



Research Support Area VALORIZATION AND TECHNOLOGY TRANSFER OFFICE



SAPIENZA
UNIVERSITÀ DI ROMA

Patents and Technology Transfer: an overview

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Patents and Technology
Transfer Unit

Rome, January 25 2018

Valorization and Technology Transfer Office

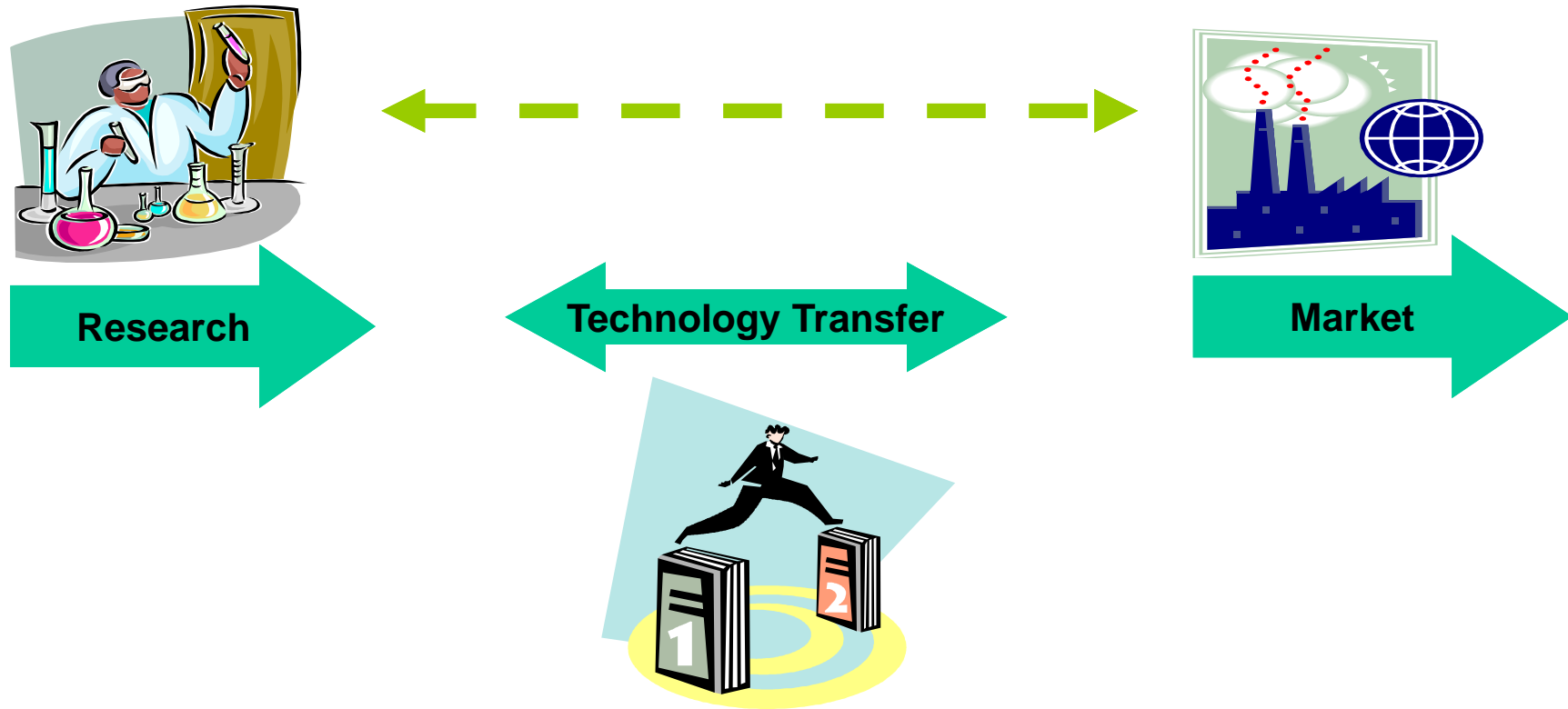
two main competences:

- ❑ Assists Researchers in Sapienza who wish to transform their ideas into Intellectual Property so called “inventions” sprouting from their research line, turning them into patents and transferring them into the productive system
- ❑ Launching start-ups in innovative fields, based on the results obtained from research and teaching activities.

