Knowledge Transfer Centre South (WTZ Süd): Bridge Building between science, industry and society
Knowledge Transfer Centre South
Wissenstransferzentrum Süd
(WTZ Süd)

Moritz Theisen
Coordinator WTZ Süd
TU Graz

03.05.2017
WTZ Süd. Consortium.

- Six universities from Styria and Carinthia are pooling their competences and their know-how in the field of knowledge transfer within the WTZ Süd.
- Thus, synergies are created, visibility is enhanced and the access to university knowledge is facilitated.
- One WTZ in each region (WTZ West, WTZ East, WTZ South)
WTZ Süd. Main Aspects and Goals.

- Intermediary of know-how and knowledge between university research, science, industry and society

- **Cooperative projects between the partners only (no real center)**

- Awareness for knowledge transfer and IPR (e.g. Joint awarding event for inventors)

Two different kind of projects (different topics) for internal/external target groups:

- Science – Industry – Education
- Science – Society – Culture
Science – Industry – Education

- **Network building and project initiation between university, companies and research institutions**
  - Partnering Day – Meeting Point Conference for universities, universities of applied sciences, K-centres, companies and for project initiation
  - R&D Round Tables – a research-intensive corporation exchange information with chosen researchers from the respective university

- **Goal-oriented contact and faster access to technologies and knowledge**
  - Search for infrastructure & competences of researchers and institutes (one-stop-shop)
  - Faster contact to students and researchers from different fields

- **Business relevant advanced training of students and researchers**
  - Differentiated courses and advanced training in entrepreneurship, IPR and projects
  - For Bachelor students to Post-Docs
Cooperative projects (exemplary)

- Tailored teaching & advanced training related to IPR (Lehrveranstaltungen zum Thema IPR)
- Joint awarding event for inventors (Prämierungsevent)
- Partnering Day
- Lecture „Gründungsgarage“
- Start-up camp „Ideengarten“
- Round Tables
Thank you for your kind attention!

For more information have a look at our website: www.wtz-sued.at
Medical University of Graz
University of Graz
Graz University of Technology

Handling of inventions

Moritz Theisen
03.05.2017
Services of the units at Med Uni Graz / Uni Graz / TU Graz

- Receipt of employee inventions

- Check of legal positions, patentability, commercialisation; evaluation of the invention ⇒ decision about invention claiming

  - Patenting strategy ⇒ handling the patenting
  - Commercialisation strategy ⇒ handling the commercialisation
  - Assignment of rights to a possible cooperation partner

- Consulting services to scientists ⇒ handling of IPR in cooperation contracts
Reporting of an invention

- **Timeline:** immediately!
  (when is an invention „ripe“? ⇒ advisory service!)

- **Who has to report?** ⇒ respective inventor

- **Whom to report to?**
  - TU Graz: Research & Technology House, Patent & Invention Service
  - Uni Graz: Research Management and Service
  - Med Uni Graz: Department „Forschungsförderung, Technologietransfer und Internationales“

- **How to report?**
  - Invention disclosure form (German or English)
  - Form download: intranet or homepage of the respective university
Process for Invention Disclosures Med Uni Graz

**Evaluation**
Patentability and market opportunities (In-house/externally)

**Decision of the Rectorate**

**Invention claiming**

**Protection of IP**
(Patent application)

**Commercial Exploitation**

**Revenue Distribution**

**Invention disclosure**
Research Management, Technology Transfer

**Release of invention**
=> back to inventor(s)

**Publication of Results**

- 35 % inventor(s)
- 20 % for inventor(s) research
- 20 % Institute/division/department
- 25% Med Uni Graz
Meldung von Erfindungen und Software an der Universität Graz
gemäß Richtlinie des Rektorats vom 21.11.2012 (Mtbl. 8a)

Invention reporting process Uni Graz
Invention reporting process TU Graz

1. Invention disclosure to the R&T House
2. Evaluation of the invention (in-house and/or ext. partner)
3. Invention claiming
4. Return of rights to inventor
5. Search for commercialisation partners
6. Ensuring the intellectual property rights (e.g., a patent application)
7. Division of the revenues (1/3 inventor, 1/3 institute, 1/3 TU Graz)
8. Granting of a patent
Research Management / Med Uni Graz
Technology Transfer

Dr. Kristina Kofler
Inventions, Patents, Technology Exploitation

Dr. Heidi Schmitt
Technology Exploitation, Partnering Day, WTZ Süd

Dr. Michaela Semlitsch
Inventions, Patents, Technology Exploitation, WTZ Süd

Dr. Margit Glaeser
Technology Exploitation, WTZ Life Sciences

Robert Göllies
Partnering Day, WTZ Süd
Research Management and Service / Uni Graz
Knowledge and Technology Transfer, Legal Advice

