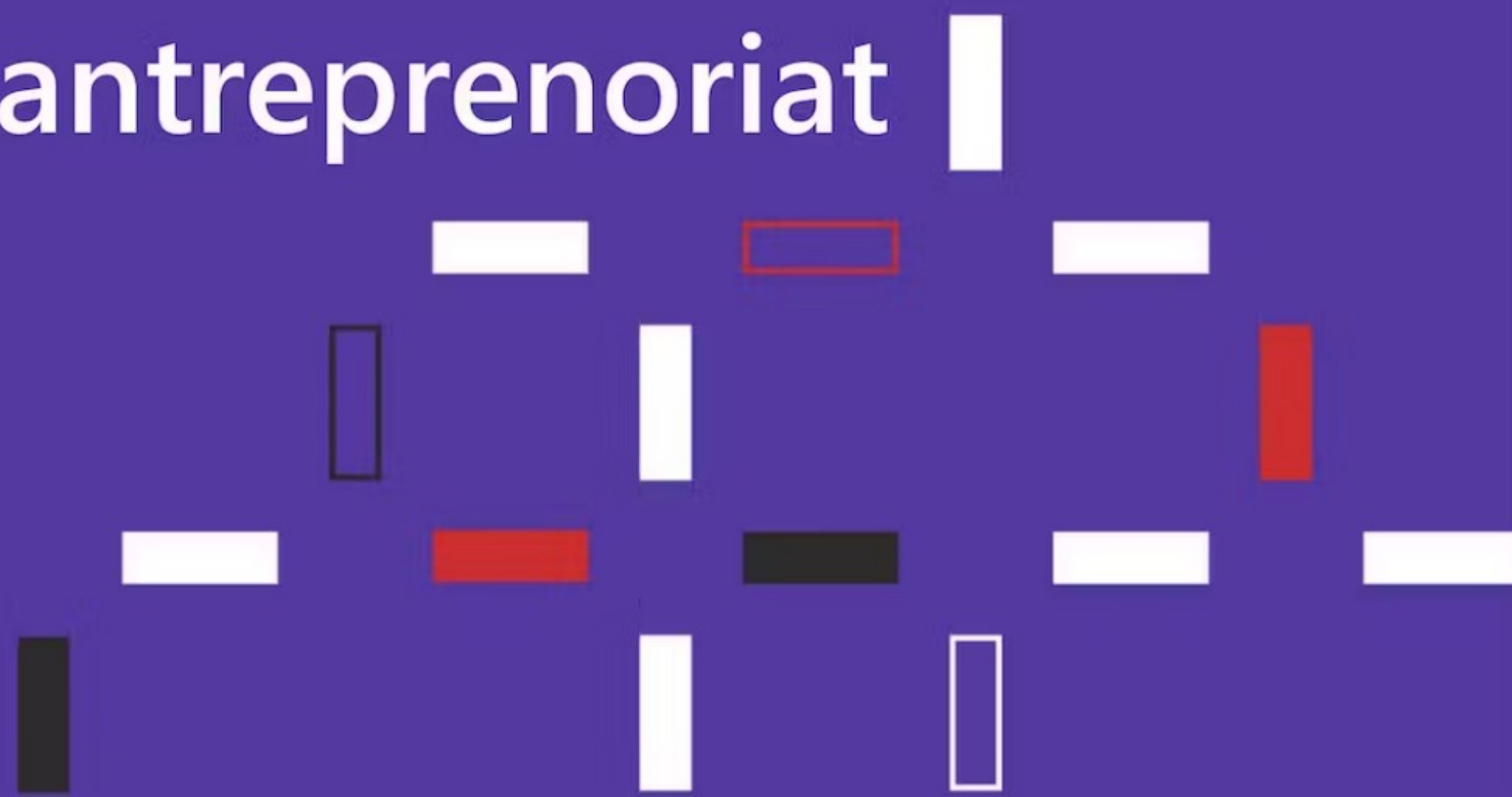




Rolul transferului tehnologic in dezvoltarea ecosistemului de cercetare, inovare si antreprenoriat

