

- 64 on-line participants -

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Challenges of TTO process

Engagement of staff in commercialization process

- Researchers are doing tech transfer activities individually
- University staff misperception of the commercialisation office
- Ensuring a high level of awareness amongst researchers of the Service

Efficiency and continued high-service provision

- Working alongside other units (Research, financial, law, project management dep.)
- Working with large corporates
- Increasing bureaucracy
- Negotiating contractual terms appropriate for a University

Fees

- Appropriate management fee
- Charging the right fee to the Client

Participants: Andone Raluca-Oana..., Daniela Ivanov, Simona Nica, Stanciu Cristina, Claudiu Ghiorghita IC..., Gina Pistol_IBNA, Catalin DRAGO..., Ioan TURCU INCDTIM..., Sirin Eidi, Adrian Bele, CG, Ursache Oana, Valeria Abaza-INCDM

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Highlights of Tackle Challenges

- Meeting academics, constant communication
- Building trust with academics and business partners, proactivity
- Extending funding/ internal motivation system
- Successful projects/ internal competitions
- Recognition
- Beyond the pilot/ execute
- Tenders success = HE success
- Achieving metrics
- Execution of Third Mission and contribution to the regional and local economic and social well-being

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Management of Resistance and Awareness-raising via Internal Marketing

- Brochures and leaflets
- Website
- Faculty/ Departmental events
- Enterprise Champions
- Raise awareness – short 15 min meetings with researchers (during the break) to highlight the advantages of the TTO Service offered to University employees
- Training/ mentoring: Consultancy – face-to-face and online
- Qualification courses for academics and non-academics on TTO activities (commercialization, entrepreneurship)
- Word of Mouth

Participants: 64

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Vilma Purieni

Andone Raluca... Daniela Ivanov

Simona Nica Stanciu Cristina Claudiu Ghiorg...

Gina Pistol_IBNA Catalin DRAGO... Paula Bulieris

Ioan TURCU IN... Sirin Elci Adrian Bele

CG Ursache Oana Valeria Abaza-I...

IPR Management Rules

The ownership of IPR belongs to the university, if:

- created/developed by carrying out the official duties or functions of the author's work at the university.
- R&D personnel & students have developed IP by using the university's know-how, financial support, R&D infrastructure, facilities and other resources.
- the copyright subjects (eg.: books, monographs, methodology tools, study programs, etc.), the objects of related rights are owned by university for 5 years period; the databases or computer programs - in perpetuity.
- after the signing of the Study agreement, the University gains a non-exclusive right to publicizing the copyright subjects created by the students, as well as using in study process and R&D activities for non-commercial purposes, without the prejudice of students rights as authors.

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Vilma Purieni

Andone Raluca... Daniela Ivanov

Simona Nica Stanciu Cristina Claudiu Ghiorg...

Gina Pistol_IBNA Catalin DRAGO... Ioan TURCU IN...

Sirin Elci Adrian Bele CG

Ursache Oana Valeria Abaza-I... Nicoleta Elena...

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IPR Management Rules: Reward rates for authors

- university may pay to the author (s) a one-time royalty payment, the amount of which depends on the economic value of IP and other benefits that the university can get by using it
- the author (s) or co-author (s) reward rate is **not less than 50%** of the university's profit which the university can get after the commercialization of IP and
- 30% of the university's profit goes to the University Research fund
- 20% of the university's profit goes to the department who supported the IP development (faculty, institute, research department)

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Vilma Puriene

Andone Raluca... Daniela Ivanov
Andone Raluca-Oana... Daniela Ivanov

Simona Nica Stanciu Cristina Claudiu Ghiorg...
Simona Nica Stanciu Cristina Claudiu Ghiorghita IC...

Gina Pistol_IBNA Catalin DRAGO... Ioan TURCU IN...
Gina Pistol_IBNA Catalin DRAGOMIR (IB... Ioan TURCU INCDTIM ...

Sirin Elci Adrian Bele CG
Sirin Elci Adrian Bele CG

Ursache Oana Valeria Abaza-I... Nicoleta Elena...
Ursache Oana Valeria Abaza-INCDM Nicoleta Elena Dina

Entrepreneurship & Innovation promotion

- Business Acceleration programme – launched in 2022
- Training courses for academics, non-academics and students
- Patent attorneys' seminars „IP law clinic“
- More than 50 events for the university community (with business partners) related to entrepreneurship
- **Entrepreneurship promotion activities with industrial associations, intermediaries, and city:** Futupreneurs, Climate LaunchPad, Hackathons, Demola Vilnius (Innovation co-working)
- **Mentorship and Venture collaboration agreements with industrial partners and alumni:** VILNIUS TECH has more than 500 business partners and alumni willing to cooperate
- More than 30 VILNIUS TECH startups (since 2014)
- **Prototyping infrastructure:** Creativity and innovation centre „Linkmenu fabrikas“, university R&D labs, competence centres
- **National and international projects** on entrepreneurship promotion

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Vilma Puriene

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Simona Nica Stanciu Cristina Claudiu Ghiorg...
Simona Nica Stanciu Cristina Claudiu Ghiorghita IC...

Gina Pistol_IBNA Catalin DRAGO... Ioan TURCU IN...
Gina Pistol_IBNA Catalin DRAGOMIR (IB... Ioan TURCU INCDTIM ...

