

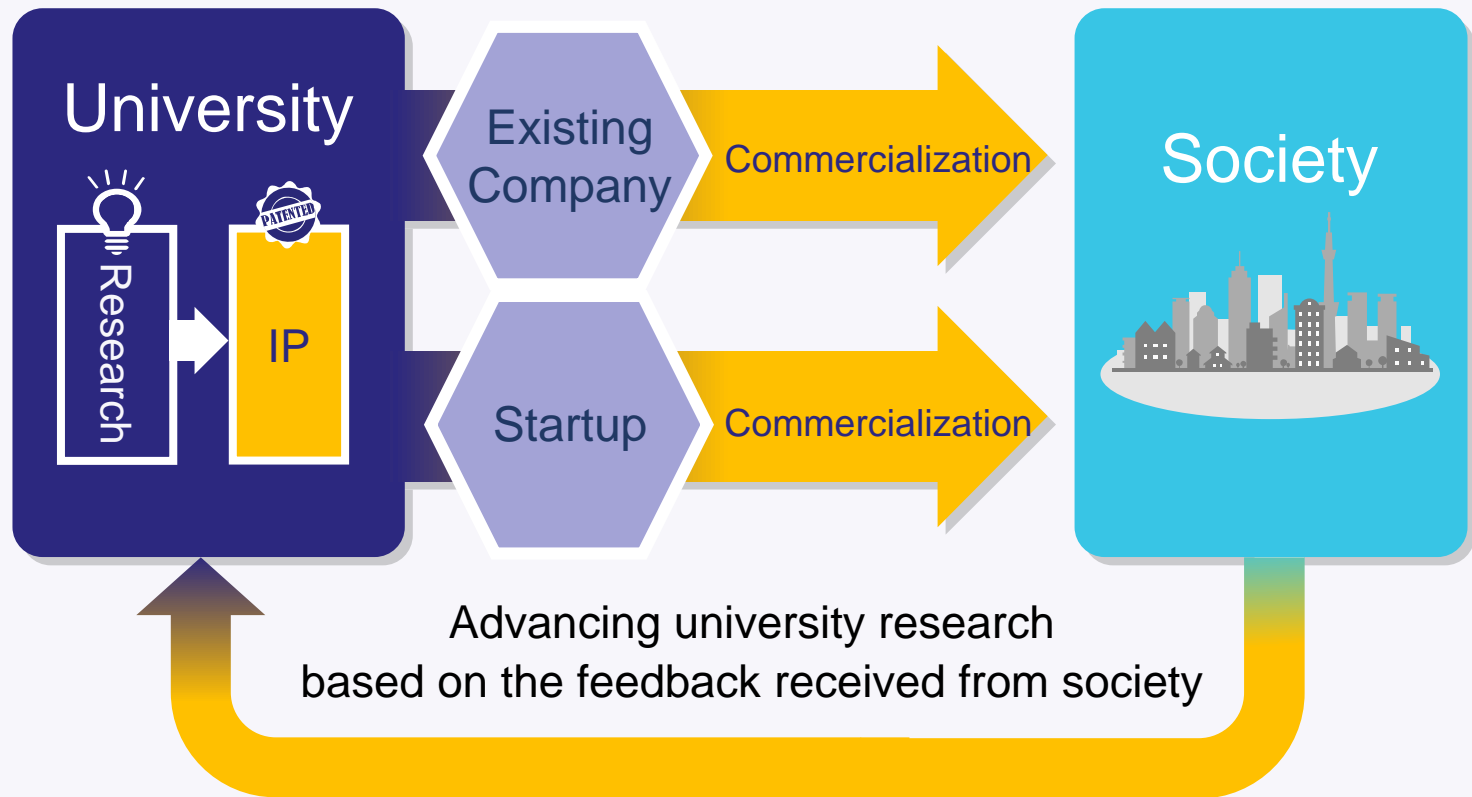
Overview of Standard University IP / Technology Transfer and Commercialization Process in Japan

