



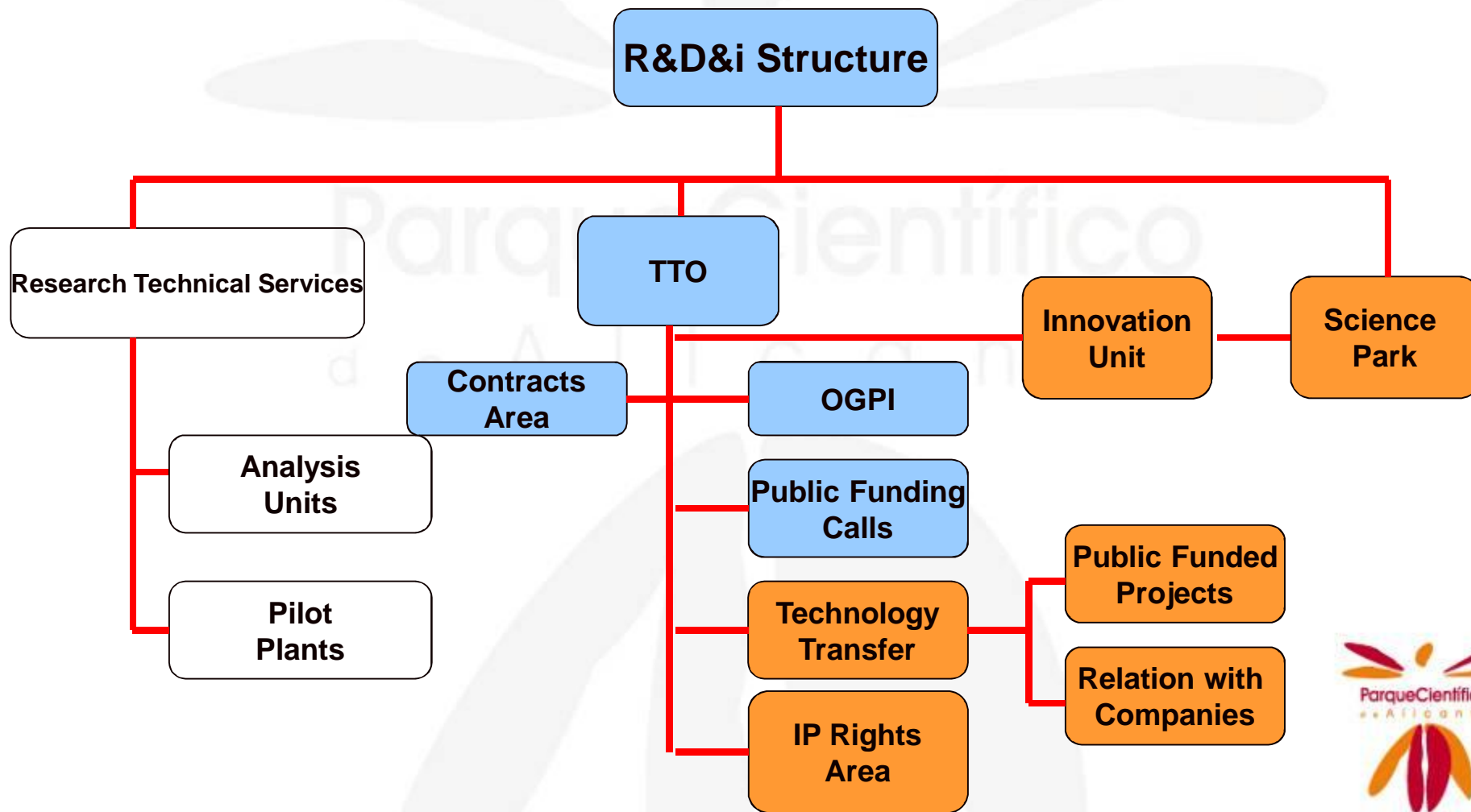
Innovation trough spin-offs

Innovation Unit. SGITT-OTRI

University of Alicante

Loren Moreno Monteagudo





- Innovation Unit
 - 2007
 - Staff: 4 people
 - 2 main areas
 - spin-off companies from academia
 - Alicante Science Park



REGULATIONS

IDEAS

VALORISATION

INCUBATION



Regulations

- IP belongs to the University
- University Internal Regulation, 2008
 - Company based on research carried out at the University
 - One of the founders: a researcher
 - University approval
 - UA takes an equity share
 - Technology transfer agreement is required
 - The researcher will be able to work, to be a member of the Board of Directors and to have equity shares.



Ideas

- Project detection
 - Patent Office
 - Successful cases
 - Important contracts
- Fostering entrepreneurship
 - Organizing activities with different agents
 - Regional/local/national governments
 - Specific courses, specialized meetings
 - Calls for entrepreneurial ideas
 - Impulso, Uniemprendia, Everis, BioCampus, etc.



