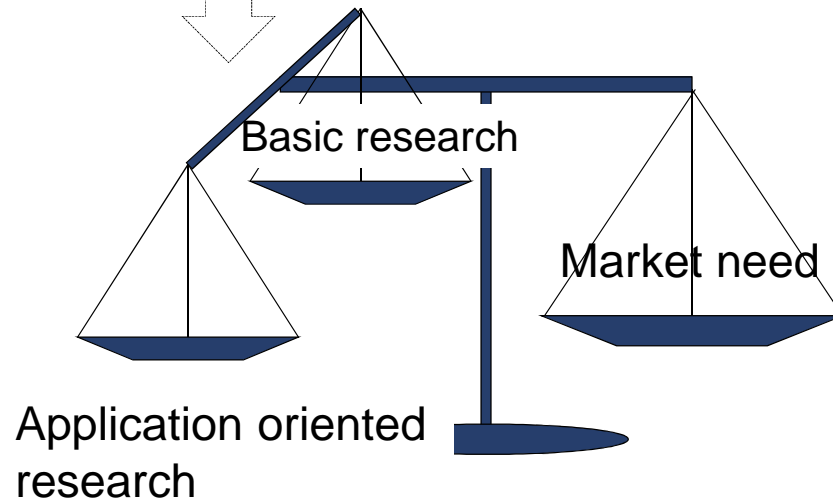
OBJECTIVES IRF



Application oriented research



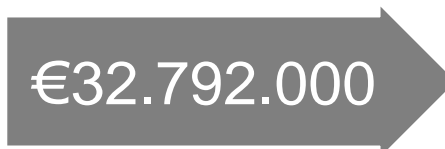
Mid to longterm





Flanders
State of the art

2018

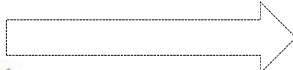


32,02%

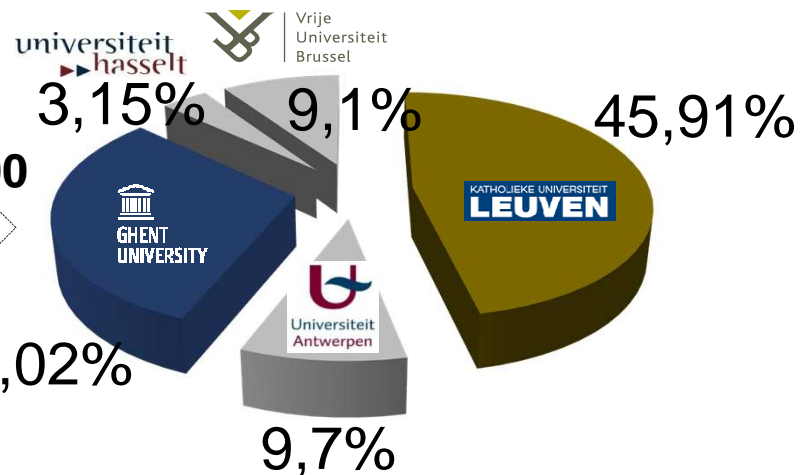


Flanders
State of the art

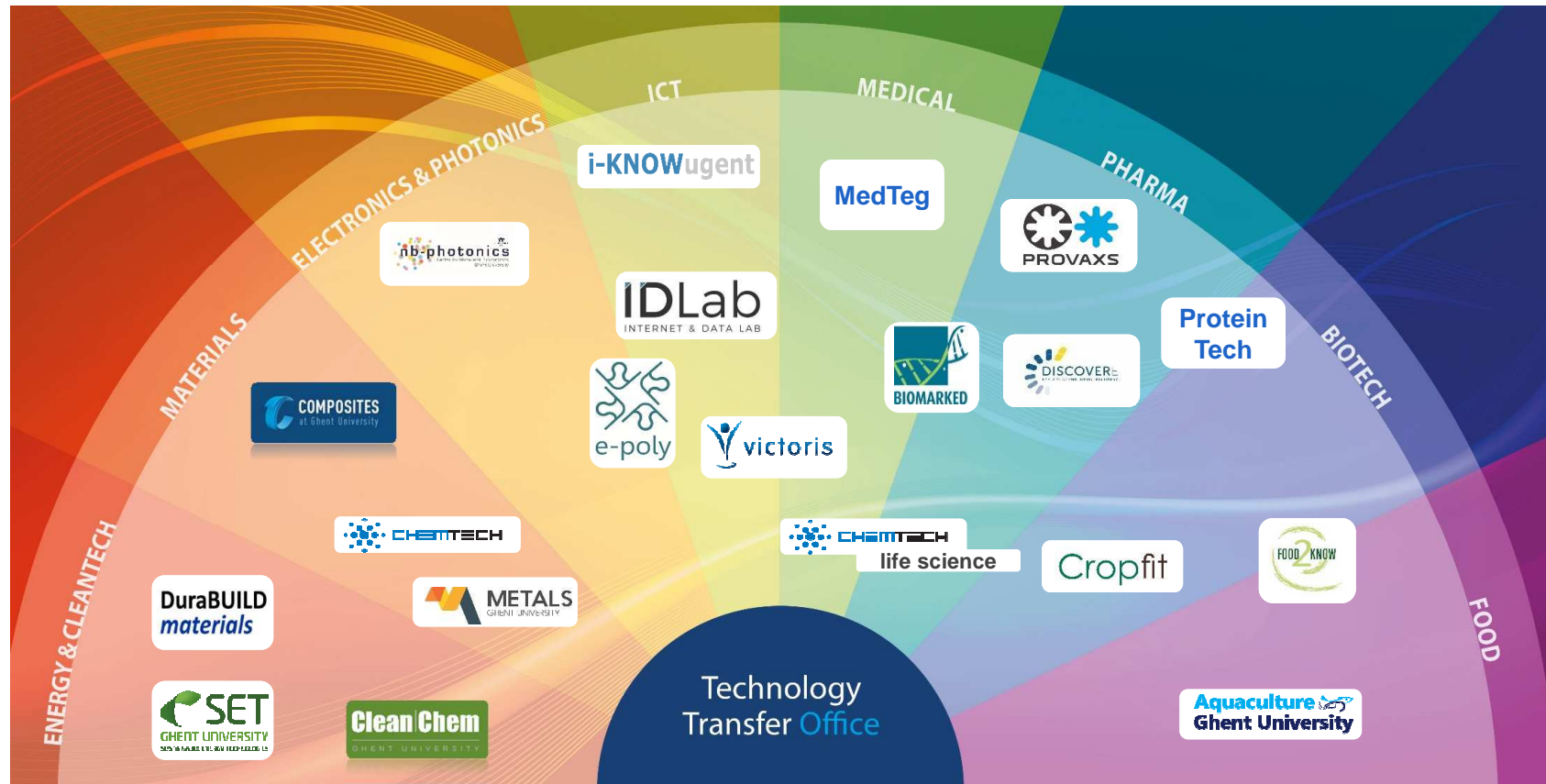
€ 32.550.000



32,02%



UGENT IOF BUSINESS DEVELOPMENT CENTERS



CURRENT COLLABORATIONS WITH YOUR FACULTY

- ✓ Prof. Sophie Manigart member of IRF-board
- ✓ Prof. Mirjam Knockaert member of UGent TechTransfer Policy Council
- ✓ Close collaboration on PhD- and masterthesis level Entrepreneurship/TTO
- ✓ About 30% of ZAP UGent member of a business unit; 2 official members FEB
 - * Prof. Johan Albrecht
 - * Prof. Véronique Limère
- ✓ Ad hoc collaborations on project basis
- ✓ Training courses on entrepreneurship in close collaboration with IRF BD's
- ✓ Strong link with Dare to Venture initiative (UGent Business Game)
- ✓ No IRF projects up till now



FUTURE COLLABORATIONS WITH YOUR FACULTY

Potential for further collaboration?