**DI (FH) Michael Freidl, M.A. RTTP**
Patents and Technology Commercialisation

**Mag. Gernot Faustmann, MSc**
WTZ Süd, Knowledge and Technology Transfer

**Mag. Markus Heidlmair**
Knowledge Transfer, SME-Contact Person

**Mag. Iris Brünner**
Legal Advice
Research & Technology House / TU Graz
Patent & Invention Service

Dr. Klementina Kokot
Invention Management
Process Engineering, Environmental and Food Technology, WTZ

DI Isabella Winter
Invention Management
Electrical and Electronic Engineering, Signal Processing, Voice Communication

Dr. Alexander Muhr
Invention Management
Life Science, Biochemistry

Dr. Moritz Theisen
Invention Management
Electrical Engineering, Computer Sciences, WTZ Süd Coordinator

DI Andreas Ruplitsch
Invention Management
Chemistry, Construction Engineering, Mechanical Engineering
Thank you for your kind attention!
From **SCIENCE** to **INNOVATION**

**Honoring successful Inventors from Graz Universities**

Karl-Franzens-Universität Graz  
Medizinische Universität Graz  
Technische Universität Graz
Honoring successful Inventors

The idea of the event

- Joint Inventors Ceremony - 3 Universities of Graz
- First event took place on 24 November 2015
- Second event on 14 November 2017
- Increase incentive and awareness
- To spotlight our excellent scientists
- Honor inventive genius
- Motivate young scientists being innovative
Honoring successful Inventors

How it works

• organised by WTZ-Süd (Knowledge Transfer Center South)
• Honored all inventors whose inventions claimed by the universities in the last two years (208 inventors in 2015)
• Special Award TU Graz: Nikola Tesla Medal – most successful inventor of the past five years (in 2015: Gernot Kubin (10 patents, 160 publications)
Programme

- Address of welcome by Rectors of the Universities, representatives of the Austrian government and local politicians
- Numerous guests from academia and industry
- Award ceremony for all inventors
Honoring successful Inventors

Programme

- Presentation of „Success Stories“
- Research Cooperations between University and Economy
- Framework programme with musicians from the University of Music and Performing Arts Graz.
- Excellent Buffet
## Inventions [July 2013 – June 2015]

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>TU Graz</th>
<th>Uni Graz</th>
<th>Med Uni Graz</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventors</td>
<td>208</td>
<td>165</td>
<td>27</td>
<td>16</td>
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<tr>
<td>Claimed Inventions</td>
<td>148</td>
<td>108</td>
<td>27</td>
<td>13</td>
</tr>
<tr>
<td>Patent Applications</td>
<td>113</td>
<td>51</td>
<td>24</td>
<td>38</td>
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<tr>
<td>Granted patents</td>
<td>25</td>
<td>13</td>
<td>2</td>
<td>10</td>
</tr>
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</table>
Thank you very much

Hope to see you

at next Inventors Ceremony!
Partnering Day - Aims

• Develop and strengthen cooperation between innovative companies and university scientists in “Health Tech Innovations”

• Participants profit from each other's expertise
Partnering Day - Format

– Presentation of technologies in 5min pitches

– Poster presentations

– Pre-arranged personal bilateral meetings between partners
Welcome to the Partnering Day 2017

The goal of the International Partnering Day is to develop and strengthen cooperation between innovative companies and university scientists. This event is being jointly organized by Styrian and Carinthian universities as part of the Knowledge Transfer Centre South (WITZ Süd). Scientists and companies will have the opportunity to establish contacts, present industrially-relevant scientific results and identify mutually-interesting areas of cooperation.

The International Partnering Day provides the ideal platform for this exchange. Feedback from the 2015 event shows that initial, brief meetings have since turned into cooperative projects. On this basis, the Partnering Day on 21 September 2017 looks set to be a hot spot for “Health Tech Innovations and Successful Business” once again.

PITCHES
With our pitching platform we provide an opportunity to present your innovative ideas and research to the audience. To 5 minutes you can create a showcase for your research and project and generate interest for the networking session.

POSTER EXHIBITION
The Poster Exhibition offers the chance to present a visualization of your field of research including the economic perspectives. The presentation is in place for the whole day in two smaller exhibition rooms.

