

**Roberto Tiezzi**  
**Head, Technology transfer Office**  
**Politecnico di Milano**



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ITALIANA  
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INDUSTRIALE



CAMERA DI  
COMMERCIO  
MILANO  
MONZABRIANZA  
LODI



## **OPEN SCIENCE & INNOVATION**

L'evoluzione dei rapporti Università-Industria verso l'open innovation

| 25 febbraio 2019 – Palazzo Turati - Milano |

# Politecnico di Milano: Technology Transfer Vision & Mission

## Vision

Lead the Italian innovation ecosystem through the entrepreneurial exploitation of scientific knowledge and cutting-edge technologies to create economic impact at the local level as well as at the international scale



## Mission

Politecnico di Milano is strongly committed to the valorization of its excellent technical and scientific innovation. Research results exploitation is accomplished through: intellectual property management, collaboration with companies and supporting high innovative startups

## Objectives



Spread entrepreneurial and IP culture, scout new ideas and talents within the Politecnico ecosystem



Support students and researchers to advance research results towards industrial applications and Spin-offs/Startup creation



IP Licensing and Spin-offs/Start-up assets valorisation to generate additional research funding and bring the innovations to the market, also with Open Innovation programs



Establish successful partnerships to create a District for innovation open to the whole Spin-off/start-up ecosystem.



Network per la valorizzazione  
della ricerca universitaria

**Gruppo di lavoro Netval - AICIPI**

**Gli aspetti di Proprietà Industriale nelle Collaborazioni  
Università-Industria**

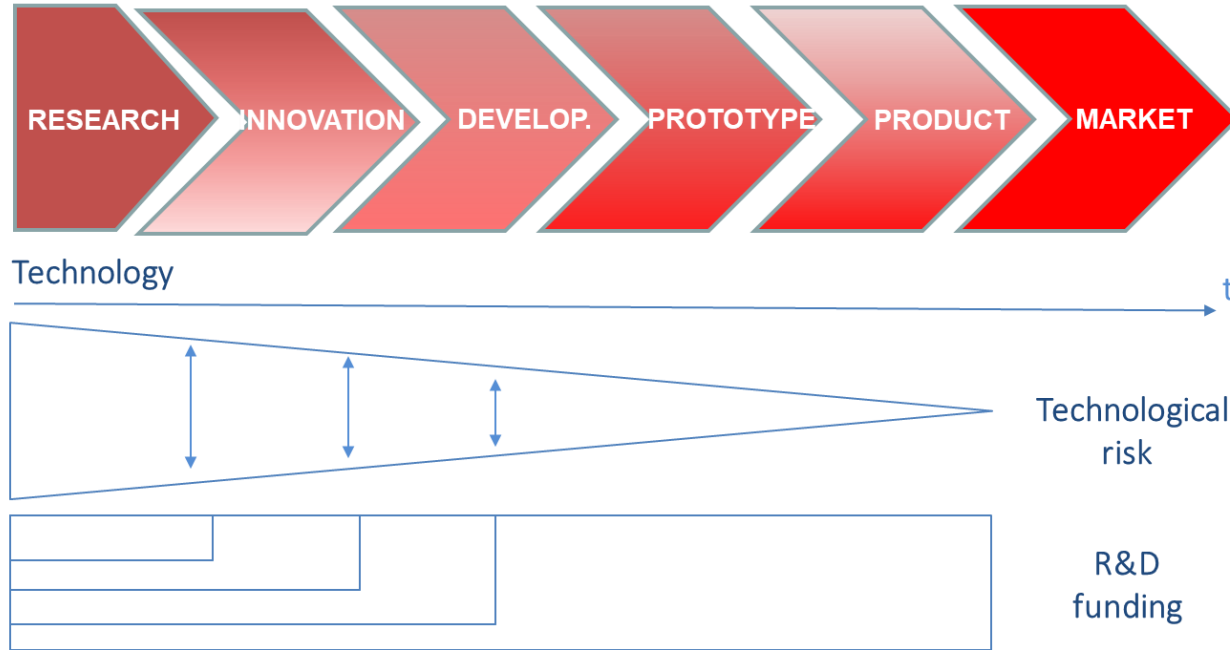


Associazione Italiana dei Consulenti ed Esperti in Proprietà Industriale di  
Enti e Imprese

