



COOPERATION  
INNOVATION  
TECHNOLOGY  
TRANSFER

# COINTT 2022

## Process of Making Universities More Transparent for the Private Sector Abroad and in Slovakia

**Shiva Loccisano**  
BeHold, Netval

18 October 2022



EURÓPSKA ÚNIA  
Európsky fond regionálneho rozvoja  
OP Integrovaná infraštruktúra 2014 – 2020

Podujatie je realizované v rámci implementácie národného projektu Národná infraštruktúra pre podporu transferu technológií na Slovensku II – NITT SK II.

Investícia do Vašej budúcnosti/Tento projekt je podporený z Európskeho fondu regionálneho rozvoja/ [www.opii.gov.sk](http://www.opii.gov.sk)



MINISTERSTVO  
ŠKOLSTVA, VEDY,  
VÝSKUMU A ŠPORTU  
SLOVENSKEJ REPUBLIKY

# ...15 years in Technology Transfer as head of TT@Polito



ALMA MATER STUDIORUM  
UNIVERSITÀ DI BOLOGNA

BEHOLD

Holding company managing University of  
Bologna spin-off shares



National Association of TTOs

## Questions:

What methods of contacting and cooperating with the commercial sphere do universities and other public research institutions use?

How to make universities more transparent for the private sector?

What methods of contacting and cooperating with the commercial sphere do universities and other public research institutions use?

What role should the TTO play within a public research institution; what should be the position, competences, level within the organizational structure, etc.?

...from an Italian perspective

...since perspective counts



...since perspective counts





<https://www.thetruesize.com/>

## Population



Italy

5,5mln



Slovak

## GDP



Italy

115mln US\$



Slovak

Data source: <https://www.worlddata.info/>

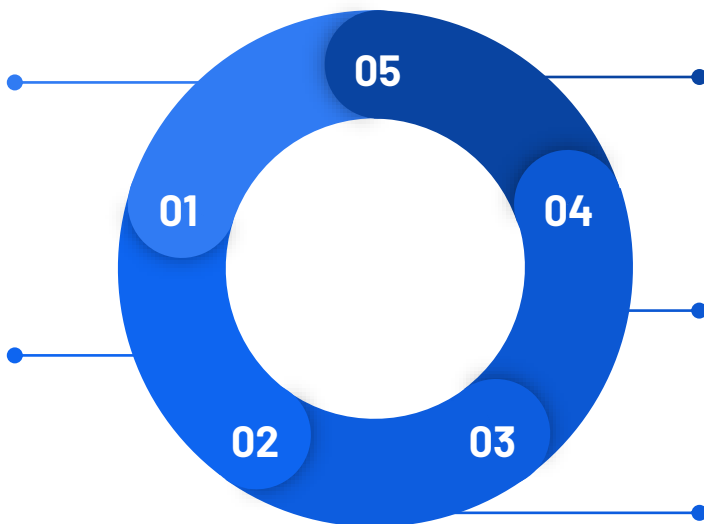
# NETVAL

Netval's **mission** is the valorisation of research results through the network of TTOs, within the innovation ecosystem made of companies, institutions, investors, regional governments, ministries, etc.



## Netval represents 101 institutions:

65,3%  
of Italian Universities



83,5%  
of Italian university  
students.

99,7%  
of public research  
Spin-off companies

95,4%  
of STEM academics

93,7%  
of national University  
professors

# WHAT WE DO



## Education in Technology Transfer

- **Training** activities in intellectual property, patenting, licensing, collaboration agreements, research spin-off creation, etc.;
- **Networking** among all the associated entities (staff exchange programmes, working groups and workshops);
- **Dissemination** of basic knowledge on the role of KE/TT to the wider community (entrepreneurs, researchers, institutions).

## Promotion of tools and practices

Sharing of best practices and TT process analysis are two of the main themes of Netval's seminars and the focus of the annual Netval Summer Conference.

## Monitoring and reports

Netval annual survey on TT has reached its 17th edition and has become a landmark in the Italian innovation landscape

## Institutional links & relationships

With ministries, central and local governmental institutions, the EC, international stakeholders, etc.

## Special projects



## Respondents:



86 Universities



20 PROs



51 research hospitals

457

TT PERSONNEL  
(FTE)

606

NEW PATENT  
APPLICATIONS

7.815

PATENTS IN  
PORTFOLIO

6,9M€

EXPENSES FOR IP  
PROTECTION

4,7 M€

LICENSING  
REVENUES

1.830

ACTIVE SPIN-OFF

119

# TTOs



# From IP management to Knowledge Valorization

2008

Recommendation on the management of intellectual property (IP) in knowledge transfer activities and a Code of Practice for universities and other public research organizations (C(2008)1329)

2022

Proposal for a COUNCIL RECOMMENDATION on the guiding principles for knowledge valorisation



Research and innovation



1. Knowledge valorisation in research and innovation policy
2. Skills and capacities
3. System of incentives
4. Intellectual asset management
5. Relevancy in public funding schemes
6. Peer learning
7. Metrics
8. Monitoring and evaluation

# What Knowledge Valorization means to EU council

the process of **creating social and economic value from knowledge** by linking different areas and sectors and transforming data and research results into sustainable products and solutions that benefit society...

is a **paradigm shift** bringing in new aspects that will create value of existing and future research and innovation and **knowledge assets, including tacit knowledge**

**Management of intellectual assets is crucial for efficient knowledge valorisation**

POLICY  
STATEMENT

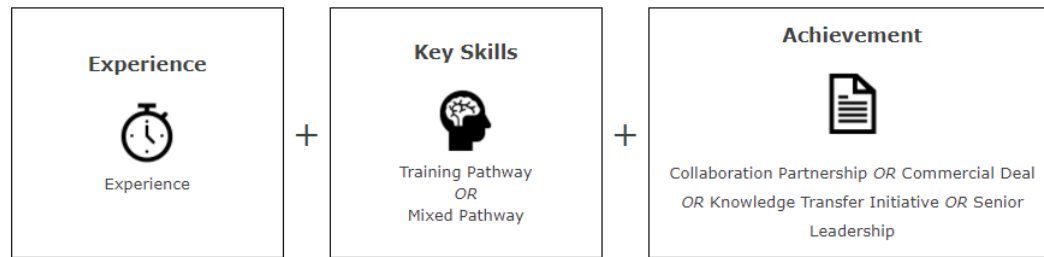


is a complex process **requiring significant resources** to ensure that the necessary range of **skills and scalable capacity is developed and maintained** in the EU. There should be continued and up-scaled **investment in the development of knowledge transfer and brokerage professionals** and facilitators who act as intermediaries between relevant research and innovation actors. It is especially important **to encourage SMEs through strong university-based regional innovation ecosystems**, as well as encouraging proactivity in start-ups, scale-ups and companies of all sizes and persuading industrial partners to be open to taking risks.