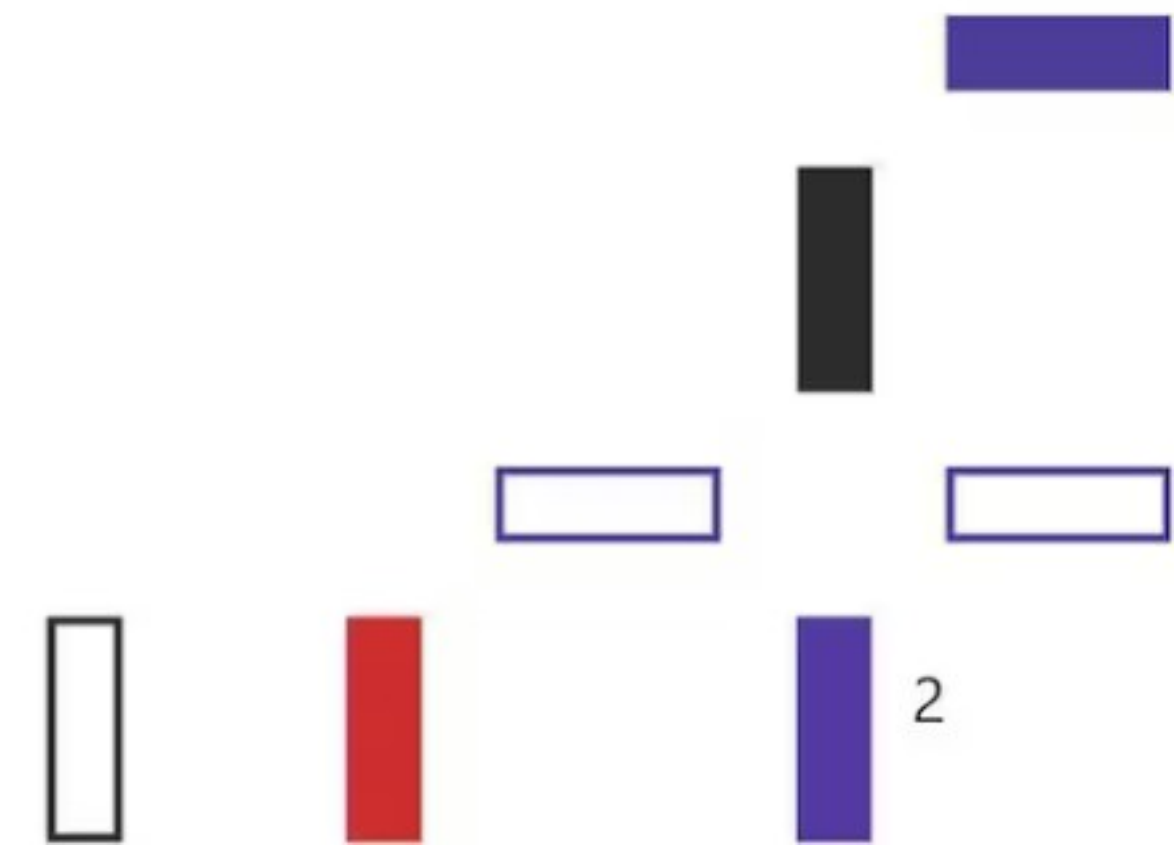
Viorel Peca, HoU, E.02



Why TT is important



- Generation of new intellectual property
- Source of new innovative ideas for industry
- Source of revenues for inventors, universities/research centres and industry
- Research funding from spin-offs to universities/research centres
- Creation of highly qualified jobs
- Contribution to economic development
- Economic and social impact



