



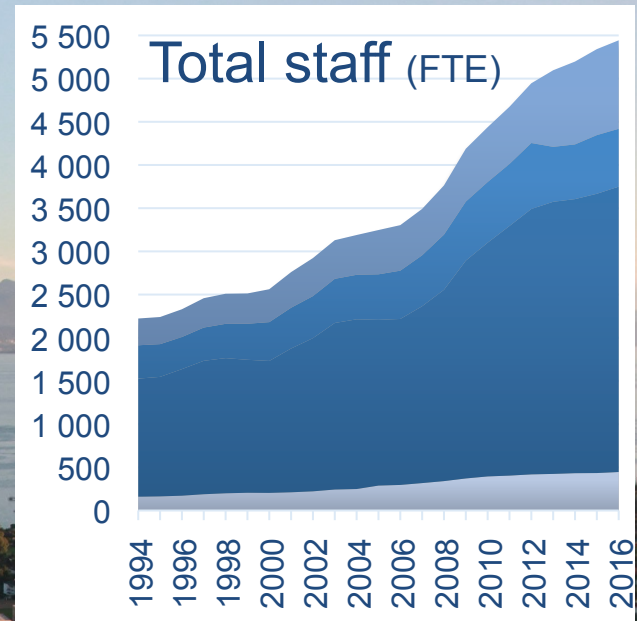
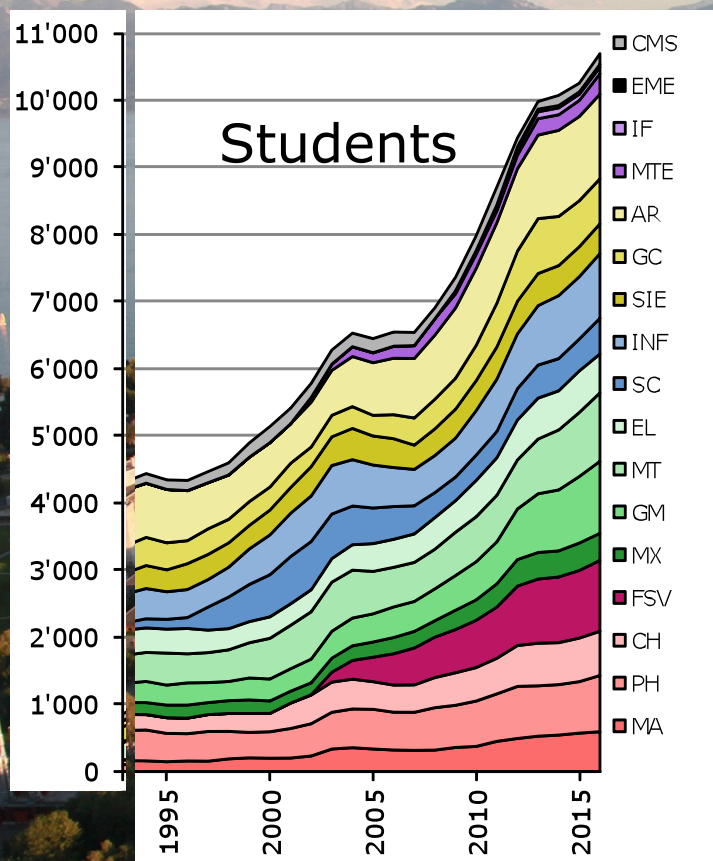
BrightnESS conference Oct. 11, 2017, Copenhagen
"Establishing and maintaining an innovation framework"

TT and innovation @ EPFL
a short overview

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The EPFL today a growing campus



2016 :

- > 10'500 Students
- > 350 Labs in 5 Schools and 2 Colleges
- > 3'750 Sci. staff and faculty (FTE)
- > 150 Companies on campus with > 1'700 jobs



