

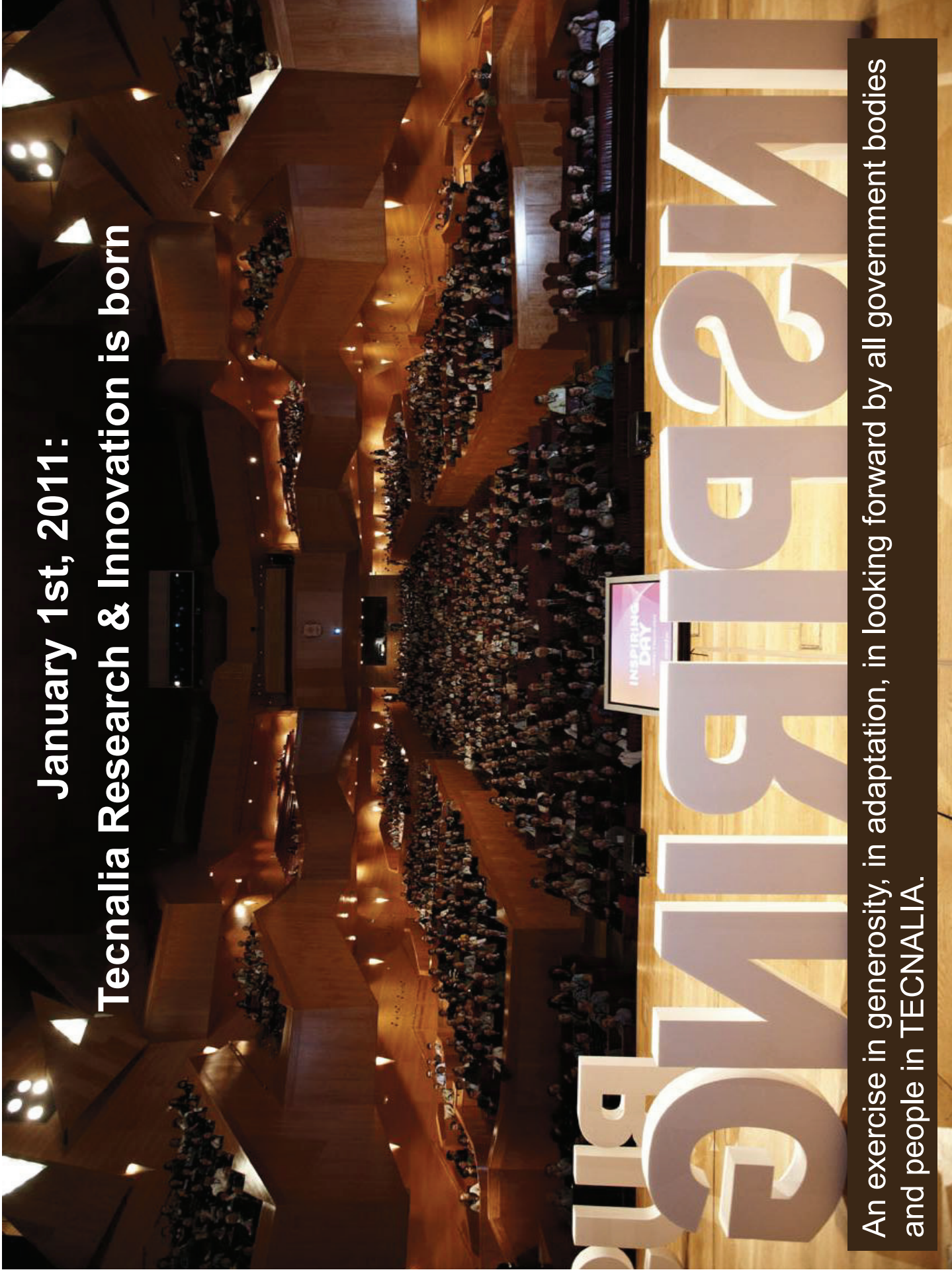
Tecnalia



Catalyzing Innovations:
From Concepts to Commitments
Session 6-Technology Transfer Mechanisms

May 26-28, 2014
Istanbul | Turkey

**January 1st, 2011:
Tecnalia Research & Innovation is born**



An exercise in generosity, in adaptation, in looking forward by all government bodies and people in TECNALIA.

MISSION:

TO TRANSFORM KNOWLEDGE INTO GDP

IMPROVING PEOPLE'S QUALITY OF LIFE
BY GENERATING BUSINESS OPPORTUNITIES
FOR COMPANIES

Organised in 7 Business Divisions: we work from the experience and the expertise we have acquired in the markets in which we operate, with an efficient and proactive attitude.