# ATTP

## WHAT IS NEEDED TO ACHIEVE RTTP STATUS?

Any member of an **Alliance Association** is eligible to apply for the RTTP credential provided that you must demonstrate the requisite **EXPERIENCE**, **KEY SKILLS** needed to work effectively in the profession and that you have an established track record of **ACHIEVEMENT**. For an application to be considered, you will need to provide evidence demonstrating that you have met each of the three requirements described below.



## RTTP CORE COMPETENCIES

### Detailed Description of Core Competencies, Skills, and Experience

These core competencies have been developed in collaboration with existing national frameworks in several key countries.

### Strategic & Business Insight – strategic thinking; market-led, business acumen, and commercial skills

Relevant skills/ experiences may include:

- Identifying/ sourcing opportunities/ initiatives
- Translating market knowledge into commercial opportunities
- Scenario building, assessing risks, undertaking due diligence
- Formulating the vision, setting direction, and securing buy-in
- Developing the strategy and design of projects/ initiatives
- Defining the market and business strategy and/ or the marketing cycle
- Matching skills, experience, capacity, and resources to opportunities

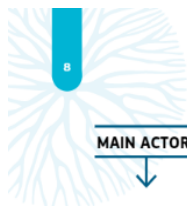
### Entrepreneurial Leadership – leadership in building collaboration and partnerships and changing organizations through innovation

Relevant skills/ experiences may include:

- Creating the appropriate environment/ climate for knowledge exchange
- Overcoming institutional issues or partner barriers through flexible, creative solutions
- Aligning funding opportunities with strategic aims and priorities
- Engagement in securing funding
- Identifying and securing new funding to support Kf/CT/TT projects and/ or initiatives



# Research & innovation valorisation channels and tools



8

## MAIN ACTORS



- CIVIL SOCIETY (associations, NGOs, etc.)
- PUBLIC AUTHORITIES (incl. public finance)
- PRIVATE INVESTORS (banks, venture capitals, business angels, etc.)
- INDUSTRY (incl. SMEs and start-ups)
- ACADEMIA (incl. research and technology organisations)

## CHANNELS

- ACADEMIA-INDUSTRY JOINT RESEARCH AND MOBILITY
- CREATION OF RESEARCH-DRIVEN SPIN-OFFS AND START-UPS
- INTERMEDIARIES AND KNOWLEDGE TRANSFER PROFESSIONALS SUPPORT
- ENGAGEMENT OF CITIZENS, PUBLIC BODIES AND SOCIETAL ACTORS
- INTELLECTUAL PROPERTY MANAGEMENT AND STANDARDISATION
- KNOWLEDGE DISSEMINATION AND POLICY UPTAKE

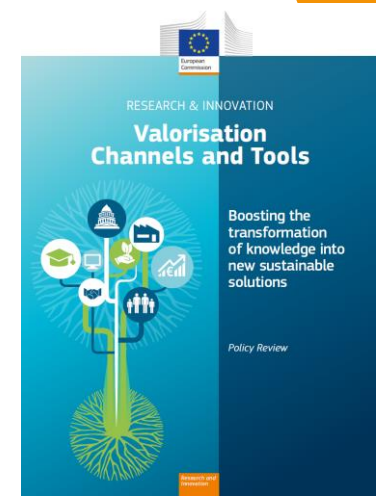
## Research & Innovation Valorisation Channels and Tools

Boosting the transformation of knowledge results into new sustainable solutions.

## TOOLS

- Joint laboratories and mixed teams
- Grants and tax incentives
- Mobility programmes (A→I & I→A)
- Public-private partnerships
- Entrepreneurial framework
- Funding ecosystem – grants, debts, equity
- Incentives for academic start-ups
- Public procurement for innovation
- Knowledge-transfer offices
- Innovation hubs, incubators, science parks
- Entrepreneurial advice and trainings
- Networking opportunities
- Citizen science
- Co-creation spaces, Living Labs cities
- Participatory governance
- Innovating cities and local communities
- Intellectual assets protection
- IP advice/trainings/boosters
- Licencing support and guidance
- Standardisation culture
- Research data for policy
- Scientific advice
- Legislation fit for innovation
- Open science and digital platforms

9



Adobe Acrobat Document



NETWORK PER LA  
VALORIZZAZIONE DELLA RICERCA  
UNIVERSITARIA



ASSOCIAZIONE ITALIANA DEI  
CONSULENTI ED ESPERTI DI  
PROPRIETA' INDUSTRIALE DI ENTI  
E IMPRESE

**GRUPPO DI LAVORO AICIP-NETVAL**

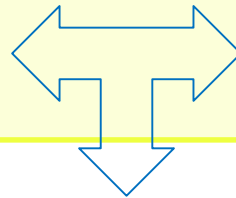
**LA PROPRIETA' INTELLETTUALE NELLA COLLABORAZIONE  
UNIVERSITA' - INDUSTRIA**

**La ricerca finanziata dall'industria: visioni e metodologie utili per la costruzione di una  
collaborazione responsabile**