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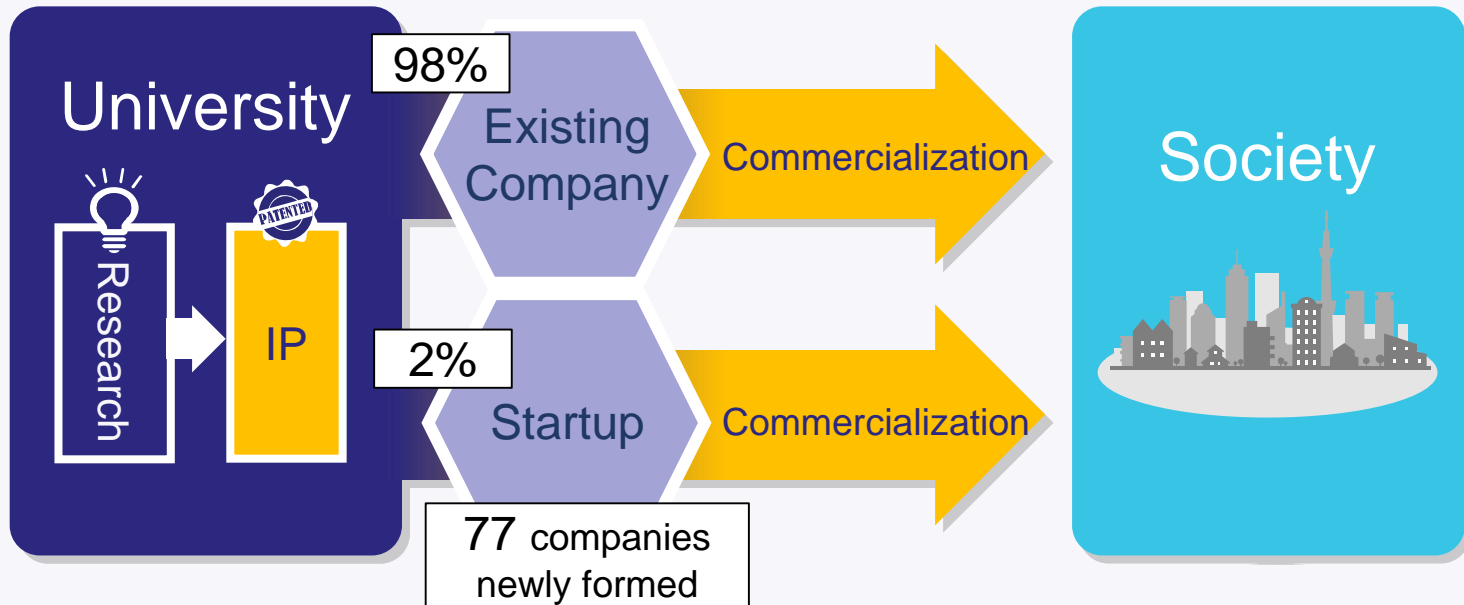
Osaka University, Japan.

One of the important missions of a university:
Commercializing science and technology to create
impacts in society and the economy



Summary of university science / technology commercialization in Japan: FY 2017 ^[1]