B2B MEETINGS
B2B Meetings or brokerage events are an ideal way to meet potential cooperation partners and a great opportunity to make new contacts. Meet and greet people at high speed. 20 minutes is the perfect time to introduce yourself to your meeting partner and determine your interest in taking the conversations further.
Partnering Day – Cooperation Profile

– Type
  • Offer/Request

– Innovative Aspects and Main Advantages
  • Please identify what is the advantage compared to competitive technologies/methods/products.

– Market Application
  • Which market is most relevant for your product/service?

– Type of Partner Sought
  • Expertise, Type, Country, Tasks to be performed. What do you except from your project partner?
Partnering Day – Matchmaking

- Selection of interesting cooperation profiles
- Automated matchmaking by organizers
- Preliminary meeting schedule available online before the conference
- Changes upon request
- Final agenda at the day of the event
You are very welcome to register!

Health Tech Innovations for Successful Business

PARTNERING DAY
21 September 2017, Graz

www.partneringday.at

Knowledge Transfer Centre South (WTZ Süd)

Time: Thursday, 21 September 2017

Venue: Krone Center Graz, Münzgrabenstraße 36, 8010 Graz
R&D-Round Table: Concept

- **Half-day event** hosted by one of the participating universities
- **One company - many researchers** from different universities
- **Preselected topics** in consultation with the company
  - Core topics: Mobility, Health-Tech & Eco-Tech
  - Topics shall be extended during the next project period
- **Matching** of university and company representatives
- **Participants**
  - Universities: Researchers, knowledge and technology transfer experts
  - Companies: Researchers, innovation managers, technology scouts
- **Agenda**
  - Introduction of universities and company
  - Short presentations of innovation topics, projects, infrastructure, expertise
  - Workshops & roundtable discussions
  - Informal networking breaks
  - Visit of research facilities/laboratories

04.05.2017
R&D-Round Table: Aims

• Exchange of knowledge, experience, ideas and best practices between universities and companies
• To ensure an open and trustful professional exchange between representatives of companies and university researchers
• Facilitate connections and cooperation in R&D matters between universities and companies
• Initiate research projects between universities and companies
• A particular strength of the R&D-Round Table is the combined pool of knowledge and expertise due to the cooperation between universities
R&D-Round Table: Implementation process

- **Contacting** R&D-intensive companies
- **Identification of companies** willing to participate
- **Preliminary meetings**: Definition of research **topics** and **implementation**
- Inviting **university researchers** from different universities
- **Presentation of researchers** and their research profiles **to the company**
- **Realization** of the R&D-Round Table event
- **Knowledge and technology transfer experts offer further support** in the clarification of the general framework, such as non-disclosure agreements, contracts, funding possibilities, etc.
R&D-Round Table: Impressions
F&E - Round Table: Contact

**University of Graz:** Mag. Gernot Faustmann, MSc.
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**Medical University of Graz:** Dr. Heidi Schmitt
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**Graz University of Technology:** DI Christoph Adametz
Research & Technology House
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[mailto:christoph.adametz@tugraz.at](mailto:christoph.adametz@tugraz.at)
30 students, 4 days bootcamp.
Students from all over Austria form different backgrounds (architecture to "polymer technology").
Goal: Building a startup from scratch. Ideation, Brand Development and the perfect Pitch
Organised by the WTZ Partneruniversities.
## Program

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<tr>
<td>ab 08:15</td>
<td>Breakfast</td>
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<tr>
<td>09:00 - 13:00</td>
<td>Welcome</td>
<td>Idea Finalisation &amp; Feedback</td>
<td>Finance &amp; Marketing</td>
<td>Mentoring</td>
<td>Abreise…</td>
</tr>
<tr>
<td>13:00 - 14:00</td>
<td>Start</td>
<td>Lunch</td>
<td>Lunch</td>
<td>Lunch</td>
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<tr>
<td>14:00 - 18:00</td>
<td>Team – Building</td>
<td>Business Model II</td>
<td>Pitch Training</td>
<td>Final Pitches</td>
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<tr>
<td>18:00 - 19:00</td>
<td>Dinner</td>
<td>Dinner Challenge</td>
<td>Mentoring Dinner</td>
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<tr>
<td>19:00 – 22:00</td>
<td>Idea Generation &amp; Inspirational Talk</td>
<td>Prototyping</td>
<td>Get out of your comfort zone</td>
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<td>Party!</td>
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<td>danach</td>
<td>Working Session</td>
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<td>Working Session</td>
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</table>
Late night session

Working on ideas far into the night
Input from experts
prototyping session
final pitches – convince the jury
Celebrate the success!
Google started with an idea.

What is your idea?
What about?