2 units:

- ❖ Patents and Technology Transfer
- ❖ Strategic Partnership and Start up

Valorization and Technology Transfer Office



CONVERT RESEARCH INTO INNOVATION

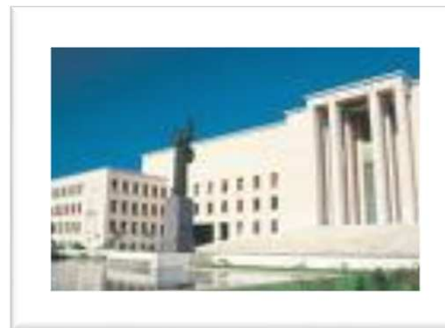
Rome, January 25 2018

Spread the Culture of Research Valorisation

Awareness of the Key Players

Researchers , Students

Every year Sapienza offers its young researchers training days in Industrial Property fields.



Approaches to innovation

Traditional

publications , conferences , workshops;

Modern

Patents, licensing, start ups.

- Developing and protecting IP
 - particularly relevant to university activities
- Creating a competitive advantage by optimising and using IP
 - relevant to university spin-out companies

Our Commitment

- Providing guidance in planning an effective **IP protection strategy**;
 - monitoring and maintaining the **University patent's portfolio**;
 - Assisting in **technical and market assessments** and actively market Sapienza technologies to industry partners.
 - Promoting Patent's portfolio through outsource **broker companies**, in order to license or grant the IP to those who are interested in acquiring them;
 - Coordinating **brand valorization** activities for Sapienza.

Step 1

Sapienza procedure to Filing a patent

- The researcher delivers an application form containing the abstract of the research;
- Sapienza Patent Committee Evaluates the patentability;
- If approved , the technology is filed by Patent Consultants that acts by proxy of Sapienza in a lead time of approximately 3 months;
- In case of commercialization the researcher obtains 70% of the value, the remaining 30% goes to fund the research in Sapienza.



Invention
Disclosure

Step 2

The TT actions in support of inventors

- The procedure is focused on establishing the most **active cooperation between the office and the inventors** starting from the first meetings, after the filing of the patent
- In the **scouting phase** the office points out companies which might be interested in the patent. The inventor cooperation is strategic to achieve this goal
- The next step is to **contact the selected companies**, negotiating the **confidential agreement** regarding the patent and the patented technology and eventually finalizing a contract with them
- Inventors can also personally get in contact with companies and, in this case will promptly give information to the Office in order to have its support in managing **commercial negotiations**

Title / Name

KEYWORDS

- SMART
- DEVICE
- REAGENT
- MEASUREMENT
- DESIGN

AREA

- BIOMEDICAL

CONTACTS

- PHONE NUMBERS
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- EMAIL
u_brevetti@uniroma1.it

Priority Number

n. 0000A00000000 of the 00.00.2010.

Patent Type

Patent for invention/utility model.

Ownership / Co-Ownership

Sapienza University of Rome 50%,
Company 50%.

Inventors

Name Surname, Name Surname.

Industrial & Commercial Reference

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Time to Market

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Availability

Cession, Licensing, Research, Development, Experimentation, Collaboration, Start-up and Spin-off.



Abstract

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Publications

- ❖ Autors, Title
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- pgg., Editor, Years.
- ❖ www.mindfraehjjjksj.it



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ASuRTT _ UFFICIO VALORIZZAZIONE E TRASFERIMENTO TECNOLOGICO
SETTORE BREVETTI E TRASFERIMENTO TECNOLOGICO