TT process

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IDENTIFICATION

- Meetings with inventors
- Ownership review
- IP review
- Market review



PROTECTION

- Meetings with IP lawyer
- Patent filings
- Patent grant



MATURATION

- Development plan
- Prototypes
- Proof of Concept



MARKETING

- Dissemination
- Promotion
- Networking



COMMERCIALISATION

- Negotiation
- Business plan
- Team building
- Shareholders' agreement

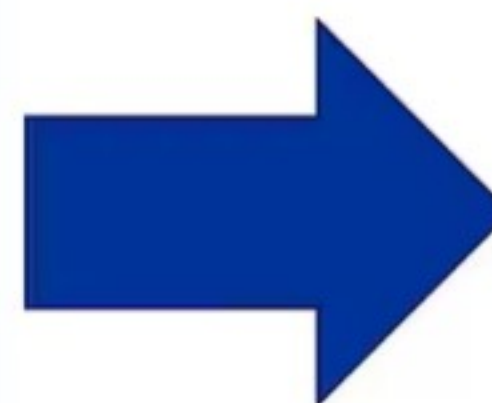


MONITORING

- Monitoring of the agreement
- Revenues
- Re-negotiation

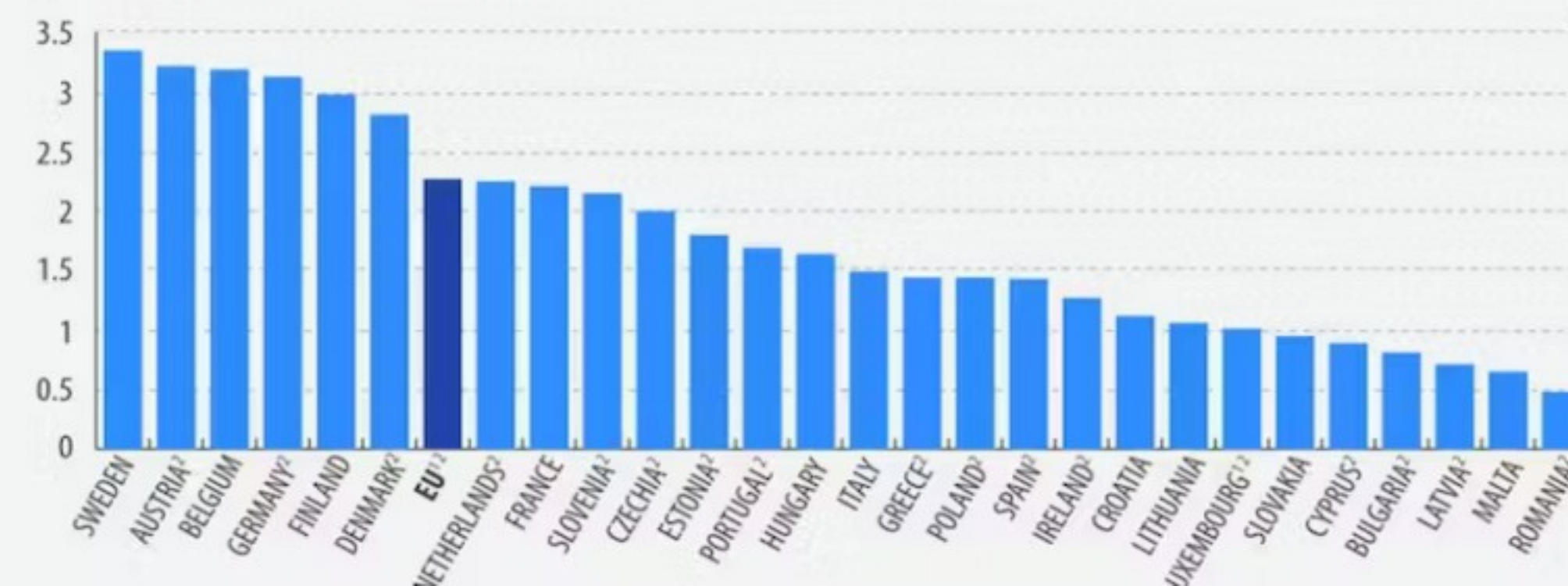
How the organisation produce and own the invention?

