

# 11<sup>th</sup> International technology transfer conference – 11.ITTC

## CONFERENCE PROGRAMME

8 – 12 October 2018

### Summary of the 11.ITTC events at the Jožef Stefan Institute

8 October	9 October	10 October	11 October	12 October
<p><b>KET4Clean production Micro grants</b> (50.000 euro Grants for SME to buy services from EU Public research centers).</p> <p><b>International brokerage event – R2B meetings – motivating SMEs</b> for KET collaboration with PROs</p> <p><b>R2B meetings as scheduled:</b> available at: <a href="https://r2bittc2018.b2match.io/">https://r2bittc2018.b2match.io/</a></p>	<p><b>International brokerage event – R2B meetings – motivating SMEs</b> for KET collaboration with PROs</p> <p><b>R2B meetings as scheduled:</b> available at: <a href="https://r2bittc2018.b2match.io/">https://r2bittc2018.b2match.io/</a></p>	<p><b>International brokerage event – R2B meetings – motivating SMEs</b> for KET collaboration with PROs</p> <p><b>R2B meetings as scheduled:</b> available at: <a href="https://r2bittc2018.b2match.io/">https://r2bittc2018.b2match.io/</a></p>	<p><b>Key note speeches:</b></p> <p>Dr. Jon Wulff Petersen, director, Technology Transfer, Plougmann Vingtoft, Denmark</p> <p>Brecht Vanlerberghe, head of R&amp;D, Bio Base Europe Pilot Plant, Belgium</p> <p><b>Spin-out creation: Best innovation with business proposition: pitch competition</b></p> <p><b>Scale-up creation: SME Instrument - SMEs pitch their project proposals</b></p>	<p><b>Workshop</b> for technology transfer professionals (closed event for TT professionals)</p> <p><b>11.ITTC Awards ceremony – Prize award</b> for pitch winners - the best innovation with commercial potential</p>



REPUBLIKA SLOVENIJA  
MINISTRSTVO ZA GOSPODARSK  
RAZVOJ IN TEHNOLOGIJO



REPUBLIKA SLOVENIJA  
MINISTRSTVO ZA IZOBRAŽEVANJE,  
ZNANOST IN ŠPORT

Operacijo delno financira Evropska unija iz Evropskega sklada za regionalni razvoj ter Ministrstvo za izobraževanje, znanost in šport, Republika Slovenija. Operacija se izvaja v okviru Operativnega programa za izvajanje evropske kohezijske politike v obdobju 2014-2020, prednostne osi 1 Krepitev raziskav, tehnološkega razvoja in inovacij.

V partnerstvu:

Univerza v Ljubljani



Co-funded by  
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**8 to 12 October 2018**

**R2B meetings between researchers and companies**

*Location: Lobby of the main JSI building, Physics seminar room and the Main conference room of the Jožef Stefan Institute*

**8 October 2018**

*Location: Main hall in A building, Jožef Stefan Institute*

8:30-9:30 **Registration**

**Session I: International brokerage event – R2B meetings – motivating SMEs for KET collaboration with PROs**

10:30 - 11:00	<p><b>Opening of R2B meetings.</b></p> <p><b>Short presentation of KET4Clean production Micro grants (50.000 euro Grants for SME to buy services from EU Public research centers).</b></p> <p><b>KETGATE: Gate for SMEs to research infrastructure and Key Enabling Technologies in research centers.</b></p>	<p><b>France Podobnik</b>, Center for technology transfer and innovation, Jožef Stefan Institute</p> <p><b>Robert Blatnik</b>, Center for technology transfer and innovation, Jožef Stefan Institute</p> <p><b>Tomaž Lutman</b>, Center for technology transfer and innovation, Jožef Stefan Institute</p>
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8 – 10 October: **International brokerage (matchmaking) event – R2B meetings as scheduled:** available at: <https://r2bittc2018.b2match.io/>

A matchmaking event is a quick and easy way to meet potential cooperation partners. Researchers meet the entrepreneurs and discuss their needs and offers. Each meeting lasts up to 30 minutes. Last years' brokerage event attracted over 60 participants from nine countries. The majority of participants are active in the field of ICT, physics, materials, environment, robotics, biotechnology, manufacturing etc.



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**11 October 2018**

*Location: Lecture room at the Jožef Stefan International Postgraduate School – in the Jožef Stefan Institute campus*

8:30-9:00 **Registration**

9:00-9:20 **Opening**

Dr. Špela Stres, head of Center for technology transfer and innovation, Jožef Stefan Institute (tbc)

**Session I: Technology Transfer Session**

9:20 – 9:50

**How to build up a technology platform at one – or a consortium of – university(ies)?**

Should industry be involved early on?  
How do you attract industry interest when the platform has been established?  
What is the role of spin-outs?