1

SUSTAINABLE
CONSTRUCTION

2

ENERGY AND
ENVIRONMENT

3

INNOVATION
STRATEGIES

4

ICT-EUROPEAN
SOFTWARE INSTITUTE

5

INDUSTRY AND
TRANSPORT

6

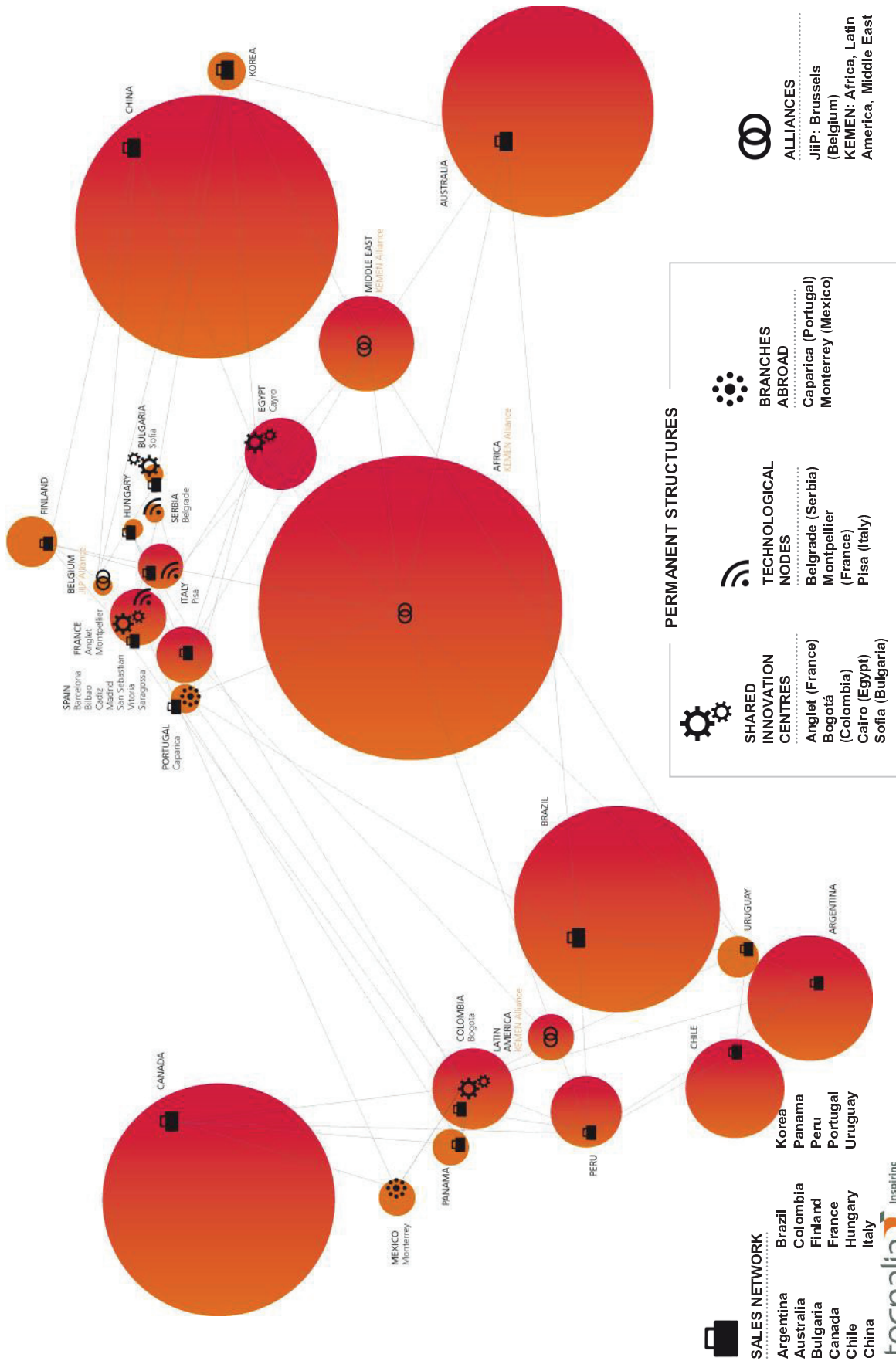
HEALTH

7

TECHNOLOGICAL
SERVICES



TECNALIA IN THE WORLD



PERMANENT STRUCTURES

- SHARED INNOVATION CENTRES** (Gear icon): Anglet (France), Bogotá (Colombia), Cairo (Egypt), Sofia (Bulgaria)
- TECHNOLOGICAL NODES** (Wi-Fi icon): Belgrade (Serbia), Montpellier (France), Pisa (Italy)
- BRANCHES ABROAD** (Cluster of dots icon): Caparica (Portugal), Monterrey (Mexico)

ALLIANCES (Interlocking circles icon)

- JIP: Brussels (Belgium)
- KEMEN: Africa, Latin America, Middle East

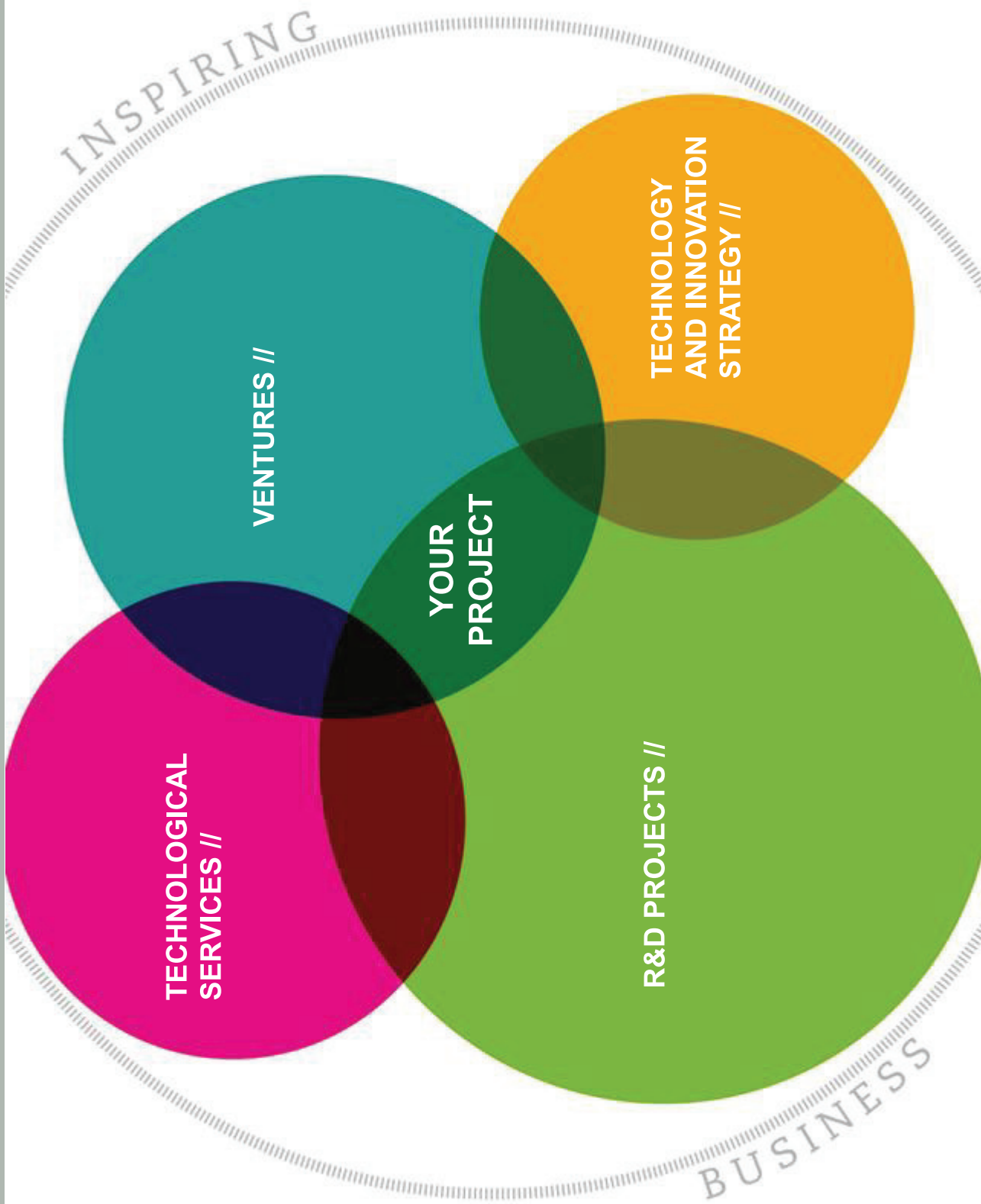
SALES NETWORK (Briefcase icon)

- Argentina
- Brazil
- Colombia
- Australia
- Finland
- Bulgaria
- France
- Canada
- Hungary
- Italy
- Chile
- China
- Korea
- Panama
- Peru
- Portugal
- Uruguay

tecnalia Inspiring Business

4 approaches to the way we work with companies

4 APPROACHES TO THE WAY WE WORK WITH COMPANIES



4 APPROACHES TO THE WAY WE WORK WITH COMPANIES

TECHNOLOGICAL SERVICES //

Over 50 years of experience providing technological services for the evaluation and diagnosis of materials, processes and products. We have a highly-qualified technical staff with access to extensive laboratory facilities, always focusing on the improvement of industrial competitiveness. Numerous national and international accreditations and recognitions guarantee the reliability of our services.