# Knowledge valorisation

Making universities more transparent for the private sector

Organization of TTO/KTO



Practices

**CASE STUDIES**

People/Skills

# Case 1: organization of TTO

## «THE TT SYSTEM» @ POLITO



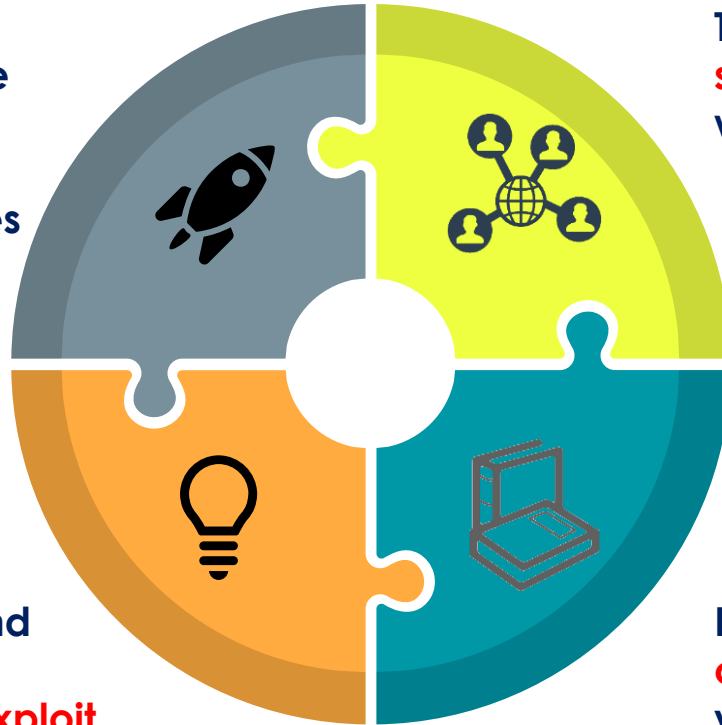
**Politecnico  
di Torino**

Technology  
Transfer  
System





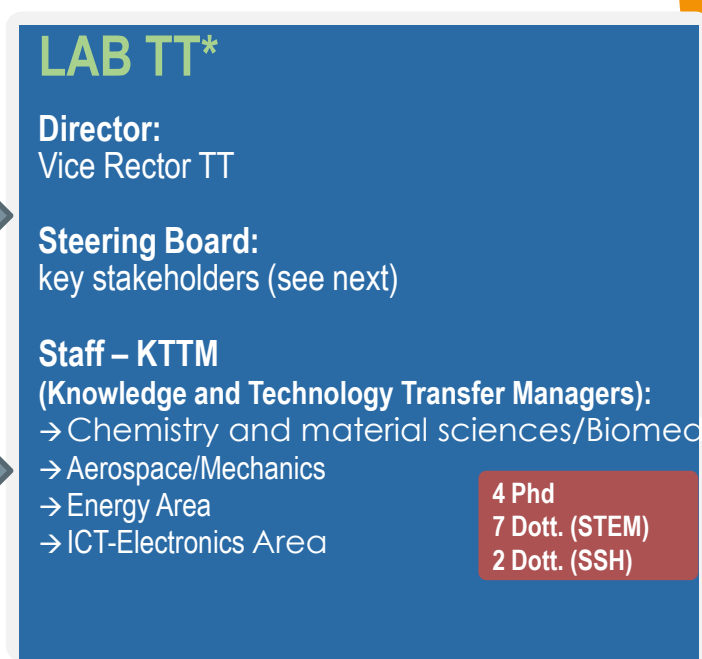
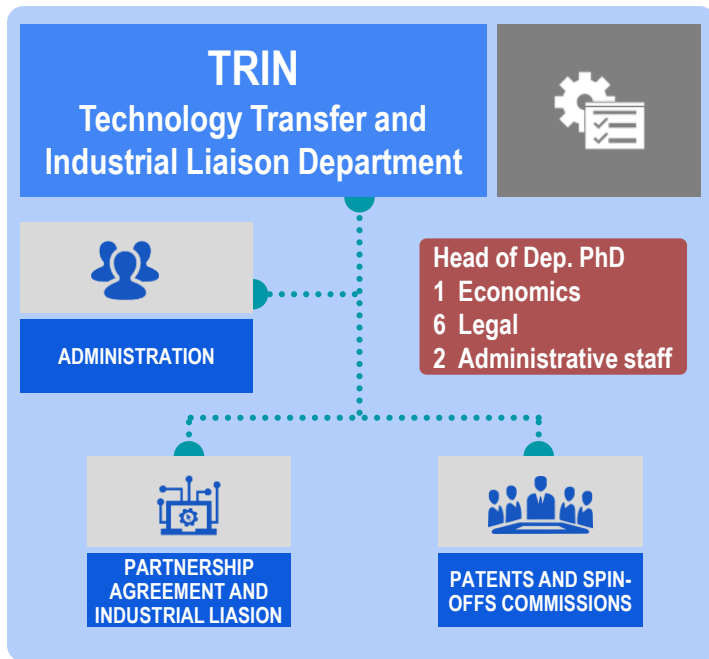
Impact on the **local ecosystem** through the attraction of strategic investments and dissemination initiatives



