"The Value of International Networks in the Innovation System"
Mission

ASTP-Proton is the premier, pan-European association for professionals involved in knowledge transfer between universities and industry.

By promoting and professionalizing knowledge transfer practice, the association aims to enhance the impact of research on society and the economy.
Focus of this talk..

1. Context: “tech transfer”, “networks” and “ecosystem”
2. Who am I to share with you?
3. The hypothesis “International networks harnessed by TT/KT sector can play crucial roles and result in …”
4. Let’s not ignore the wider ecosystem and stakeholders
5. Shared common truths (“KT/TT is a contact sport” and “the linear innovation pathway looks like…”)
6. Informal network examples and their impact
7. Formal network examples and what they aim to achieve
8. Some specifics about ASTP-Proton
9. The Swedish context, needs and goals (your part of the talk)
10. Is the hypothesis credible, and what shall we (all) do next?
Context

“International networks”
= networks to harness international impact/relationships;
= both formal and informal examples will be shared.

“KT or TT “will be the focus group this afternoon

“Innovation system”= broader ecosystem of stakeholders
and players.
Who am I?

Brief bio (training/work experience)
- training/education
- work experience UK
- work experience NL
- Current role in ASTP-Proton
- Active engagement in associated “networks”

Living proof of at least one impact of international networking…. 
Hypothesis

International Networks harnessed by KT/TT can play crucial roles in:

- effectiveness /efficiency
- volume of opportunities
- inspiration to adopt new ideas and approaches
- impact/recognition/kudos
- fun

“They accelerate the KT/TT function from its initial reactive role to become an ever more proactive catalyst in the innovation system.”
Let’s not ignore the wider ecosystem

Networks can provide access to achieve two different goals;

1. (intra/trans) Communication across the chasms- “how we do what we do”, thus increasing mutual understanding and thus enhancing relationships essential to an effective ecosystem

2. (outward facing) Create real opportunities to actually do more of what we do
Shared common truths

*KT/TT and success in the innovation system is a contact sport*

*The ‘linear’ process of innovation and KT/TT we recognise can be described as:*

Creation of an innovation

Identification of potential as a solution (to a problem?)

Identification of necessary parties to develop the creation

Identification of necessary resources to enable to conversion to public use/commercial application etc.
Examples of informal networks and their impact

1. Immortalised Hepatocytes and consortia: challenges of the potential partners; Role of the TTO; recognition of strengths harnessed using networks; impact.

2. Company formation and perpetual equity battles between funders and universities: working group, UK/Canada

3. Structural Genomics Consortium

4. ATTP

5. SME/academia alliances
Examples of informal networks and their impact

1. Company formation and perpetual equity battles between funders and universities: working group, UK/Canada
   
   https://sba.ubc.ca/business-basics/legal-assistance

2. Structural Genomics Consortium:
   
   http://www.thesgc.org/

3. Accreditation for TTO: ATTP - http://attp.info/

4. SME/academia alliances
   
Examples of informal networks and their impact

1. Immortalised Hepatocytes and consortia: challenges of the potential partners; Role of the TTO; recognition of strengths harnessed using networks; impact.

Impact?

Finding partners from across the global sector
New legal regime for IP management
Confidence of partners in the institution
Actively resulted in new projects/PhD program/staff exchanges/new shared technology available
Formal Networks and what they aim to achieve

Professionalising TT activity

training
customised skills courses
professional accreditation
conferences
mentoring/peer review
legal/IP management/specialised topics
Formal Networks and what they aim to achieve

Delivering the KT/TT Functions

Finding partners – for R&D

UIIN/AP annual conference..

Inspiring the ecosystem

JRC/EPO/WIPO…

Finding commercialisation partners

Trade fairs/BIO/Medica…

Finding funding sources

ECN/EBAN/Falling Walls….
Formal Networks and what they aim to achieve

Delivering the KT/TT Functions

Finding partners - for R&D projects: UIIN/AP annual conferences..
https://www.uiin.org/; https://www.astp-proton.eu/

Inspiring the ecosystem: JRC/EPO/WIPO...
https://www.epo.org/learning-events.html;

Finding commercialisation partners: Trade fairs/BIO/Medica…
http://convention.bio.org/
https://ebdgroup.knect365.com/bioeurope/
https://www.medica-tradefair.com/

Finding funding sources: ECN/EBAN/Falling Walls…
http://www.investhorizon.eu/resources.aspx
http://eurocrowd.org/
http://www.eban.org/
https://www.preqin.com/conferences/private-equity/1/
http://www.falling-walls.com/
What is the current Swedish context?

Before you all speak - hot off the press learning by me since I arrived yesterday in Stockholm

Examples of innovation fund creation and management are desired - looking out with Sweden is the only option to find discussion partners….  

Developing a training course for senior directors to develop and validate new processes is only possible if multinational since challenges are shared across different nations...

Site visits in Sweden are more attractive learning opportunities for non-Swedes....