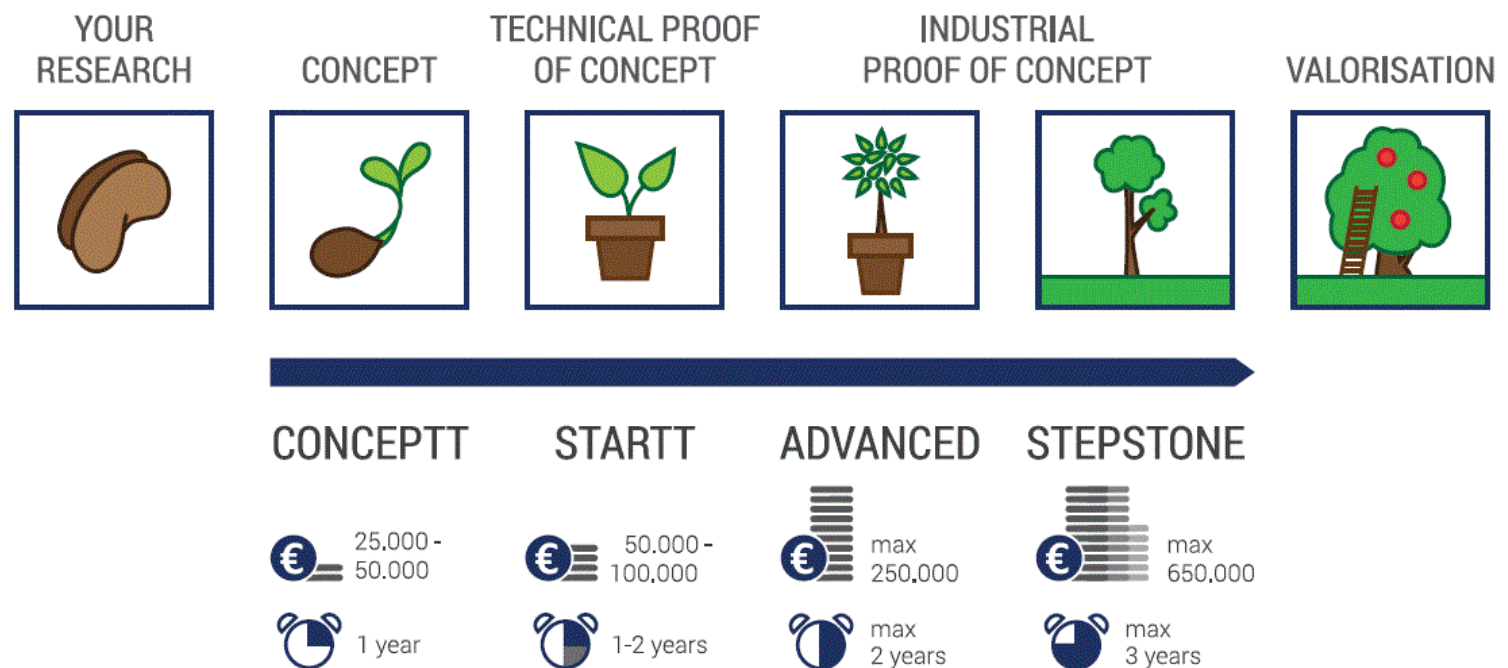


- * on business unit level
- * together with Business Developer (training courses, ...)
- * on project level (market analysis, financial planning, ...)

- Synergy in combination with technology (cfr. spin-offs)
- Stand-alone initiatives? Internal ideas for commercialisation of software-packages/tools or ideas for service spin-offs?
- Big data analysis: hot topic

POC FUNDING (= GAP FUNDING, INCUBATION OR PRESEED FINANCING)

- Proof-of-concept within the University (IRF funding): create value/bottom-up/derisking
- Advice/coaching and support by IRF/TT
- Insight of commercial potential required (highest application potential)
- 5 Mio euro yearly budget; competitive system; industrial experts involved in evaluation process





Technology Readiness Levels

F
W
O

V
L
A
IO

- TRL 0: Idea.** Unproven concept, no testing has been performed.
- TRL 1: Basic research.** Principles postulated and observed but no experimental proof available.
- TRL 2: Technology formulation.** Concept and application have been formulated.
- TRL 3: Applied research.** First laboratory tests completed; proof of concept.
- TRL 4: Small scale prototype** built in a laboratory environment ("ugly" prototype).
- TRL 5: Large scale prototype** tested in intended environment.
- TRL 6: Prototype system** tested in intended environment close to expected performance.
- TRL 7: Demonstration system** operating in operational environment at pre-commercial scale.
- TRL 8: First of a kind commercial system.** Manufacturing issues solved.
- TRL 9: Full commercial application,** technology available for consumers.

I
O
F

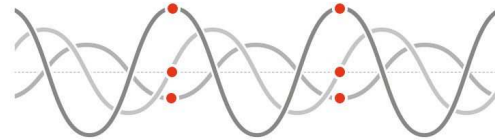


IOF CONCEPTT

ConceptT
1-1.5 yrs
€25.000-50.000

staff
operating costs
subcontracting
investments

- Industrial feasibility
- Economical feasibility
- Machine vibrations



- Building a prototype to recover nutrients from urine
- Testing the prototype on festivals and farms



When can you file a proposal?