YOUR PROJECT

INSPIRING

BUSINESS

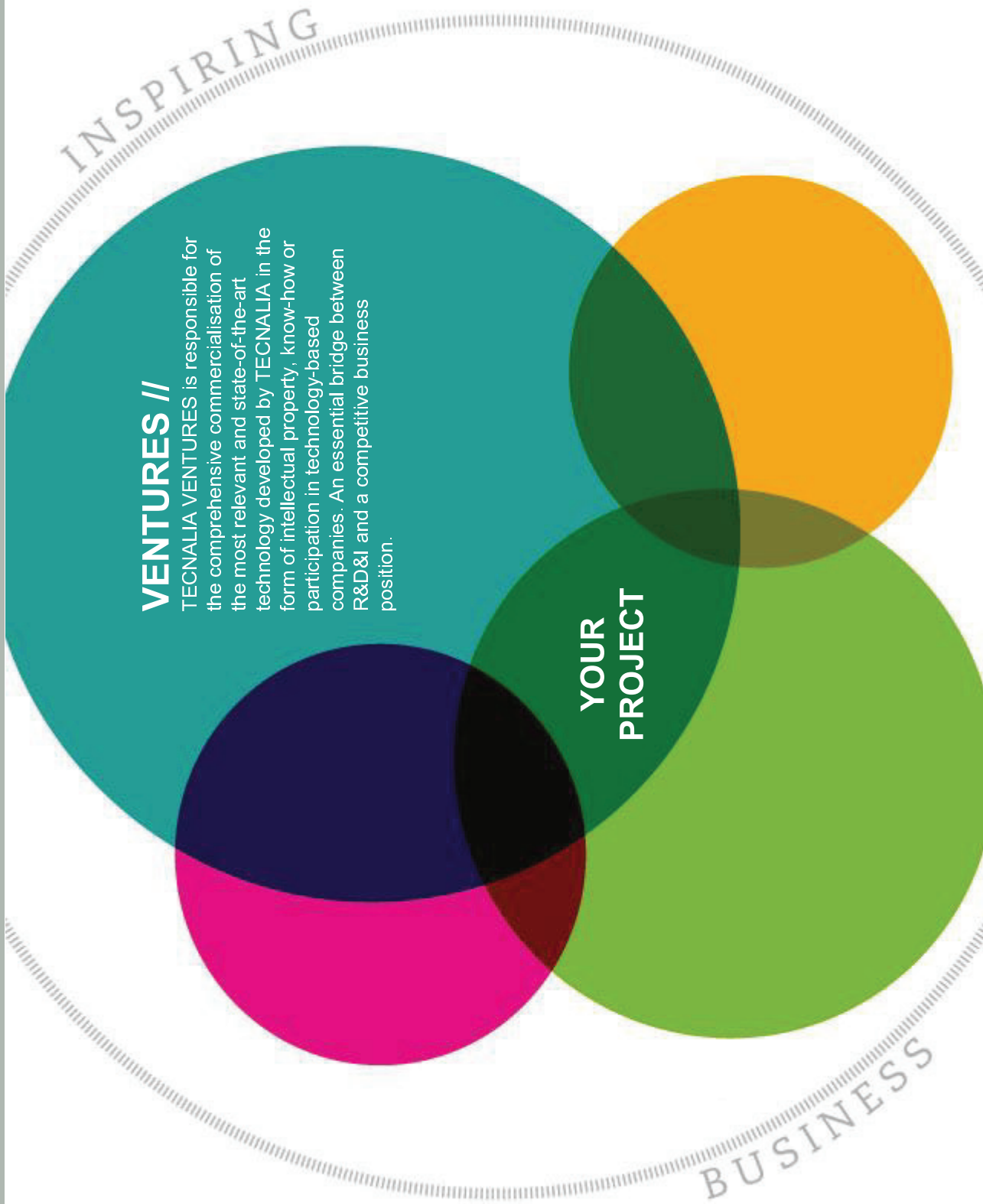
4 APPROACHES TO THE WAY WE WORK WITH COMPANIES



4 APPROACHES TO THE WAY WE WORK WITH COMPANIES



4 APPROACHES TO THE WAY WE WORK WITH COMPANIES



tecnalia ventures

Technology Value for Growth



Our identity

1

**From identification to
exploitation of
business opportunities**

2

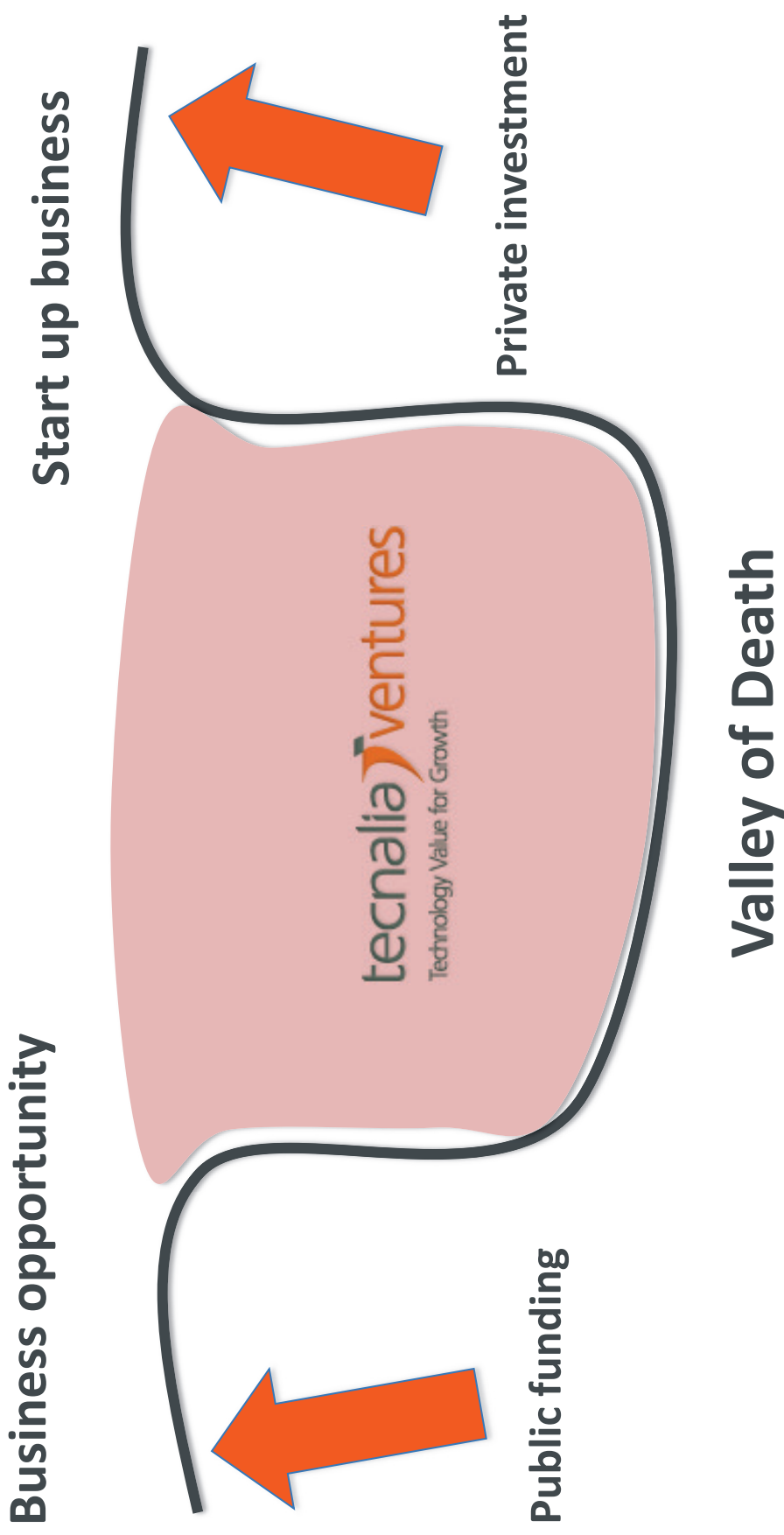
**Deliver full value of
technological assets**