➤ <http://uniroma1.it/ricerca/brevetti>

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Technical Description

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Technologies & Advantages

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Applications

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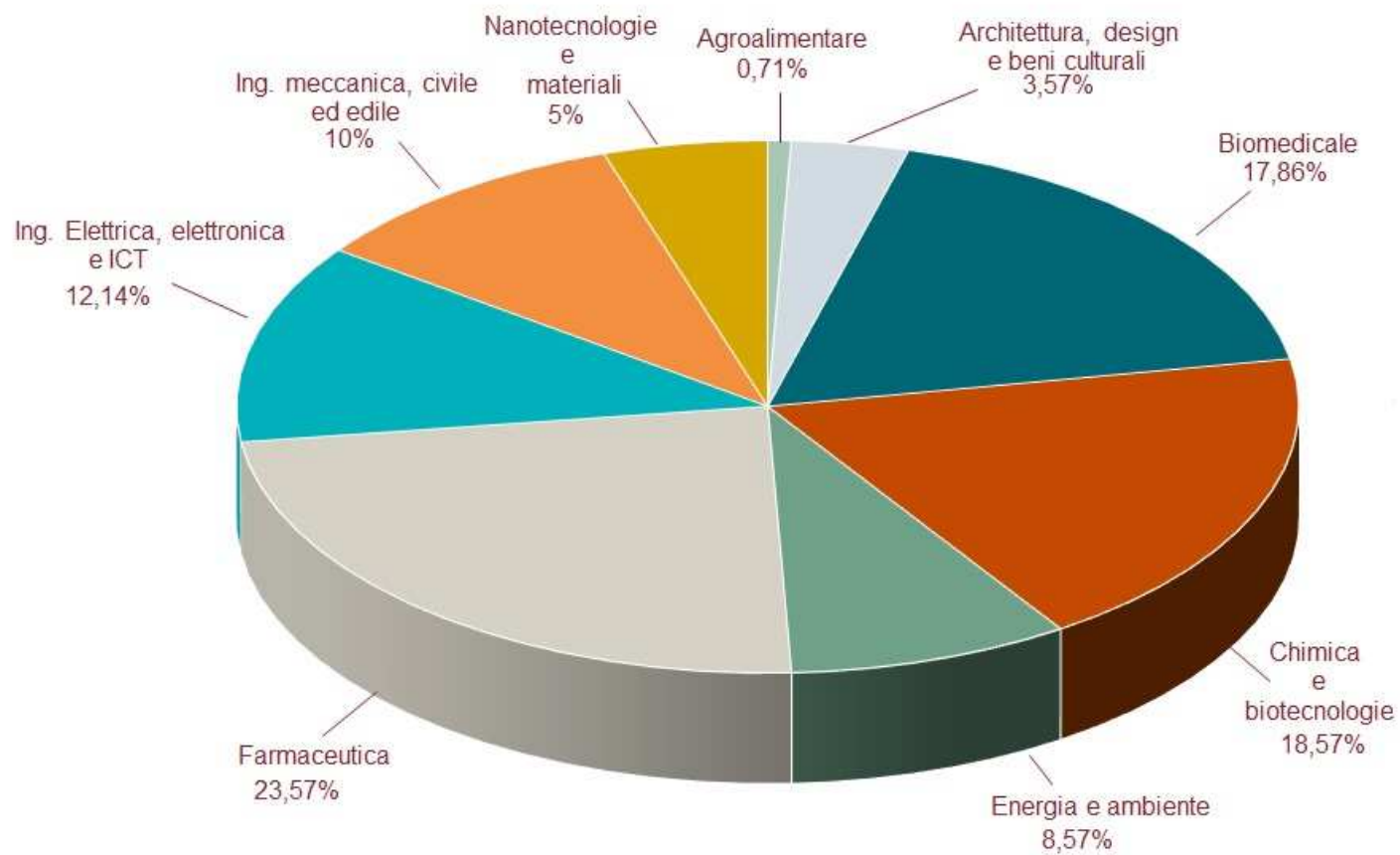
➤ <http://uniroma1.it/ricerca/brevetti>

Implementing IP management

- **Tools and processes → assistance from technology transfer office**
- Support on campus by advising and assisting inventors with implementing good practices in the workplace, by providing useful document templates.
- Careful and accurate documentation of research developments
- **Recommendations and guidelines → Patents and start ups**
- University IP policy regulates the procedure of how and who can address the office and obtain a patent or set up a start up that concerns :
 - Field of application
 - Players involved
 - Rules about procedures, duties and management