Since 2013

10 teams max / semester

Operated by KFU and TUG

20+ founded companies

25k value in workshops, coaching & mentoring
Team

Matthias

Stefan

Remo

Hedwig

Martin

Bernhard
#support

#legal #businessdev #software
digital #operations #strategy
#sales #informatics #investment
#branding #design #ipr
#communication #pr #tax
#innovation #web
Schedule

hands-on from the beginning!
Say hello!

www.gründungsgarage.at
mail@gruendungsgarage.at
Venturepreneurship Aula
19. Mai, 17.00 Uhr

Keynote
Hansi Hansmann (www.hansmengroup.com)
Business Angel & Präsident der AAIA (www.aaia.at)

Talk
Hansi Hansmann (www.hansmengroup.com)
Franz Mathi COO Knapp (www.knapp.com)
Wolfgang Walcher CEO Robotic Eyes (www.robotic-eyes.com)

Startup Pitches
Networking & Startup Expo

https://entrepreneurship.uni-graz.at/
STOP THINKING, STOP PONDERING, STOP STRATEGIZING, STOP DEBATING. GO DO.

Gary Vaynerchuk
b.weber@uni-graz.at

0316 380 7349
Young Innovators Austria – YIA
Spin-Off Fellowship Programme

Moritz Theisen
03.05.2017
PROGRAMME

Intellectual Property of the research institutions should be developed further, in order for a commercialisation (decision to found a spin-off).

The commercialisation of the early-stage-technologies in form of a spin-off may occur after the end of the fellowship, only.

Two „different“ types of calls in this programme:

- 1 call for support concept (04/2017)
  → “WTZ” is applicant
- 4 calls for fellowships (1st call 05/2017)
  → Researchers are target group
TIMELINE
YOUNG INNOVATORS AUSTRIA

1 call for coordination and support of the programme (04/2017)
4 calls for fellowships (1st call 09/2017)

Coordination and support according to the support concept (duration 4 years)
Programme processing by the FFG (duration 5 years)

figure from FFG
DETAILED TIMELINE FOR CALLS

(1) Fellowship support concept

Call Start WTZ - Coordination
April 2017

Call End
May 2017

June 2017

Jury
July 2017

Start of WTZ Projects

(2) 1st Fellowship – Call 2017

Call Start Fellowship
May 2017

1st Call end
September 2017

November 2017

Jury
January 2018

Start of 1st fellowship

figures from FFG
Support Concept
SUPPORT CONCEPT

- **Raise Awareness** for the new programme in the Research Institutiones and at researchers (i.e. potential teams)
- **Detect** success promising **projects early** – through active scouting
- as well as guarantee a **positive cooperation with research institutions** (and their Institutes).

Establishing a **support offer/network for funded fellows** together with the network partners:
- Mentoring
- Coaching
- Advanced training
Fellowship
FELLOWSHIP IN SHORT

Intellectual property (invention, software) of the research institutions should be developed further, in order for a commercialisation to take place subsequently.

The fellow(s) has to be employed at the respective research institution for this period of time.

The fellows have to concentrate on this task exclusively and may not do any teaching or carry out other research activities.

The commercialisation of the early-stage-technologies in form of a spin-off may occur after the end of the fellowship, only.
FORMAL CRITERIA

In order to apply with the FFG for a fellowship these formal criteria have to be fulfilled:

• Is the *early-stage-technology owned by the research institution*?
• Does an *individual commercialisation plan*, based on the respective spin-off strategy of the research institution, exist for the fellowship?
• Is there a *support declaration* of the Head of the Institute/Host Professor?
• Is the *fellow employed* at the research institution at the start of the project (and during the project)?
KEY DATA FOR FELLOWSHIP-CALL

Who submits the application to the FFG?
- Application by the research institution
- Single or cooperation application (one/more RIs)
- Fellow is „Project Manager“
- Single person or team

Duration of the fellowship
- max. 18 months

Funding amount
- max. € 500,000,- per fellowship incl. OH as 100% grant
INTERACTION
SUPPORT CONCEPT & FELLOWSHIP

Research Institutions:
- Austrian Universities
- Austrian Universities of Applied Sciences
- ÖAW
- LBG
- IST Austria
- CDG
- COMET-Centres
- AIT
- Joanneum Research
- Federal Museums

„WTZ“ East/South/West:
- Awareness, preparation and support and supervision

Awareness

Fellowship supervision process – 18 months

Spin-off Fund

figure from FFG
CURRENT STATUS

- Special guideline since December 2016 at BMF
- Start of Call(s): ?