

Integrating technology transfer into TISC services

With specialized resources in the area of technology transfer being added to the TISC program in 2021, WIPO's support for TISCs has become broader, enabling them to assist local innovators and develop the complete innovation ecosystem from research to product commercialization.

WIPO started comprehensive work on broadening the capacity of TISCs and other innovation stakeholders to develop innovation ecosystems that would support the innovation journey from creators to users. The approach adopted was to address the needs of stakeholders related to the technology transfer legal framework on the institutional level. This involved the development of Institutional IP Policies to enhance the capacity of TISCs and other technology transfer structures to provide a broader range of more sophisticated services to clients – such as IP marketing, valuation and licensing negotiation skills. The objective was also to strengthen capacities of TISC staff and other technology management professionals in the area of technology transfer and IP commercialization through training programs, national and institutional projects, and by updating or creating the new innovation support resources – the technology transfer webpage, advanced guides and databases.

The inclusion of technology transfer aspects in the TISC program was key to the WIPO Global TISC Conference, where one day of the conference was devoted to the issue of international technology transfer collaboration and networking as a way to help new markets and partners access research outcomes. In addition, the issue of Institutional IP Policies was introduced to TISC participants, as well as basics of IP valuation.

Publications, digital platforms and tools

Anticipating the needs of TISCs and other innovation structures to align their activities to post-COVID-19 trends and to provide adequate support to innovators engaged in current and future pandemics, adaptation and creation of new content for the following guides was announced, to be finalized in 2022: the *Successful Technology Licensing Guide* and the *IP Valuation General Guide* with an *IP Valuation Booklet for the Biotechnology Sector*. These are intended to be practical and user-friendly guides on how TISCs and other innovation structures can apply negotiation and valuation principles in their daily work.

The *Technology Transfer Primer for the Biotechnology Sector* was developed to help biotech innovation stakeholders understand the environment needed for sustainability in this sector, as well as challenging issues such as the role of IP in the creation, protection and transfer of research outcomes from biotech laboratories to public and private users – bearing in mind that this sector is highly regulated by governmental and international rules and regulations. It provides templates and example agreements that have been utilized in successful biotechnology agreements.

Work on the *Incentives Guide for Researchers* was continued (to be published in 2022). The guide aims to provide an introduction to motivations, rewards and incentives to boost researcher engagement in technology transfer and commercialization – for the benefit of society, the institution and the researchers themselves. The guide describes many aspects of incentives for researchers, what they are and how to organize them. It also provides inspiring examples of incentive policies from universities and public research institutions all over the world.

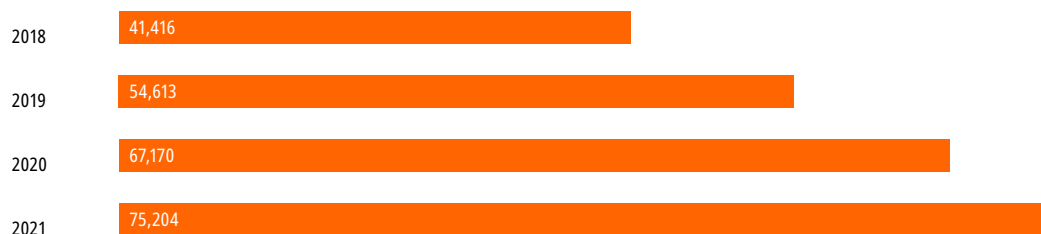
In 2021, major work was done on the creation of the new IP and Technology Transfer webpage that hosts a number of technology transfer success stories, for example on newly developed IP policies in universities in Algeria and Jordan, and on the input of publicly funded academic institutions in response to COVID-19 (Tallinn University invention).

The WIPO Database of IP Policies provides links to existing IP and related policies of universities and research institutions worldwide, allowing TISCs to learn from others. In 2021, there were 75,204 unique page views and 48,974 users of the database. It was also further expanded with 153 new Institutional IP Policies and five new national model IP policies, and now contains over 700 examples of Institutional IP Policies. A new search functionality was also added, called “consultancy”,