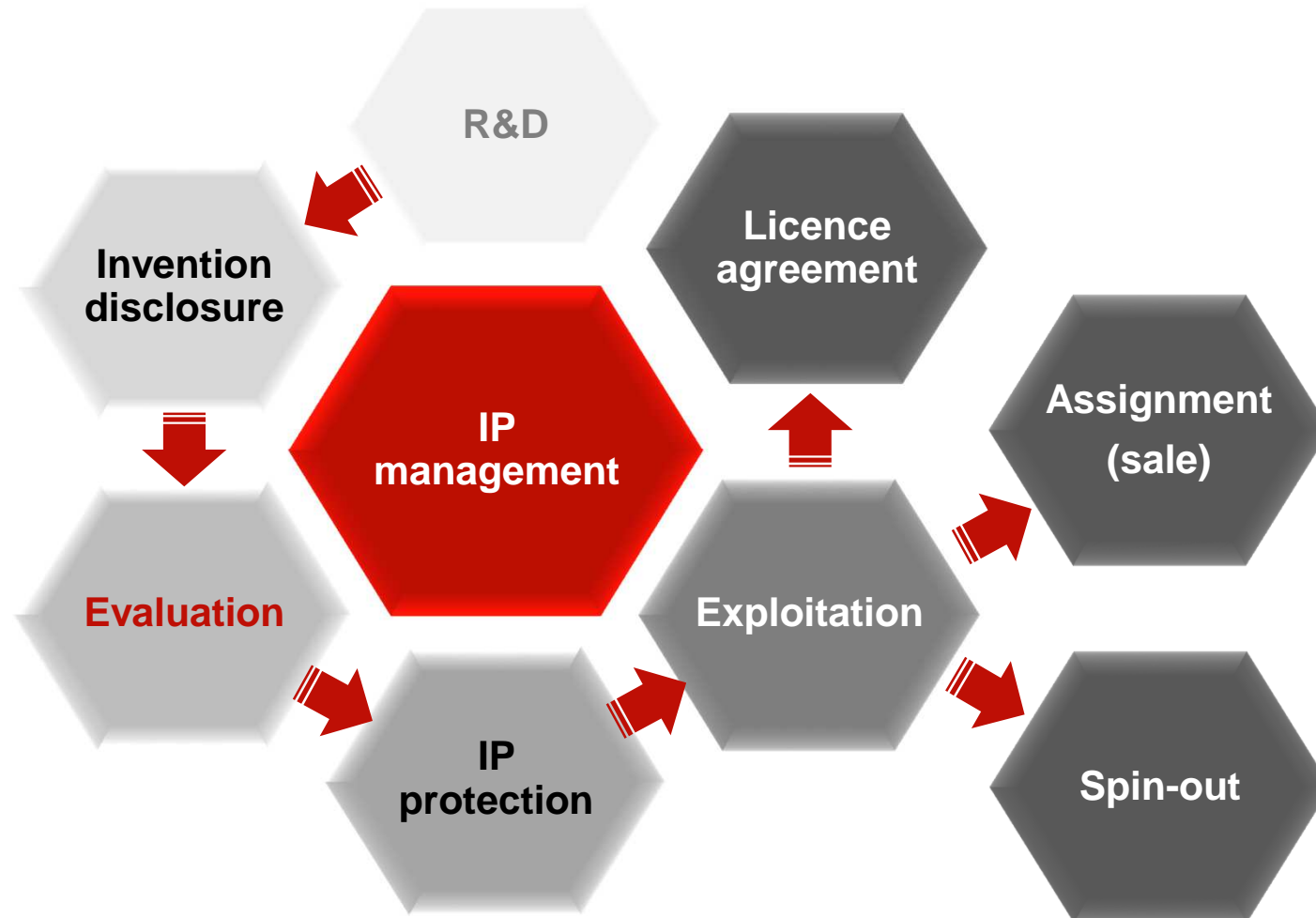
Sapienza Patents Portfolio

Patents' Field of application (%)



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How universities can exploit IP