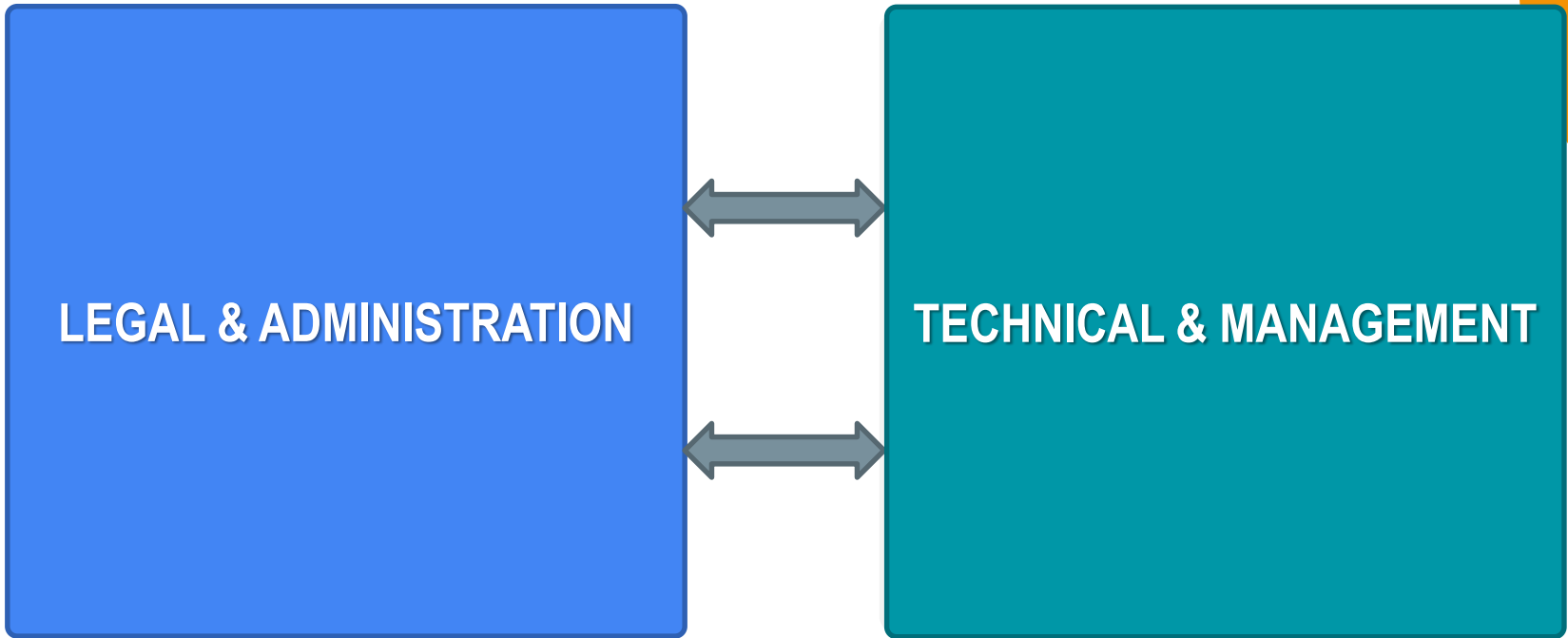
To increase **long term strategic relationships** with the industrial world

Patenting, licensing and innovative start-up creations in order to **exploit research results**

Diffusion of **entrepreneurial culture** among Students and young researchers



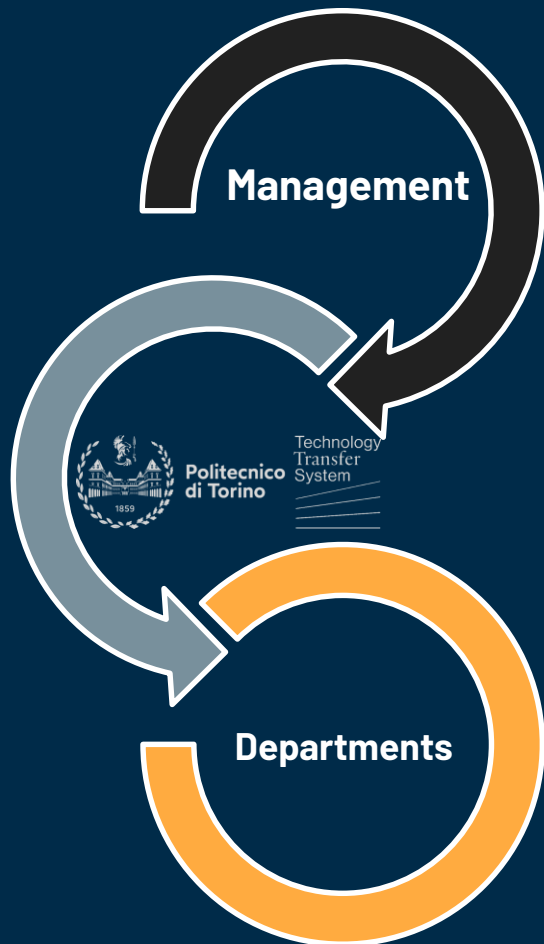
\* Interdepartmental Laboratory on Technology Transfer



**Politecnico di Torino**

Technology Transfer System





## LabTT Steering Board

- Vice Rector for Technology Transfer
- Vice Rector for Research
- Delegates from the 11 Research Departments
- President of I3P (incubator)
- Head of TTO
- Head of Research Support
- Director of EIC

Members of the LabTT Board are also members of the Patent and Spinoff Boards

**BETTER STRATEGIC & OPERATIONAL ALIGNMENT**

# Case 2: Practice – map of competences @ Polito

ITA | ENG Services status Login keywords or people



**Politecnico di Torino**  
1859

DISCOVERING THE UNIVERSITY    STUDYING AND TEACHING    THE WORLD OF RESEARCH    INNOVATION FOR BUSINESS    INTERNATIONAL CAMPUS

Home > Search

## SEARCH

montanaro

### Related results

No results

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**LAURA MONTANARO**. Scarica il contatto come vcard Foto. Professore Ordinario. Prorettrice Componente C.d.A. (senza diritto di voto) (Consiglio di ...)