3

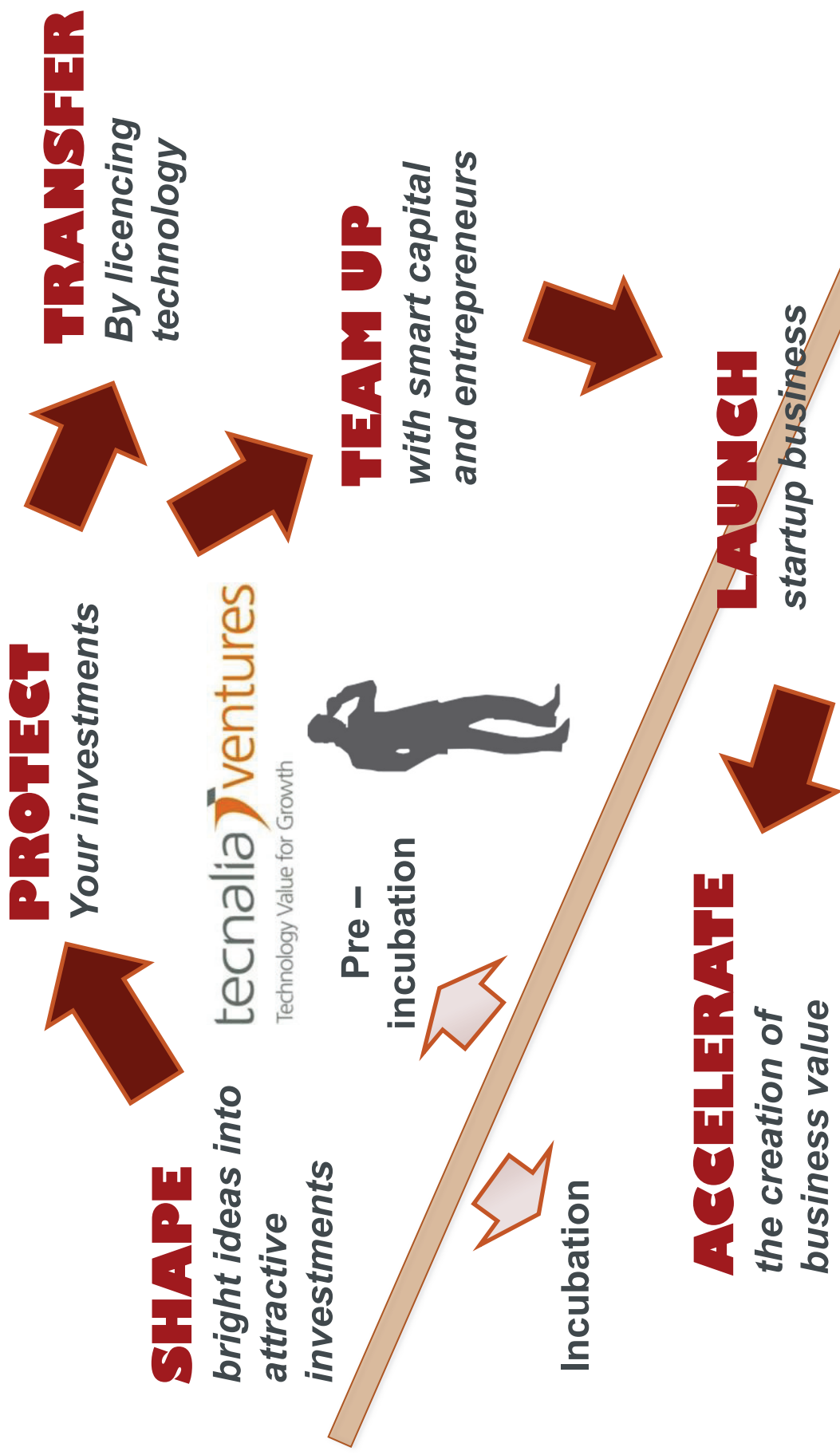
**In partnership with
entrepreneurial ecosystem**



Crossing the chasm



Working with Tecnalia Ventures



Pre-incubation figures - 2013

75

Business opportunities presented in 3 calls

50%

Selected business opportunities

5M€

R&D valorisation through participation in start-ups

12

Minutes per elevator pitch

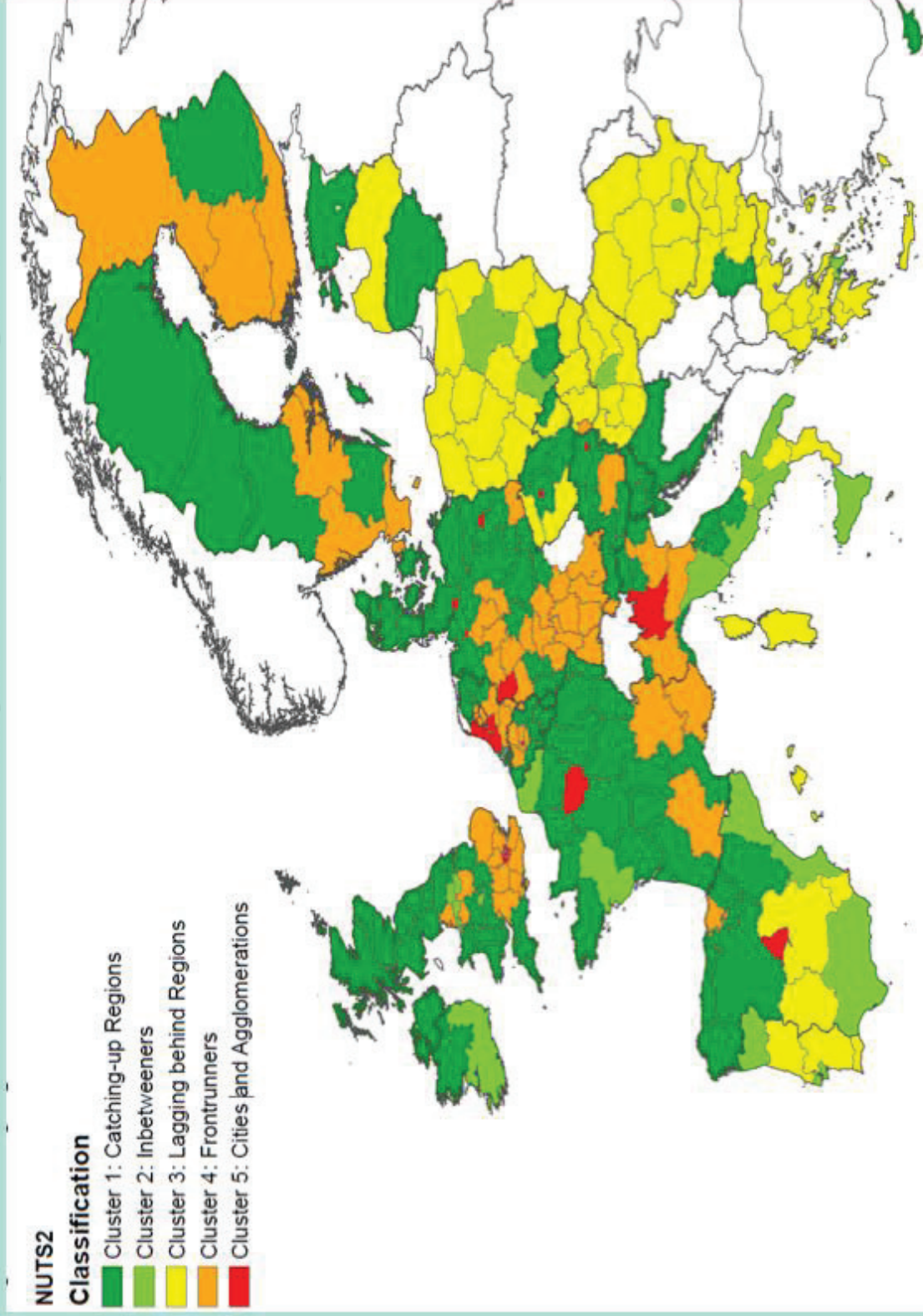
2,6M€

Tecnalia's funds invested

The role of RTOs in bridging the valley of death



Hierarchical cluster analysis for European regions



Source: ERIAB Policy Brief knowledge divide final version (2013)

