



Roberto Tiezzi Head, Technology transfer Office Politecnico di Milano







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



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.





Gruppo di lavoro Netval - AICIPI

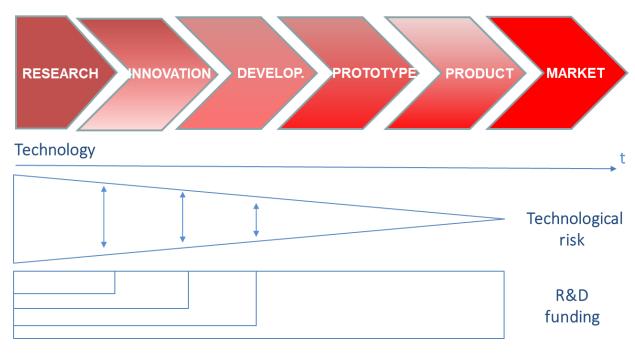
Gli aspetti di Proprietà Industriale nelle Collaborazioni Università-Industria



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



Genuine Intellectual Property





Technology valorization

RESEARCH VALORIZATION **IMPACT**

IDEA SCOUTING

Politecnico di Milano scouts new innovative ideas and technologies through reactive and proactive activities (e.g. Disclosures and Call 4 Ideas)

TECHNOLOGY VALIDATION AND STARTUP **ACCELERATION**

Flexible approach to all stages of the innovation process:

- Politecnico di Milano plays an influential role in the innovation development process thanks to the ability to scale it up with the chosen industrial partners.
- Through acceleration programs PoliHub provides support in validating ideas, design business models, set up and execute strategies through dedicated supporting value added service

LICENSING & START-UP GROWTH

An established network of academics, and Industrial partners as well as institutions and investors allows the innovation ecosystem to flourish. Licensing allows successful long term partnerships and generate additional research funding. Startups creation foster cross-fertilization processes among all the different players

The innovation turned into new products/technologies reaches the market becoming value for the society and generating impact on the territory



Supporting the technology transfer process

IDEA

Scouting

Idea Assesment



Tech Pack



Access the research outputs to generate innovation disclosures

Strength the idea through IP: Idea assessment and Prior Art Search Build awareness, visibility and increase the likely success, both technical and commercial, of new scientific ideas.

VALIDATION

LICENSING

Increase TRL



Collaborations with Patent firms to develop an IP strategy. Improve decision making through





Effectively evaluate and manage the maturation of new technologies to reduce the uncertainty by investing in research and development programs

research and analysis.



IP Marketing



technology co-development by

combining different expertize and

capabilities.

Attract Research funding through the development of cutting-edge technologies.

Industry Funded

Research

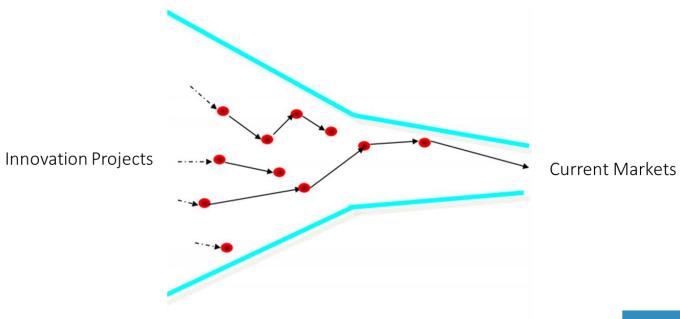
Identify the best route to market by working closely with project innovators, brokers, and industry partners.

Approach different partners and negotiate a license that will bring revenues, including valorization through Spin-off generation process

Research Valorisation Market

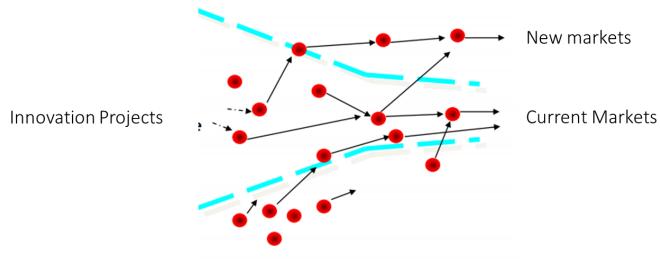


Closed innovation



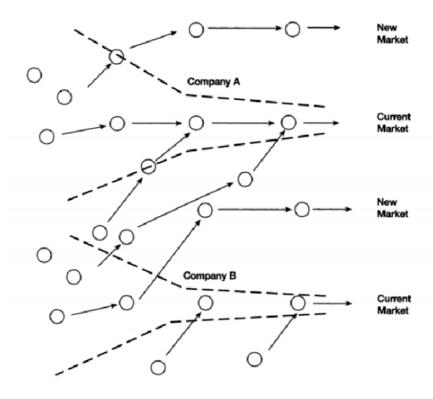


A new approach to innovation





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



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



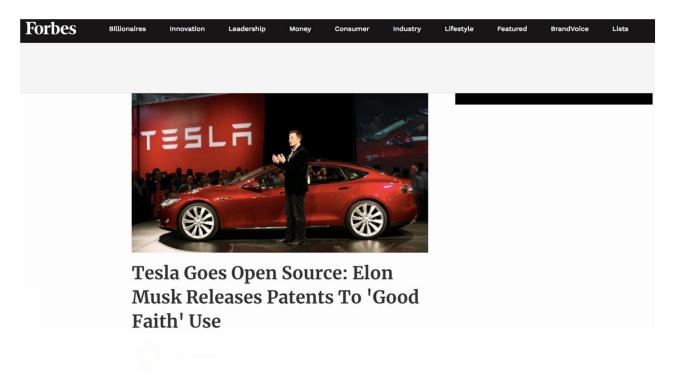






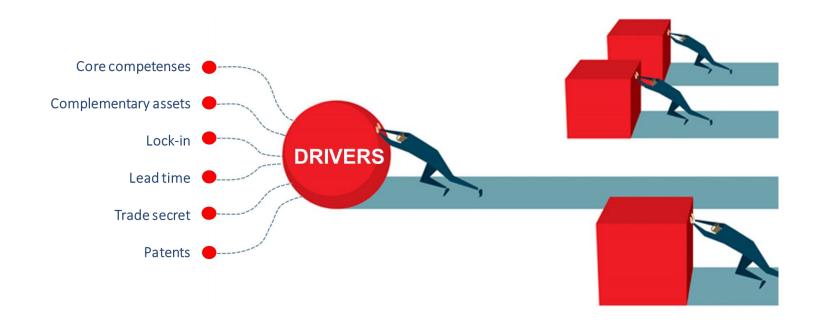


Are patents still relevant?





Creating competitive advantage





Strategic options



Vehicles

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



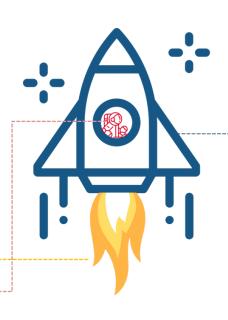
Strategic assets

- 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 TRANFER 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



Grazie per l'attenzione

Roberto Tiezzi Head, Technology transfer Office Politecnico di Milano

tel. 0223999232 roberto.tiezzi@polimi.it