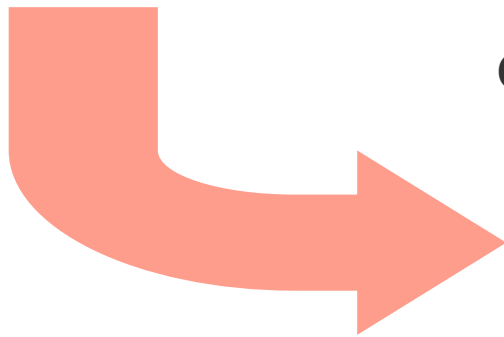
Federal budget ~ 650 MCHF/y
External funding ~ 310 MCHF/y

EPFL's missions (according to the law)

1) Teaching & Education

2) Research

3) Innovation & Technology Transfer



Contribute to create and develop ...

future companies

future jobs

future products / services

future competitiveness

future quality of life

EPFL Tech transfer : What we have done between 1991 and now

1'781 technology disclosures (today ca 160-170/year)

1001 priority patent applications (today ca 90-100/year)

> 500 granted patents (today ca 60/year)

567 active patent families managed by the TTO by end of 2016, with **44%** under a license or option

765 licenses & TT agreements signed (today ca 50-60/year)

439 active licenses and options by end of 2016

288 start-ups/spin-offs created (today 15-20/year)

Today ca **250/year** new industrial contracts negotiated by TTO

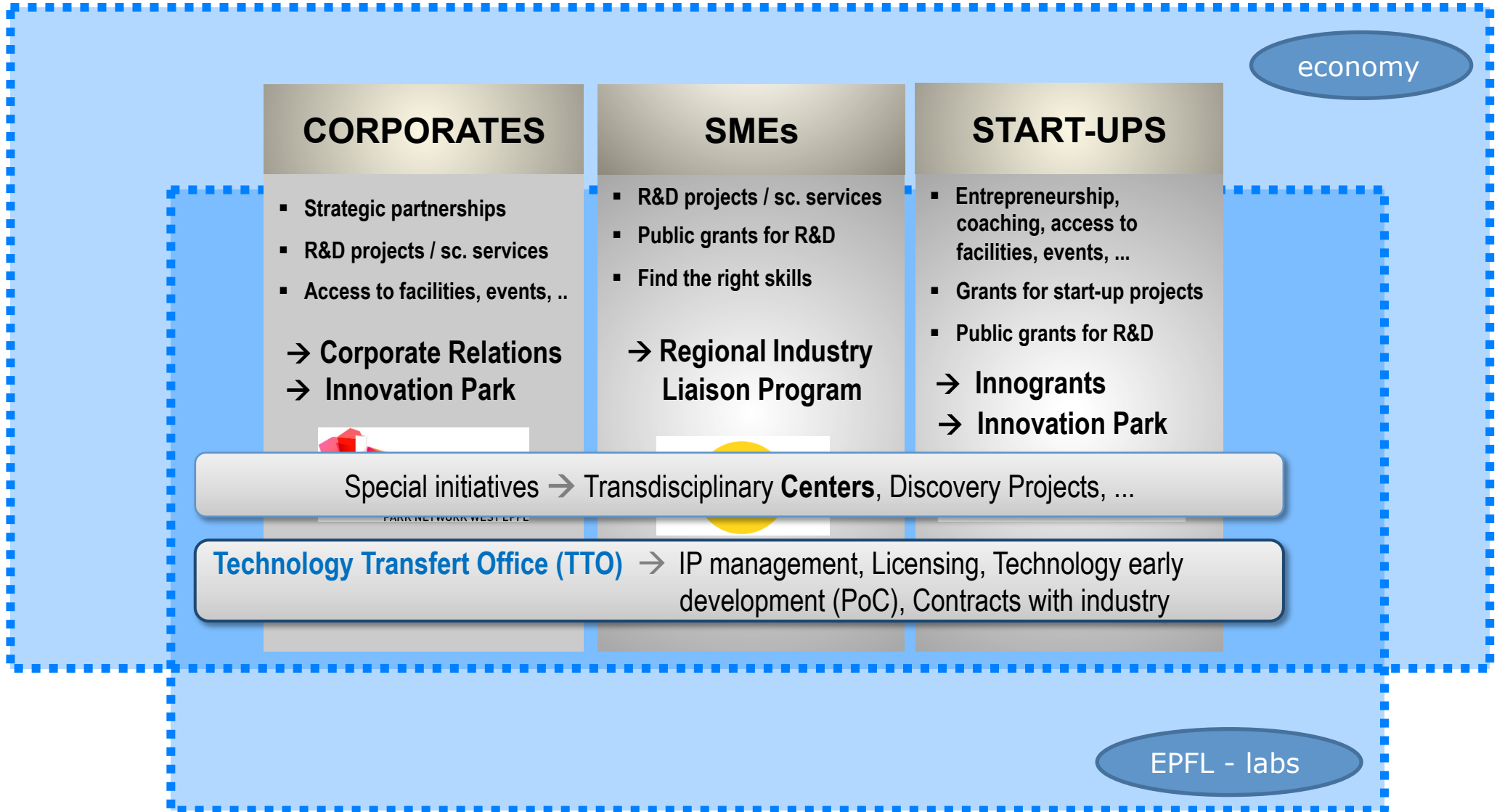
Licensing revenues 2011-2016 average : **ca 4.7 MCHF/year**

