



## WIPO'S TECHNOLOGY TRANSFER PROGRAMS AND RESOURCES

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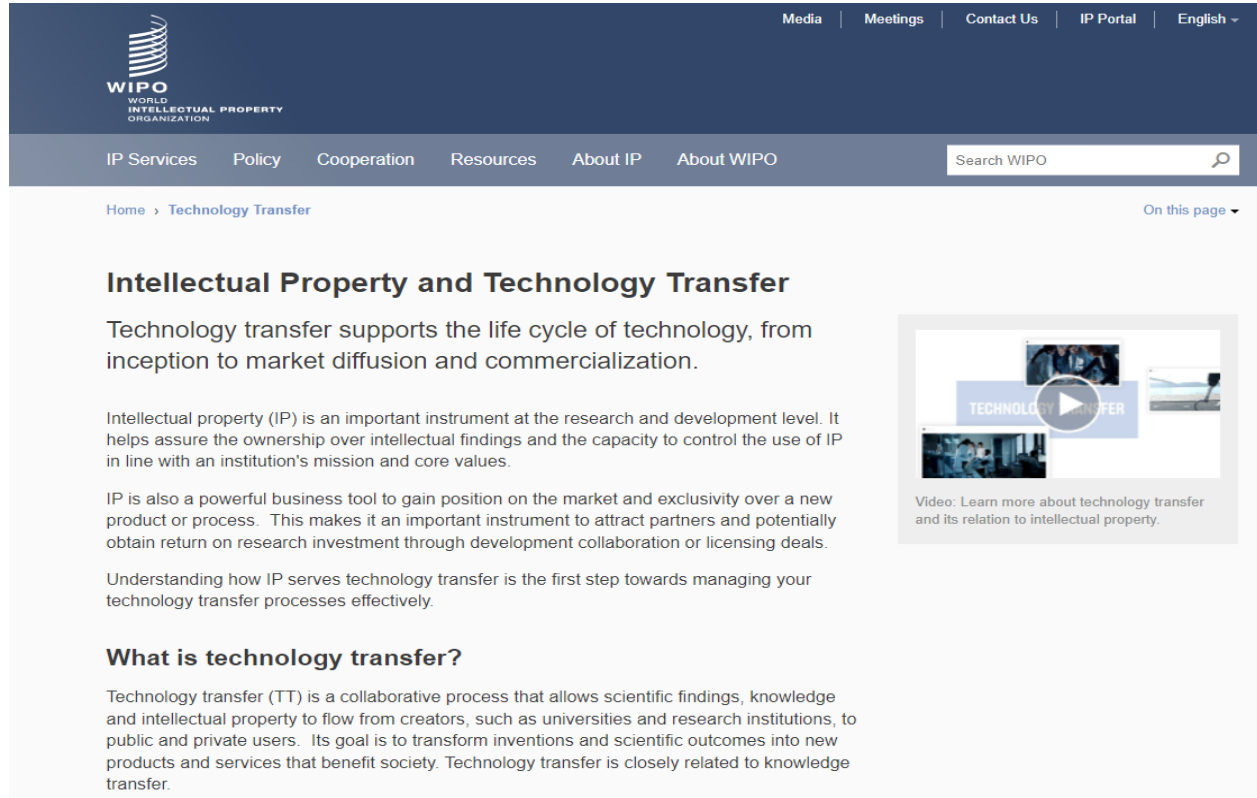
*IP & Innovation Ecosystems Sector*

# WIPO Definition

- *Technology transfer (TT) is a collaborative process that allows scientific findings, knowledge and intellectual property to flow from creators, such as universities and research institutions, to public and private users. Its goal is to transform inventions and scientific outcomes into new products and services that benefit society.*



# High Ranking IP & TT Website on Google



The screenshot shows the WIPO website interface. At the top left is the WIPO logo (World Intellectual Property Organization). To the right of the logo are navigation links: Media, Meetings, Contact Us, IP Portal, and English. Below this is a secondary navigation bar with links for IP Services, Policy, Cooperation, Resources, About IP, and About WIPO. A search bar labeled 'Search WIPO' is positioned on the right side of this bar. The main content area features a breadcrumb trail 'Home > Technology Transfer' and a link 'On this page'. The primary heading is 'Intellectual Property and Technology Transfer', followed by a paragraph: 'Technology transfer supports the life cycle of technology, from inception to market diffusion and commercialization.' Below this is another paragraph: 'Intellectual property (IP) is an important instrument at the research and development level. It helps assure the ownership over intellectual findings and the capacity to control the use of IP in line with an institution's mission and core values.' A third paragraph states: 'IP is also a powerful business tool to gain position on the market and exclusivity over a new product or process. This makes it an important instrument to attract partners and potentially obtain return on research investment through development collaboration or licensing deals.' A fourth paragraph reads: 'Understanding how IP serves technology transfer is the first step towards managing your technology transfer processes effectively.' A video player is embedded on the right, with a play button and the text 'Video: Learn more about technology transfer and its relation to intellectual property.' Below the video player is the heading 'What is technology transfer?' followed by a paragraph: 'Technology transfer (TT) is a collaborative process that allows scientific findings, knowledge and intellectual property to flow from creators, such as universities and research institutions, to public and private users. Its goal is to transform inventions and scientific outcomes into new products and services that benefit society. Technology transfer is closely related to knowledge transfer.'