**Prorettrice**

### People

#### **MONTANARO ANTONIO**

PhD Student  
Adjunct Professor  
[antonio.montanaro@polito.it](mailto:antonio.montanaro@polito.it)  
**Department of Electronics and Telecommunications (DET)**  
 **Publications**

#### **MONTANARO GIULIA**

PhD Student  
[giulia.montanaro@polito.it](mailto:giulia.montanaro@polito.it)  
**Department of Architecture and Design (DAD)**

#### **MONTANARO IRENE ELISABETTA**

Administrative area  
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**Full Professor**

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 Member (Academic Senate)  
 Member of Interdepartmental Center (SISCON - Safety of Infrastructures and Constructions)  
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 laura.montanaro@polito.it



<b>Profile</b>	Teaching	Research	Publications	Society and Enterprise
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1990-European Ph.D. in Materials Processing Engineering  
 Since October 2000 - Full professor of Materials Science and Technology

Scientific responsible of the INSTM (Italian InterUniversity Consortium on Materials Science and Technology)  
 Reference Laboratory LINCE devoted to Technology and Engineering of Ceramic Materials

Vice-head of the Dept. of Materials Science and Chemical Engineering, Politecnico di Torino, from October 2007 to November 2011

Head of the Doctorate School of Politecnico di Torino, from November 2011 to March 2012

From April 2012 to January 2017, Deputy Rector of the Politecnico di Torino and Head of the Quality Assurance Committee

March 2018 - August 2021, Vice-Rector for strategic assessment of Politecnico di Torino

Since September 2021, Deputy Rector, Politecnico di Torino

President of the Italian Association of Materials Engineering (AIMAT) (2017-2021)

Since 2012 Member of the Academy of Sciences of Torino

Since 2017 Fellow of the European Ceramic Society

Since 2019 Editor of the Journal of the European Ceramic Society

2018-2021 Member of the scientific Committee of the IMT, Institut Mines-Télécom

\*Marco Polo Prize\* Awardee (2017)

Scientific interests: applied research in the field of materials (mainly ceramics, and their composites) for structural, high-temperature, and functional applications, particularly concerning non-conventional synthesis and characterization of pure and composite ceramic powders, development and characterization of porous ceramics; sintering and characterization of mono and multi-phased ceramic materials.

**Scientific branch** ING-IND/22 - SCIENZA E TECNOLOGIA DEI MATERIALI (Area 0009 - Ingegneria industriale e dell'informazione)

**Curriculum** Curriculum file (200 KB)

**Identifiers** ORCID: 0000-0001-5777-5438

- Research topics**
- ▶ Ceramic nanopowder engineering
  - ▶ Ceramic oxides and their composites for bioengineering applications
  - ▶ Ceramic oxides for mechanical, and thermomechanical applications
  - ▶ Porous ceramics for high temperature filtration and scaffolds for biological applications
  - ▶ Traditional and innovative building materials

**Keywords from publications**



Highcharts.com

**Skills and keywords**

**ERC sectors**

- PE11\_1 - Engineering of biomaterials, biomimetic, bioinspired and bio-enabled materials
- PE11\_3 - Engineering of ceramics and glasses
- PE11\_5 - Engineering of composites and hybrid materials
- PE11\_7 - Engineering of metal oxides
- PE8\_8 - Materials engineering (metals, ceramics, polymers, composites, etc.)
- PE8\_7 - Mechanical and manufacturing engineering (shaping, mounting, joining, separation)
- PE11\_9 - Nanomaterials engineering, e.g. nanoparticles, nanoporous materials, 1D & 2D nanomaterials
- PE8\_11 - Sustainable design (for recycling, for environment, eco-design)

**SDG**

- Goal 3: Good health and well-being
- Goal 9: Industry, Innovation, and Infrastructure
- Goal 4: Quality education
- Goal 12: Responsible consumption and production

**Keywords**

- 3d printing
- Bioceramics
- Ceramics
- Ceramics and composites
- Materials engineering
- Materials processing
- Porous ceramics
- Porous materials

**Scientific responsibilities and other assignments**

**Awards and Honors**

- ▶ Award for the Best biannual paper published in the Journal of the European Ceramic Society conferred by European Ceramic Society, United kingdom (2011)
- ▶ Marco Polo della Scienza Italiana conferred by Ambasciata Italiana in Giappone, Consolato Italiano a Osaka e dall'Istituto di Cultura Italiana di Osaka, Italy (2017)

**Fellowships**

- ▶ Fellow - European Ceramic Society, Belgium (2017-)
- Fellow of the European Ceramic Society
- ▶ Fellow - Institut Mines Telecom, Francia (2017-)
- Member of the Scientific Board
- ▶ Fellow - Accademia delle Scienze di Torino, Italia (2012-)
- Membro corrispondente

**Editorial boards**

- ▶ JOURNAL OF THE EUROPEAN CERAMIC SOCIETY (2019-), Associate Editor of magazine or editorial series

**Conferences**

- ▶ ECerS 2019 - General Chair local, Program chair
- ▶ CIEC 2018 - Co-Chair, Program chair

**Non-commercial collaboration agreements**

- ▶ Accordo di Collaborazione, ai sensi dell'art. 15 della L. 241/1990, tra il Politecnico di Torino e l'Università degli Studi di Parma, (2019-2023) - Responsabile Scientifico  
 Non-commercial collaboration agreements with public institutions
- ▶ Accordo di Collaborazione tra il Politecnico di Torino e Confindustria Piemonte, (2019-2024) - Personale interno di riferimento  
 Non-commercial collaboration agreements

## Full Professor

Deputy Rector

Member (Board of Governors)

Member (Academic Senate)

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Profile	Teaching	Research	Publications	Society and Enterprise
<b>PhD Boards</b>	<ul style="list-style-type: none"> <li>▶ Bioingegneria e scienze medico-chirurgiche, 2021/22 (37. ciclo) Politecnico di TORINO <a href="#">View previous years</a></li> </ul>			
<b>Collegi dei Corsi di Studio</b>	<ul style="list-style-type: none"> <li>▶ <a href="#">Collegio di Architettura</a>. <i>Member</i></li> <li>▶ <a href="#">Collegio di Design</a>. <i>Member</i></li> </ul>			
<b>Teachings</b>	<p><b>PhD</b></p> <ul style="list-style-type: none"> <li>▶ <a href="#">Principi, materiali ed applicazioni della robotica nella biomedicina</a>. A.A. 2021/22, Bioingegneria e scienze medico-chirurgiche. <i>Teaching assistant</i> <a href="#">View previous years</a></li> </ul> <p><b>Bachelor of Science</b></p> <ul style="list-style-type: none"> <li>▶ <a href="#">Scienza e tecnologia dei materiali</a>. A.A. 2022/23, Architettura. <i>Main teacher</i></li> <li>▶ <a href="#">Materiali e loro tecnologie applicati al design</a>. A.A. 2022/23, Design e comunicazione. <i>Main teacher</i></li> <li>▶ <a href="#">Materiali e loro tecnologie applicati al design</a>. A.A. 2021/22, Design e comunicazione. <i>Main teacher</i></li> <li>▶ <a href="#">Scienza e tecnologia dei materiali</a>. A.A. 2021/22, Architettura. <i>Main teacher</i> <a href="#">View previous years</a></li> </ul>			
<b>Teaching portal</b>	<ul style="list-style-type: none"> <li><a href="#">Thesis proposals</a></li> <li><a href="#">Examination dates</a></li> <li><a href="#">Statistics of examination results</a></li> </ul>			