1,791 staff at Tech. Transfer Office or University-Industry Collaboration Office



USD 24b
academic
research
expenditure on
science &
technology

8,141
disclosures

6,574
national patent
applications

3,430
licenses/options
newly executed

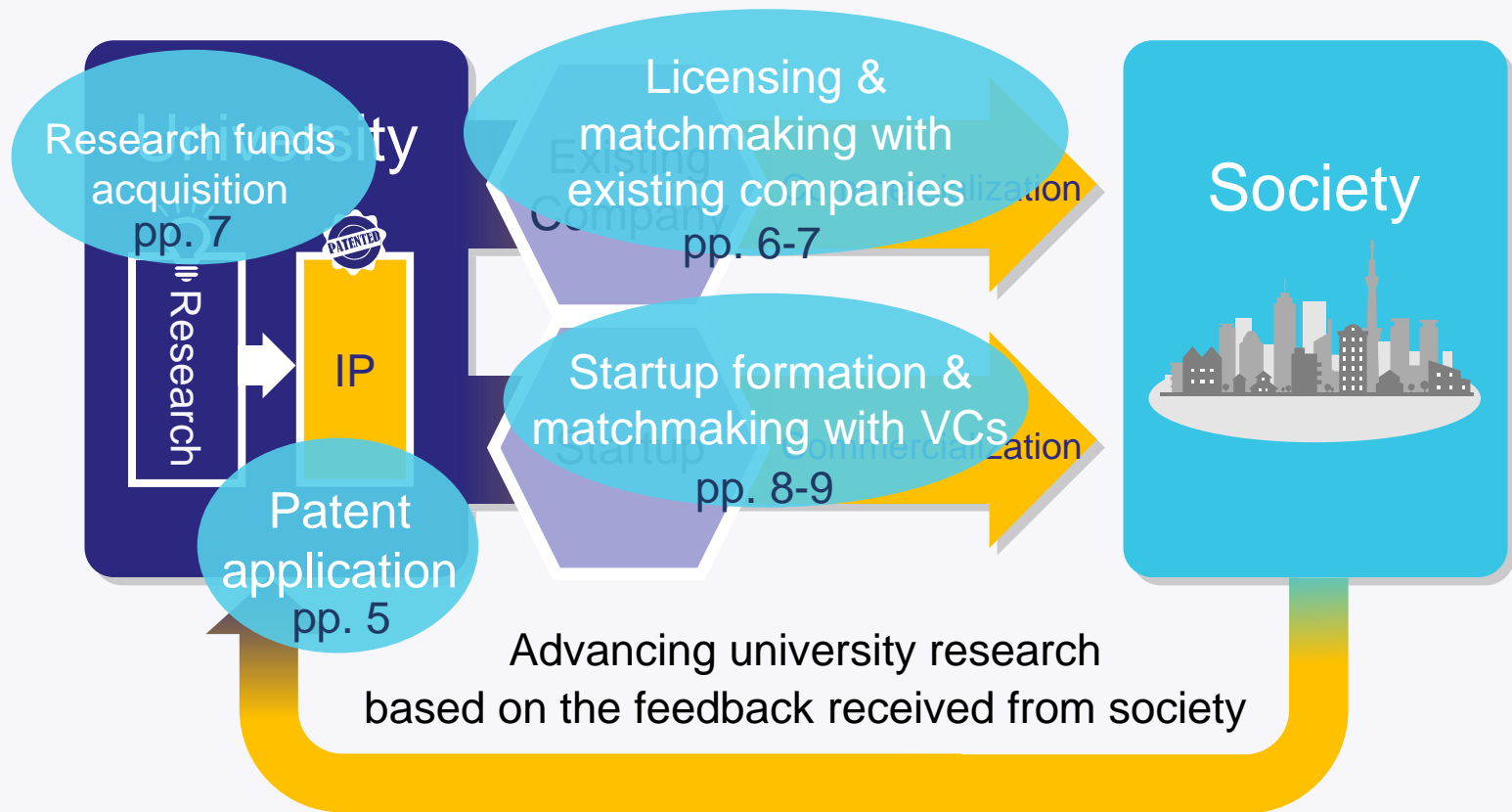