The floor is open
Conclusions

Was the hypothesis supported?

effectiveness /efficiency
volume of opportunities
inspiration to adopt new ideas and approaches
impact/recognition/kudos
fun

“They accelerate the KT/TT function from its initial reactive role to become an ever more proactive catalyst in the innovation system”

What shall we do next?
for members by members!
About

• Technology/knowledge transfer professionals are involved from across both public and private sectors
• Key values are to initiate, inspire, involve and influence individuals and collectives
• Established 1999 with its HQ in Leiden, The Netherlands
• Members drawn from over 47 countries, around 800 individuals, from 650 institutions
• National Associations Advisory Council provides input from across 27 different countries
Strategy

• Professionalisation
  • Collective: many-to-many events such as conferences, peer review, office mentoring
  • Individual: master classes, training courses
  • National association development:
  • Participation in EU Projects

• Policy Development
Strategy-1: Professionalization

1. **Enhancing collective professionalisation** of the members across public and private sector (by providing conferences; training courses; master classes; site visits.)

2. **Enhancing targeted professionalisation** of members and in particular public sector KTOs/TTOs (with Road to RTTP Registered Technology Transfer Professional Recognition); peer review services (mentoring of offices).

3. **Supporting the development of the national KTO sector** - through the National Associations network (NAAC)
Strategy-1: Professionalization

4. As a direct participant in certain EU projects, AP enhances its service for members.

• **PROGRESS-TT**
  The project aims to contribute to Europe’s economic growth by ensuring that PROs are better equipped to transfer valuable knowledge to industry. The project facilitates the exchange and sharing of experiences, capacity building between Europe’s leading PROs and those PROs with the greatest potential to commercialize their research results, which will be done by gathering best practices and developing an applicable and sustainable collection of technology transfer tools, methods and insights.

• **InvestHorizon**
  The project is designed to increase investments made in innovative European SMEs through Investment Readiness development and Investor sensitization. The objectives are: Increase TT investments, identify and develop Investment readiness programmes & policy practices, support and inform investors to improve knowledge about innovation sectors.
EU projects

• EIPIN Innovation Society
EIPIN Innovation Society is a comprehensive project at the forefront of multidisciplinary research, examining the role of intellectual property (IP) as a complex adaptive system in innovation. The focus will be on the European regulatory framework for fostering innovation with the aim of enhancing Europe’s capacity for innovation-based sustainable economic growth.

• UTILE
UTILE aims to develop an online marketplace to promote awareness and access to outputs of completed FP7 health projects. Defragmenting of the opportunities and their presentation in a market-attractive context (all as driven by informed market players) should increase success rates of conversion of results into development or exploitation projects.
Strategy-2: Policy Development

1. **Identifying the needs** and trends of different regions to enable strategic policy recommendations across the ecosystem (e.g. information provided by its National Associations Advisory Committee (NAAC))

2. **Gathering of data** about pan-European KTO activity via its annual *Survey*

3. **Providing strategic information** and input to strategic ecosystem partners such as European Investment bank, European Commission, national and regional governments.
Strategy-3: International Benchmarking

1. Founder member of the international Association of Technology Transfer Professionals (ATTP) along with sister-organizations from USA and UK

2. Professional Recognition known as RTTP
   a. Accreditation of training courses which grant CE points;
   b. Assessment of individual applications seeking RTTP status (combining acquisition of CE points and showcasing studies)

3. ATTP now comprises 14 members across every continent-see http://attp.info/
European TTO Landscape: Key Trends

• There are big differences between regions/countries. Some have very sophisticated ecosystems such as UK, Scandinavia, Germany, France while others are much younger in their experience, such as Italy, Spain, Portugal and the Balkan states.

• As well as ASTP-Proton membership, there is a broader hunger to learn and share e.g. capacity building programs are well supported (see InvestHorizon and PROGRESS-TT websites http://www.investhorizon.eu/ and http://www.progresstt.eu/)

• National associations are further developing momentum to support the local regional ecosystems and there are many local initiatives to build capacity.

• Networking across sectors via conferences continues to impact on the community and an increasing spectrum of European-based events increases the volume of deal-making-
  • http://www.biofit-event.com/
  • http://www.falling-walls.com/
  • https://ebdgroup.knect365.com/bioeurope/
  • http://www.lesi2017.org/
European TTO Landscape: Key Trends

• What about the weaknesses in TT in Europe? We know there is continuous scope to improve- but we are getting better?
  • UK McMillan report-European assessment and review?
  • And see some results in the assessment of H2020 impact - https://www.ceps.eu/system/files/IEForum12015.pdf

• In Europe, what are the sources of technologies and what is the percentage of successful TT cases regarding technologies developed in Universities, Research Centers (public?), SMEs, innovators etc? It is not known what the actual numbers are, but effort exist to gauge this output. Economic Impact studies are also interesting since they reflect the broad range of factors.
Thank you

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