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Profile	Teaching	Research	Publications	Society and Enterprise
<b>Institute</b>	Institute of Science and Engineering of Materials for Innovative Technologies			
<b>Research groups/teams</b>	<ul style="list-style-type: none"> <li>▶ Additive Manufacturing</li> <li>▶ Biomaterials</li> <li>▶ Ceramic Materials</li> <li>▶ Materials for high temperatures and nanocomposites</li> </ul>			
<b>Laboratories</b>	<ul style="list-style-type: none"> <li>▶ Ceramic 3d Printing LAB</li> <li>▶ Chemical Preparation Laboratory</li> <li>▶ Electron microscopy laboratory</li> <li>▶ Furnace Laboratory</li> <li>▶ Granulometry Laboratory</li> <li>▶ Infrastructure Laboratory - Interdepartmental centre SISCON (Safety of infrastructures and constructions)</li> <li>▶ Laboratory of Thermal Analysis 4</li> <li>▶ Metallographic Preparation Laboratory</li> <li>▶ Processing laboratory</li> <li>▶ Screen-Printing Laboratory</li> <li>▶ Sensor Laboratory</li> </ul>			
<b>Research projects</b>	<p><b>Funded by competitive calls</b></p> <ul style="list-style-type: none"> <li>▶ <i>Multiscale modelling/characterisation and fabrication of nanocomposite ceramics with improved toughness</i>, (2022-2025) - Responsible Scientifico Nationally funded research - PRIN</li> <li>▶ <i>LONGLIFE - ADVANCED MULTIFUNCTIONAL ZIRCONIA CERAMICS FOR LONG-LASTING IMPLANTS</i>, (2012-2015) - Responsible Scientifico UE-funded research - VII PQ - COOPERATION - Nanosciences, Nanotechnologies, Materials and New Product <a href="#">View project record on CORDIS</a></li> <li>▶ <i>Gel-casting di idrossiapatite nanostrutturata per la realizzazione di scaffolds ceramici</i>, (2007-2009) - Responsible Scientifico Nationally funded research - PRIN</li> <li>▶ <i>PROGETTAZIONE DI MATERIALI CERAMICI CELLULARI PER LA FILTRAZIONE DI POLVERI FINI DISPERSE IN FLUSSI GASSOSI</i>, (2004-2008) - Responsible Scientifico Regionally funded research</li> <li>▶ <i>Sviluppo di un nuovo disegno di sensore di gas per deposizioni multiple a strato spesso</i>, (1999-2001) - Responsible Scientifico Nationally funded research - PRIN</li> </ul> <p><b>Funded by commercial contracts</b></p> <ul style="list-style-type: none"> <li>▶ <i>ACCORDO QUADRO DI COLLABORAZIONE ISTITUZIONALE TRA IL POLITECNICO DI TORINO E ARPA - AGENZIA REGIONALE PER LA PROTEZIONE AMBIENTALE DEL PIEMONTE</i>, (2015-2020) - Responsible Scientifico Framework agreements</li> <li>▶ <i>INDIVIDUAZIONE E SVILUPPO DI TEMI DI RICERCA DI BREAKTHROUGH</i>, (2011-2011) - Responsible Scientifico Commercial Research</li> </ul>			



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Profile

Teaching

Research

**Publications**

Society and Enterprise

Publications by types

PolITO co-authors

## Publications by types

- other
- article
- patent
- book chapter
- editorial
- proceeding



Highcharts.com

**Last years publications**

-  Coppola, B.; Schmitt, J.; Lacondemine, T.; Tardivat, C.; Montanaro, L.; Palmero, P. (2022)  
**Digital light processing stereolithography of zirconia ceramics: Slurry elaboration and orientation-reliant mechanical properties.** In: JOURNAL OF THE EUROPEAN CERAMIC SOCIETY, vol. 42, pp. 2974-2982. ISSN 0955-2219
-  Mohammadi, M.; Tulliani, Jean-Marc.; Montanaro, L.; Palmero, P. (2021)  
**Gelcasting and sintering of hydroxyapatite materials: Effect of particle size and Ca/P ratio on microstructural, mechanical and biological properties.** In: JOURNAL OF THE EUROPEAN CERAMIC SOCIETY, vol. 41, pp. 7301-7310. ISSN 0955-2219
-  Coppola, Bartolomeo; Tardivat, Caroline; Richaud, Stéphane; Tulliani, JEAN MARC ... (2021)  
**3D printing of dense and porous alkali-activated refractory wastes via Direct Ink Writing (DIW).** In: JOURNAL OF THE EUROPEAN CERAMIC SOCIETY, pp. 1-11. ISSN 0955-2219
-  Coppola, B.; Lacondemine, T.; Tardivat, C.; Montanaro, L.; Palmero, P. (2021)  
**Designing alumina-zirconia composites by DLP-based stereolithography: Microstructural tailoring and mechanical performances.** In: CERAMICS INTERNATIONAL. ISSN 0272-8842
-  Coppola, B.; Palmero, P.; Montanaro, L.; Tulliani, J. M. (2020)  
**Alkali-activation of marble sludge: Influence of curing conditions and waste glass addition.** In: JOURNAL OF THE EUROPEAN CERAMIC SOCIETY, vol. 40, pp. 3776-3787. ISSN 0955-2219