8,390
licenses/options
currently active

250
IP licensed product
commercialized

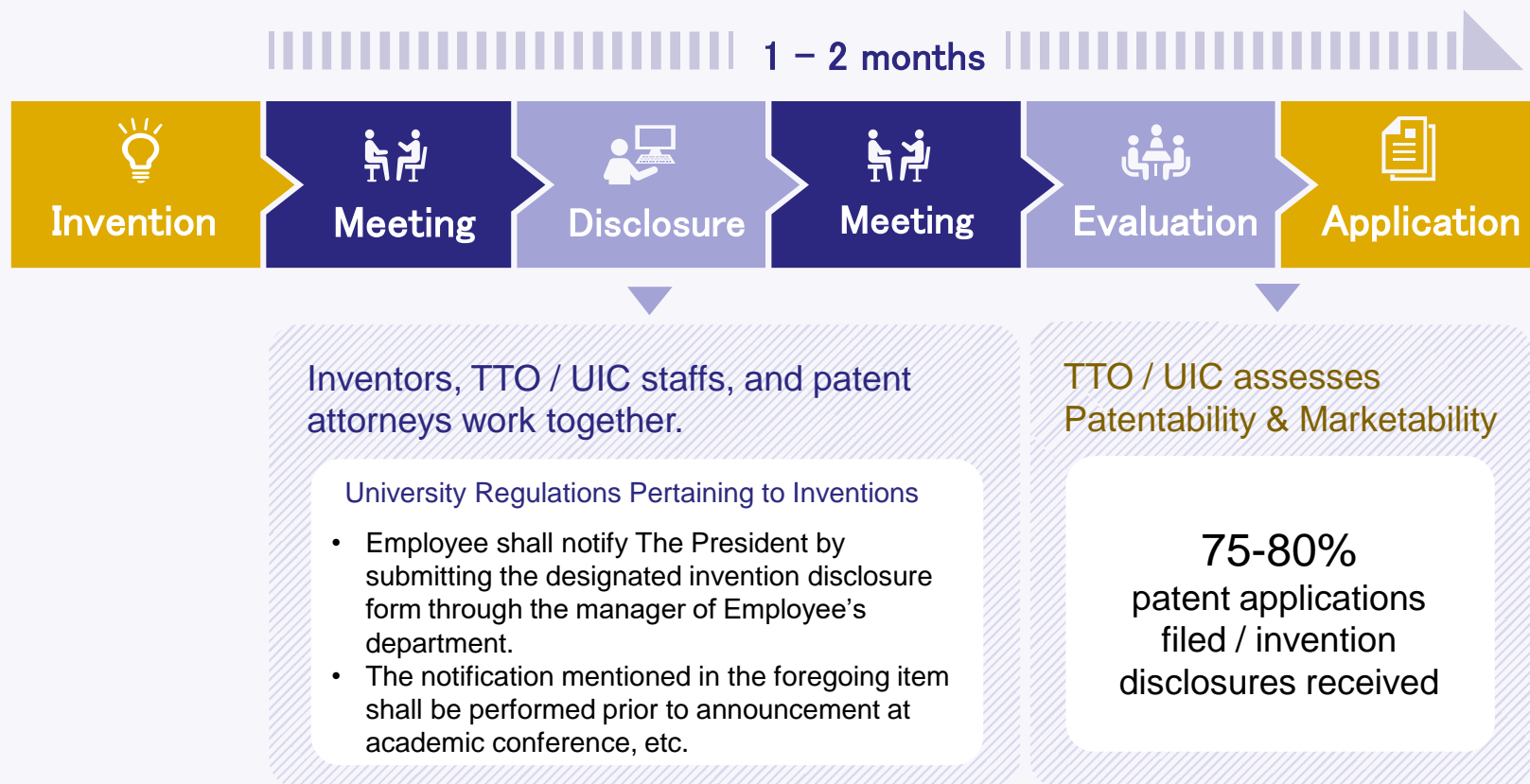
USD 48m
adjusted gross licensing income received

[1] UNITT university technology transfer survey FY2018, UNITT (2019).