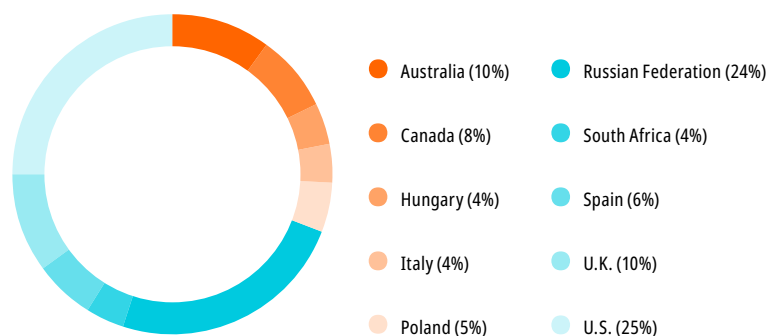
and new types of policies were included: “National Model IP Policies for Universities and Research Institutions”, “Consulting Policies”, “Conflict of Interest Policies”, “Commercialization Policies”, “Spin-off Policies”, “Software Policies” and “Copyright Policies”.

Figure 18. Unique page views of the WIPO Database of IP Policies



Source: WIPO Database of IP Policies

Figure 19. Top 10 countries with IP policies presented in the database



Source: WIPO Database of IP Policies

Figure 20. Collection of documents in the WIPO Database of IP Policies



Source: WIPO Database of IP Policies

The *WIPO Intellectual Property Policy Template for Universities and Research Institutions*, the *Guidelines for Customization* and the *IP Policy Drafter’s Checklist* provide a good starting point for universities or research institutions who wish to create or enhance their IP policy and speed up the commercialization of promising inventions. In 2021, customized versions of the WIPO template and guidelines were created for the African countries, Belarus, Morocco, South Africa and Viet Nam.

In 2021, WIPO started the creation of a *WIPO Copyright Policy Template* for universities and public research institutions, with *Guidelines for Customization*. This template policy will focus on copyright,

especially regarding the use of copyrighted works created outside universities and public research institutions, and the use of copyrighted works via the internet.

WIPO created two standard questionnaires to tailor its support to universities and public research institutions: the Institutional Analysis Questionnaire aims to gather information on the institution's particular mission, needs and context, and the Legal Analysis Questionnaire is meant to gather information about the national legal framework for IP and technology transfer. In 2021, the questionnaires were updated and published on the technology transfer website.

Special projects

Phase I of the Eurasian Patent Organization (EAPO)/WIPO project on Enhancement of the Capacity of Techno Parks in the Region of Caucasus to Provide IP Commercialization Services to Innovation Stakeholders was finalized in 2021, and the analytic assessment report regarding the current state of IP commercialization in the regional techno parks was developed with recommendations on institutions that could benefit from WIPO's customized capacity-building program. The objective of the regional program would be to upgrade the existing capacity of techno parks to deliver IP commercialization services to their residents – SMEs, startups and research institutions in the EAPO member states.

After two years of intensive online work on the development of the Regional TTO Network of Baltic States – Estonia, Latvia and Lithuania – the Regional Collaboration Agreement was developed and is in the process of being signed by Baltic national TTO associations and consortia. It is due to be launched in September 2022, at the International Technology Transfer Conference in Lithuania.

In 2021 WIPO was leading Institutional IP Policy projects in the following countries: Algeria, Belarus, Egypt, Jordan and Tunisia. As a result 34 institutions drafted their IP policies and are in the process of finalization and adoption. Among them, seven institutions officially adopted IP policies, and it is expected that in 2022 at least 25 institutions will complete adoption.

Conferences and training activities

On December 14, 2021, WIPO and the European Commission's Joint Research Centre (JRC) organized the EU – Arab Countries Innovation Conference: Paving the Way for International Research Collaboration and Technology Transfer, addressing the need for stronger collaboration between research institutions of developed and developing countries. WIPO and the JRC envisaged a follow-up collaboration in this area, as it was agreed that international technology transfer collaboration is crucial to face global challenges. Research institutions and stakeholders must be ready to explore more systematic and sustainable institutionalized collaboration between two regions, and on the South-South level. The idea of using "scientific diplomacy" to overcome challenges was widely accepted.

There is increasing interest by academic institutions in developing capacity to respond to market challenges, for example by determining the value of early-stage technologies. In 2021 WIPO organized a series of IP valuation online training activities for innovation stakeholders in Ukraine, Uzbekistan and Colombia, providing theoretical explanations and practical coaching on real cases. In addition the training was organized on Open Innovation and IP Tools in Colombia.

Institutional IP Policy Training Programs were delivered in the framework of the national IP policy projects or as individual events, as was the case in the Dominican Republic and Nigeria. Based on a specific request from the TISC network in India, WIPO also developed a one-day online licensing course simulating a licensing negotiation based on a hypothetical case of renewable technology.