Theme III Technology Transfer: Challenges, Opportunities and Successful cases

Thailand

Background of IP in Thailand

• Thailand has now 7 IP laws namely; The Copyright Act; The Patent Act; The Trademark Act; The Integrated Circuit Topography Act; The Trade Secret Act; The Geographical Indications; The CD Production Act
• Thailand is a party to the 2 international agreements on Intellectual Property, namely TRIPs Agreement and WIPO
• Policies and Laws in Thailand also place the importance of IP system (creation, protection and Utilization) But there is no linkage between Commercial and S&T&I policy and IP Strategies.
• Therefore, IP system in Thailand has a weakness in some points such as
  – There is no clearly policy to create and utilize IP in the right direction.
  – Universities and R&D institutes have not enough capacity and experience for Technology and Innovation management.
  – Education system and human resource in Thailand also lack of the capacity to develop and manage IP.
The objective of IP policy:
- To promote creation, protection, and utilization

4 strategies of IP competitiveness include:
1. Transfer IP ownership to grantees
2. Authorization of department of IP
3. Financial and tax incentive to private sectors
4. Build capacity to technology transfer office

Establishing TTO consortium as a virtual network
- To support the collaboration between universities and industry
- To share best practice and knowledge among universities
- To collect the IP database as a portfolio
- To be TTO/profession association
## TTO Framework

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>• IP clearance</td>
<td>• IP valuation</td>
</tr>
<tr>
<td>• IP registration (patent/petty patent)</td>
<td>• Negotiation</td>
</tr>
<tr>
<td></td>
<td>• Licensing Agreement</td>
</tr>
<tr>
<td></td>
<td>• Collect Royalty income</td>
</tr>
<tr>
<td></td>
<td>• Benefit sharing</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TTO manages collaborative research</th>
<th>TTO initiative start-up company</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Determine collaborative research topic</td>
<td>• Match researchers and business</td>
</tr>
<tr>
<td>• Seek research partners (researchers and company)</td>
<td>• Incubation process</td>
</tr>
<tr>
<td>• Sign collaborative research agreement</td>
<td>• Develop Investment-grade start-ups</td>
</tr>
<tr>
<td>• Receive research funding from company</td>
<td></td>
</tr>
</tbody>
</table>

## TTO provides other services

- Training
- Seminars
- Patenting for companies
- Patenting for organizations
- IP strategies for SMEs
- Technology Show case
- Networking with TTO abroad
Protection

- Patent drafting, applying
- Prior art searching
- Copyright, Trademark, Trade secret registration
- Patent mapping
- Etc.

Exploitation

- Licensing
- Collaboration Research
- Consultant Agreement
- Technology Transfer
- Spin-off Company

- IP valuation, negotiation
- Business/Technology incubator
- Benefit sharing
- Contract drafting

Creation

- IP Training
- Consultation
- “Sniffer”

Enforcement

- Follow up Licensing Process
- Legislation

Lab to Market

Market to Lab

Benefits Sharing

• 50% to the inventor
• 30% to University, 10% to faculty and 10% to Division of inventor

STANG Holding Company : Start up companies
- Cosmetic Research Center
- International Bio Service Co., LTD
- ACLIRES Holding Ltd.
- International drug development
- Xcellerex Inc.
- GoGreen Co., LTD
- Xzell biotech Co., LTD

Mahidol University

Vice president for Academic service

Administrative section
Academic consulting management
IP service; Protection, monitoring, commercialization
UBI Service; Business consulting and incubation

Kasetsart University

• IP Registration
  – Drafting and filing, Prior Art search (outsource to retired university’s professor)

• IP Commercialization
  – IP valuation, Negotiation, Licensing Agreement

• Incubator
  – Stat up company