*) EPFL-TTO data 1991-2016

- 
-
- 2014 : Wyss center (translational neurotechn.) in Geneva
 - 2013 : "La Forge" opens for early stage start-up projects
 - 2011 : proof-of-concept program "ENABLE" launched by TTO
 - 2010 : opening Innovation Park (7 bldgs) for R&D hubs of leading Cnies
 - 2009 : additional affordable m2 for start-ups : "Le Garage" (1 bldg)
 - 2008 : seed fund (polytech ventures)
 - 2007 : revised TT regulations & overhead policy
 - 2006 : new partnerships : endowed chairs, indus. incubators / innov. cells
 - 2005 : centers, programs, Innogrants, ILP "alliance" goes regional
 - 2004 : creation of vice-presidency for innovation and TT
 - 2003 : legal framework adapted for efficient TT
 - 2000 : first equity deals
 - 1999 : rules for remuneration of inventors and labs
 - 1999 : entrepreneurship courses
 - 1998 : technology transfer : formal creation of the TT office
 - 1997 : coaching for early stage start-up projects
 - 1995 : pre-seed money for start-up projects : Fondation FIT
 - 1993 : legal personality -> IP strategy / start of licensing
 - 1991 : science park created: EPFL Innovation Park foundation (now 5 bldgs + Geneva)
 - 1988 : policy for research contracts & partnerships
 - 1986 : two first major strategic industrial partnerships
 - 1986 : industrial liaison program : Cast / association APLE (now "alliance" regional ILP)
- ...