Sirin Elci Adrian Bele CG
Sirin Elci Adrian Bele CG

Ursache Oana Valeria Abaza-I... Nicoleta Elena...
Ursache Oana Valeria Abaza-INCDM Nicoleta Elena Dina

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VILNIUS TECH is a member of „TTO Lithuania“ network

Initial members:

- Vilnius Gedimino Technical University (Chair of Network)
- Kaunas technology university
- Vilnius university
- Lithuanian University of Health Sciences
- Klaipeda university (Sea coast)

New members:

- Vytautas Magnus University
- Santara Clinics
- Center for Physical and Technological Sciences

Seeking to strengthen knowledge and technology transfer and intellectual property management activities, five Lithuanian universities signed a joint activity agreement and established the "TTO Lithuania" network to:

- develop partnerships with Lithuanian and foreign businesses, the universities to coordinate initiatives in the transfer of knowledge and technology protection of IP, and cooperation between science and business
- strengthen cooperation between science and education institutions and public administration institutions by improving the efficiency of IP management and tech transfer processes
- contribute to increasing the international competitiveness of science and education institutions.

website: <https://www.tto.lt/>

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Vilma Puriene

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Gina Pistol_IBNA Catalin DRAGO... Ioan TURCU IN...

Sirin Elci Adrian Bele CG

Ursache Oana Valeria Abaza-I... Nicoleta Elena...

BUSINESS PARTNERS

	Bentley Systems, Inc.	Cognizant	Danske Bank	Lithuanian Airports	Lithuanian Railways	Mars	MoSys, Inc.	Siemens	Sweco	Teltonika	Thermo Fisher
CLIENTS for R&D services at VILNIUS TECH research centers and labs											
PARTNERS in international projects (e.g. Horizon Europe, Baltic Sea Region R&D)											
PATENTS, LICENCES											
CLIENTS for training courses, industrial PhD programmes											
TRAINING AND QUALIFICATION DEVELOPMENT for companies											
INTERNSHIPS, work placements											
LECTURES											
TOPICS for the students' final thesis											
Site visits to the companies											
INVESTORS for development of students' technical creativity											
SUPPORT (Mentors for the developers of technological ideas, business angels, investors)											

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Gina Pistol_IBNA Catalin DRAGO... Ioan TURCU IN...

Sirin Elci Adrian Bele CG

Ursache Oana Valeria Abaza-I... Nicoleta Elena...

Demand Side innovation

Reality Modelling, BIM, GIS and VR Integration Services at VILNIUS TECH

	Andone Raluca...	Daniela Ivanov
	Stanciu Cristina	Claudiu Ghiorg...
	Catalin DRAGO...	Ioan TURCU IN...
		CG
	Valeria Abaza-I...	Nicoleta Elena...

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University Collaboration with Cities

Case: Virtual Urban Simulation for Vilnius City (sandbox for testing and piloting)

	Andone Raluca...	Daniela Ivanov
	Stanciu Cristina	Claudiu Ghiorg...
	Catalin DRAGO...	Ioan TURCU IN...
		CG
	Valeria Abaza-I...	Nicoleta Elena...

Light rain and sn... Saturday

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Issues ahead

- Flying solo
- Administrative process
- Lack of support
 - Impact on:
 - Removing roadblocks
 - Getting things done
 - Onboarding academics
- Achieving aspirational TTO Action plan metrics

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	Andone Raluca... Andone Raluca-Oana...			Daniela Ivanov Daniela Ivanov	Simona Nica Simona Nica	Stanciu Cristina Stanciu Cristina
Claudiu Ghiorg... Claudiu Ghiorghita IC...	Gina Pistol_IBNA Gina Pistol_IBNA	Ioan TURCU IN... Ioan TURCU INCNTIM ...		CG CG	Ursache Oana Ursache Oana	Valeria Abaza-I... Valeria Abaza-INCDM
Nicoleta Elena... Nicoleta Elena Dina	Mirela Zaltariov... Mirela Zaltariov ICMPP	Andra-Sorina T... Andra-Sorina Tatar IN...	Manuela Stan I... Manuela Stan_INCNTIM	Iuliana Gagean... Iuliana Gageanu-INMA	Valeria Harabagiu Valeria Harabagiu	Raluca Albu Raluca Albu
Daniel Marconi... Daniel Marconi INCNT...	Irina Butnaru-I... Irina Butnaru-ICMPP-I...	Ioana Brezestea... Ioana Brezestean - IN...	Bianca Andreica Bianca Andreica	Ovidiu Pana Ovidiu Pana	Adrian Filimon-... Adrian Filimon-NIMRD	Ionelia TARAN... Ionelia TARANU (IBNA)
Stefan Bugeac ... Stefan Bugeac - INCNT...	Laura_Boicenco... Laura_Boicenco_NIMRD	Luiza Gradinaru Luiza Gradinaru		Tatiana Panaite Tatiana Panaite	Daniela Marian... Daniela Mariana Rosi...	mihai nita-lazar... mihai nita-lazar (ECOL)
Mihaela Dascal... Mihaela Dascalu-ICMPP	Barzic Razvan I... Barzic Razvan I.C.M.P.P.	Gabriela Gabriela	Catalin Rotar- I... Catalin Rotar- IBNA(RO)	MIHAIL GRAS-I... MIHAIL GRAS-IBNA	Maria Cazacu Maria Cazacu	Solonaru Ana-... Solonaru Ana-Maria

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