- R&D grants
- Collaborative research projects
- Contract research
- Licensing agreements
- Employment and independent contractors



R&D intensity, 2021

(R&D expenditure as % of GDP)



TT management: maturation

Funding of the technology development

Development plan of the technology which is needed for it_



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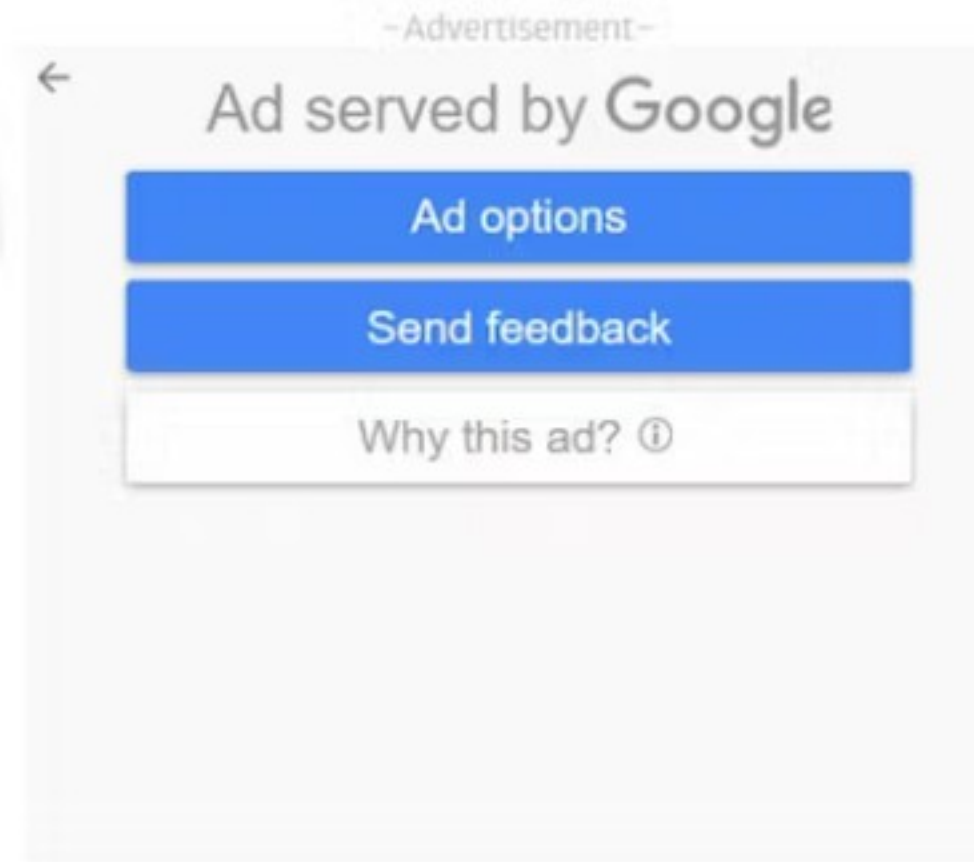


- Definition of the product
 - Technology vs product
 - Commercial application(s)
 - Competitive advantages

- Definition of the target market(s)
 - Potential market(s) of the technology (based on the applications)

Capitalise on Romania's strengths: Leverage the growing startups and entrepreneurship ecosystem and go to the next (European) level

27 January 2022 | by Simona Fodor



The volume of capital that Romanian startups raised in 2021 more than tripled compared to the previous year, going from EUR 30 million in 2020 to more than EUR 116.9 million in 2021, according to the Romanian Venture Report 2021 released by How to Web. Compared to the EUR 8.2 million value in 2017, it grew 13 times.

This aligns Romania to a general trend as the level of overall European investment value exceeded EUR 100 billion, also a nearly triple growth compared to 2020 levels, the report notes.

The 2021 report, which provides an analysis and collection of statistics on investments in Romanian startups in 2021, tracked 71 transactions. The total investment volume of 2021

also includes the EUR 51 million Series B round raised by FintechOS, the biggest investment of the year.

