

**Sabancı University and TTO
ecosystem in Turkey
WIPO Mission to ANKARA**

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SU TTO

- First patent application 2001
- Active TTO activities since 2005
- Inovent
- Today: 6 staff, over 50 applications, 3 licenses, 3 joint ownership/commercialization agreements with (Japan X2, France)
- Inovent factor
- IAM not IP focused

Role of TTOs

- Interface between enterprise and university for translational research
- Strategy and policy making body with respect to commercialization of research
- Support mechanism for transferring knowledge into public, commercial and social benefit
- Strategic IA management body for the institution (including identification, creation , protection, maintenance and commercialization of IP portfolios)
- Interface for entrepreneurial activity around University IP

Role of TTOs (cont)

- Mentoring in / accelerating commercial exploitation of research
- Opportunity developer, facilitator for any type of enterprise – university collaboration around new knowledge creation through research
- Interface providing access to and representing institution within professional networks for tech transfer
- Creation of tech transfer markets and ecosystems
- Reverse brain drain
- Training, awareness and qualified tech transfer professional creation

TTO activities in Turkey

- Contract research
- Project development & management
- Project funding through grants –not traditionally within the scope of TTOs
- IP diligence and protection ?
- Very limited licensing

A story

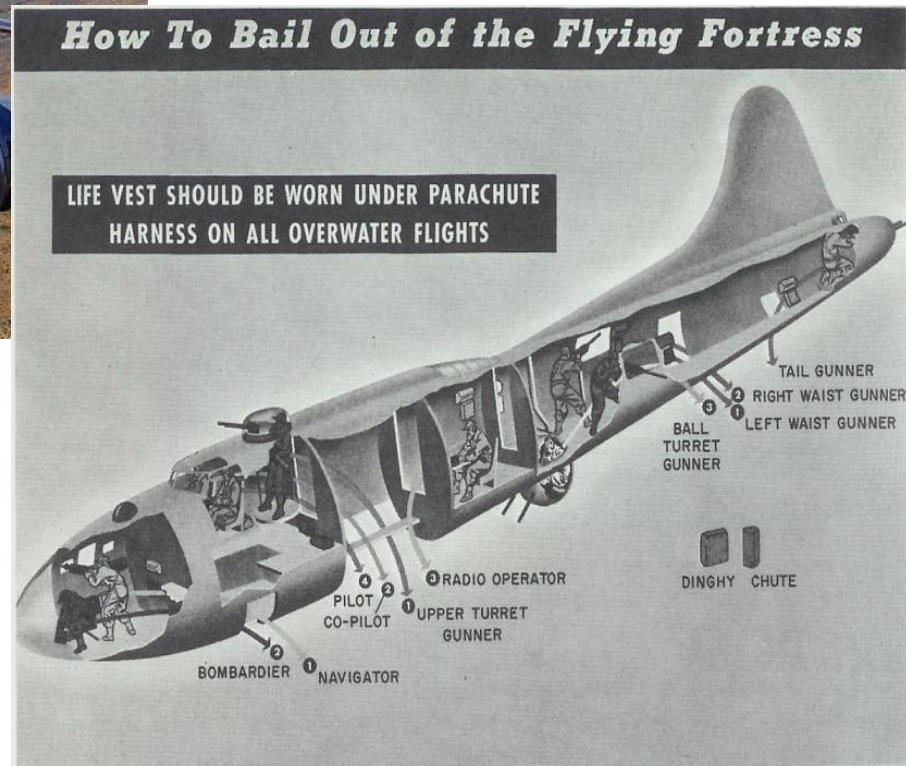


inovent
innovative ventures

Problem is some times elsewhere



B-17: 2000 kgs payload
B-1: 34.000 kgs payload



Challenges for TTOs

University IP is at embryonic stage:

- Non tested, often not even patented
- RoI: long term and unforeseeable
- Requires significant investment for feasibility
- Requires significant investment for Proof of concept
- Valuation difficult at early stage
- Market position not considered
- Various types of IP s in different fields → TTO has no specialized knowledge / experience

Challenges for TTOs

- Existing legal framework IP ownership issues
- TTO impact / KPI issues /non financial returns
- Immaturity or lack of tech transfer market and perception
- Lack of formal education therefore skilled licensing professionals
- Lack of incentive mechanisms (legal, financial, infrastructural)
- Tendency towards establishing a legal framework based on single national model primarily referencing public universities and their limitations
- Disconnect between stakeholders, policy makers and law makers

Challenges for TTOs (cont)

- Lack of leveraging international investment (co-investment models) and technologies
- Very limited VC, seed fund activity
- Confusing entrepreneurship with Technology transfer
- Difficulties in working with multinational JVs
- Lack of understanding and awareness around enterprise-university collaboration around open innovation settings
- Limited perspectives in terms of models; pure commercial currently. Little interest and awareness in social entrepreneurship and similar alternative mechanisms

Challenges for TTOs (cont)

- IP Market:
 - Licensing-in /licensing-out
- TT starts at school
- TT is essentially sharing, for it:
 - Ownership
 - Foreseability of
 - Actors
 - Legal infrastructure
 - Business infrastructure



TEKNOLOJİ VE
LİSANS
YÖNETİCİLERİ
DERNEĞİ

The ARTEV consortium



- Management of Research Based Intellectual Assets
- 5 Universities + LES Turkey
- Govt funded 600K USD (Istanbul dev. Agency)
- July 2011-July 2012
- All events to date in conjunction with ARTEV
- ARTEV present at GTIF with 9 people
- Formally engaged TPE, TUSIAD, ICC and TTGV
- Pooled pipeline
- Experience sharing, collaboratively engaging industry
- Network building
- Building an effective TTO network
- Educating Licensing professionals



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THANK YOU

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