ASTP   Association of European Science & Technology Transfer

Professionals, established 1999. More than 600 individual members

from 260 institutions and 42 countries, mostly from Europe,

independently funded, practitioners based.

Mission Improve the TT/KT process by exchanging best practices & training

TT/KT professionals from academia and industry

Events   High standard of quality with approx. 700 participants per annum

Tools   web site (hub for members services)

Annual TT Survey together with **AUTM**

Founding partner in **ATTP**

Growth of our membership

- **Members: approximately 80% academic, 20% business**

- **611 members (update July)**

- **37 Institutional members**

- **Covering Europe and abroad (USA, Asia, New Zealand)**

Board 2012 – 2013

ASTP Board members as per May 2012

Anders Haugland   *Bergen Technology Office, Norway (president)*
Marc Le Gal   *Université de Lyon , France*
Sara Matt-Leubner   *University of Innsbruck, Austria*
Christian Stein   *Ascenion, Germany*
Spela Stres   *Jozef Stefan Institute, Slovenia*
Maria Tavares   *FISEVI , Spain*
Koen Verhoef   *Netherlands Cancer Institute, the Netherlands*

Annual events

Annual conference	*Best practices in transfer of Science and Technology*
(200-250 attend)	Held in various cities throughout Europe
Fall meetings	interactive, hands on, small setting, indepth,
(± 150 attend)	*Combined with the national network meetings (N3)*
	Held in various cities throughout Europe
National network meeting	*Exchange of ideas and knowledge among Europe*
N3 (+50 attend)	*national networks*
	Held in various cities throughout Europe
Training courses	2 cycles per annum / 80 particpants per cycle
	Held in various cities throughout Europe
Master classes	2 cycles per annum / 80 particpants per cycle
	Held at Schipohol Airport, Amsterdam

members services

Exchange of expertise   Platform for exchange of best practices, annual events, access to an online discussion forum

Education   Professional education, workshops, site visits

Networking   Europes largest TTO community, informal meetings at our events
ASTP Linked-in group

Up to date information   Newsletters, membership directory, ASTP Survey, conference materials

Other services   Lower registration fees for our events as well as discounts on publications & materials of past events, select European TT and National Network events

Collaboration

- Active collaboration with AUTM, Praxis Unico, KCT and ATMT in ATTP and with AUTM on Survey

- Co-promotional partnership with various organisations

- National networks Europe
  structural contacts with Reseau Curie (France), PraxisUnico (UK) , Norwegian network, Danish network, SwiTT (Switzerland), SNITTS (Sweden), Red Otri (Spain), UTEN (Portugal), Dutch network, Flemish network, Slovenian network and Austrian, German, Greece, Hungarian, Czech, Polish, Finnish, Irish community

Professional development
2,5 days - 20 CE points

Training courses   - last week of January
                         - second week of September

Fundamental   Fundamentals of technology transfer
(40 places)

Advanced   - Strategic Marketing of Intellectual property
(40 places)   - Advanced Lisensing Skills
                         - Building and Financing Spinouts
                         - Advanced Marketing and Deal Making
                         - Effective Negotiation in Technology Transfer
                         - Research & development collaborations
                         - Technology licensing: good practices & strategies

Professional development
one day, fly in & out - 7 CE points

Masterclasses
 - End of March
 - Mid of November

Topics
- Start to negotiate
- Business finance for TT professionals
- Assessing technologies: "the good, the bad & the ugly"
- Managing an effective TTO team
- Financing spin-outs
- Technology licensing
- Business development
- Collaboration agreements
- Clinical trail agreements

Professional development packages

ASTP offers various educational packages with reduction offers to fit your needs:

- *Career package* for the individual TTO professional
- *TTO package* addressing the management of a TTO office
- *Development package* for institutions, funding - agencies or national networks

ASTP events fall 2012

* Training courses

Barcelona, Spain 24 – 26 September 2012

20 CE points each

- *Fundamentals of technology transfer (basic)*
- *Creating successful spin-outs (advanced)*

* Fall conference

Lyon, France, 25 & 26 October 2012
10 CE points each
Business models in and for Technology Transfer

* Masterclasses

Schiphol airport, the Netherlands, 15 & 16 November 2012
7 CE points each

- *Licensing agreements*
- *The complex licensing deals: the need for flexibility*
- *Conflict resolutions*
- *Post licence agreements portfolio management*

Founding partner of the
Alliance of Technology Transfer Professionals

Together with

Background ATTP

- Technology transfer is increasly viewed as a profession

- Professions require certain things:

  - a body of knowledge

  - a professional body

  - a recognised path for career profession

Supported by members
(surveyed 2009)

- Wide range support for development of professional recognition mechanisms

- Greatest support amongst the younger/newer members of tech transfer

- Strong view that development of the profession is happening and that we must take a leadership role