Valorisation

- Preliminary assessment of the idea
- Defining the IP strategy
- Fundraising
- Collaborations
- Business plan support



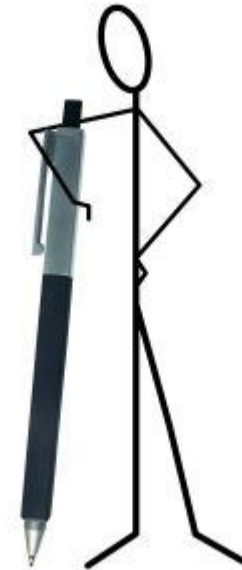
Incubation

- Facilities and services
- Different calls regarding science parks
- Fundraising

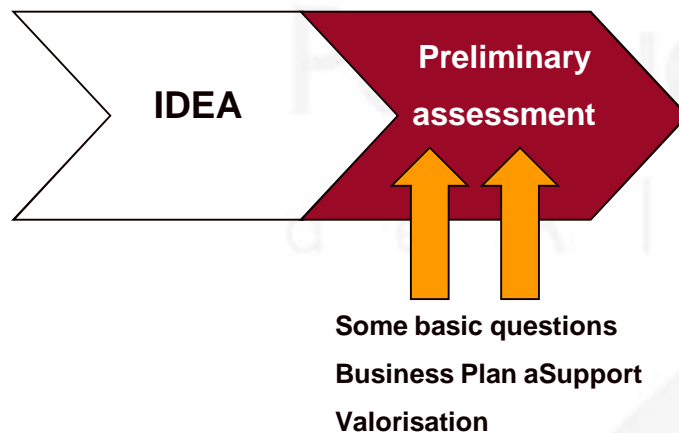


Project management

- Commercialisation Route
- Business plan
- Technology assesment
- Experts pool
- Funding
- Paper work

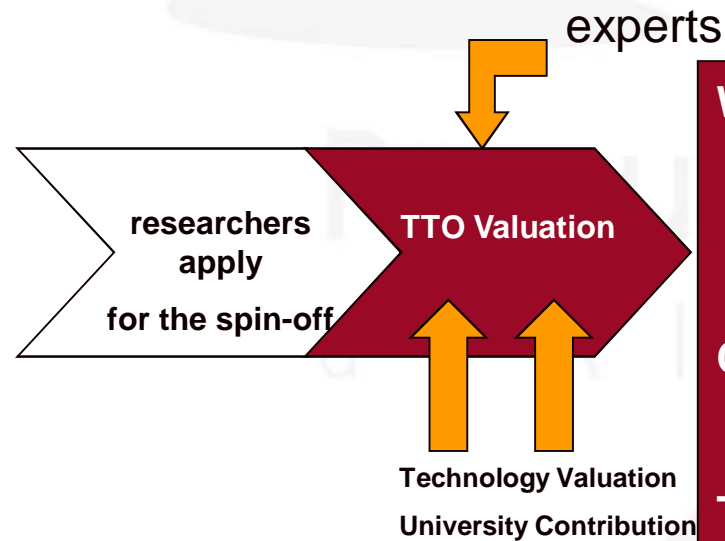


INTERNAL PROCESS



Can the team define the invention?
Projects involved
IP
Results obtained so far
Team commitment
Market
Is it really an invention?