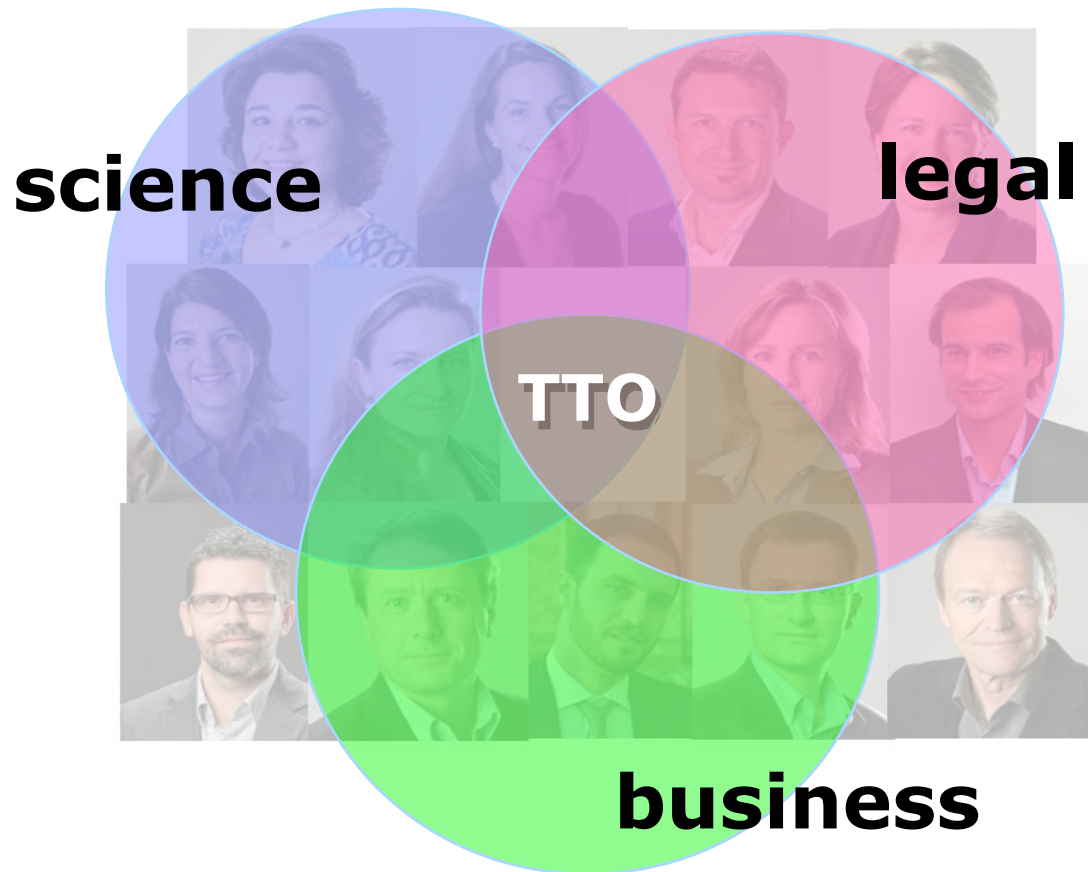
Innovation and technology transfer at EPFL

Full value chain of relationships with industrial partners



The Technology Transfer Office of EPFL (TTO)

= professional services for researchers
= professional interlocutor for companies



EPFL-TTO:

8.3 FTE TT managers
and lawyers (1.8)

0.9 FTE IP specialist

1.0 FTE PoC "Enable"

2.8 FTE back-office

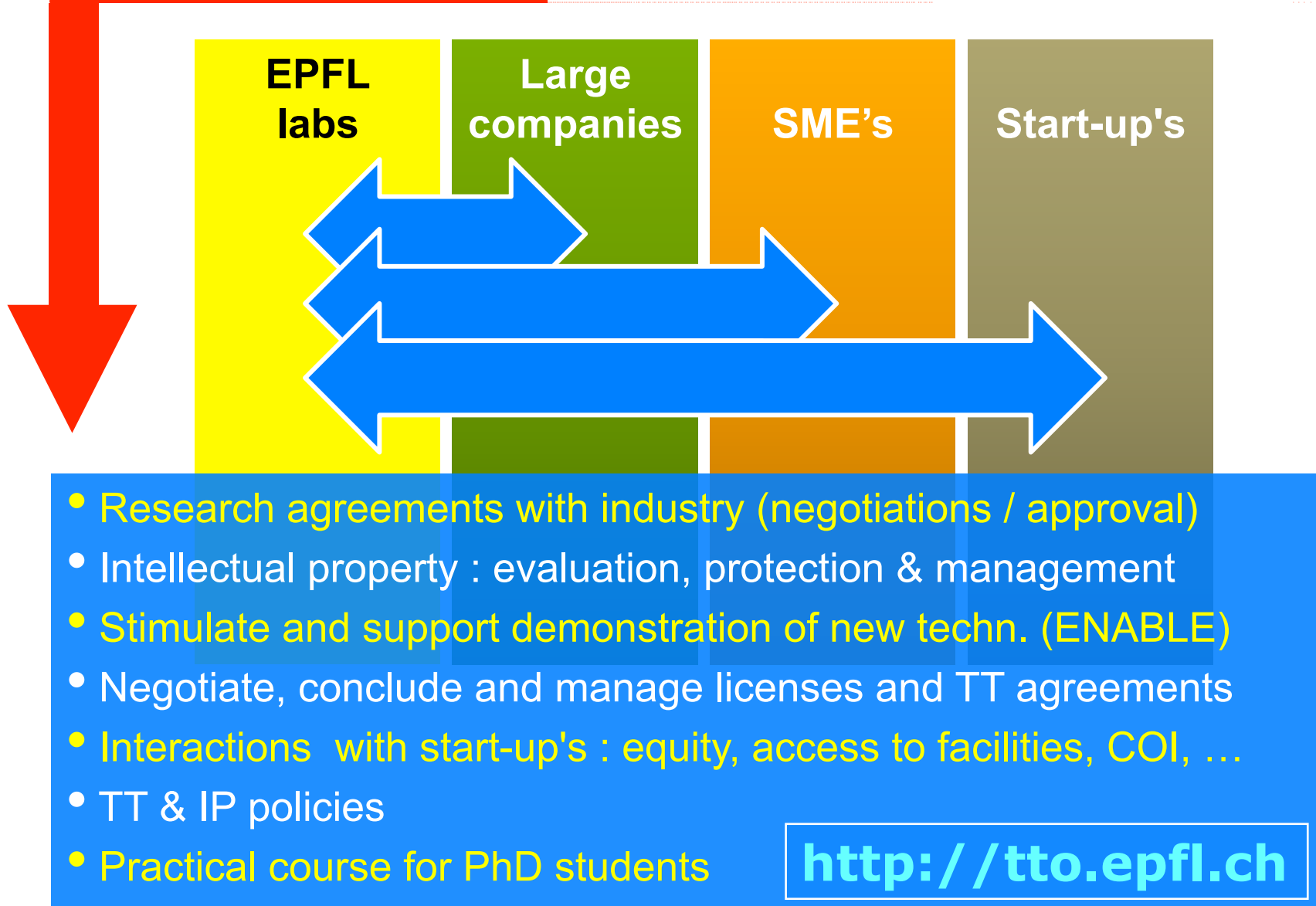
0.5 FTE mngmt

--> 13.5 FTE

Technology Transfer is people's business

TT office role & missions

key element in the "eco" system



Objectives of the policy :

- Easier and shorter negotiations
- Attractive IP conditions for companies
- Clear and published general rules with possibilities for special cases (flexibility) but remain firm on key issues
- Fair contributions to indirect costs (overhead policy - OH)

>>>>>>>> 3 "std" types of industrial contracts :

- Research agreement (OH 40%)
- Industrial grant (OH 20%)
- Service agreement (OH 60%)

std conditions and contracts published online :

http://tto.epfl.ch/our_research_agreements_1

Technology licensing (main actions of EPFL-TTO) :

Evaluate invention disclosures : prior art, potential, ownership, ...

Define development & transfer strategy

Protect intellectual property, links with external patent agents,
manage patent portfolio (costs shared with labs from international filings)