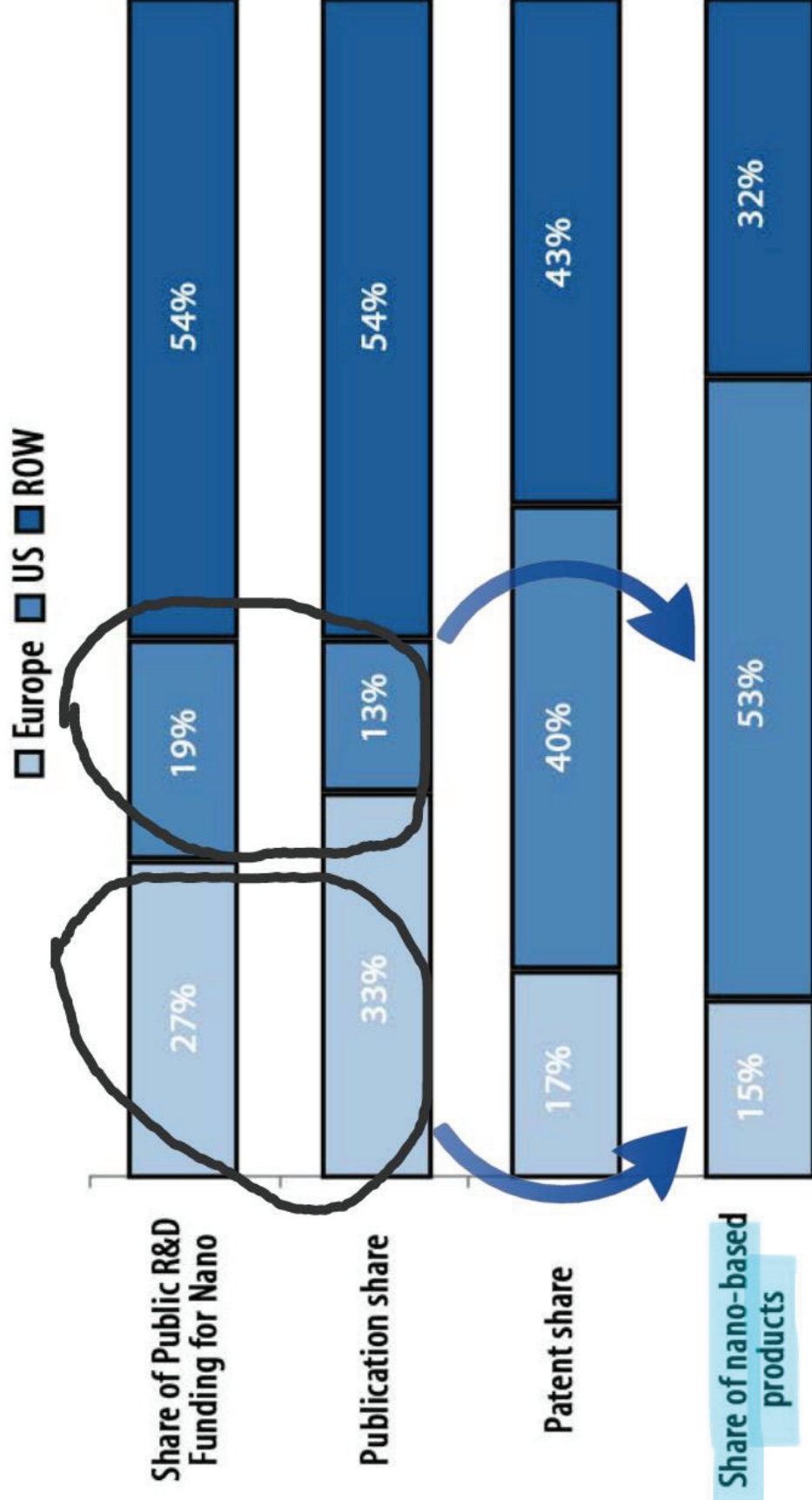
6 MAIN PROBLEMS

and some **SOLUTIONS.**

1. UNWILLINGNESS TO CROSS IT.



Example: our publication share in nanotechnology is high, but we do not have a parallel impact on commercializing products (compared with USA)



SOURCE: High-Level Expert Group on Key Enabling Technologies. Final Report. European Commission, June 2011.

IDENTIFY A NEED AND TACKLE IT !

GIVE INCENTIVES !

CHANGE CULTURE !

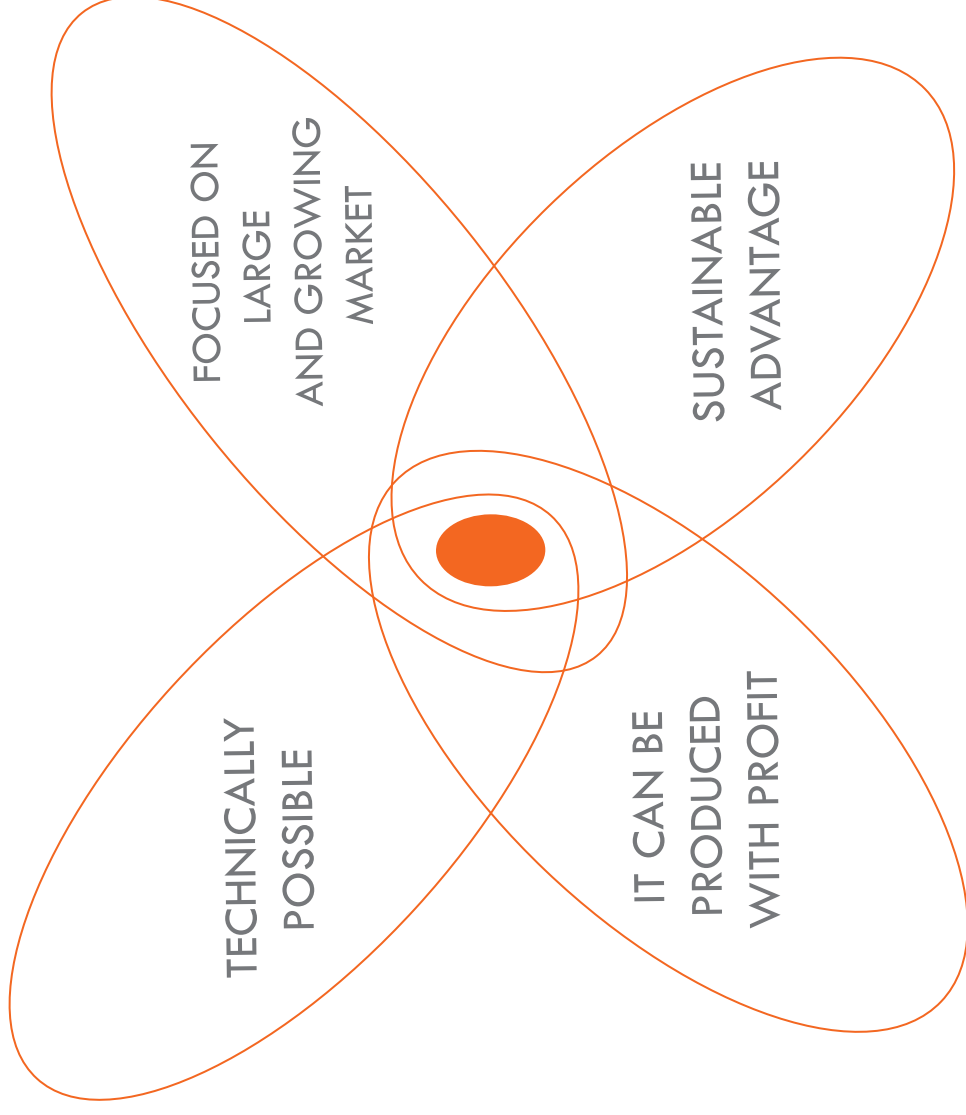
2. LACK OF A GUIDING PROCESS.