Dr. Jon Wulff Petersen, director, Technology Transfer, Plougmann Vingtoft, Denmark

9:50 – 10:20

**Key Enabling Technologies (KETs) as a basis for innovation.**

How can KET Technology Centers (KET TCs) help modernising Europe's industrial base, to shift to a greener economy, and drive the development of entirely new industries?  
How can KET TCs help bridge the European 'Valley of Death'?  
How to increase KETs-related manufacturing in the EU and how KET TCs and industry can collaborate better to increase the exploitation of the patents inside EU?  
Bio Base Europe Pilot Plant example.

Brecht Vanlerberghe, head of R&D, Bio Base Europe Pilot Plant, Belgium

10:20-11:00 **Networking Break & Coffee**

 EVROPSKA UNIJA  
EVROPSKI SKLAD ZA  
REGIONALNI RAZVOJ

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## Session II: Spin-out creation

11:00-12:00

### Best innovation with business proposition: pitch competition

Presentation of five (5) selected business model proposals from public research labs to the investors and technology transfer experts.

Pitch presentation: 5 minutes

Questions of the commission members: 7 minutes.

There are 6 groups of criteria that are covered in the evaluation process:

1. Overall situation of the case
2. Product/application advantage
3. Market attractiveness
4. Competitive situation
5. Technology maturity
6. Risk versus return

### Evaluation Commission:

**Dr. Jon Wulff Petersen**, *director*, Technology Transfer, Plougmann Vingtoft, Denmark

**Brecht Vanlerberghe**, *head of R&D*, Bio Base Europe Pilot Plant, Belgium

**Mag. Primož Kunaver**, *MBA, Direktor*, Primum

**Moderator: mag. Robert Blatnik**, *Center for technology transfer and innovation, Jožef Stefan Institute*

## Session III: Scale-up creation

12:00 – 12:15

### SME Instrument - SMEs pitch their project proposals

Presentation of a SME Instrument proposal by SME to Evaluation Commission.

Pitch presentation: 5 minutes

Questions of the commission members: 7 minutes.

### SME applicant for SME instrument – Session supported by SPIRIT Slovenia

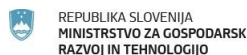
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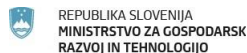
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<b>Lunch brake</b>		<b>Parallel Session</b>
12:15-12:45	<b>Lunch brake</b>	<p><b>Best innovation with business proposition - pitch competition:</b> Evaluation Commission meeting – winner selection. <b><u>Non public part of the event!</u></b></p> <p>Location: Lecture room at the Jožef Stefan International Postgraduate School – in the Jožef Stefan Institute campus</p>
<b>Best innovation with business proposition: pitch competition - Announcement of the winner</b>		
12:45 - 13:00	<b>Announcement of the winner</b> of the competition for the Best Innovation with Business Proposition from Research Labs	<b>Dr. Špela Stres</b> , head of CTT and the winners of the Best innovation competition at the 11.ITTC conference.
13:00	<b>End of the Conference day</b>	



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**12. October 2018**

*Location: Seminar Physics room – A building – room 106*

**Workshop for technology transfer professionals**

<p>9:00 – 15:00</p>	<p><b>Understanding the other side in the negotiation with industry</b></p>	<p>Dr. Jon Wulff Petersen, director, Technology Transfer, Plougmann Vingtoft, Denmark</p> <p>The topics covered by the workshop will include:</p> <p>Tools and methods for decision making regarding the advancement of new technologies</p> <ul style="list-style-type: none"> <li>o We will use the "tto triangle method" as an example of an analysis tool</li> <li>o We will use the NABC model as an example of a communication tool</li> <li>o We will discuss the M/I tool for deciding the business model</li> </ul> <p>How to approach companies for licensing and collaboration</p> <ul style="list-style-type: none"> <li>o The not-invented-here syndrome</li> <li>o Who to contact? And how to find them?</li> </ul> <p>How to give up in a decent and graceful manner:</p> <ul style="list-style-type: none"> <li>o Early aborts</li> <li>o Disappointments with industry</li> </ul>
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**12. October 2018**

*Location: Main lecture room, Jožef Stefan Institute*

**Information Society / IS 2018 Conference Ceremony**

Live streaming: <http://tv.ijs.si>

13.00 – 13.05	<b>Musical performance / Glasbena točka</b>	
13.05 – 13.10	<b>Welcome Speech / Dobrodošlica</b>	Prof. Dr. Jadran Lenarčič, Director of Jožef Stefan Institute
13.10 – 13.20	<b>Opening Speech / Slavnostni govor</b>	
13.20 – 13.30	<b>Greetings / Pozdravni govor</b>	
13.30 – 13.55	<b>Awards of IS2018 / Nagrade IS2018</b>	11.ITTC: Awards ceremony – competition for the best innovation with commercial potential Dr. Špela Stres, 11.ITTC Programme Chair / Members of the evaluation commission / Award winners
13.55 – 14.00	<b>Musical Performance / Glasbena točka</b>	
14.00 – 15.00	<b>Cocktail Party / Zabava s prigrizki</b>	



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