



Sapienza Office for Research Enhancement and Innovation



SAPIENZA
UNIVERSITÀ DI ROMA

Patents and Technology Transfer: an overview

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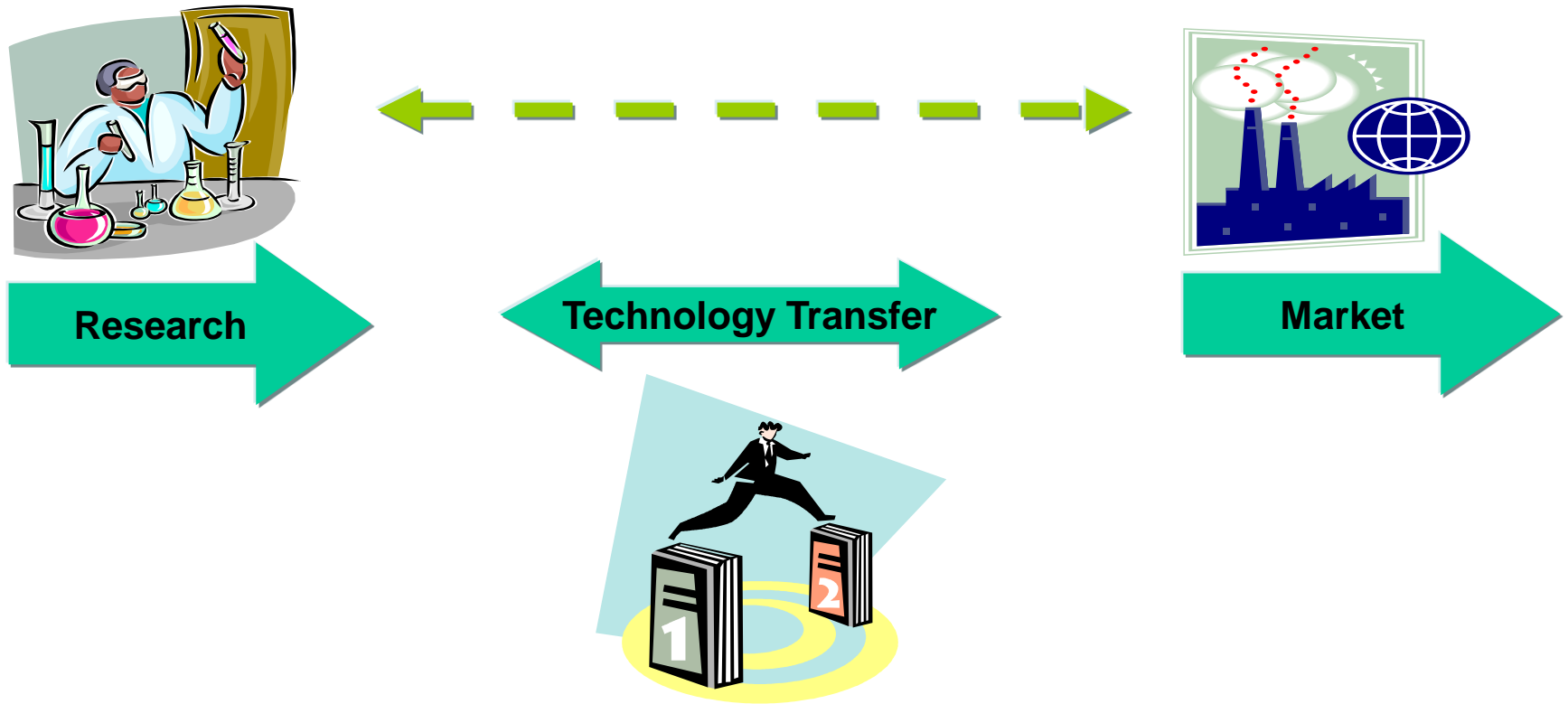
Rome, November 21st 2016

Valorization and Technology Transfer Office

TTO assists anyone at Sapienza who wish to develop and transfer IP (i.e. know-how, patents, designs) or launch a startup in innovative fields, based on the results obtained from research and teaching activities.