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## LAURA MONTANARO

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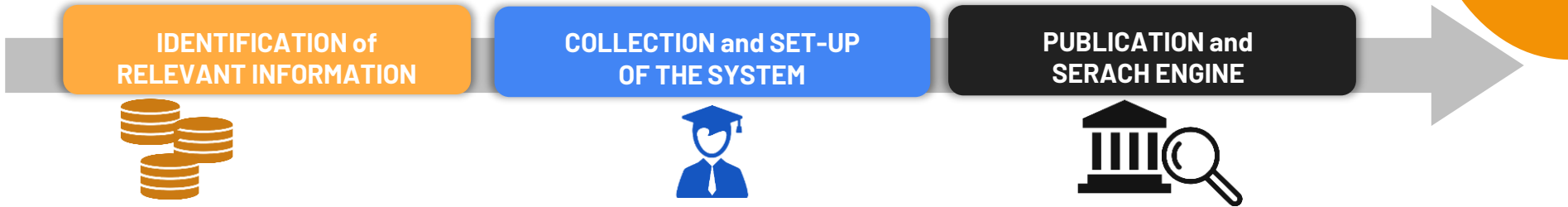
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Profile	Teaching	Research	Publications	Society and Enterprise
<h3>Patents and other Intellectual properties</h3>				
<i>In-situ synthesis, densification and shaping of non-oxide ceramics by vacuum additive manufacturing technologies.</i> National and international patent <span>▼</span>				
<i>Metodo di elaborazione di compositi ceramici multi-fasici a base di zirconia, a composizione, microstruttura e proprietà controllate.</i> National and international patent <span>▼</span>				
<a href="#">View it on Knowledge Share</a>				
<i>Metodo per la riduzione del coning in pozzi a olio mediante fluidi micro-nano strutturati a rilascio controllato di sostanze barriera.</i> National patent <span>▼</span>				
<i>Applicazione di nanostrutture core-shell per il trasporto e rilascio controllato 'in situ' di sostanze chimiche atte a ridurre la permeabilità assoluta delle rocce serbatoio ai fini di aumentare la produttività e il recupero finale dei giacimenti d.</i> National patent <span>▼</span>				
<i>Procedimento per la preparazione di materiali ceramici compositi nanostrutturati.</i> National patent <span>▼</span>				

# Stages of the process



# Lessons learnt



# Case 3: Practice – [www.Knowledge-Share.eu](http://www.Knowledge-Share.eu)

## MATCHING IS LACKING

Still a big percentage of research results are *not properly exploited*



## NEED OF A «FOCUSED» TOOL

People working in R&D are *busy*; there is no established standard *scouting tool*



A **free, digital, public IP platform** through which users can access "marketing briefs" of patented technologies - written in an easy language - and make **direct contact** with the **research teams**

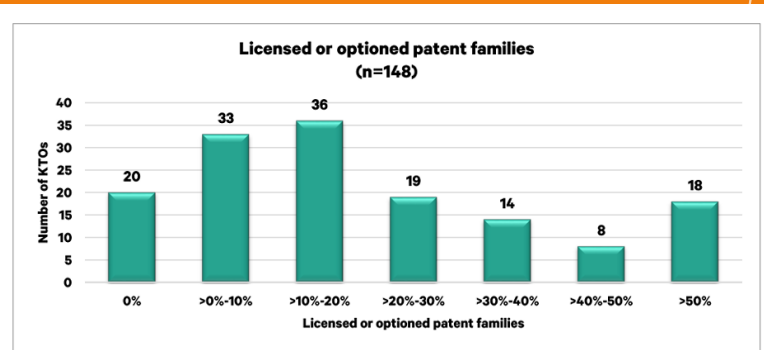


Figure 18: Distribution of the percentage of patent families in portfolio that are licensed or optioned

## Fraction of active patent families that is licensed or optioned (N=148)

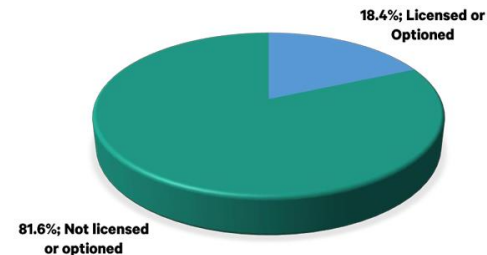


Figure 19: Percentage of patent families that are active at the end of FY2019 and are licensed or optioned

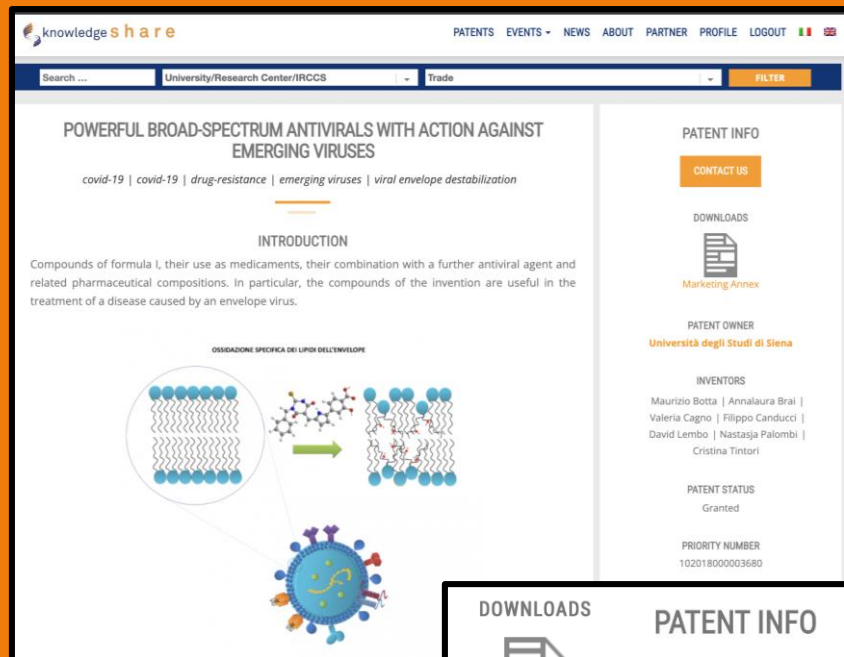
# KNOWLEDGE-SHARE

## How it works

Users can navigate the website and look for the inventions that match with their interests or needs by **filtering** them for **OWNER, INDUSTRY** and through **FREE KEYWORDS**