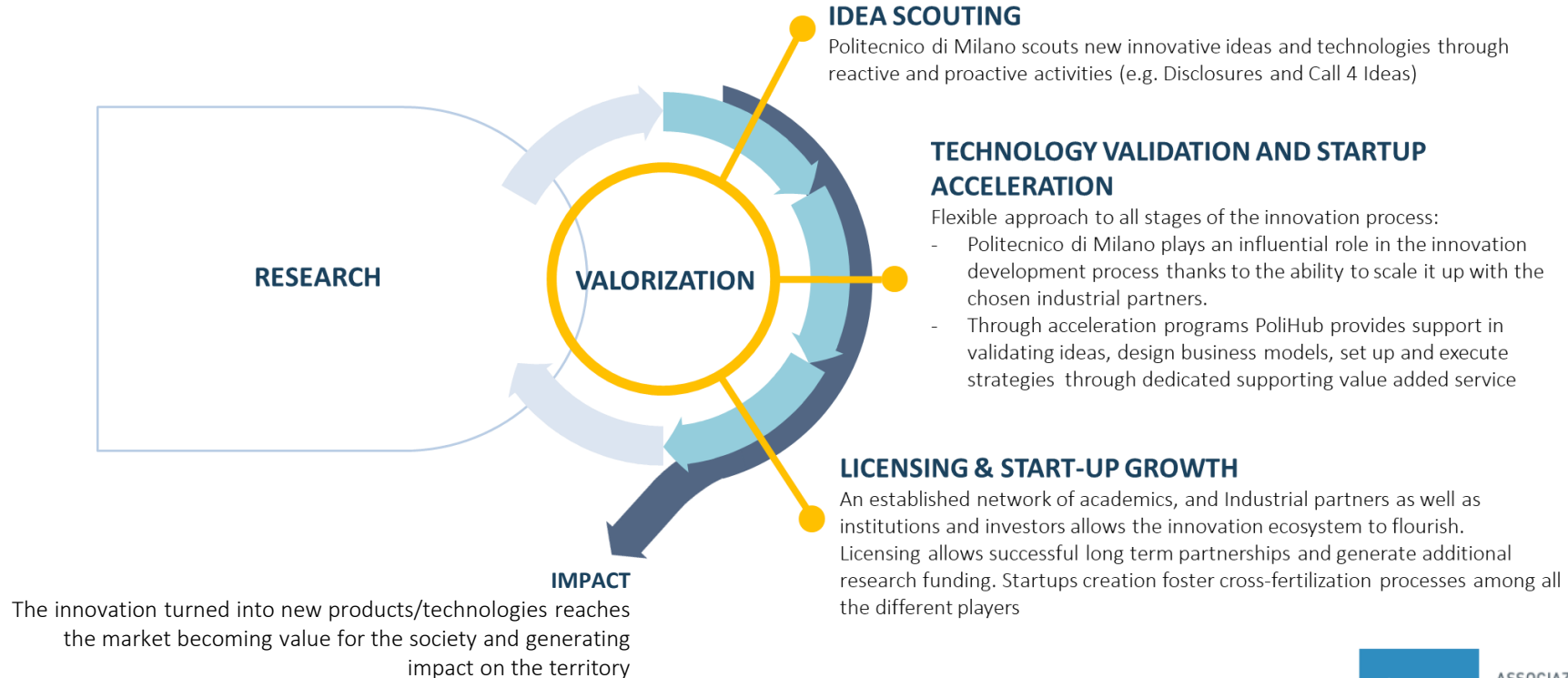


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# Genuine Intellectual Property