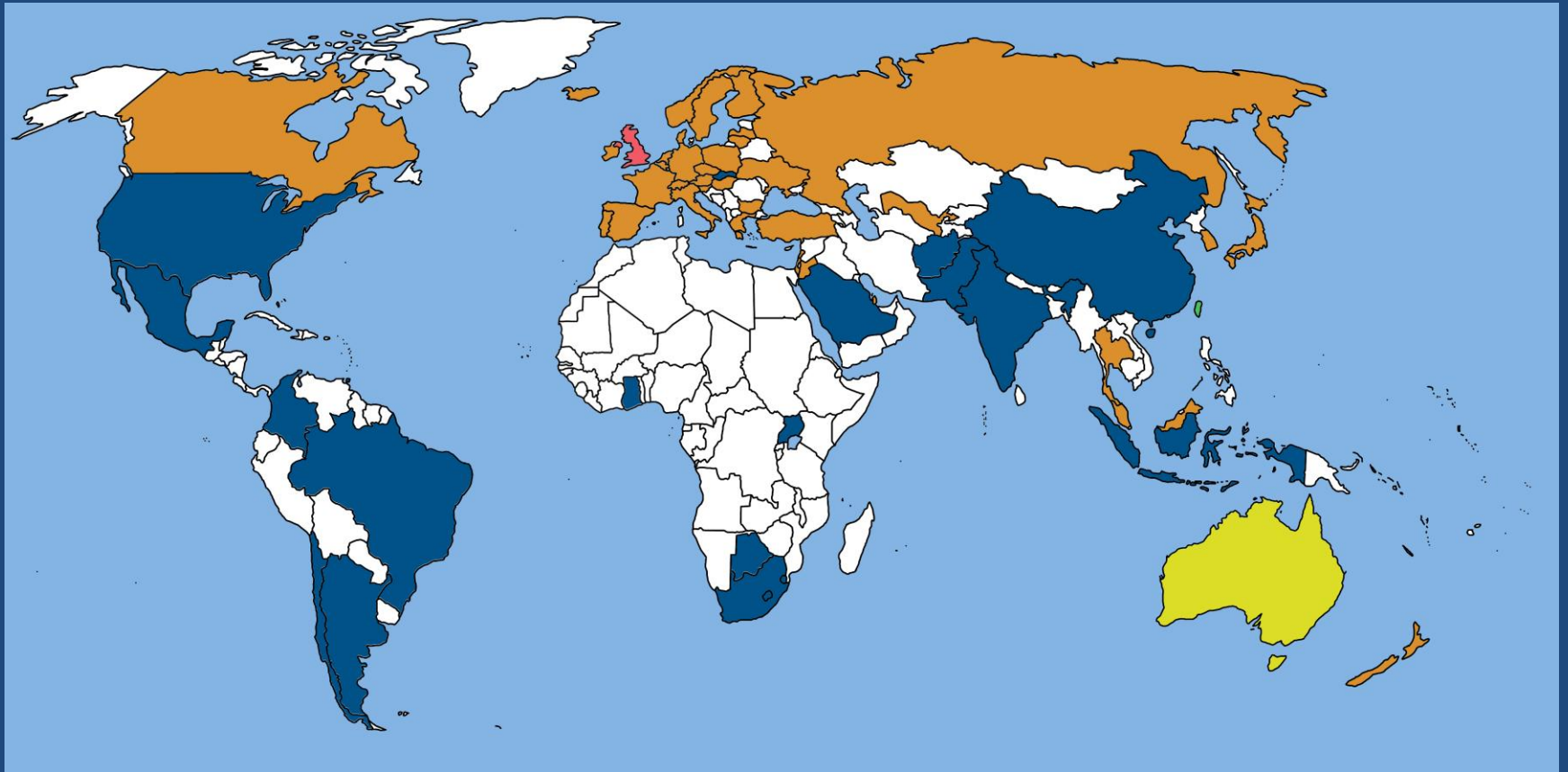- Strong view that development of the profession must be led by practioners

Founding associations (2010)

- Association of University Technology Managers (AUTM)
  - Representing 2978 Members 50 countries
- Association of European Science and Technology Professionals (ASTP)
  - Representing 627 Members 43 countries
- PraxisUnico (PrU)
  - Representing 164 members and 2000 individuals
- Association of Technology Managers in Taiwan (ATMT)
  - Representing 400 members
- Knowledge Commercialisation Australasia (KCA)
  - Representing 400 members

ATTP global coverage

Training and qualifications

- Career technology transfer members will be provided with valuable training and submit a final case study to be considered

- Experienced industry professionals will produce a comprehensive case study demonstrating their experience and qualifications

Routes to registration

- **<u>Route I:</u>** designed for those early in their technology transfer career
> 60 Continuing Education Credits & brief (1000 words max) that provides an overview of your technology achievement

- **<u>Route II :</u>** for mid-career technology transfer professionals with 3-5 years experience
> a brief (1000 words max) that provides an overview of your technology achievement

- **<u>Route III:</u>** for practitioners with significant years of experience and a demonstrated track record of achievement and contribution to the profession
> Hand in a short CV or resume that demonstrates your experience in TT

Demonstrated competence

60 CE points

relevant education

substantial track record

360^0 Case Study, outlining a project or deal, demonstrating your competence

Application

Peer review

RTTP

Application process

- online
- applications considered by an international panel of practioners
- $ 250 administration charge
- no annual fees
- 4 reviews a year
- next review date – 18th of October 2012

Benefits to you

- YOU will be recognised as a registered professional
- YOU will have the gold standard recognition amongst your peers
- YOU will have an internationally portable qualification
- YOU will be linked in to the practioners network around the world
- YOU will have a powerful qualification to add to your CV

History

- 2008, MoU by ASTP, ATMT, AUTM, KCA, PrU

- May 2010: launch of ATTP with 5 founding associations in Paris

- Spring 2012: SNITTS joined the alliance

- Number of current applicants: 125 'RTTP's (August 2012)

Latest developments

- CLP and ATTP regard their systems as being complementary

- CLP will consider ATTP approved CE-points for their CLP recertification, on topics of
    - Licensing
    - Technology transfer
    - Technology commercialization

- New TT associations are being invited to join the alliance

Thank you for your attention
We look forward to welcoming you to ASTP!

www.astp.net