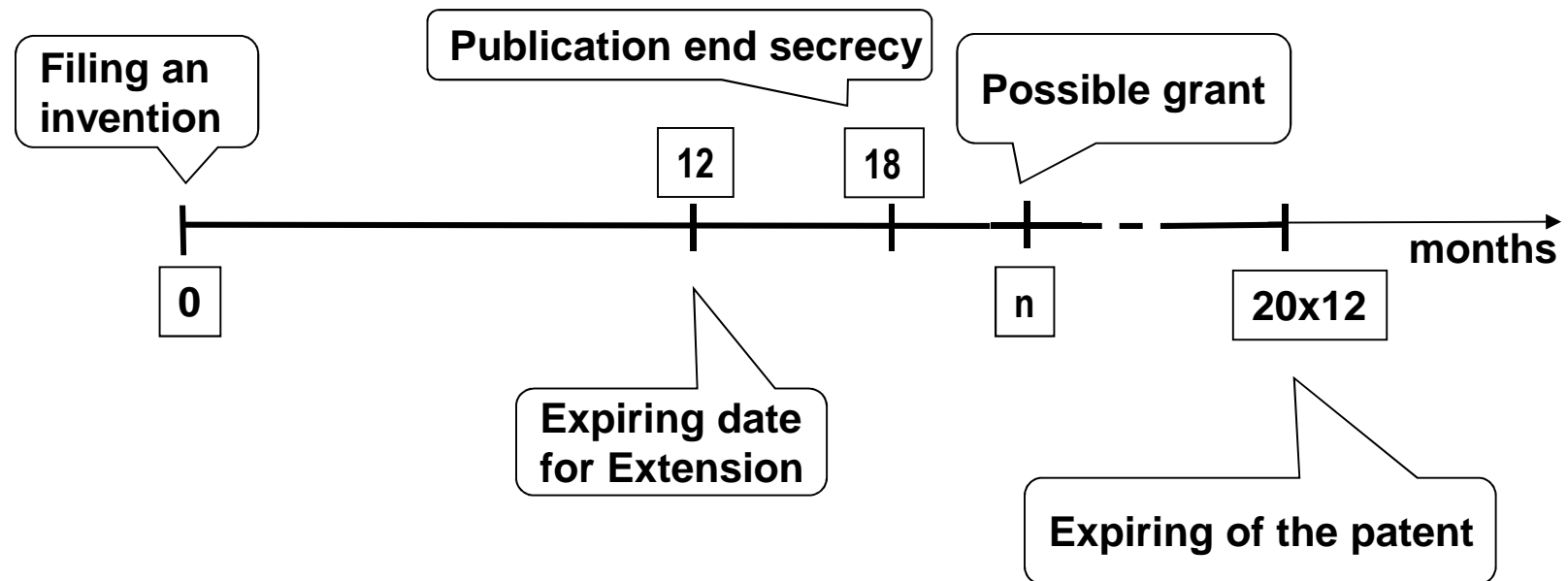


Technology transfer

- **University objective**
 - to make innovative research results and technologies available for wider use by means of technology transfer

- **Possibilities for technology transfer**
 - publications, people and artefacts
 - collaborations
 - contract research
 - **licensing**
 - sale
 - spin-outs (start up)

The life of the patent



Licensing IP

- Intellectual property rights
 - **prevent** others from using your inventions and creations
- Licences (contractual agreements)
 - **allows** others to use your inventions and creations
 - in accordance with specific terms and conditions
- Requirements for a legal contract
 - mutual exchange of a bargain
 - **consideration (payment) exchanged for something of value (IP)**