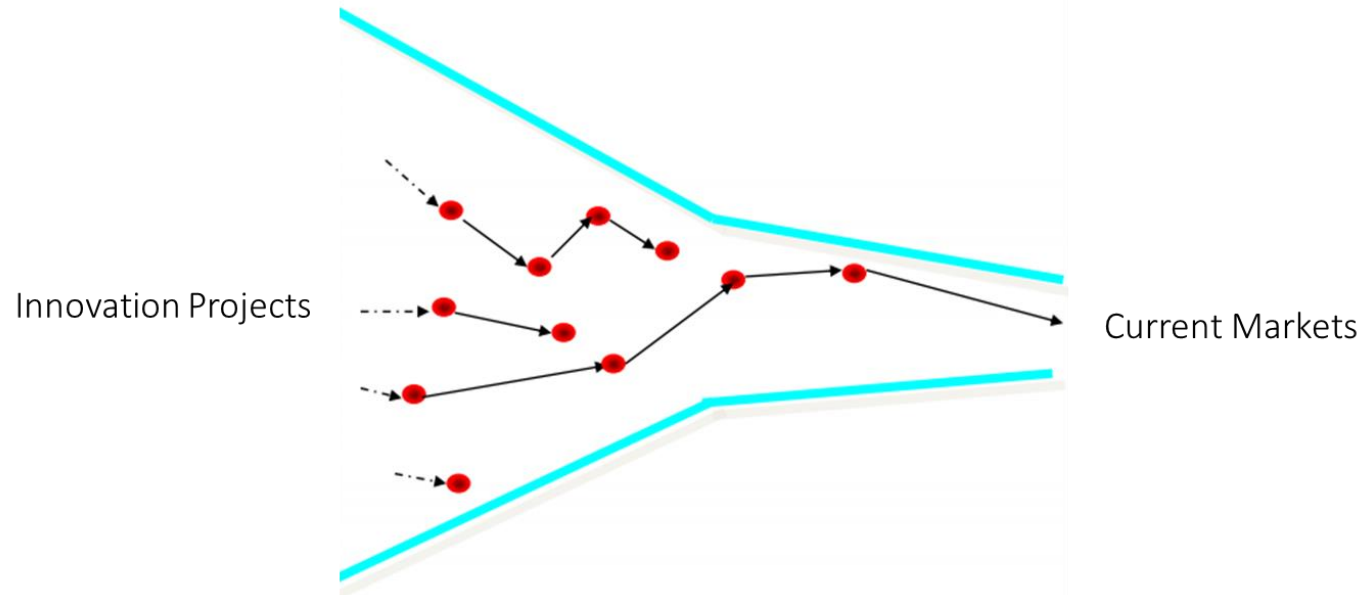
# Technology valorization



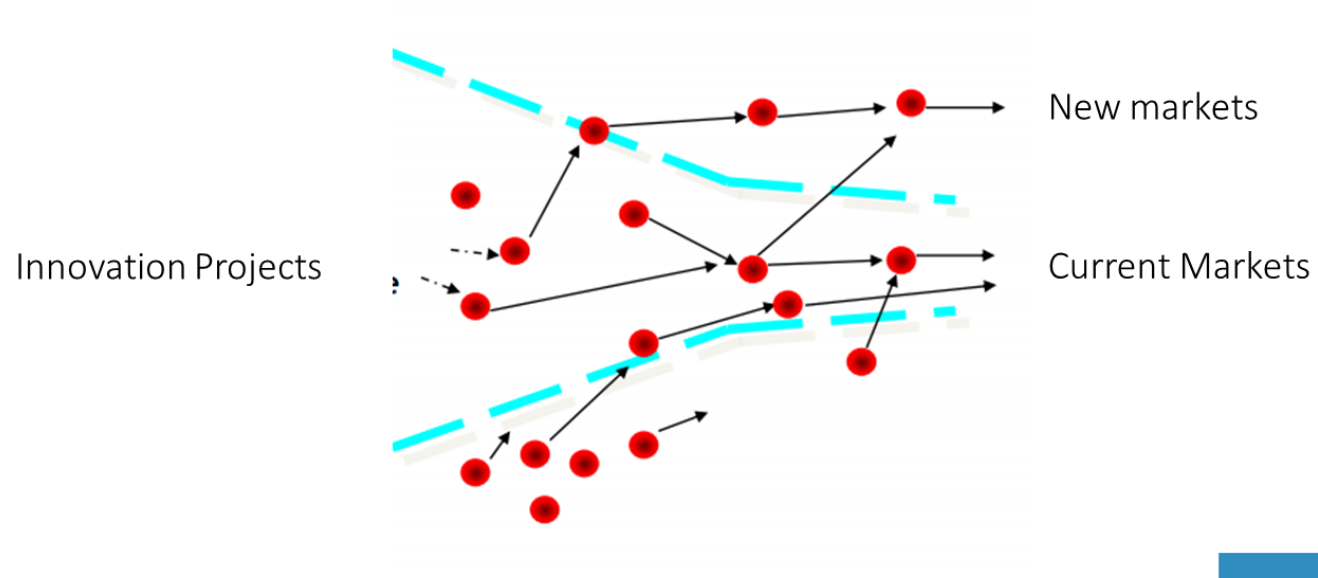
# Supporting the technology transfer process