INTERNAL PROCESS



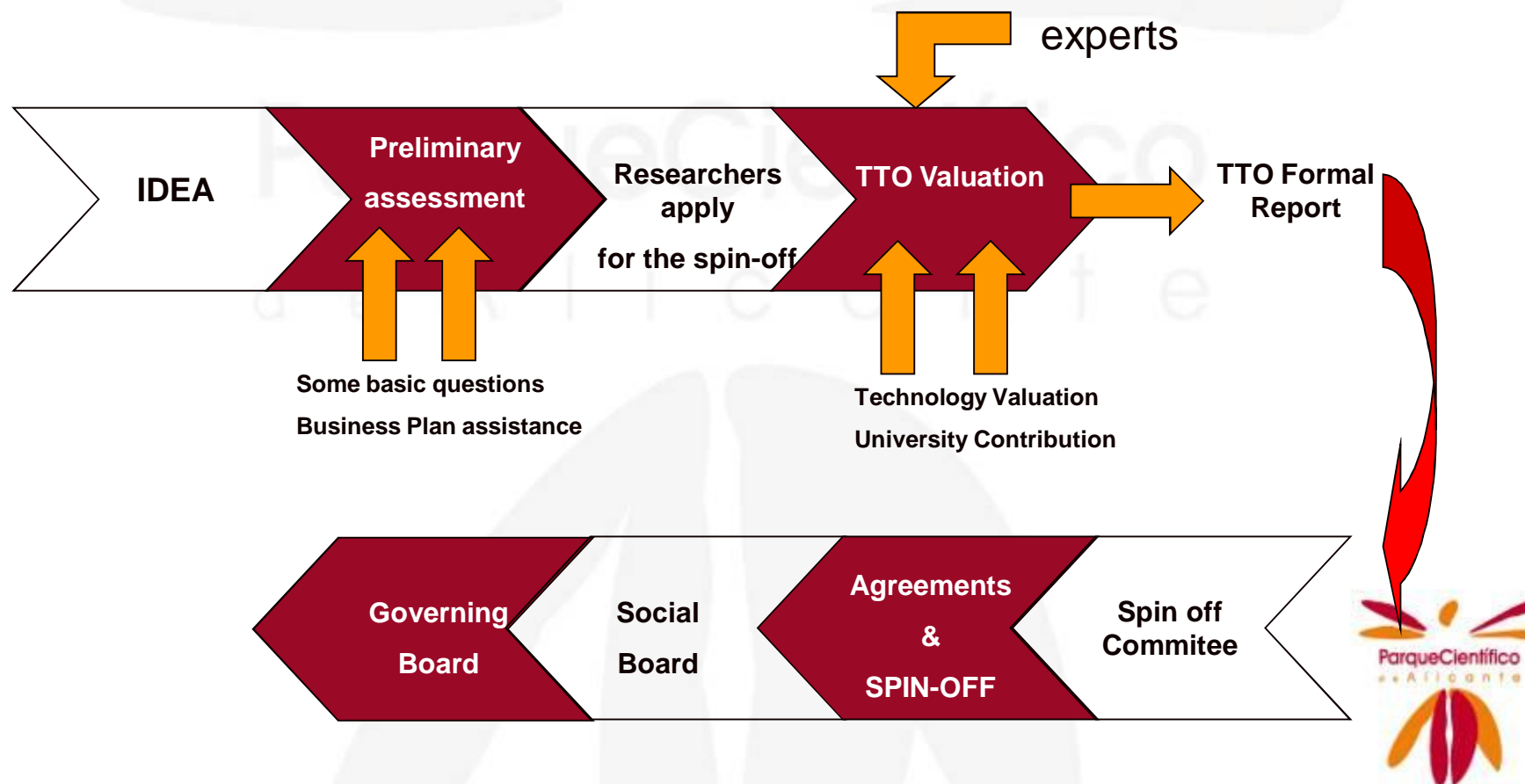
What's the value of technology involved?
Different methods based on future income, cost or market
Not an exact science → assumptions

Contribution of the University to the technology

TTO REPORT → Negotiate with entrepreneurs
Equity share
Royalty rates
Others



UA SPIN-OFF APPROVAL



The role UA plays

- Promoting the company/Business support
- Equity share
- Not a member of board of directors
- No economic contribution
- Benefits
 - From equity
 - Royalties
 - Technology agreements





