Advanced Experiments in Knowledge Transfer
CSTP – TIP Workshop

Boosting Knowledge Transfer between Science and Industry: News Models and Business Practices

OECD – France Stratégie,

OECD, Paris, le 14 mars 2018
News Experiments in France

News Needs in Knowledge Transfer for competitiveness

New policy: one major investissement plan

New tool: SATT, Technology Transfer Acceleration Company

One exemple: Aquitaine Science Transfert, the SATT Aquitaine
NEEDS IN KNOWLEDGE TRANSFER
The economy is NOW a knowledge economy

Innovation is ALL OVER: science, technology, know how, training, organisation, market, management, business model ...

Ecosystems public/private STIMULATE

Value Chains are CO-BUILDING and SHARING, at increasingly early stage

COMPANIES KNOWLEDGE NEEDS:
IDEA, TALENTS, RD ACCESS, IP, INNOVATION

Research organisms/universities have to be INNOVATIVES and CLOSER the society

KNOWLEDGE MANAGEMENT becomes a central objective to pilot public science, shared science, innovation and transfer to economy

R&D, services, equipements, platforms become competitive activities
A structured approach for a paradigm shift over 20 years, in France research public

1999

- A new legal framework for research and innovation
  - Technology transfer is one of the three mission of the university
  - Start-ups by public researchers as shareholders
  - First specialize seed funds

2005

- A shift towards a “project-based” competitive and meritocratic funding mechanism
  - National Research Agency
  - Competitiveness clusters
  - « R&D Tax credit » system to develop private R&D

2007

- A new legal framework for university autonomy
  - Capacity to develop their strategy
  - Ressources management (financial, building, organisation)
  - A first step for HR

2010...

- « Investing for the Future » Program to “feed” tomorrow’s competitiveness
  - A disruptive global approach from the science to the market
  - Models with started investissement for 10 years to impact
A few emblematic calls (by projet):

- **Campus of Excellence** (Idex - 0,8/1B€) to attract and retain talents
- **University – Hospital Institute** (IHU - 45/70 M€) : from science to patient’s bed
- **Technological Research Institute** (IRT - 150M€ / 300M€) : focused development operator in Public Private Partnership
- **Technology Transfer Acceleration Company** (SATT - 35M€ / 70M€) : TTO Hubs to protect IP, investment in “Proof Of Concept”, and licensing
- **Early stage seed Funds** (FRONTIERE VENTURE - 250 M€) and Seed Funds (FNA - 4/35 M€)
- **Innovation World Awards** (CMI - 350 M€)

**News 2017 : 57 Billions€ in an new big investment plan**
SATT, TECHNOLOGY TRANSFER ACCELERATION COMPANY
There are currently 14 SATTs in France: 580 professionals in intellectual property, technological engineering, law, marketing and business development.

The SATT: a tool to cross the death valley.

The technology transfer acceleration companies come from the National Program: Investments for the Future (PIA) €851 million in quasi-equity and grants for 10 years.

- Reduce fragmentation of TTO system
- Provide deal flow critical mass
- Improve operational efficiency
- Promote technology transfer to SMEs companies
STRUCTURE

- Created in July 2012, Aquitaine Science Transfert is a Simplified Joint Stock Company (SAS) with a capital of 1 million euros.
- Mandate and exclusive license for the valuation of the research results for 85% of the research establishments of Aquitaine (5,500 researchers and 3,100 doctoral students)
- € 48 million funding over 10 years (2012 – 2022)
- 42 employees
Our mission:
Investing to create future economic value by bringing together business needs and public research results

- Promoting rapid access of inventions to the market
  - Licensing
  - Business creations

- Encourage the development of regional activities
  - ROI (exploitation of licenses and patents) for SME’s
  - Job creations

- Increase financial returns to research institutions and partners associated with the projects
  - Value associated to the transfer of knowledge production
BUILDING SUCCESS STORY WITH STRONG VALUE: IRISIÔME

- **Startup Medical Technologies**
- **Wavelength tunable laser machines** for dermatological applications.
- Meet the growing demand of dermatologists who want to optimize the performance of their laser source in a simple, compact and economical way. **A minimal viable product: tattoo removal**
- Incorporated in August 2015 after a maturation program supported by Aquitaine Science Transfert
- i-LAB 2015 national award for innovative technology company creation, **Creation-Development category**.
- **High value-added proposition in the optical value chain in our ecosystem**
  - License to a regional company?
  - Creation of a tenth me-too startup that makes sources? OR
  - **Creation a start-up with a strong value proposition?**
THANK YOU FOR YOUR TIME AND ATTENTION!