# Closed innovation

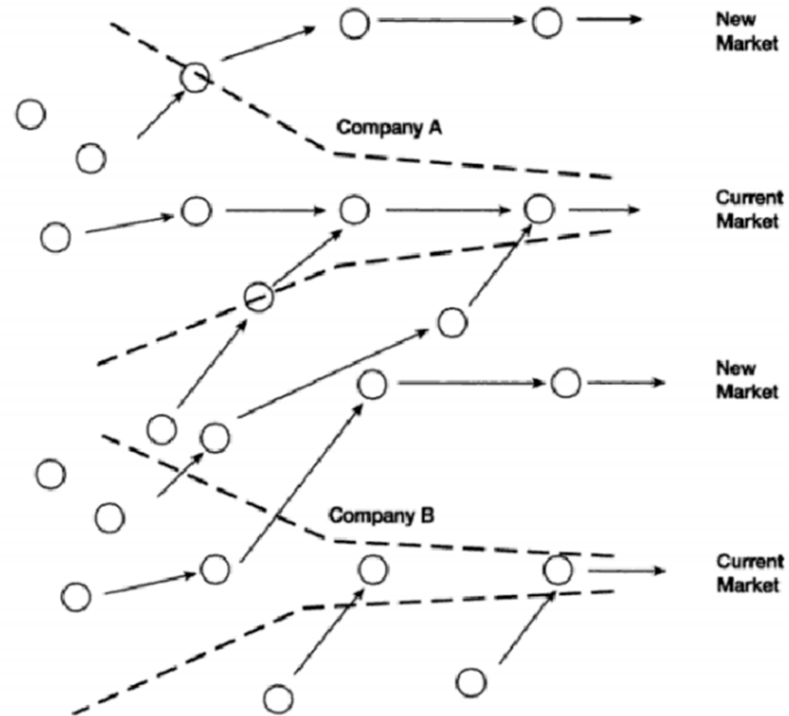


# A new approach to innovation





## Open innovation scheme



## Are patents still relevant?

“In the highly competitive, IP-obsessed world of drug development, throwing open the doors and inviting people in, is a departure in strategy to say the least. Yet, such is the surprising concept behind JLABS, the “no strings attached” incubator that J&J launched near San Diego in 2012, and has since rolled out to five other sites in North America. The incubators are also just one of piece of the radical “open innovation strategy” J&J’s Chief Scientific Officer Paul Stoffels has crafted for the company”.