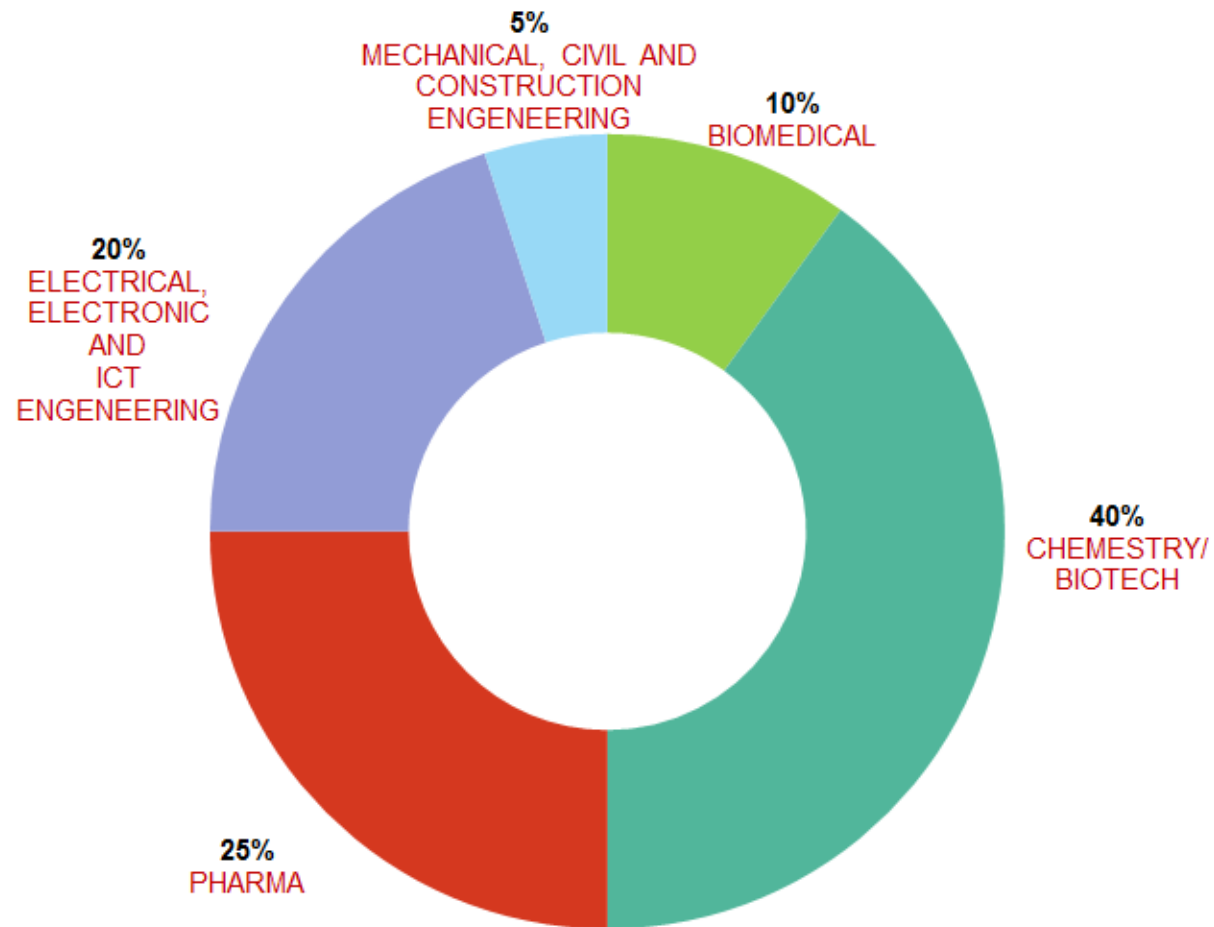
The key points of a licensing contract in Sapienza

- Initial fee or lump sum
- Royalties payment (usually % on net sales)
- Annual fees or milestones if present
- Patent's costs to be paid by the licensee
- When possible achieving the draft of a research collaboration agreement to finance future developments

Benefits of licensing

Licensor	Licensee
<ul style="list-style-type: none">▪ Create new source of revenues▪ Access new territories and markets▪ Influence market acceptance for technology and products▪ Create production and supply partnerships	<ul style="list-style-type: none">▪ Gain access to new technologies, turn-key products and processes and new markets▪ Reduce or avoid R&D costs and associated risks▪ Provide competitive advantage and IPR protection▪ Increase asset value of business

Distribution of license agreements by scientific area



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Start Up: an overview

- These are **newly created, privately held companies**, supported by the University, created to **produce goods and services** resulting from the activities carried out **in an academic context** (by professors, researchers, students, PhD students, scholarship students, fellows and all types of contract employees) that have a **potential for commercial exploitation**.
- It is the most appropriate means of technology transfer when the following conditions apply:
 - ✓ the **technology**, and the relative market, are so **specialised** that they limit the opportunities and the full effectiveness of an exploitation of the invention through licensing;
 - ✓ the **market is not yet “ready”** to receive and take full advantage of the technology developed, and therefore the needs and relative market **must be created**.

Sapienza's Start Up: Services and Goals

The start up tool is one of the most effective methods to transfer knowledge and technology by creating more synergies among different stakeholders and fostering a virtuous cycle that involves university - industry - local administration and the surrounding territory

Sapienza's strategical actions:

- Elaboration of educational processes (both formal and informal) promoting innovative ideas and self-entrepreneurship of students, graduates, young researchers
- Mentoring and advising for the academic start up creation processes
- Technological assessment and market analysis
- Support to existing start up and networking with enterprises, private capitals, various stakeholders and PA

Start Up of Sapienza University: highlights

- Many start-ups are hosted by the University which gives the company its facilities (labs, instruments, spaces) while they still keep a close relationship with their research group
- Sapienza pays specific attention to students and young researchers, fostering their entrepreneurial vocation and interdisciplinary approach
- Sapienza annually organizes competitions among students and awards for the presentation of innovative ideas, financing grants and supporting them in their business plan identification

Facts and Figures

- **30** Start Up of Sapienza University so far
- Generated a total employment of **55 units**
- Turnover of **7 million euros**





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Thank you for your attention

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