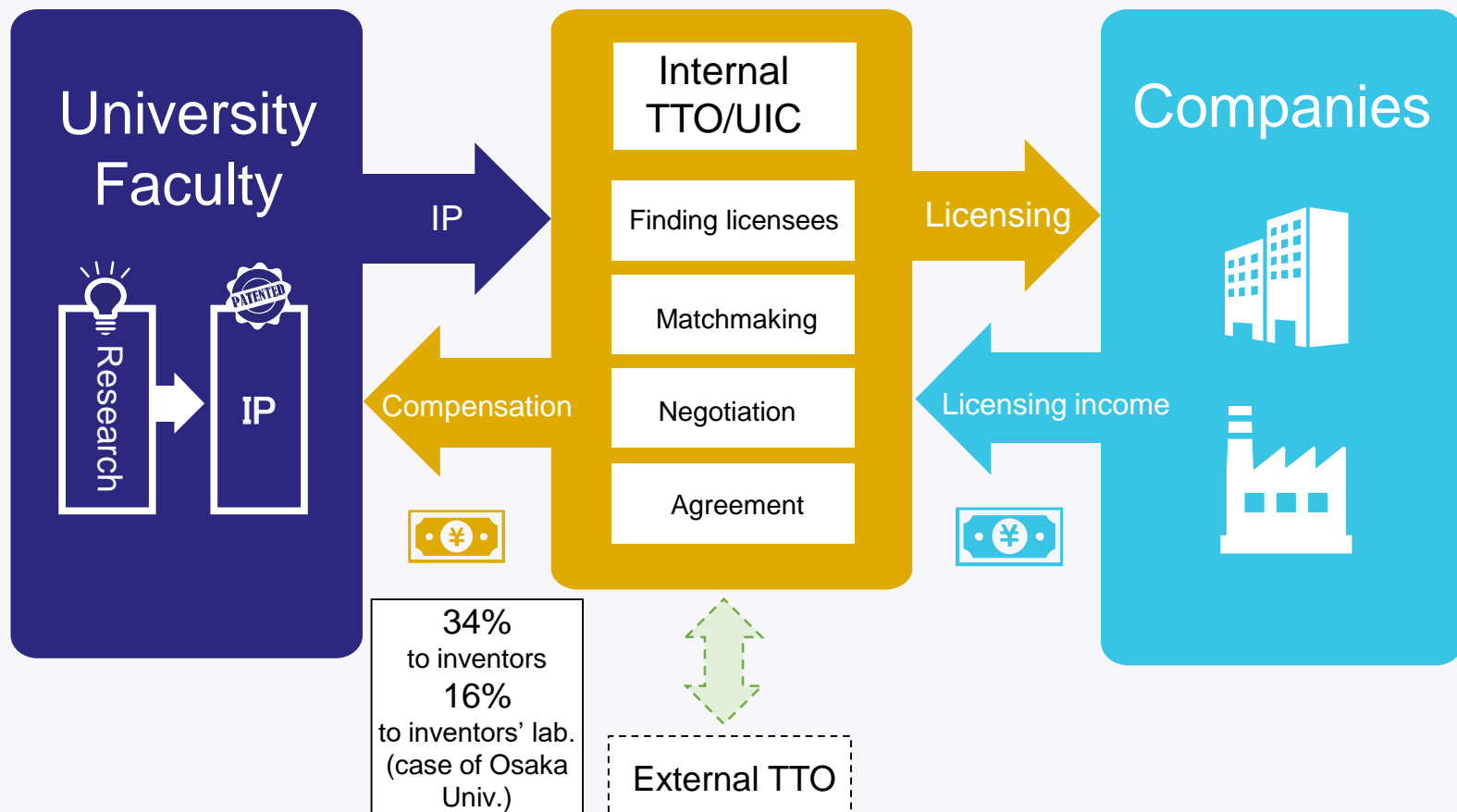
Typical functions of university TTO (Tech. Transfer Organization) or UIC (University Industry Collaboration office) to commercialize science and technology



