Common grounds for academia-business relationships

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Trieste, 29th September, 2016
About Me

*Policy work in technology transfer*

*Six and half years technology transfer experience from Oxford*

*Experience in 20 + ecosystems*

*Drove spin out of a medical device*

*Corporate finance and securitisation*

*Economics and business administration background*
When did it start?
The benefits of science-business collaboration

**Direct**
- Better informed scientists
- Financial benefits
- Higher employability
- Better returns
- Higher productivity
- Better differentiation

**Indirect**
- More research funding
- Higher research ranking
- Better research facilities
- Improved strategic focus
- Increased market share
- Better company profile

**Impact**
- Social
- Economic
- Cultural
Common Challenges

**Economic**
- Diverging time scales
- Quality of output
- Administrative burden

**Cultural**
- Speak different languages
- Confidentiality issues
- Different motivators
Evolving TT Model

Source: DG Research and Innovation, Knowledge Transfer and Open Innovation Study (on-going)
Open Innovation

Supply Side
- Research skills
- Excellent science
- Funding
- IP management

Demand Side
- Findable
- Accessible
- Interpretable
- Re-usable
Practical Solutions

- Increase openness and dialogue
- Engage earlier than later
- Utilise infrastructure that connects business with science (macro-regional)
- Improve management of expectations
- Incentives for increased collaboration
- Policy making to deal with the novel uses of data
- Foster entre(intra)preneurship culture
Case Study – Open Innovation Platforms - Demola

- established in 2008 (Finland) now international
- targets SMEs, large companies, public service
- based on co-creation concept
- problem solving approach
- tangible results – demos and prototypes
- licensing of the IPR and royalties based
- strong link between students and companies
- engagement with more than 150 companies
Thank you!

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