INVENTION FILES
THAT INCREASE
WITHOUT A SERIOUS
ATTEMPT TO
COMMERCIALIZE
THEM.



SELECTION OF RIGHT RESEARCH TOPICS.

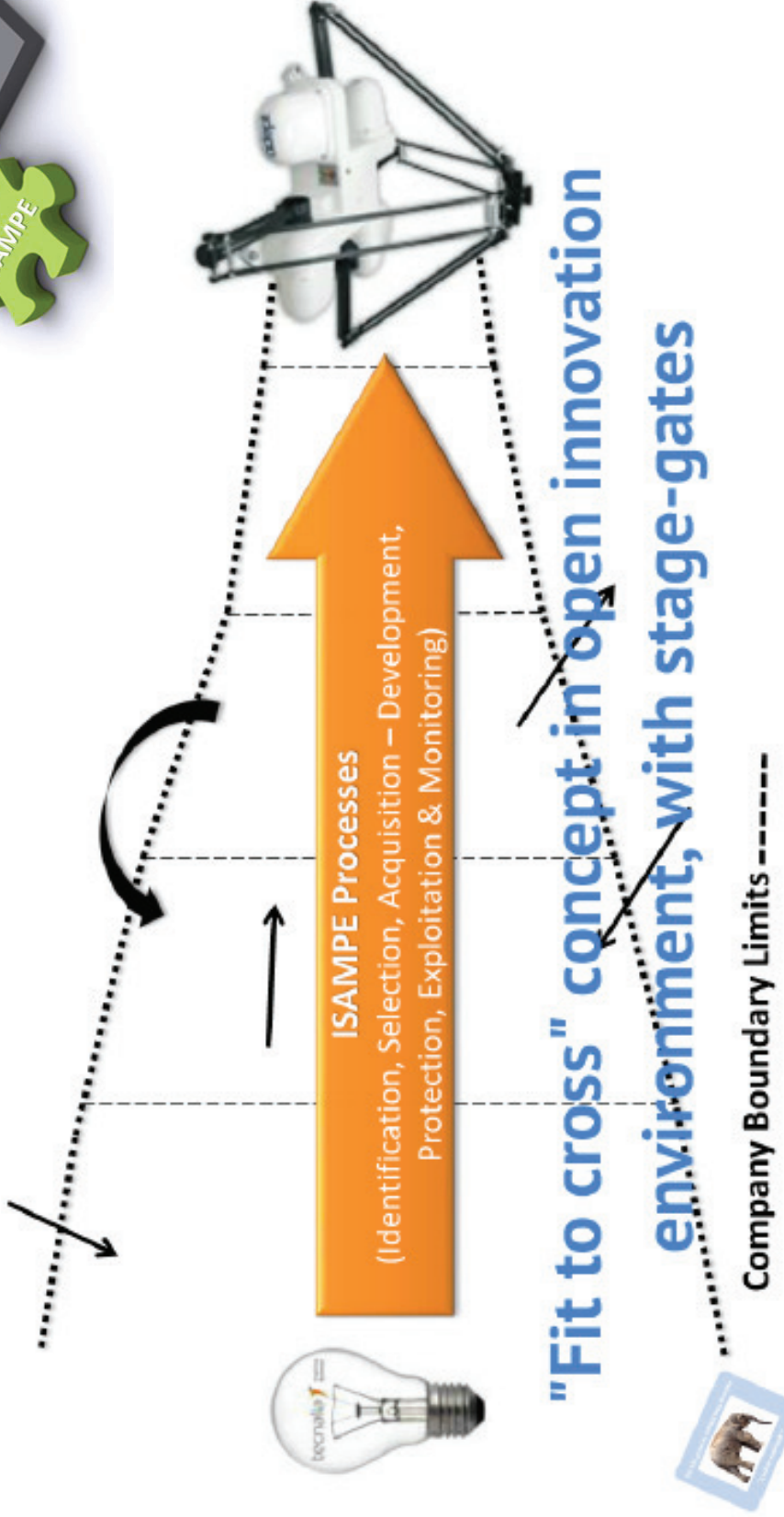
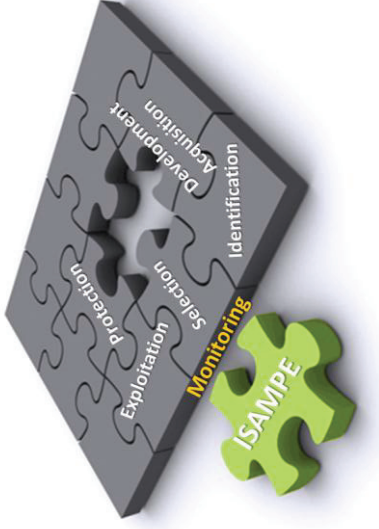


KILL PROJECTS
BEFORE THEY BECOME “A WHITE ELEPHANT”



Shoot
the
Puppy

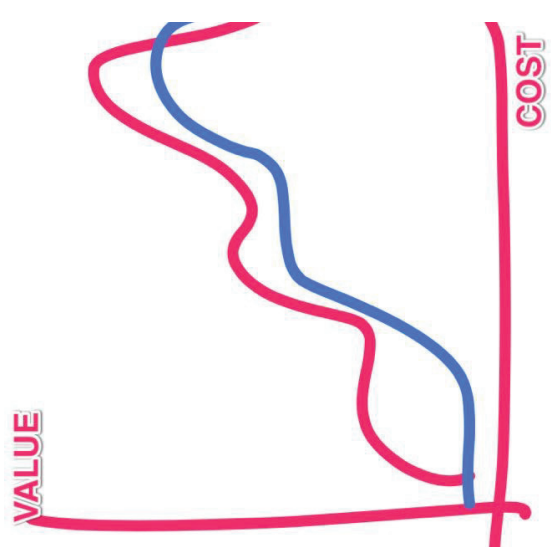
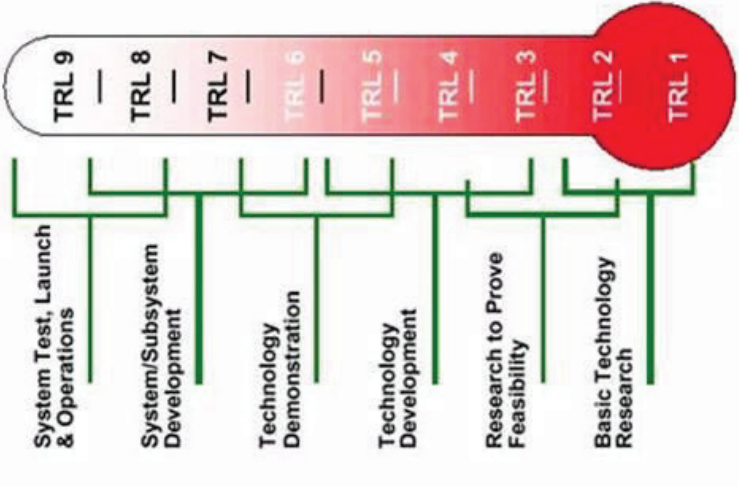




3. LACK OF MATURITY OF THE TECHNOLOGICAL DEVELOPMENT.



TRL Scale



4. AVERSION TO RISK FOR INVESTORS.



NEW PLAYERS

NEW INSTRUMENTS

(e.g. Green funds, tariffs to pay back investments...)