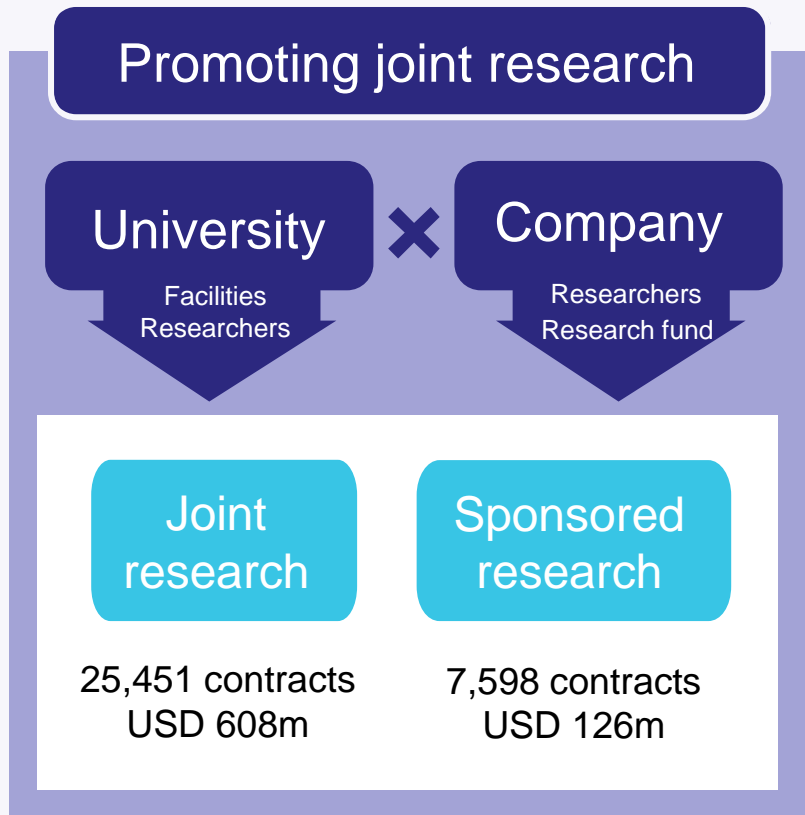
Typical process followed from invention to patent application at Japanese universities



Typical process for licensing university IP / technology to companies



Promoting joint research & matchmaking with companies & supporting research funds acquisition



Matchmaking with companies

Using industry-university matchmaking events to understand industry/market's expectations from university IP & research..

 Innovation Japan

 SEMICON JAPAN

 Bio Japan

* Some university TTOs / UICs also supports faculty members' public research fund acquisition / management to accelerate science / technology commercialization.

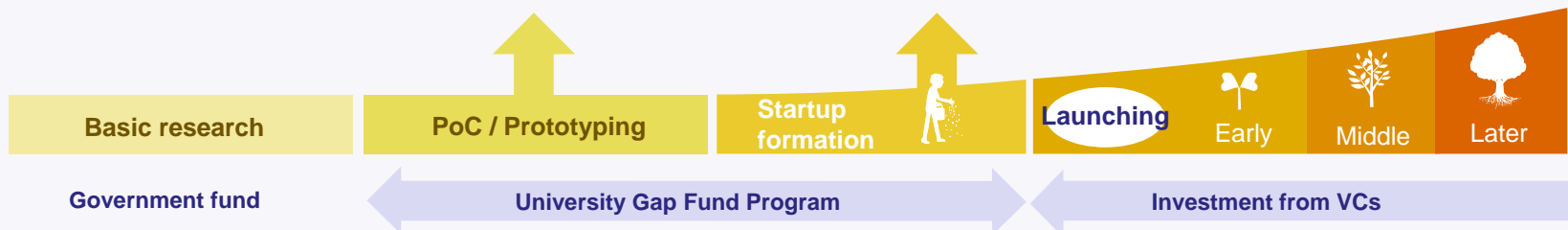
Typical functions of TTO / UIC to launch / promote university science / technology-based startups

- Supporting market research
- Matchmaking with VCs (Venture Capital firms)
- Providing entrepreneurship education programs
- Supporting patent search and patent application
- Providing IP expenses
- Lending facilities and incubation laboratories
- Supporting acquisition of government's gap funds
- Implementing own institutional gap fund program