Once one or more technologies have been identified, users can **download** a “summary sheet” and **request a CONTACT** with the patent owner technology transfer office

**Within 48 hours** the TTO will get back in touch to set up a first meeting to further explore **TECHNOLOGY NEEDS** and put the company **IN TOUCH WITH THE RESEARCHERS**



The screenshot shows the 'knowledge share' website. The main content area displays a patent titled 'POWERFUL BROAD-SPECTRUM ANTIVIRALS WITH ACTION AGAINST EMERGING VIRUSES'. Below the title, there are tags: 'covid-19 | covid-19 | drug-resistance | emerging viruses | viral envelope destabilization'. An 'INTRODUCTION' section follows, describing compounds of formula I and their use as medications. A diagram titled 'OSSIDAZIONE SPECIFICA DEI LIPIDI DELL'ENVELOPE' illustrates a viral envelope structure with a chemical structure and a green arrow pointing to a modified version. On the right side, there is a 'PATENT INFO' sidebar with a 'CONTACT US' button, a 'DOWNLOADS' section with a 'Marketing Annex' icon, and 'PATENT OWNER' information: 'Università degli Studi di Siena'. Below that, 'INVENTORS' are listed: Maurizio Botta, Annalaura Brai, Valeria Cagno, Filippo Conducci, David Lembo, Nastasja Palombi, and Cristina Tintori. 'PATENT STATUS' is 'Granted' and 'PRIORITY NUMBER' is '102018000003680'.



This inset shows a zoomed-in view of the 'DOWNLOADS' and 'PATENT INFO' sections. It features a document icon for 'Marketing Annex' and a prominent yellow 'CONTACT US' button.


### POSSIBLE OUTCOMES

- Collaboration;
- Licensing;
- Partnership;
- Possible Future Work;
- No Collaboration



# KNOWLEDGE-SHARE

Numbers-to-date

 **2500+**   
Sheets  
30 new patents every month





**98**

**90%** of  
academic  
bodies in Italy

**Universities,  
PRO, IRCCS**



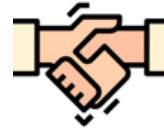
**Industry**

   
**1700**

172 new users in  
last 3 months  
**+ 12,5%**

**250+** Contacts Generated

(50+ in 2022)



# Main achievement to date

## Repository of best practices



**Get inspired**  
If you are interested in implemented policies and practices of knowledge valorisation and want to connect to valorisation actors.

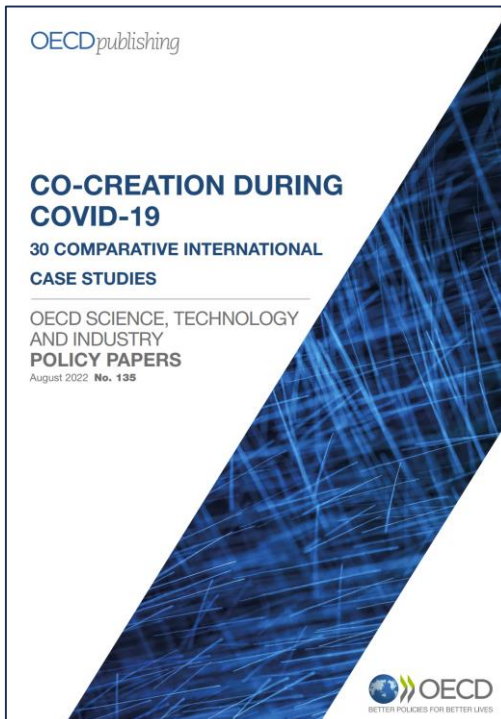
[Go to the repository >](#)



European Commission

Home > ... > Repository of Best Practices > Promoting IP valorisation through the IP platform – Knowledge Share run by the national network NETVAL

## Promoting IP valorisation through the IP platform – Knowledge Share run by the national network NETVAL




OECD publishing

## CO-CREATION DURING COVID-19

### 30 COMPARATIVE INTERNATIONAL CASE STUDIES

OECD SCIENCE, TECHNOLOGY AND INDUSTRY POLICY PAPERS  
August 2022. No. 135



Ministero dello sviluppo economico

PER IL CITTADINO PER LE AZIENDE PER I MEDIA

## PNRR – Investimento nel sistema della proprietà industriale

Missione: 1 – Digitalizzazione, innovazione, competitività, cultura e turismo  
Componente: 2 – Digitalizzazione, innovazione e competitività nel sistema produttivo  
Investimento: 6



Si prevedono, inoltre, i seguenti interventi di finanziamento, con una dotazione complessiva pari a 4 milioni di euro:

- sviluppo e implementazione della piattaforma Knowledge share (1 mln), già operante e realizzata in collaborazione con Politecnico di Torino e Netval (Network per la Valorizzazione della Ricerca);
- nuova infrastruttura digitale dell'Ufficio Italiano Brevetti e Marchi-UIBM (3 mln) per la fornitura di nuovi servizi all'utenza.

# Conclusions

- ❑ There are countries with 40-50 years history of professional Tech Transfer activities; always let them inspire you
- ❑ National networks play a crucial role in the development of the ecosystem at the country level. If you don't yet have one, it's time to step forward
- ❑ Don't stay close (into the country)!  
You need both: to look at your peers in the country who share the very same environment, legal framework, etc.; but also to meet and network with colleagues from other set-up to know different ways of facing the same problems
- ❑ Investment are requested (remember the EU council recommendations)...but there are sensible things you can do with few resources able to deliver much value



# Thanks for your attention!

«IT is a people business!

Your people is all that counts: train them,  
educate them, grow their competencies, keep  
them motivated...and let innovation flow»

Q&A



Shiva Loccisano



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