ROLE OF PUBLIC ENTITIES.

(i.e. Innovative Public Purchasing)

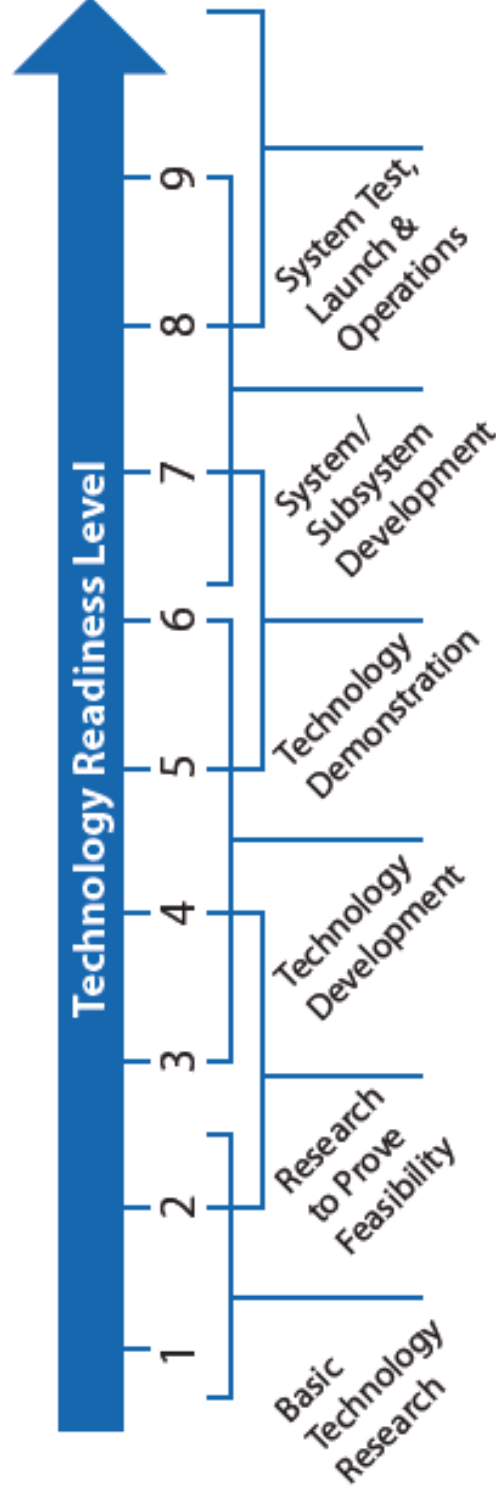
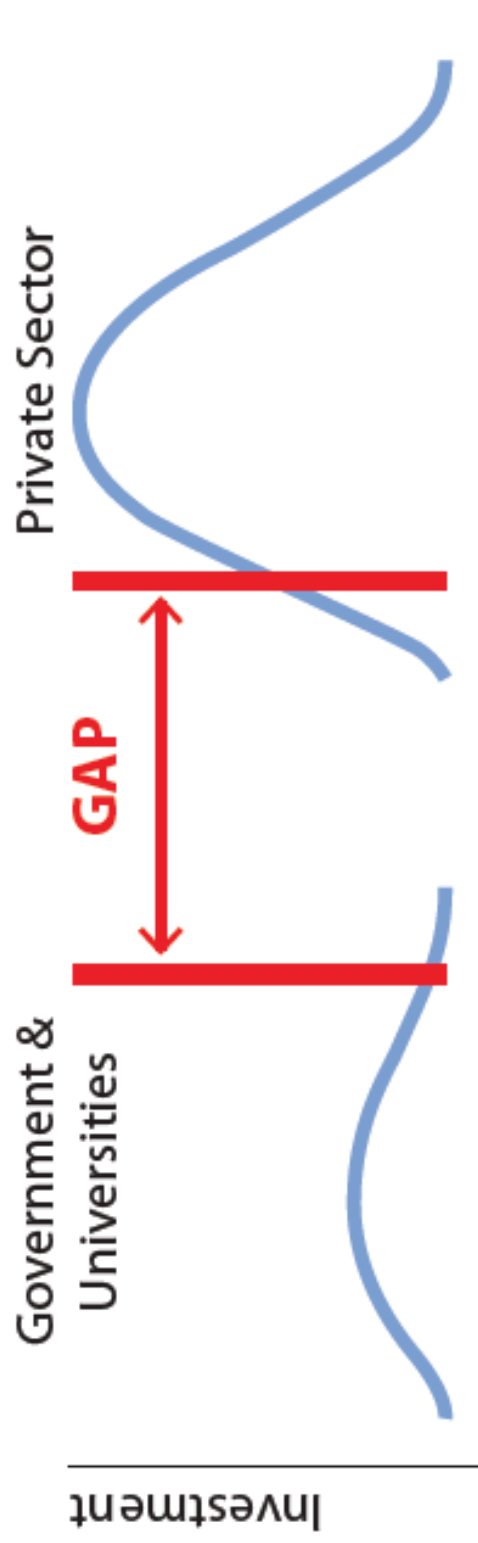
5. LACK OF “TRAVELLING COMPANIONS” .