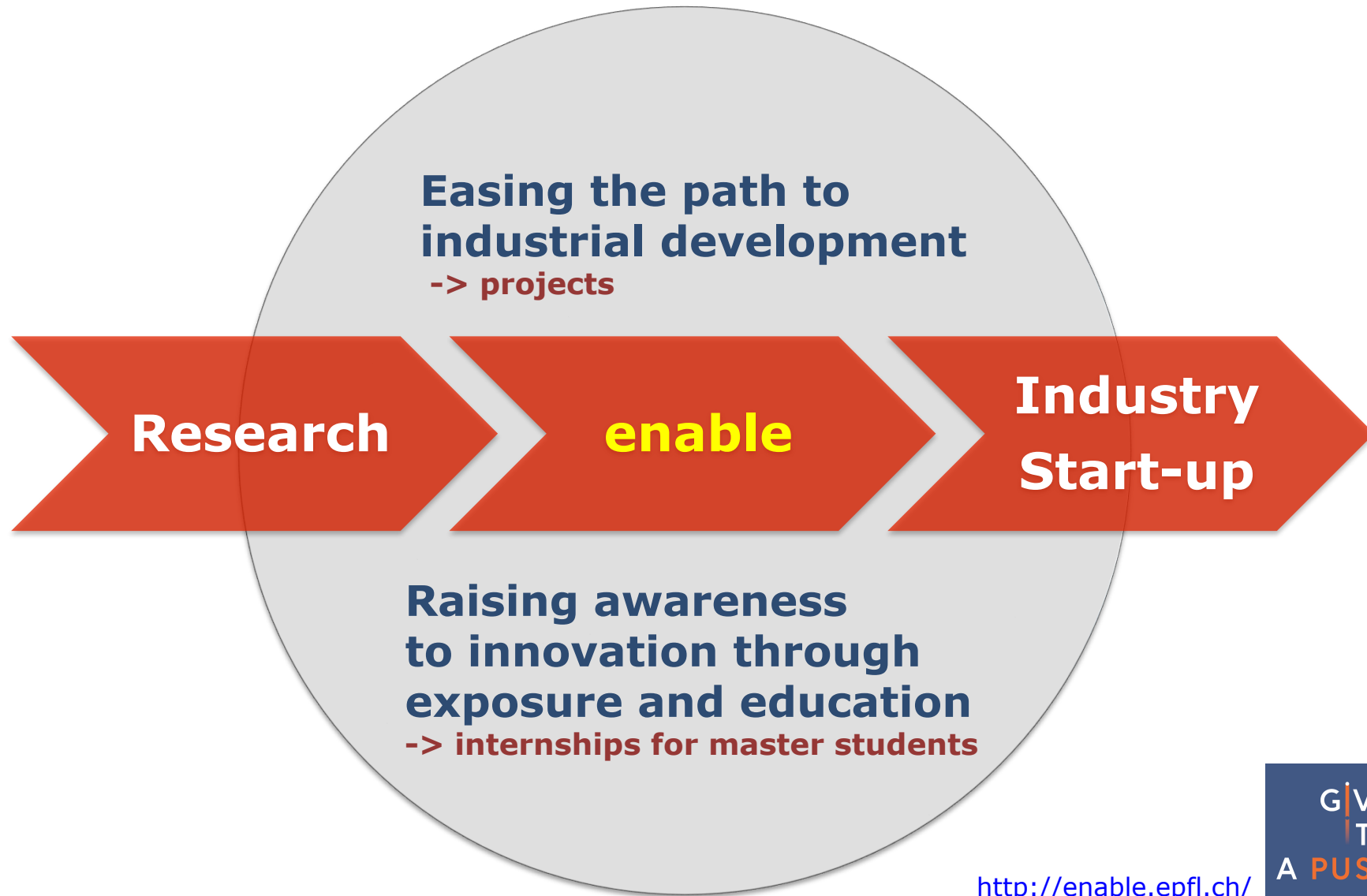
Stimulate & support demonstration ("enable" program)

Search for partners, negotiate and conclude licenses and transfer agreements

**Manage licenses, IP, finances, equity, ...
distribute benefits**

→ "cradle-to-grave" responsibility !!

Enable program of TTO: a push to help bridging the gap ...