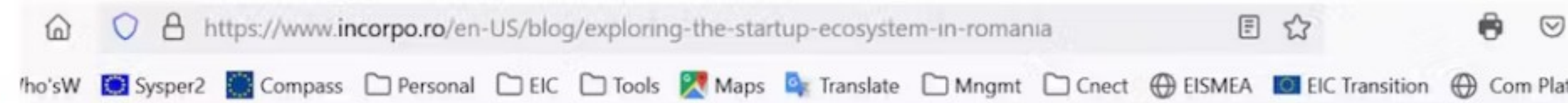
<https://www.romania-insider.com/> **Join the Romania Insider!**

The Romanian Venture Report 2022: How Startups Attracted Over €101M in Funding

Bojan Stojkovski

8-10 minutes

The Romanian startup scene is on the rise, with 2022 seeing a 12% increase in the volume of venture capital deals over the course of 2021. Domestic startups attracted a significant amount of capital during the past year, solidifying the success and growth of the ecosystem. The volume of the venture deals involving Romanian startups went from a modest €8.2M in 2017 to an impressive €101.7M in 2022, a ["How to Web" Romanian Venture Report](#) shows



Exploring the Startup Ecosystem in Romania

The Evolution and Growth of Romanian Startups

Romania is becoming a significant player in the global startup scene, with a rapidly growing ecosystem fueled by talented professionals, innovative ideas, and increasing support from investors. Let's dive into the factors contributing to this growth and how the landscape has evolved over time.

Impact of Successful Companies

One of the key factors driving the growth of Romanian startups is the impact of successful companies like UiPath. UiPath is a software company that specializes in robotic process automation, and it has achieved remarkable success in recent years. The company's rapid growth and expansion have not only inspired other entrepreneurs across the country but also attracted significant investment from both local and foreign investors. This has created a ripple effect, inspiring and driving growth in the ecosystem.

TT management: maturation



Shortcutting the technology and business maturation

MATURATION

COMMERCIALISATION



- Negotiation
- Business plan
- Team building
- Shareholders' agreement

MATURATION



- Development plan
- Prototypes
- Proof of Concept



REVERSE IDENTIFICATION

- Meetings with SMEs or entrepreneurs
- Identify most European relevant inventions
- IP scouting
- Market review

Important: Core elements of a good Transition proposal



The starting point in the project should be Proof of concept validated in the lab (TRL3/4) and yes to all 3 questions below

The technology track

The business track

The end point should be a functional version of the technology tested or demonstrated in relevant environment (TRL 5-6), supported by a sound and implementable commercialisation strategy.

Please ask yourselves these questions before you apply!!!

- Is this **novel technology ready** for the next steps?
- Have you performed **early market / competition explorations** ?
- Do you have a **motivated and diverse team** for commercialisation?

EIC Transition Open and Challenges 2023

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Why EIC Transition?

Support of novel technologies (TRL 5-6)

Commercialisation support

The Open funding support

Challenges: predefined thematic priorities (project portfolios)

Who can apply?

Pathfinder & H2020 FET

FET ERA NETs

EDF (PADR)

