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# Technology Transfer: The missing link between science companies and innovation

Alvaro Ossa

Head of Technology Transfer Office

PONTIFICIA UNIVERSIDAD CATÓLICA

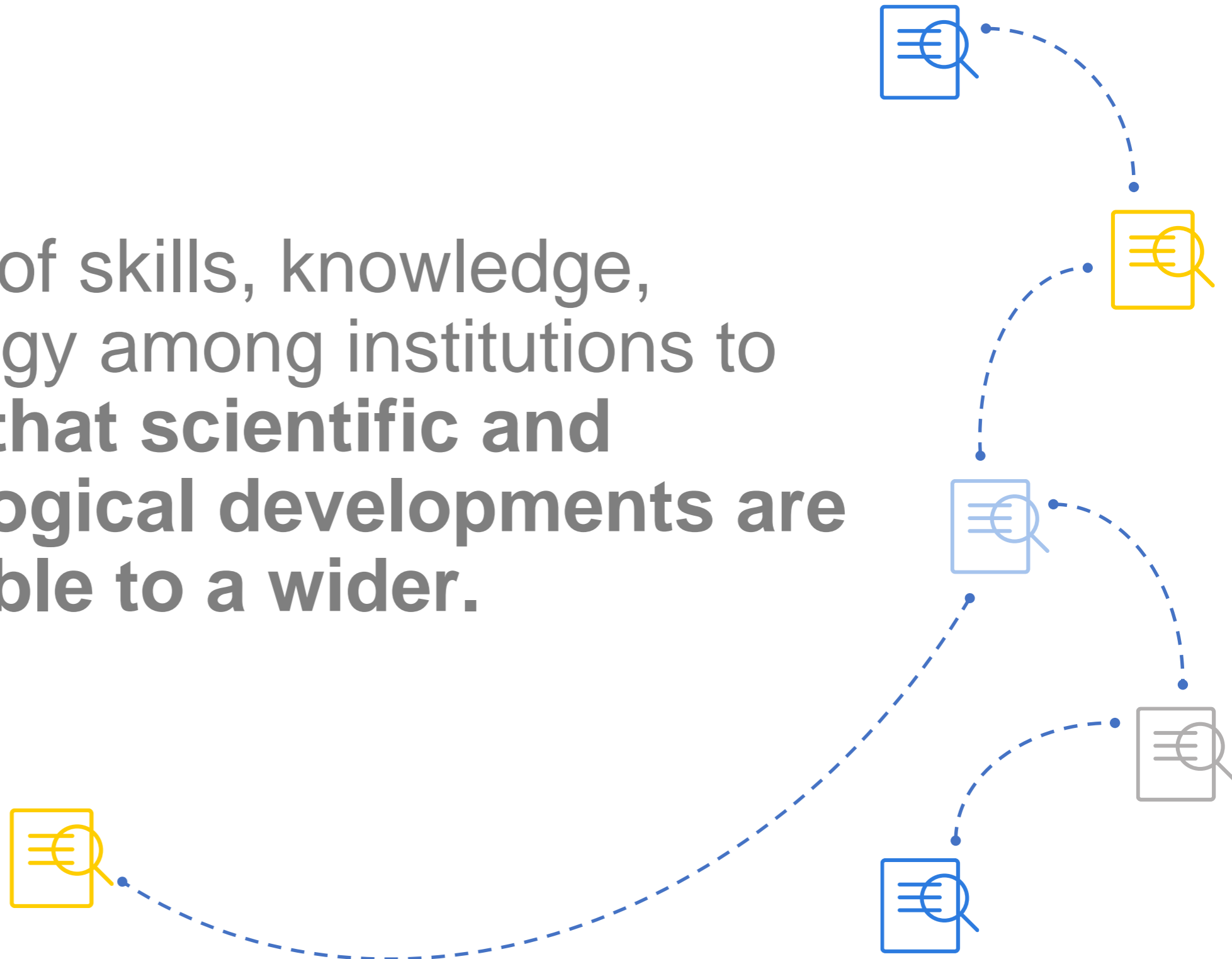
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[www.uc.cl](http://www.uc.cl)

# Technology transfer

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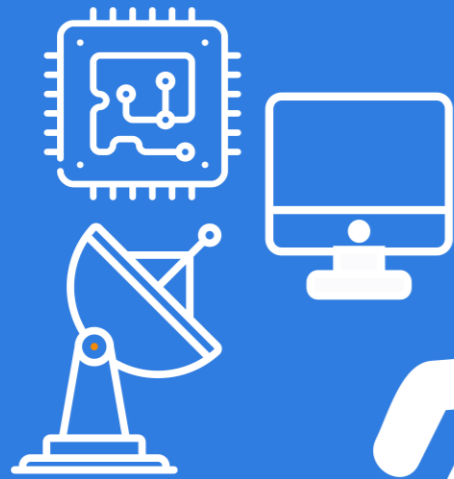
Sharing of skills, knowledge, technology among institutions to **ensure that scientific and technological developments are accessible to a wider.**



# What technology transfer is?

- Is the process of transferring technology from de university to the market.
- Is a commercialization of intangible assets.
- Technology Transfer is a **contact sport**... it is about **building relationships**.
- Technology transfer is a **long-term process**.

**TECHNOLOGY TRANSFER IS A HIGH RISK PROCESS BUT WITH HUGE POTENTIAL BENEFITS**



TECNOLOGY  
PUSH



INNOVACIÓN



DEMAND  
PULL



“If I had asked people what they wanted they would have said: **Faster horses...**”



HENRY FORD





# UC contribution to society



## **SYNCYTIAL VIRUS VACCINE**

Alexis Kalergis



## **THYROID CANCER DETECTION TEST**

Hernán González

# UC contribution to society



## **INNOVATIVE SEISMIC PROTECTION SOLUTIONS**

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Sirve S.A.



## **MODELING SYSTEM FOR IMPROVEMENT OF NURSERY EDUCATION**

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MAFA - EduLab

# Technology transfer process

# 1

## Research

Observations and experiments during research activities often lead to discoveries and inventions that may have commercial applicability.





**2.**

## **Disclosing an invention**

The discoveries and inventions are formally disclosed by the inventors submitting a confidential Invention Disclosure form to TTO.

3 ■

## Market assessment

TTO assesses a disclosed invention and develops a preliminary commercialization strategy.



# 4. Patenting and other legal protection

TTO will management patent application, copyright, trade secret, trademark u others



# 5



## Prospecting



TTO proactively approaches companies, entrepreneurs, and investors who have been identified as potentially suitable partners to bring the technology to market.



# 6

## Due diligence and negotiation



TTO will search interested prospects and negotiate terms.

# 7

## The deal



When the university and the commercialization partner are ready to move forward, TTO prepares legal agreements to reflect the business terms negotiated.

# 8



## After the deal



Under the terms of the agreement, the commercialization partner provides regular progress reports to the university on its commercialization activities.



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