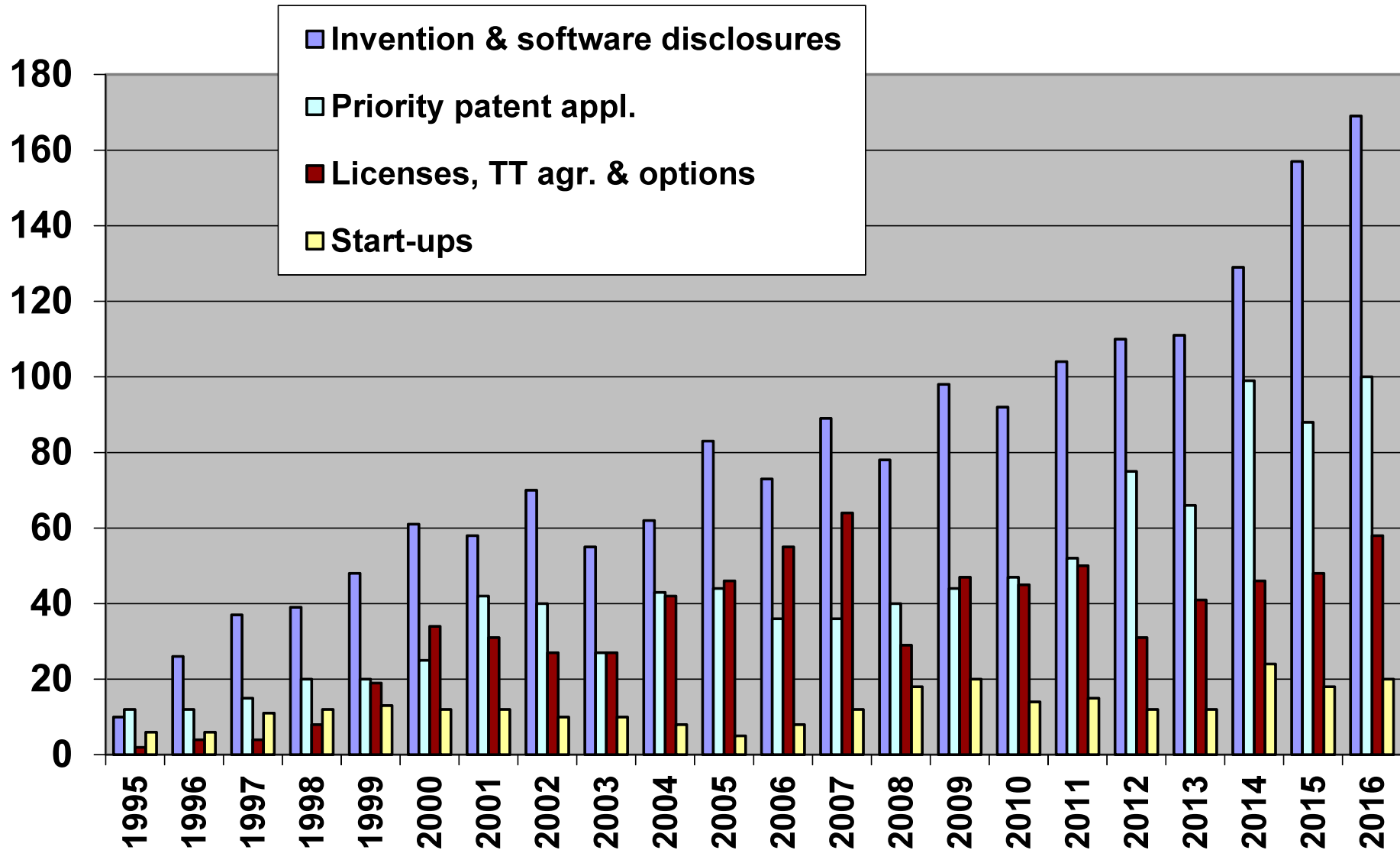
University Technology Transfer ...

... always in very close collaboration with the scientists / inventors and the responsible professor !!