Challenges: Low TRL H2020

ERC PoC

Financial contribution

€0.5 - 2.5 mil

Booster grants up to
€50k
for extra activities

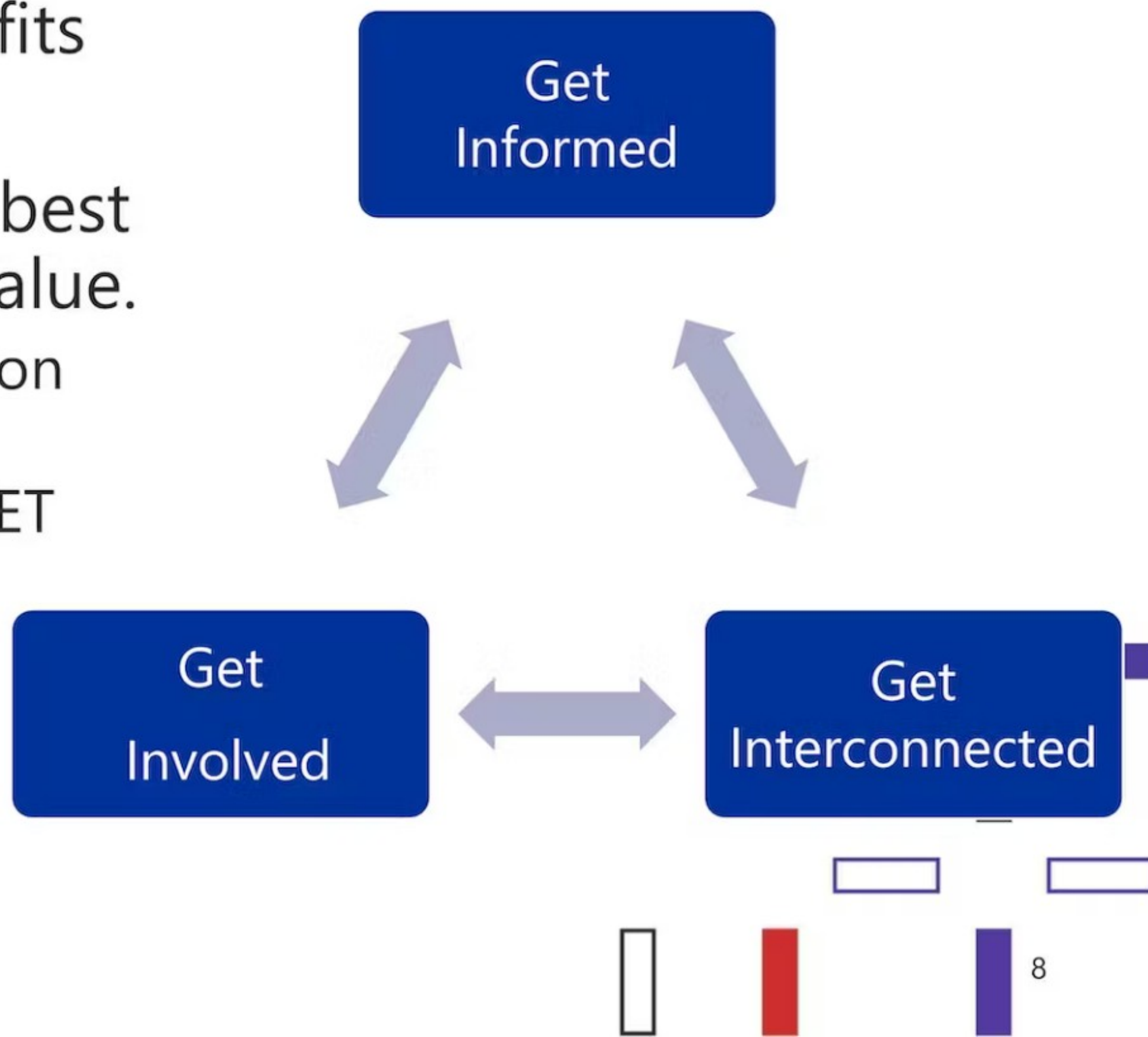
**Started 12 months before or ended less than 24 months after the call deadline*

Get Informed

1. What is Transition scheme and if this fits with your strategic needs.
2. What innovation or project results fit best with my needs and where I can add value.
 - List of eligible projects listed on EIC Transition [webpage](#):
 - Innovation Radar List of [innovations](#) from FET and Pathfinder projects
 - ERC Research Information System ([ERIS](#))
 - Horizon Results Platform ([HRP](#)).

The 3 Is:

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You found an interesting innovation?! what's next?

- Get (more) informed!
 - Talk to your NCP (National Contact Point)
 - Read a bit more about EIC and Transition, Work programme, etc.
- Get (inter) connected
 - Contact the owner(s) of the IP and/or members of the consortia.
 - Explore if there is an alignment of interest and potential for collaboration
- Get involved
 - Try to reach an agreement for a possible consortia
 - Start writing (together) your proposal.