Meet at least 1 of these requirements

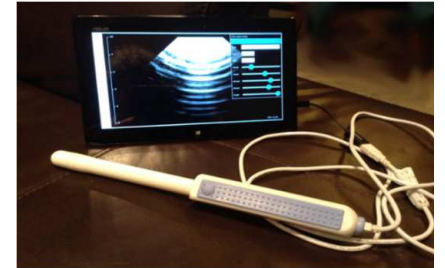
- initial demonstration of market need
- clear competitive advantage / innovative character
- creation of intellectual property and possibilities to protect it

IOF STARTT

- App development: Zone-it “real time info on events nearby”
- Validation of the software through the student community
- Looking for partners for commercialisation applications



- Building a prototype: ultrasonography @home
- Small clinical trial (10 patients)
- Result: spin-off Sonaura

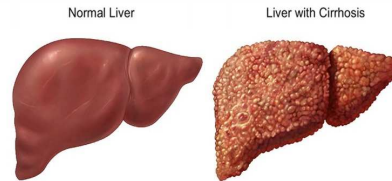


Meet at least 2 of these requirements

- initial demonstration of market need
- clear competitive advantage / innovative character
- creation of AUGent IP and possibilities to protect it
- initial competitive IP landscape checked

IOF ADVANCED

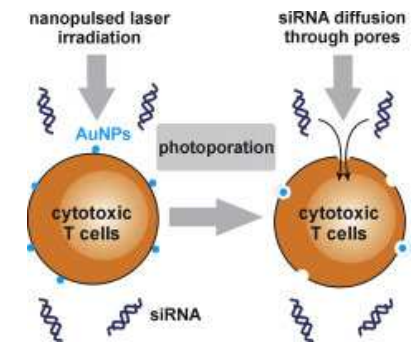
- Pilot manufacturing of the GlycoCirrho test kit = test kit to detect early stage liver cirrhosis to prevent liver carcinoma
- Technical file preparation for CE marking
- 2017: licensed to an industrial partner for commercialisation



StarTT requirements + at least 2 of these requirements:

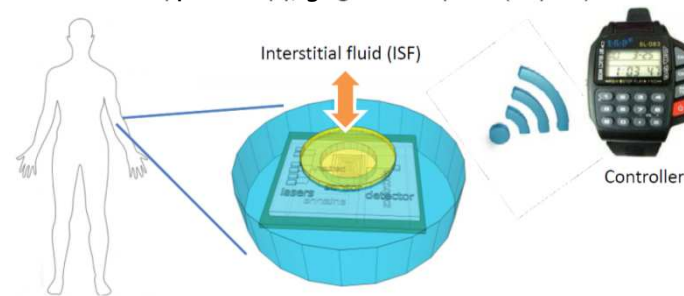
- demonstrated FTO + continuous monitoring
- potential industrial partners identified
- protected AUGent IP
- initial business model: spin-off, licensing, contract research, services,...