- ✓ Patents and Technology Transfer Unit
- ✓ Strategic Partnership and Start up Unit

Valorization and Technology Transfer Office



CONVERT RESEARCH INTO INNOVATION

Patents and Technology Transfer Unit

- provides guidance in planning an effective patent or other **IP protection strategies** and handle all implementation details during the whole research activities;
- provides support in monitoring and maintaining the **University patent portfolio**;
- organizes group meetings inside departments, with a special focus on young researchers, in order to **encourage entrepreneurial culture and to improve their ability to transform innovative ideas into commercial realities**;
- assists in **technical and market assessments** and actively markets Sapienza technologies to industry partners.
- promotes Patents portfolio through outsource **broker companies**, in order to license or cede the IP to those who are interested in acquiring them;
- coordinates **brand valorization** activities for Sapienza.

Approaches to innovation

Traditional - publication, conferences, workshops;

One step forward - research contracts, consultancy, collaboration projects with industrial actors;

Modern - MTA, NDA, Patents, licencing, start up.

Patent as a value

- a granted patent attests to the originality of their research
- an exploited patent demonstrates solidly the usefulness of their scientific work
- an exploited patent generates a virtuous circle of funding

According to the Italian law the researcher is always the owner of the patent, he can assign the patent to the Institution he belongs to, but he never loses his moral rights on it (Professor's Privilege)

- Sapienza drew up **guidelines** concerning:
 - ✓ Field of application
 - ✓ Players involved
 - ✓ Rules about procedures, duties and management



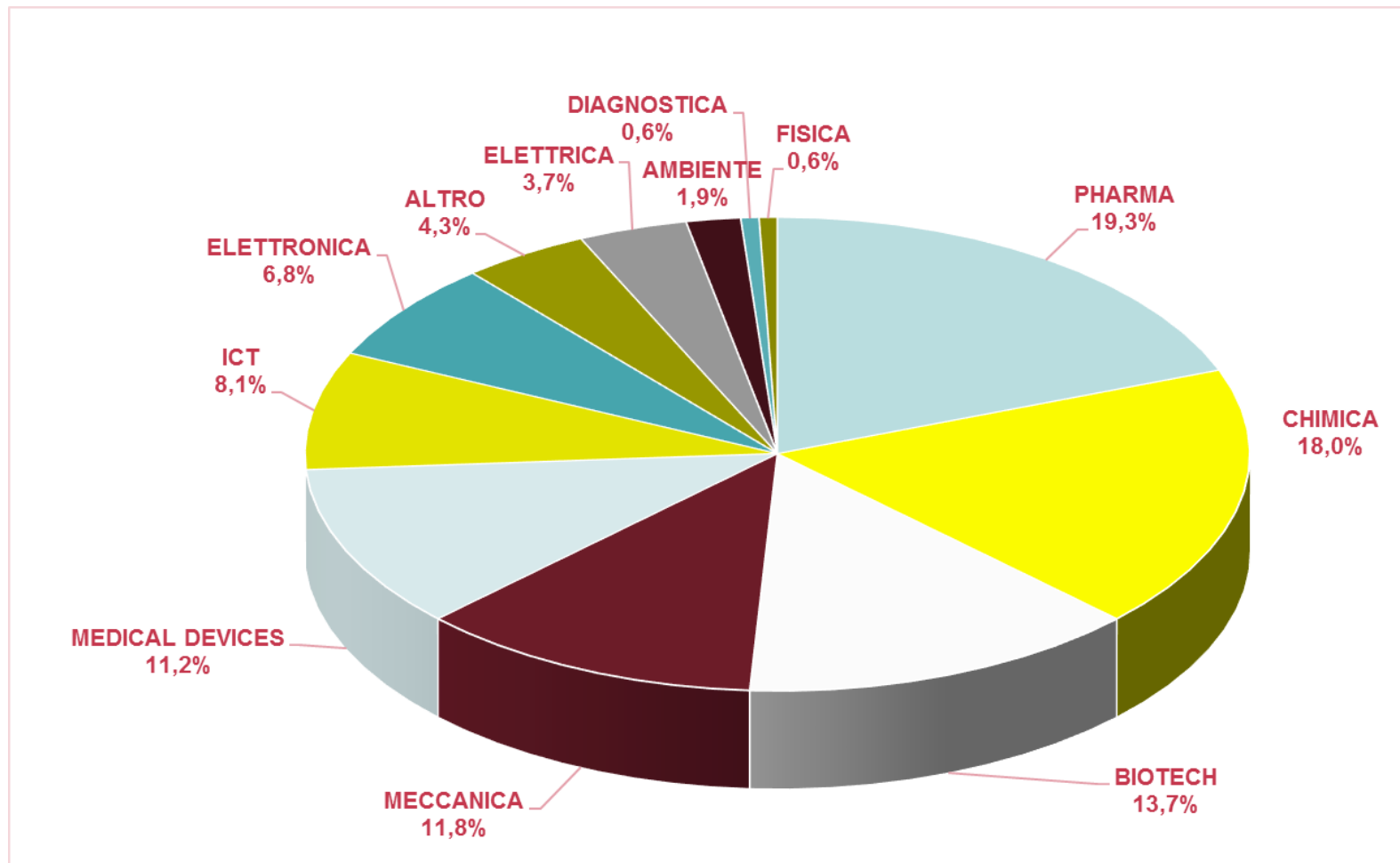
Filing a patent with Sapienza: procedure