Main takeaways



- TT creates social and economic value.
- Successful TT requires an IP budget, funding, skills and proactive commercialisation (within an ecosystem).
- It is a long (and difficult) process that does not happen on its own: it needs support.
- Romania needs a specific approach to TT that takes into account the strength and weaknesses of its innovation ecosystem

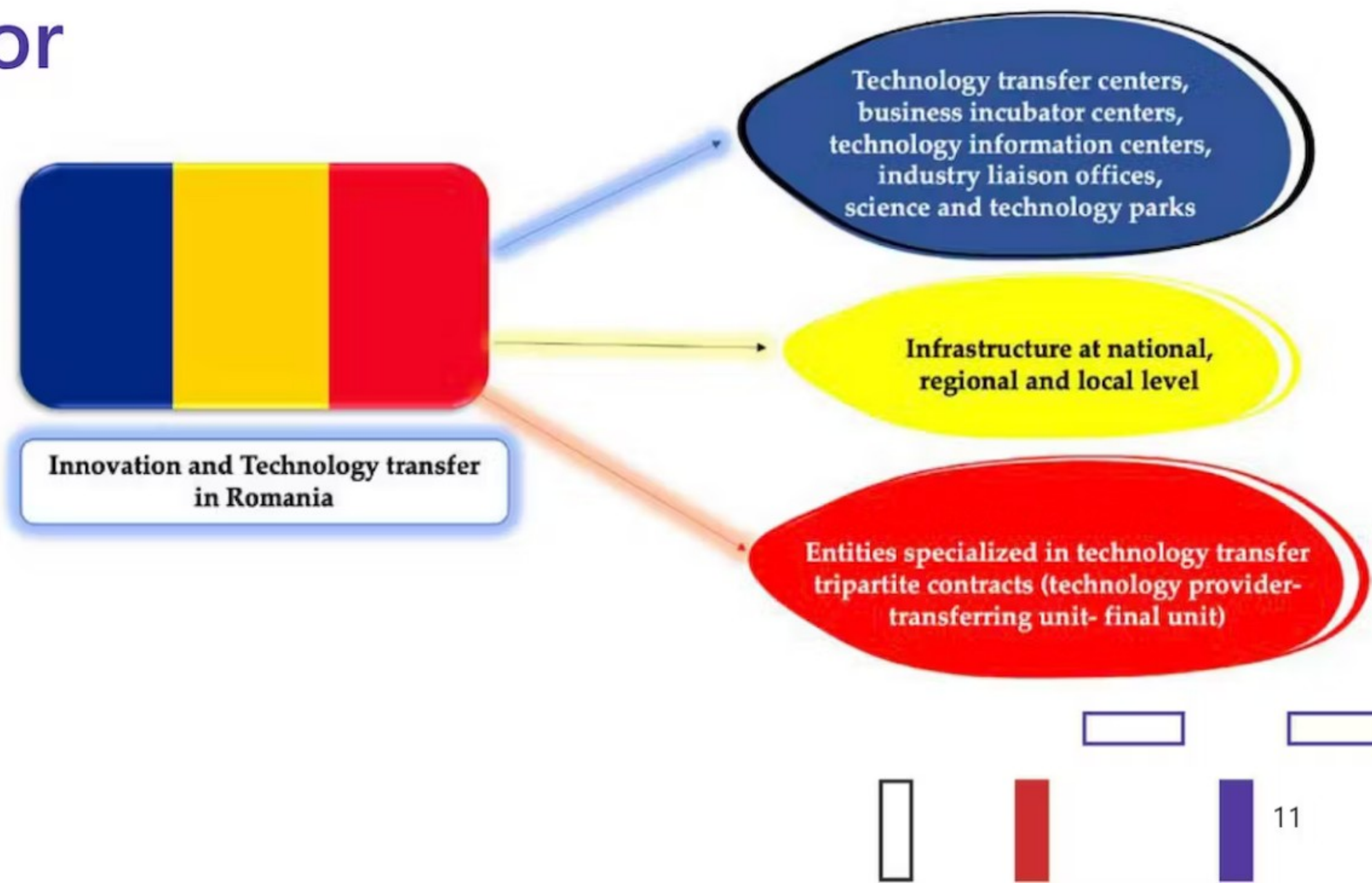


What do you think?



Does it make sense for this complementary extension of mission for (Romania's) TTOs??

Thank you!