UNIVERSITAT D'ALACANT
UNIVERSIDAD DE ALICANTE



Products against
vegetal pests

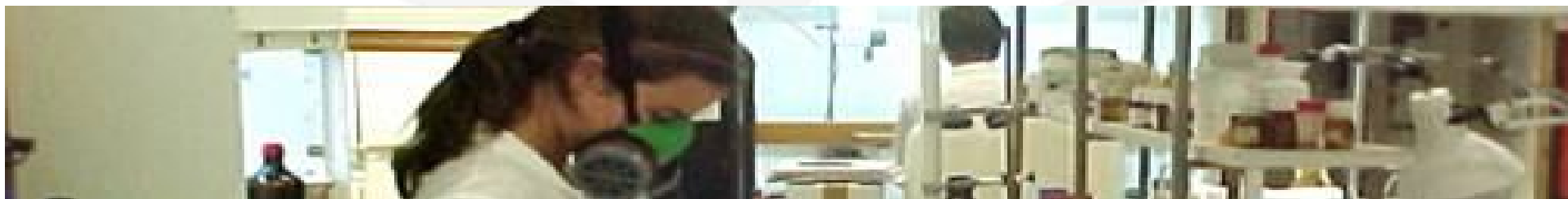


Recovering and value adding
services for ink wastes



Equipment for energy
storage





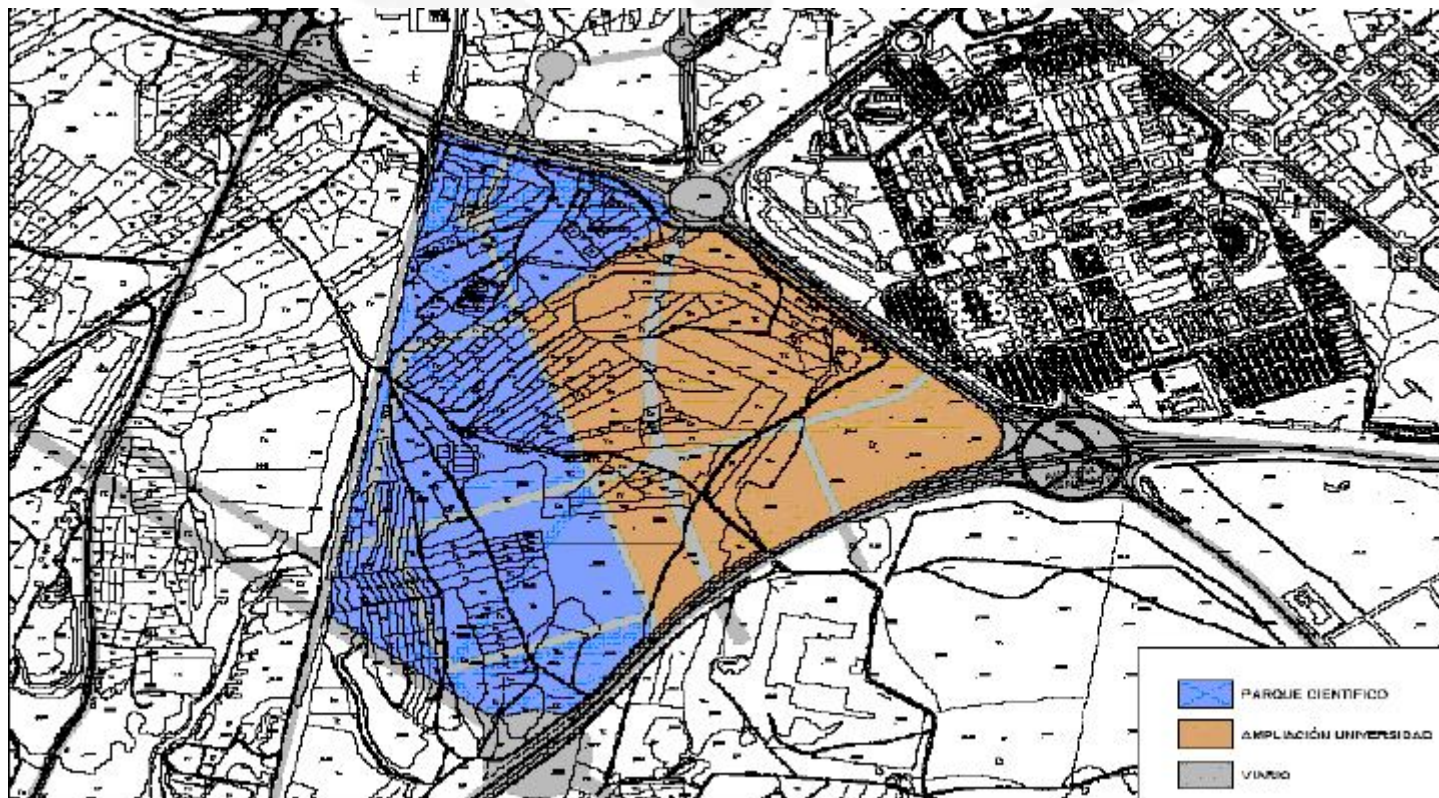
Alicante Science Park



- University platform to foster innovation
 - Creation of new companies based on knowledge and research
 - Facilities for R&D
 - Qualified jobs
 - Technology/knowledge based firms
 - Regional economic growth







- ~160.000 m² Science Park
- >800.000 m² for new campus, high-tech companies

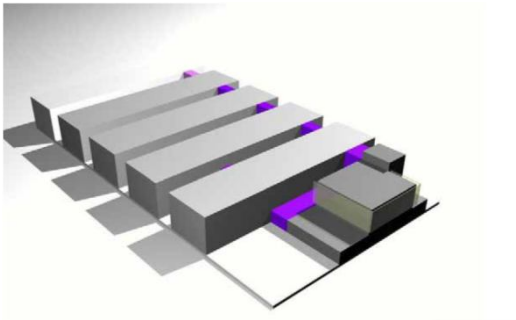


Research Technical Services

- Cutting-edge technology
- Different areas such as Chemistry, Physics, Biology, etc
- It's worth 11M€
- > 5000 m²



University Research Institutes



- 10.000 m²
- Different areas
 - Materials
 - Chemistry
 - Biology
 - Computer Science



Other buildings

- Laboratories for animals
- Greenhouse





- PUER S.L.
 - Photovoltaic plant
 - Union Fenosa + CAM + UA
 - 145 000 kwh/year



Buildings for companies

CIEBT

Incubation center for spin-off companies

- Incubation: 3-5 years period
- december 2011
- Around 1500 m²
- Small offices and warehouses/factories





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Thanks for your attention!