- The researcher delivers an application form containing the abstract of the research
- Evaluation by the Sapienza Patent Committee on the patentability
- If positive, filing of the patent with the support of patent consultants that acts by proxy of Sapienza
- In case of commercialization the researcher obtains 70% of the value, the remaining 30% goes to fund the research in Sapienza



Sapienza Patents Portfolio

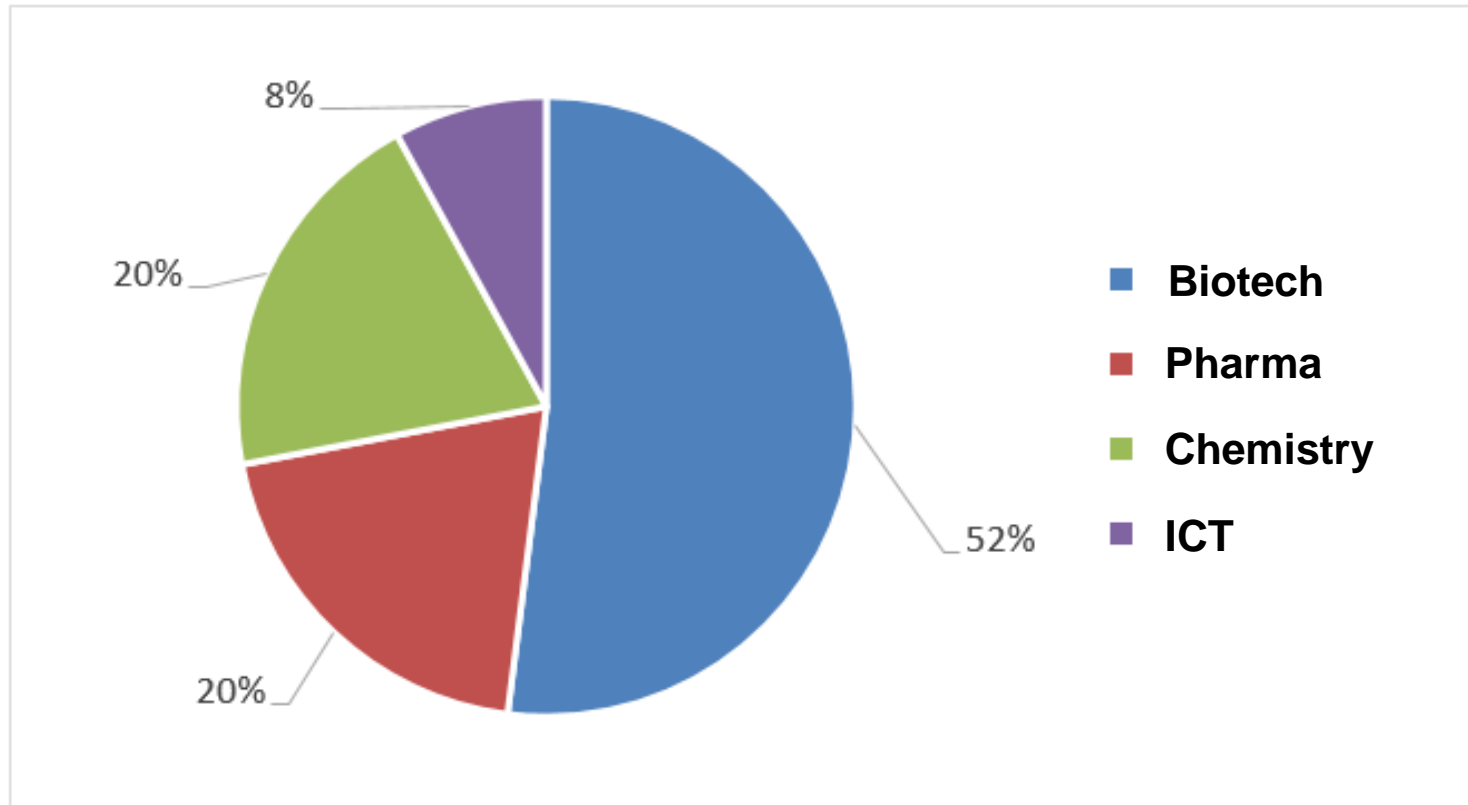
Patents' Field of application (%)