Instructions

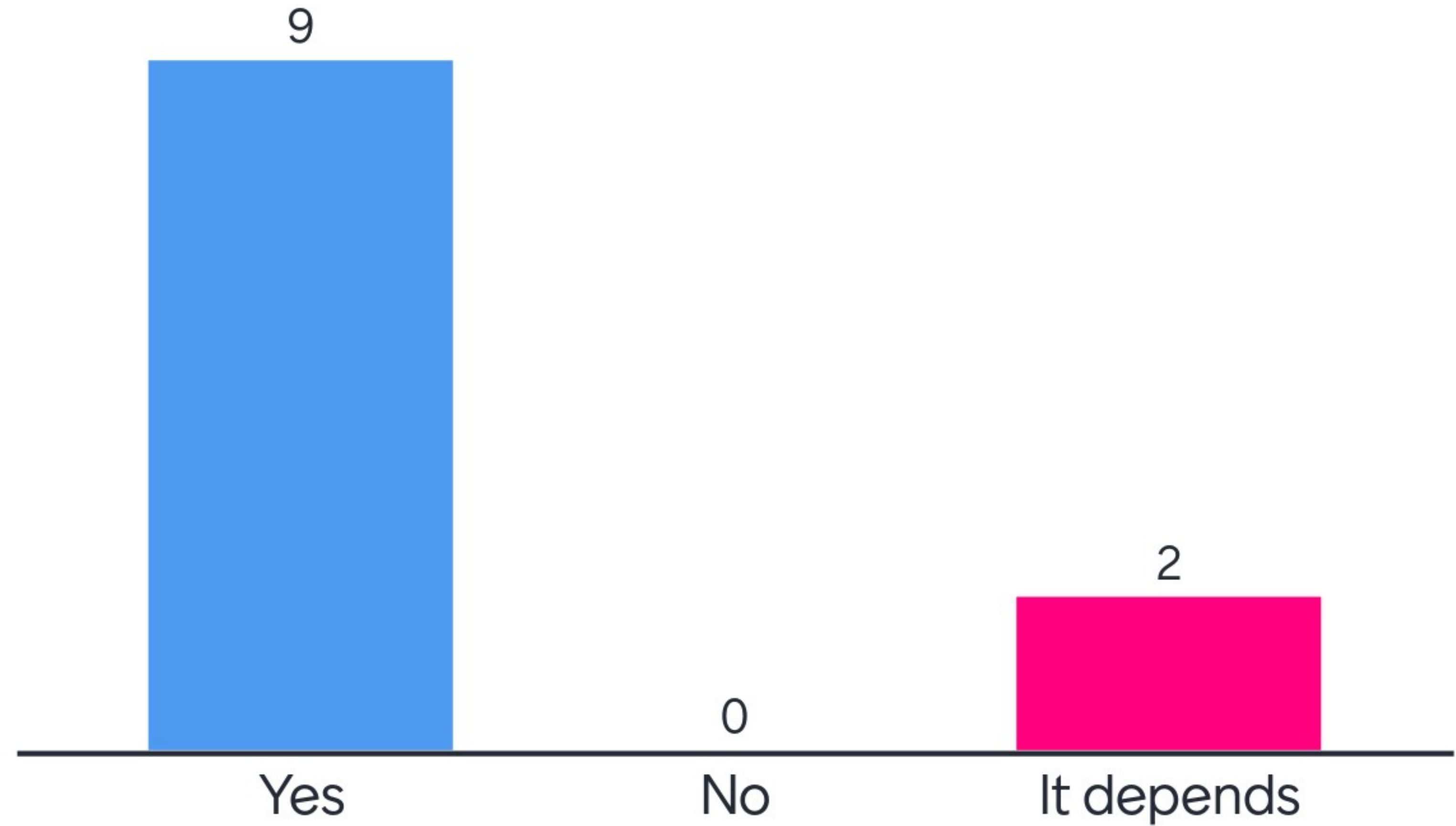
Go to
www.menti.com

Enter the code



Or use QR code

Does it make sense for this complementary extension of mission for Romania's TTOs?



Innovation and Technology transfer
in Romania