# WIPO Technology Transfer Efforts

- Core objective: to enable and assist the transfer of PRO research results to the market place & to broader society globally
- WIPO helps identify and develop means to mitigate TT barriers and bottlenecks
- TT is an intensely collaborative process – WIPO brings together and connects innovation eco system actors and helps their progression towards the common core objective
- Assists partners/clients in building IP&TT capacity
- Combining thought leadership with hands-on involvement and assistance
- Interdisciplinary/multiple actors – government, academia, industry, funding actors
- Strong focus on various aspects of IP – the currency of innovative societies
- *Partnerships are key for developing & delivering WIPO IP & TT projects and programs (requests from INAPI, IMPI, etc...)*



# TT & IP Capacity Building Programs

- **Based on the specialized resources**, such as the IP and TT website that contains information, tools, databases and case studies related to TT (<https://www.wipo.int/technology-transfer/en/index.html>), the following programs are offered to innovation stakeholders:
  - **Fundamentals of TT**
  - **IPR Management:**  
<https://www.wipo.int/technology-transfer/en/academic-assets-management.html>
  - **Institutional IP Policy training:** <https://www.wipo.int/technology-transfer/en/ip-policies.html>
  - **WIPO IP Marketing Program**
  - **Successful Technology Licensing:**  
<https://www.wipo.int/publications/en/details.jsp?id=296>.  
**NEW (2022 – 2023):** STL02 and Licensing of Genetic Resources
  - **WIPO Model Technology Transfer Agreements and Negotiation Skills** (<https://www.wipo.int/technology-transfer/en/agreements.html>)
  - **IP Valuation**
    - ***Training Program, Guides and video Webinar:*** A Practical Guide for Valuing Intangible Assets in Research and Development Institutions ([https://www.wipo.int/meetings/en/doc\\_details.jsp?doc\\_id=331542](https://www.wipo.int/meetings/en/doc_details.jsp?doc_id=331542))
    - ***Manual*** for Intellectual Property Valuation for Academic Institutions ([https://www.wipo.int/meetings/en/doc\\_details.jsp?doc\\_id=332588](https://www.wipo.int/meetings/en/doc_details.jsp?doc_id=332588)).
    - **NEW (2022 – 2023):** IP Valuation Guide and separate publications on IP Valuation in Biotechnology Sector, SMEs, Litigation and Valuing Equities
    - **NEW (2022 – 2023):** WIPO Researcher Incentive Guide

# TTO/TISC Institutional Innovation Ecosystems Design

- **Key components:**
  - Legal framework – national & institutional IP policies
  - TT structures (<https://www.wipo.int/technology-transfer/en/organizations.html>)
    - TTOs, incubators, clusters, research infrastructures...
  - Professional human capital
  - Networks - internationalization
  - Funding technology transfer



# Technology Transfer Legal Framework

## National Level

- Support for development and improvement of national legislation with focus on specific technology transfer regulations and guidelines
- Contribution to national IP strategies – technology transfer regulations
- National Projects on the Assessment of Technology Transfer Systems with Recommendations for Improvements – in order to facilitate development of enabling innovation eco systems.

## Institutional Level

- Assisting the development of national IP Policy models for academic institutions – *National IP Policy Template*
- Expert coaching services for professionals working on definition of Institutional IP Policies based on WIPO IP Toolkit for Universities and R&D Institutions.





# Capacity Building – Technology Transfer Contracts

WIPO provides related resources [WIPO Model Technology Transfer Agreements](https://www.wipo.int/technology-transfer/en/agreements.html)

<https://www.wipo.int/technology-transfer/en/agreements.html>

**Training on the following contracts:**

- Licensing – most frequently used form of technology transfer;
- Collaboration Agreement
- Material Transfer Agreement
- Sponsored Research
- Contractual Research
- Confidentiality Agreement

**Training assists participants understand:**

1. Content of the agreement
2. Business objective
3. Potential partners
4. Opportunities and risks
5. Implications on IP ownership related to the type of the contract
6. Negotiation guidelines – from the perspective of academic institutions
7. Expected outcome – “win –win” approach.



# Example: Successful Technology Licensing (STL)



## Standardized Training Kit

- Program
  - Understanding key terms of licensing agreement
  - Preparation for negotiations
  - Simulation of licensing negotiation
  - Practical application of knowledge acquired on a real cases – coaching sessions
  
- Standard presentations – to be used by stakeholders and experts
- Translated into 10 languages
- Hypothetical stories
- Adaptable program – on line and in situ
- Basic and Advanced
- Often in combination with IP valuation program for advanced audience
- Outcome – capacity of participants to identify risk and opportunities in licensing negotiation

NEW:

1. STL02 (update)
2. Licensing of Genetic Resources.

# Capacity Building – IP Valuation

- Main approach – theoretical part and practical application, if possible on a real case study from beneficiaries;
- Basic and Advanced, addressing:
  - What is IP valuation
  - IP valuation rationales
  - Main IP valuation methods and approaches
  - Case studies/training games
- Trainings for specific sectors – biotechnology, pharma, agro industry etc.
- Practical exercises in small teams – application of acquired knowledge on real/hypothetical cases
- Overview of lessons learned.

# Current and Upcoming Activities

- Resources for Accelerated Life Sciences Innovation/Pandemic Preparedness
  - Trainings, guidelines, reference documents
    - Chemical compound & biological sequences searches (PL/NPL)
    - PDRs
    - IP/commercialization Policies
    - Patent Landscape Reports
  - Audiences
    - Researchers/inventors
    - TTO Staff
    - IP professionals



Thank you for your attention!

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