290 patent families

Sapienza Patents Portfolio

Distribution of Sapienza license agreements by scientific area

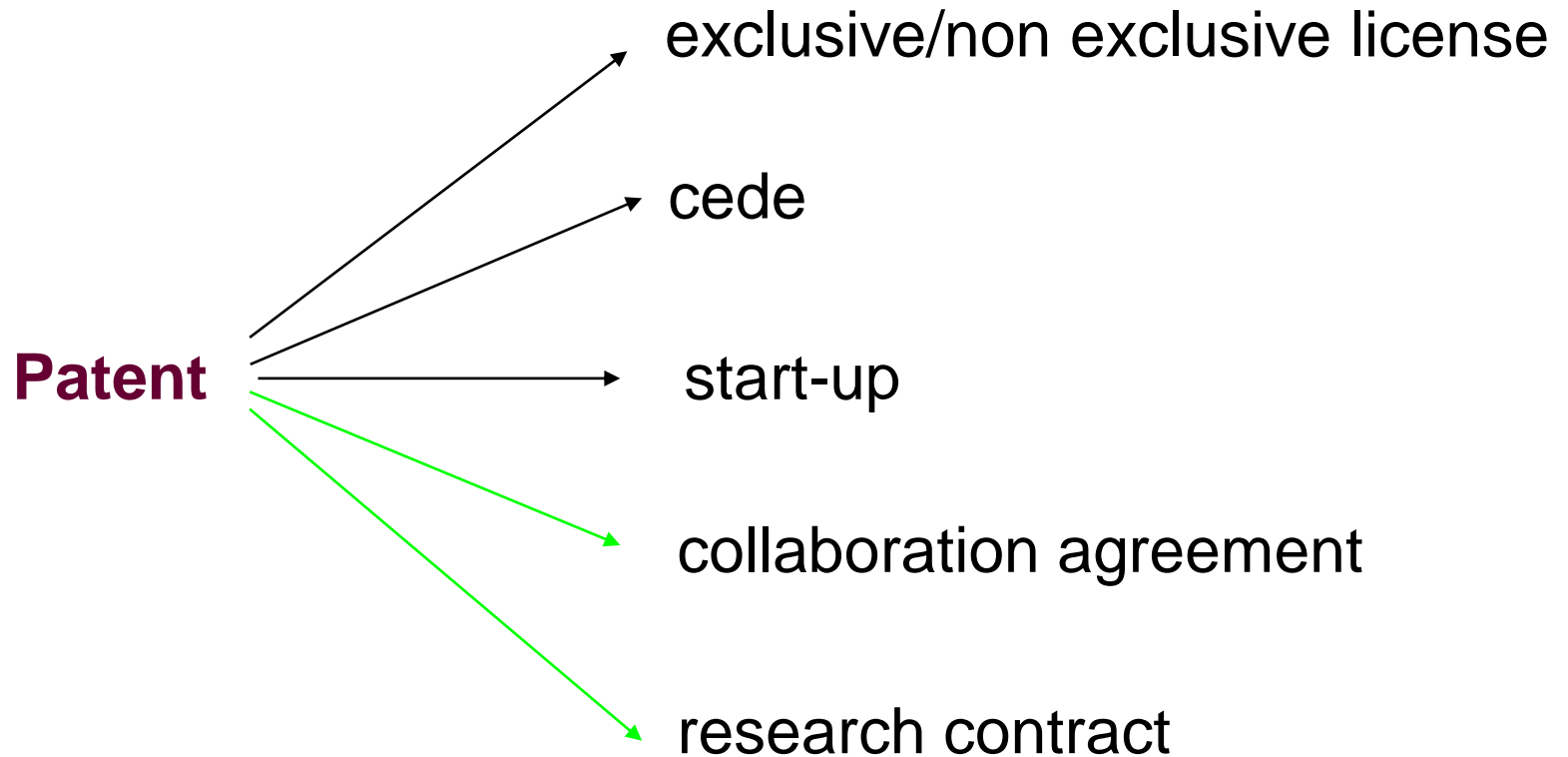


The attractiveness of Sapienza patents goes beyond national barriers: 60% of the license contracts are signed with foreign companies.

The TT procedure to support the inventors

- The procedure is focused to established 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**, signing with them a **confidential agreement** regarding the patent and the patented technology
- 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**

Patent's output



The key points of a licensing contract

- 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
- Drafting a research collaboration agreement to finance future developments

Sapienza's Start Up: an overview

- The start up companies of Sapienza University of Rome 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**.
- The creation of a start up company is a Technology Transfer tool, an alternative to licensing, characterised by the creator's personal commitment to achieving results through the **planning, implementation and realisation of an entrepreneurial business**.
- It is the most appropriate means of technology transfer when the following conditions apply:
 - ✓ the **technology** behind the business plan, 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:

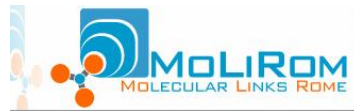
- Elaboration of educational processes (both formal and informal) promoting innovative ideas and self-entrepreneurship of students, graduates, young researchers
- Mentoring and advising for the academic start up creation processes
- Technological assessment and market analysis
- Support to existing start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

Start Up of Sapienza University: highlights

- many start-up are hosted by the University which gives to the company its facilities (labs, instruments, spaces) while they still keep a close relationship with their research group
- since 2011 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

Start Up of Sapienza University

- **21** Start Up of Sapienza University up today
- generated a total employment of **55 units**
- Turnover of **7 million euros**





TECHNOLOGY TRANSFER OFFICE



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Thank you for your attention

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