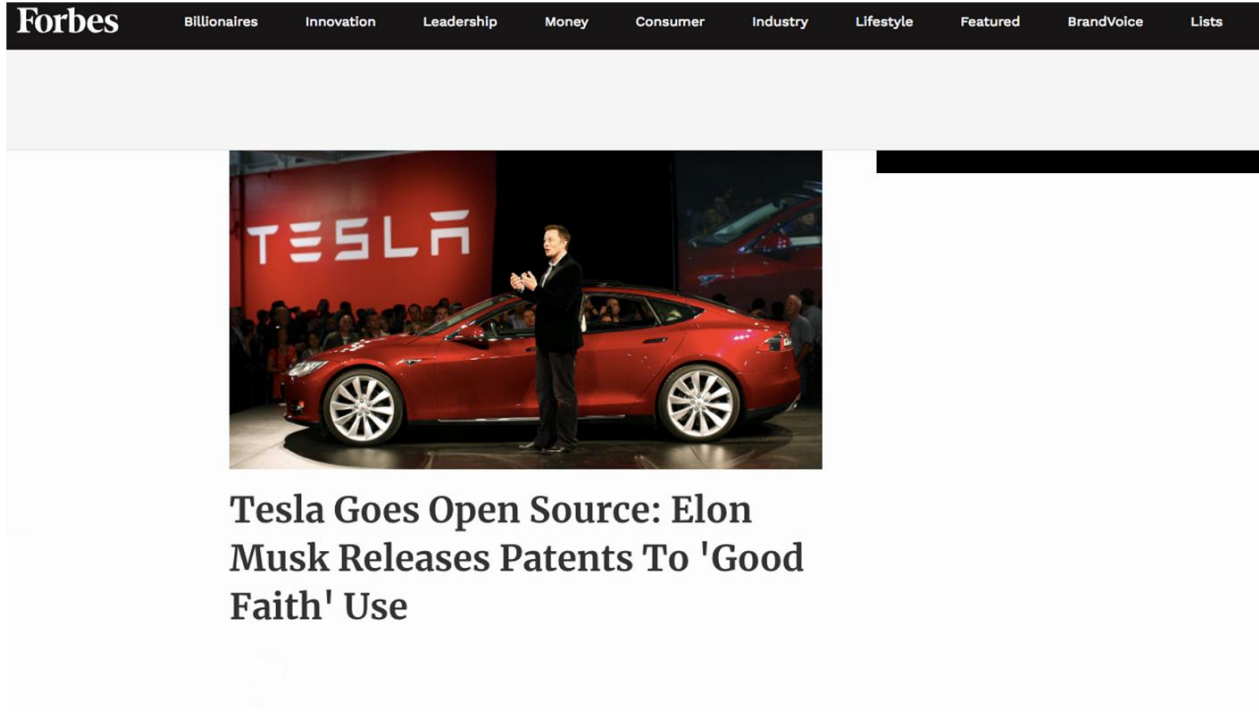
**FORTUNE**

HEALTH • BIG PHARMA

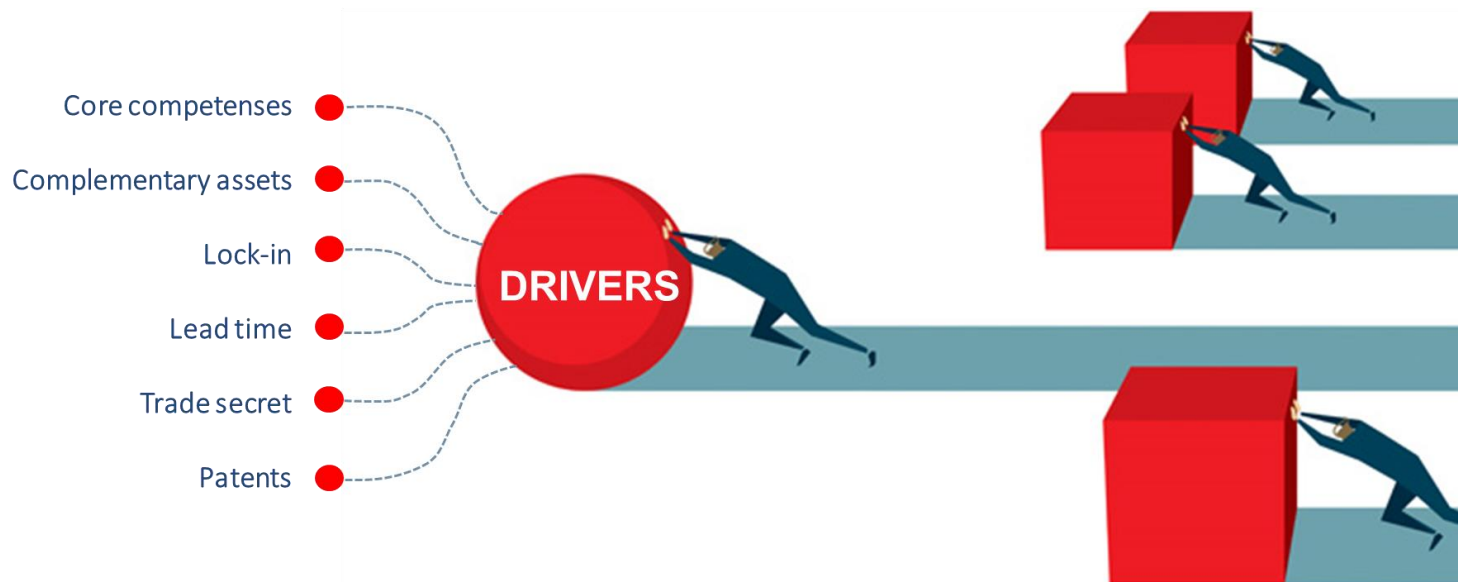
### The Radical Experiment That's Changing the Way Big Pharma Innovates



## Are patents still relevant?



# Creating competitive advantage



# Strategic options



## Vehicles

- Innovative startup
- Academic spinoff
- Corporate spinoff
- Joint Ventures



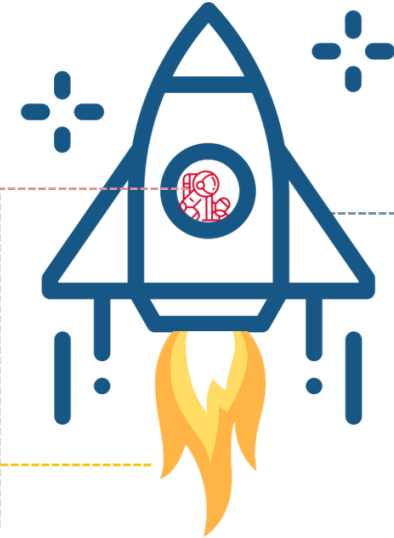
## Strategic assets

- Core competences
- Complementary assets
- Lock-in
- Lead time
- Trade secret
- Patents



## Funding

- Government funding
- Grants from competitions
- Business angels/club deals
- Equity crowdfunding
- Venture capital
- Family office



## A venture capital strategy

A RELEVANT ITALIAN VENTURE CAPITAL AND UNIVERSITY WORKING IN CLOSE RELATIONSHIP



WITH A SOLID PLATFORM TO KICK-START THE DEAL FLOW, SELECT THE BEST PROJECTS AND GROW SUCCESSFUL COMPANIES

A €60M TECH TRANSFER FUND DEDICATED TO TECH VENTURE INVESTMENTS

# 360 CAPITAL-POLIMI TT Fund: focus & strategy

60 MILLION EURO TARGET - KEY AREAS OF FOCUS (70% Polimi IP production)



Manufacturing  
Technologies &  
Machineries



IT & Automation



Advanced  
Materials



Energy  
Efficiency



Infrastructure  
Technologies

## INVESTMENT STRATEGY BASED ON 4 PILLARS



### EDUCATION

Ongoing activities to promote entrepreneurial culture



### IP GENERATION

Finance new IPs and develop advance prototype trough POCs



### BUSINESS CREATION

Creation of new companies as universities teams spinoffs



### SCALE-UP

Finance and help the scale-up through our extended network



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**Grazie per l'attenzione**

**Roberto Tiezzi**  
**Head, Technology transfer Office**  
**Politecnico di Milano**

**tel. 0223999232**  
**roberto.tiezzi@polimi.it**