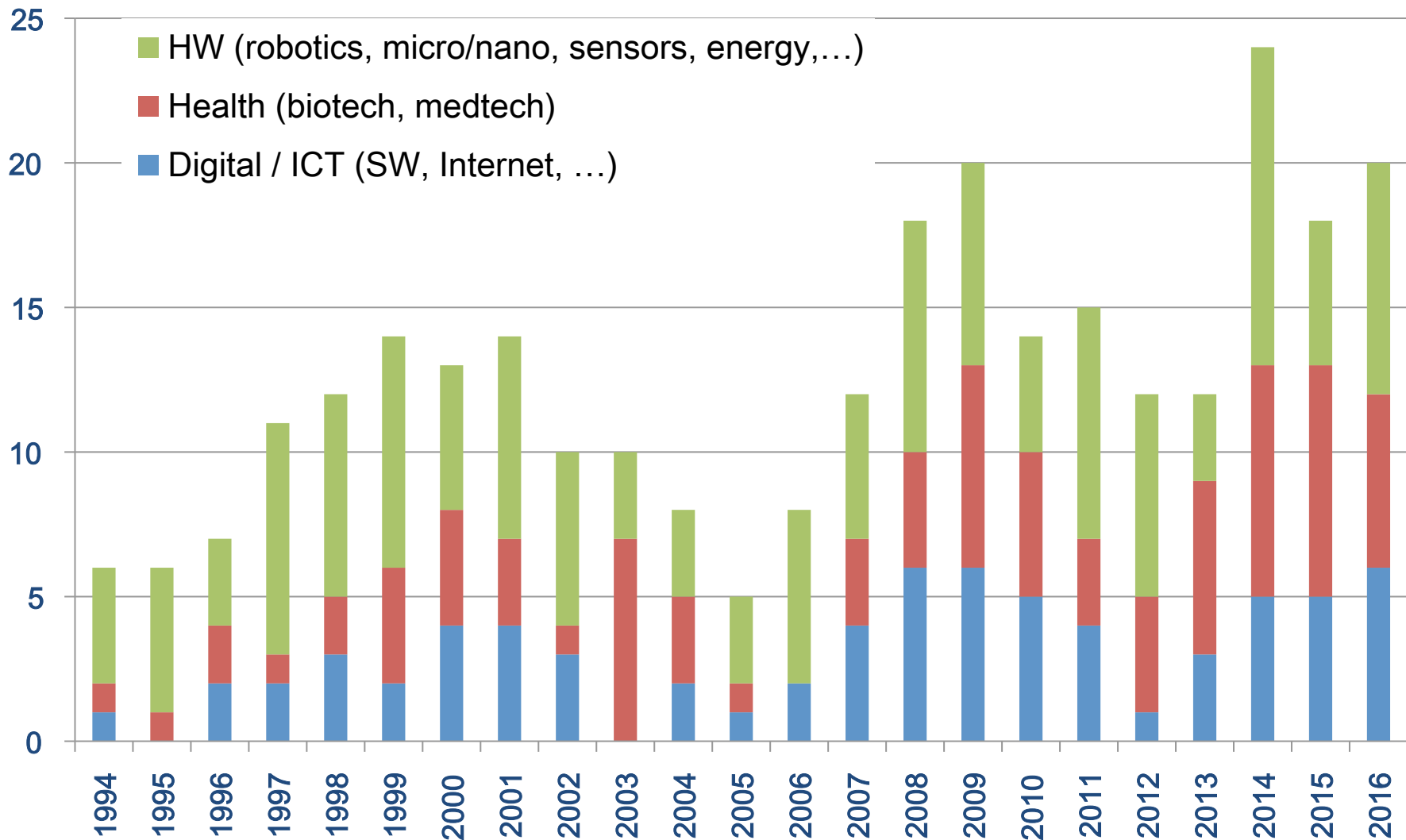
We want and need :

proximity & team work !

EPFL Tech Transfer : a few stats



EPFL START-UPS



All EPFL start-ups on tto.epfl.ch/EPFL-spinoffs

Elements for successful relations with the economy and KTT

- ✓ High level of autonomy for the institutions (higher authorities shall not impose detailed laws and regulations but define general principles and trust the academic institutions)
- ✓ Collaboration with industry and KTT recognized as important mission of the institution by the top management
- ✓ No compromise on quality of research, recruitment at the best level worldwide
- ✓ Active involvement of highest management for strategic partnerships with companies and for major initiatives
- ✓ Delegation of decisions to the TT Office in order to have an efficient and responsive TT; recruitment of TT managers with experience in industry
- ✓ Reasonable role of lawyers, acceptance of risks
- ✓ Proximity of TTO with researchers and faculty

Technology Transfer is people's business

Academic research ↔ Economy & industry



« win - win »



ÉCOLE POLYTECHNIQUE
FÉDÉRALE DE LAUSANNE



**thank you for your attention !
questions ?**