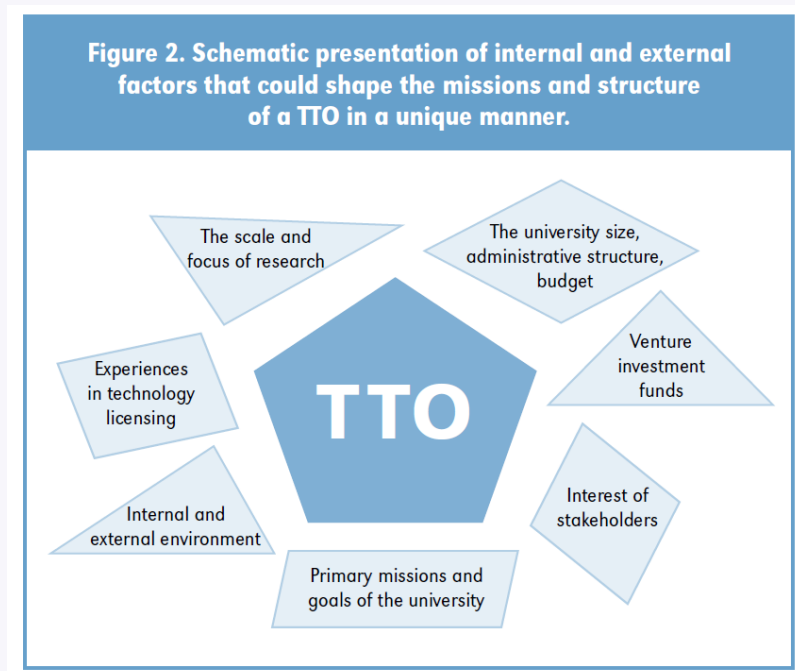
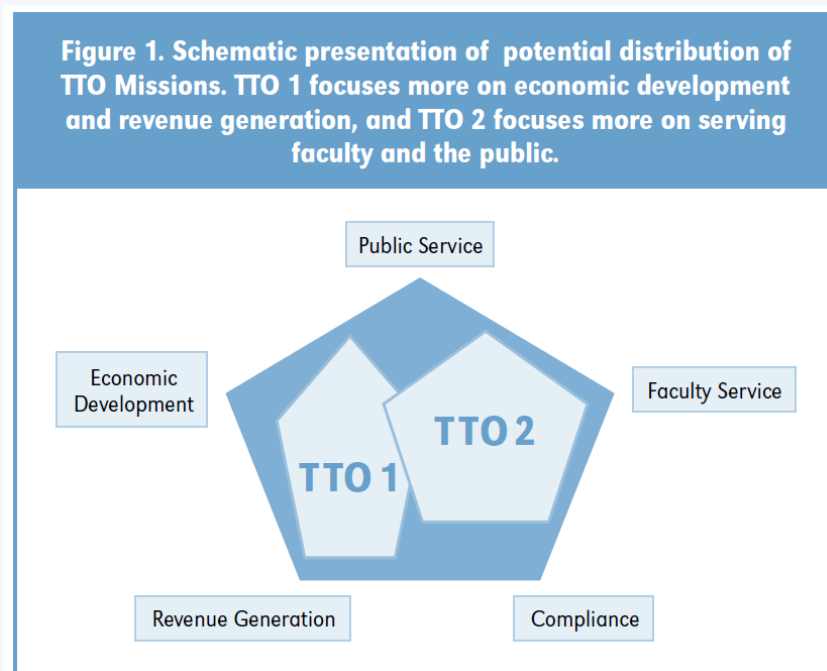
Gap fund program to promote startups: toward effective development of science / technology-based projects that enables them to raise an initial investment from VCs (case of Osaka Univ.)

	Proof of concept/Prototyping program	Startup formation program
Purpose	Bridging the gap: <i>the last two miles</i> toward raising an initial investment from VCs	Bridging the gap: <i>the last one mile</i> toward raising an initial investment from VCs
Term	< 1 year	< 2 years
Fund size	< 50K US\$/project	< 400K US\$/project, year
Typical use of funds	<ul style="list-style-type: none"> • Proof of concept • Prototype development • IP expenses • Marketing and customer development 	<ul style="list-style-type: none"> • Labor costs for researchers and management teams • Prototype development • IP expenses • Marketing and customer development • Facilities: negotiable



Important note on distribution of TTO / UIC's missions: different among universities^[2]

- Multiple success models can be designed for a university TTO / UIC.
- How can you maximize your TTO / UIC's reputation?



Thank you for listening.
Questions?

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