

Experience in Commercialization

An International Perspective

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What is tech transfer?

- ▶ A process of skill and knowledge transfer among governments or universities and other institutions to ensure that scientific and technological developments are accessible to a wider range of users who can then further develop and exploit the technology (Summarized from Wikipedia)
- ▶ A process of moving promising research topics into a level of maturity ready for market use (Summarized from Wikipedia)

Background

- ▶ Science background
- ▶ Transitioned into technology transfer/commercialization
- ▶ First worked in Canada...
- ▶ ...then in Belgium

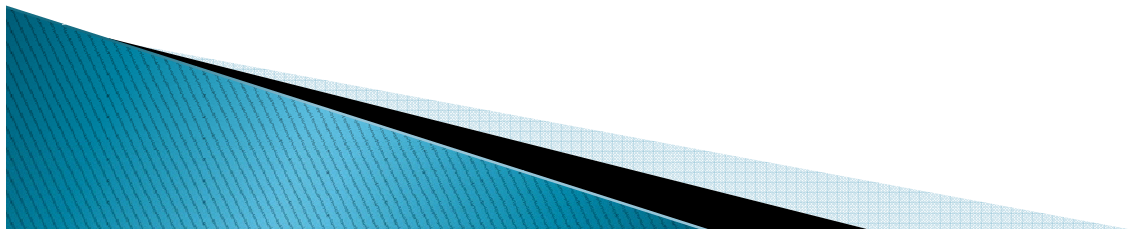
International Perspective

- ▶ Started work in Canada
 - In Montreal, with Gestion Univalor
 - Largest tech transfer firm in Quebec
- ▶ Opportunity to learn
 - Project outside of Canada
 - Target: Office with a proven track record
 - Choice: K.U.Leuven
- ▶ Study to understand what elements contribute to successful technology transfer

Work Abroad

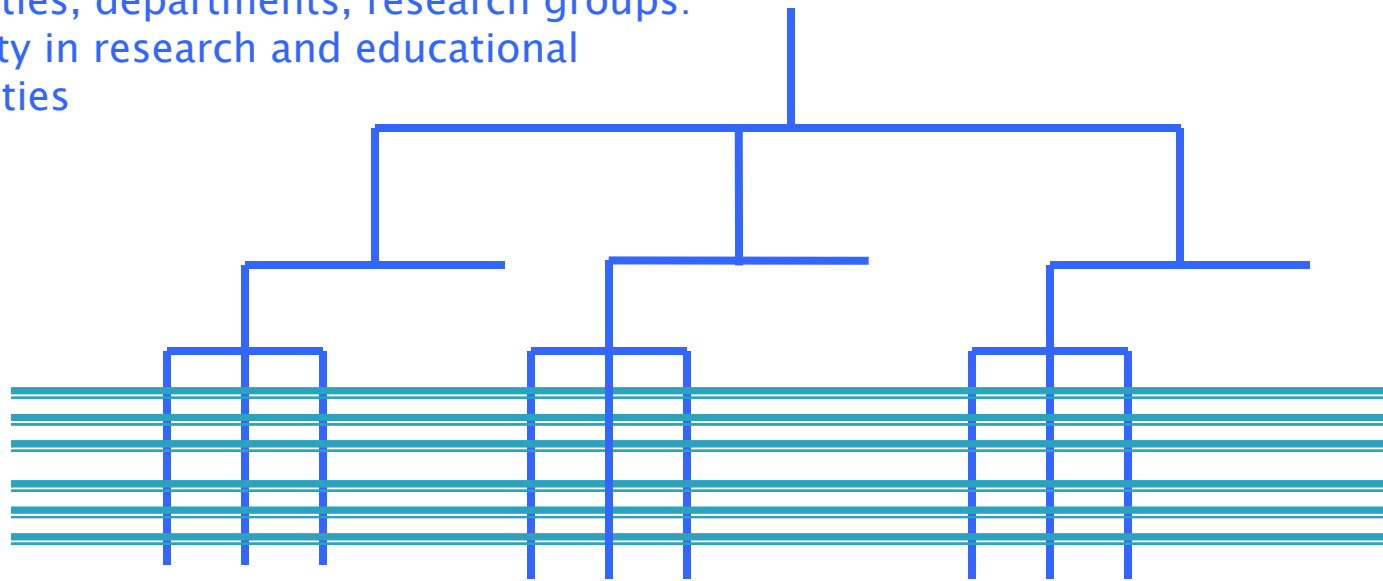
- ▶ K.U.Leuven Research and Development (LRD)
 - Tech transfer unit of K.U.Leuven
 - Largest in Flanders
- ▶ One of the most successful technology transfer offices in Europe
 - Award in 2008
- ▶ Study completed (6 months), report written and presented
 - Leuven model examined

Leuven Model

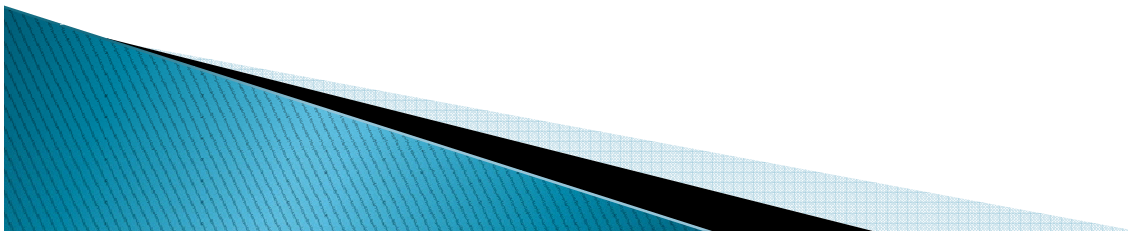


Leuven Model (cont.)

Faculties, departments, research groups:
quality in research and educational
activities



LRD divisions:
Contract and budgetary
autonomy, flexibility with
incentives



Leuven–Aachen–Eindhoven



IMEC
ASML
Philips
Fraunhofer



Work Abroad (cont.)

- ▶ 3 key elements
 - Researcher outreach and involvement
 - Tools to facilitate work of the tech transfer professional
 - Focus on economic development and use of KPIs to showcase effects
- ▶ Work as tech transfer professional continued post-study
 - Longer exposure to the tech transfer framework

Experience with DFAIT

- ▶ Discussing the report
- ▶ Working with trade commissioners
 - Helping to plan a Flemish delegation visit to Canada
 - Fact-finding trip to Luxembourg
- ▶ Showcasing opportunities in Canada
 - Innovation Clusters
 - Example: Bromont (microelectronics and nanotech)

Questions raised through work

- ▶ How to share vast amounts of information?
- ▶ How to discover and connect with...
 - Organizations and commercial partners?
 - Funding?
 - Needed expertise?
- ▶ What services do different organizations, such as DFAIT, provide?

The end of the presentation...

... yet just the beginning of the discussion