- Photoporation bench top device



IOF STEPSTONE

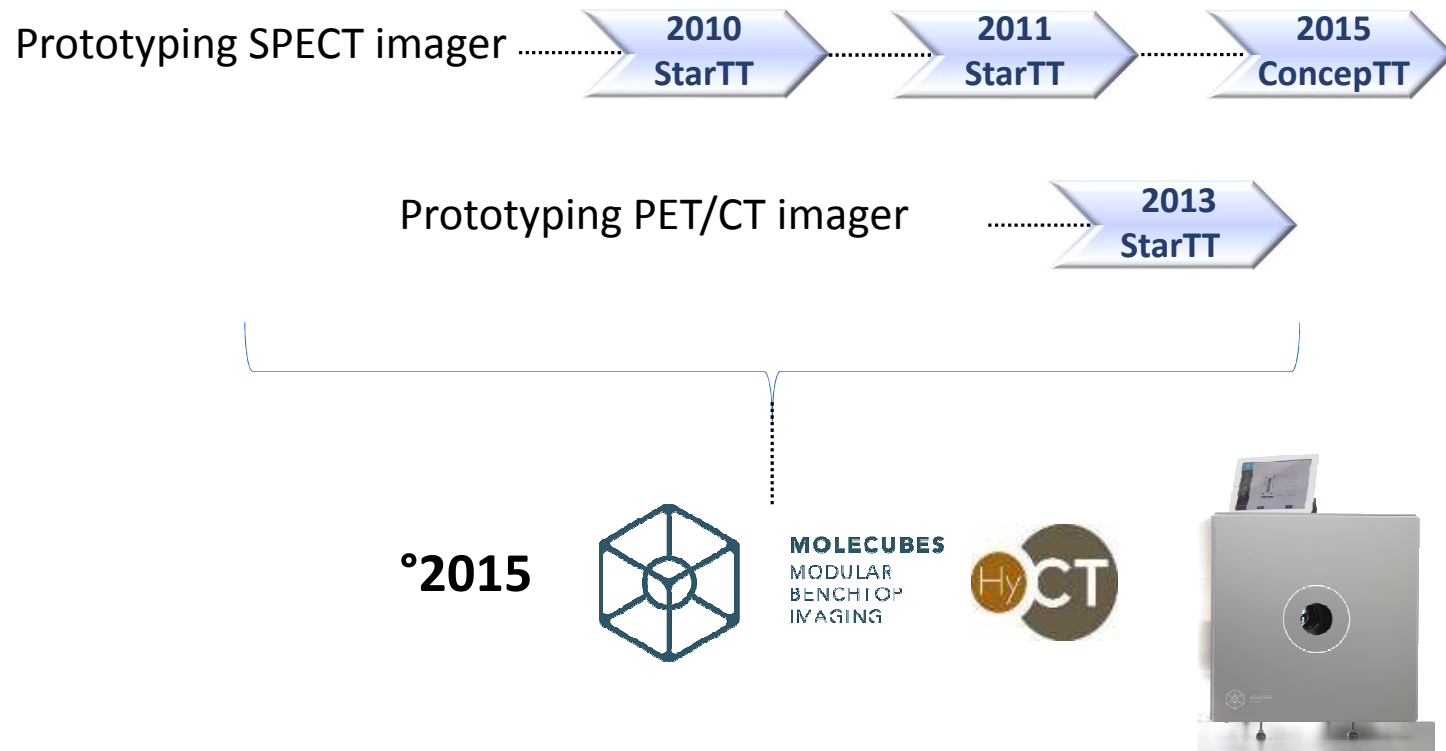
- GluCARE spin-off: building an implantable glucose sensor



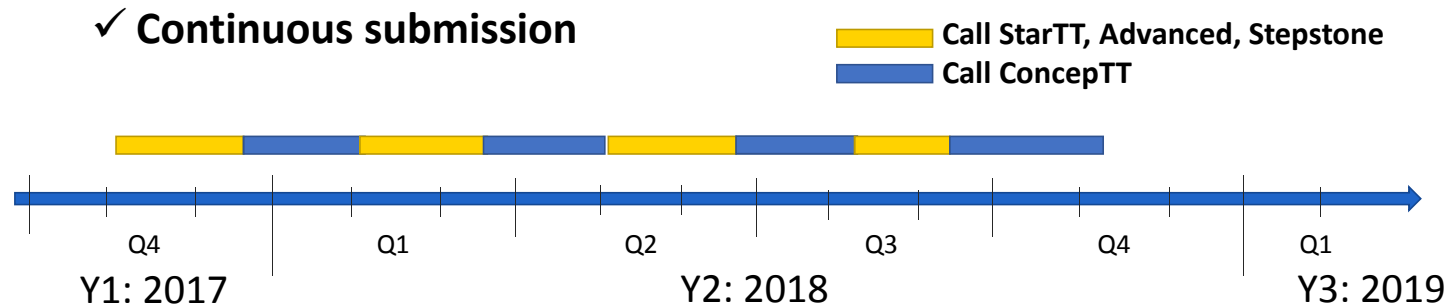
Advanced requirements + at least one of these requirements:

- technical PoC
- industrial co-funding for licensing-oriented projects
- viable business model for (VC-oriented) spin-off projects

USE SMALL PROJECT MODULES CONSECUTIVELY



IRF-PROJECT FUNDING: USP's




Next deadline: February 5th and March 9th

- ✓ **Broad scope:** very early (eg. feasibility studies) vs. late stage (eg. drawing up business plan) in the innovation process
- ✓ **Short evaluation period:** 2-3 months
- ✓ **Internal management:** maximum flexibility, advice on complementary funding possibilities EU/VLAIO, ...
- ✓ **Success rate:** > 50% (thanks to obligatory intake meeting)

ACCESS TO MARKET KNOWLEDGE



Scientists find a new way to recover GOLD from gadgets

Only 5%  recycled

Value of 1€/ phone



Wim Van Camp
Ingrid Merchiers

UGENT TECHTRANSFER

E Ingrid.Merchiers@ugent.be
T +32 9 264 99 51

www.ugent.be/techtransfer

 Ghent University
 @ugenttt
 Ghent University