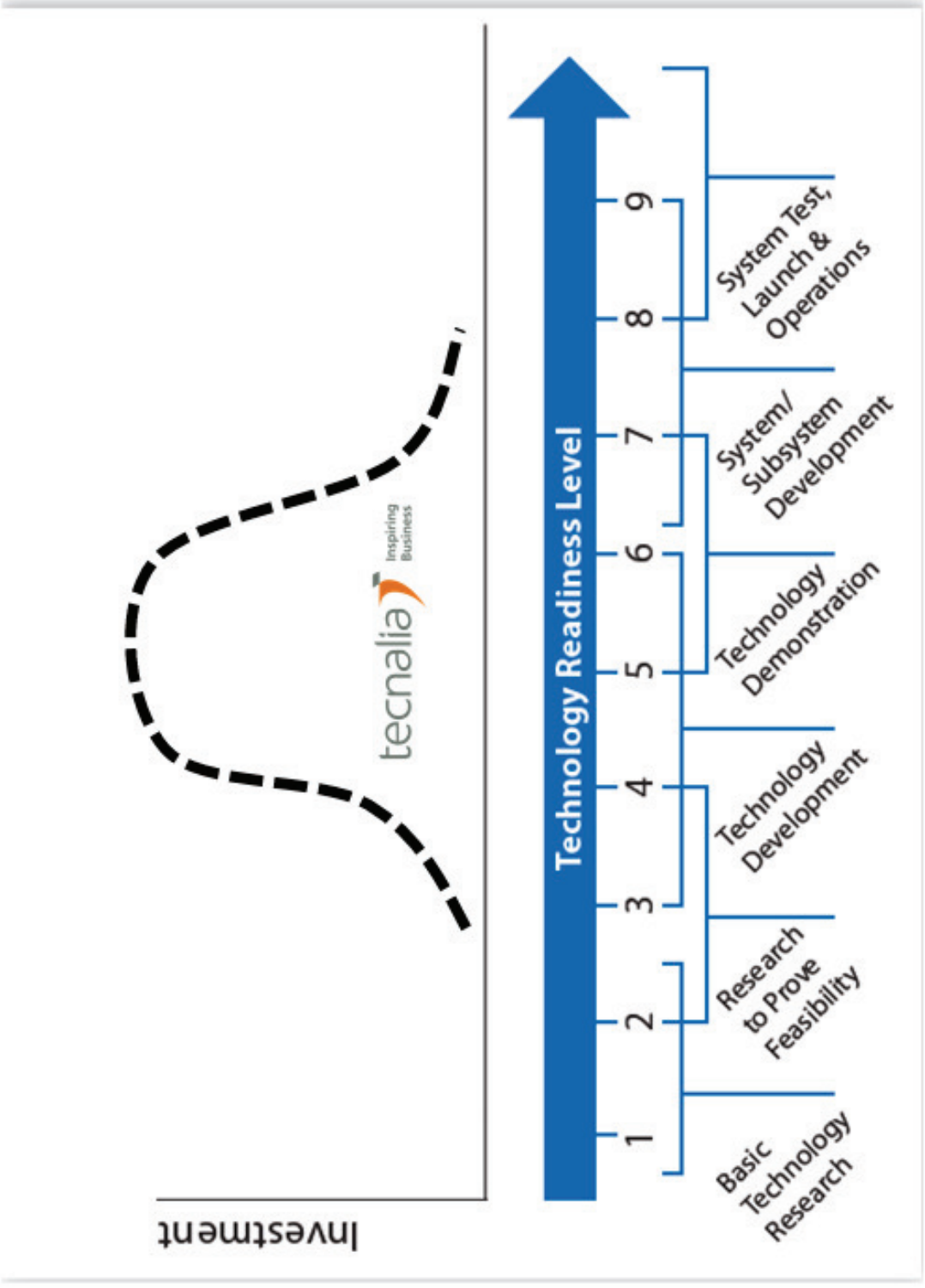
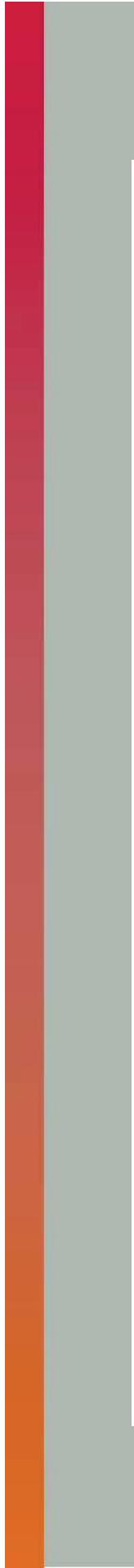


SEED
VENTURE CAPITAL

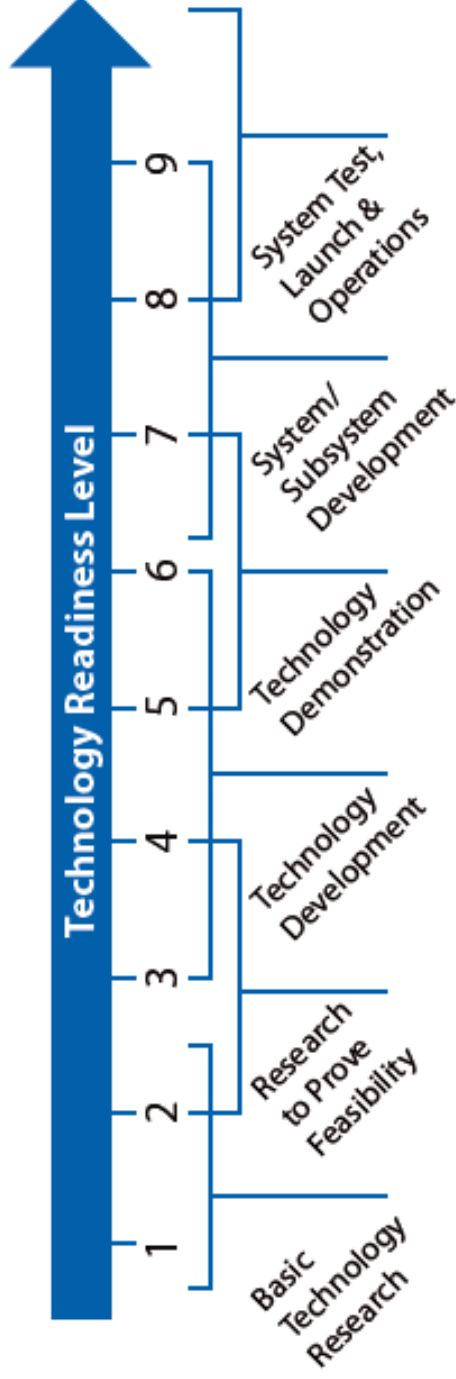
ROLE OF RTOS
SHARING RISKS AND INSPIRING BUSINESS

Gap in Manufacturing Innovation





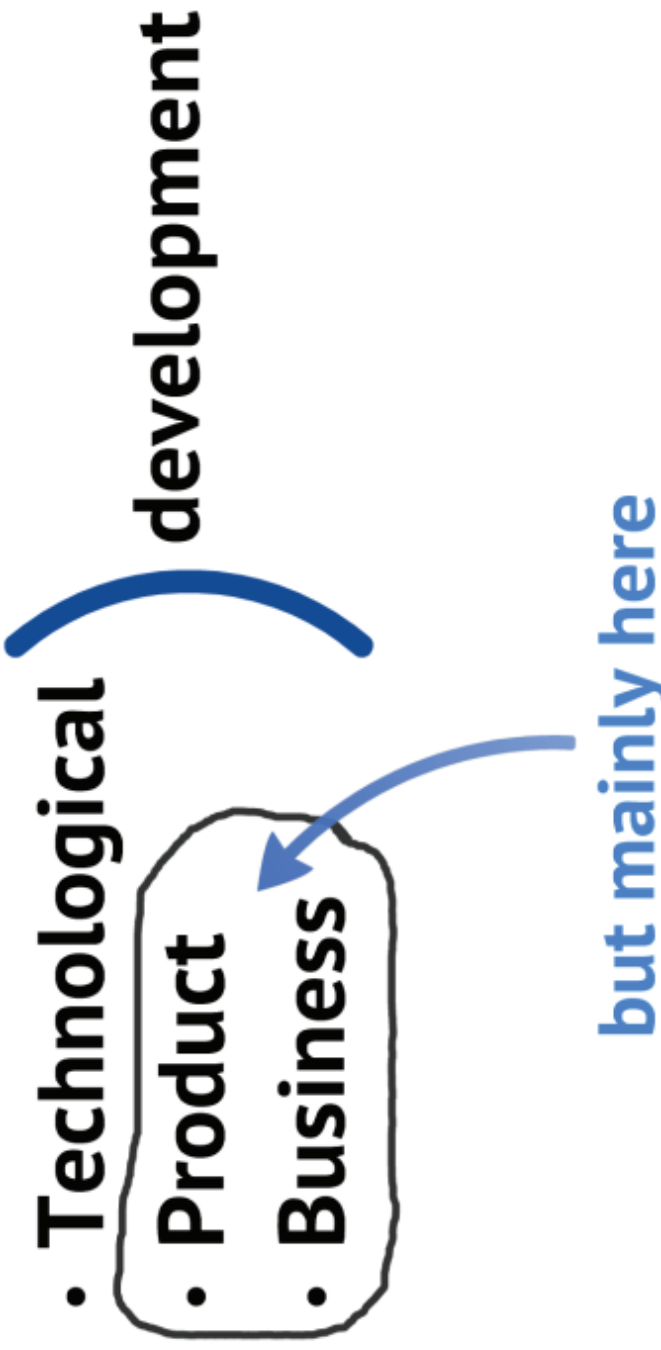
Gap in Manufacturing Innovation

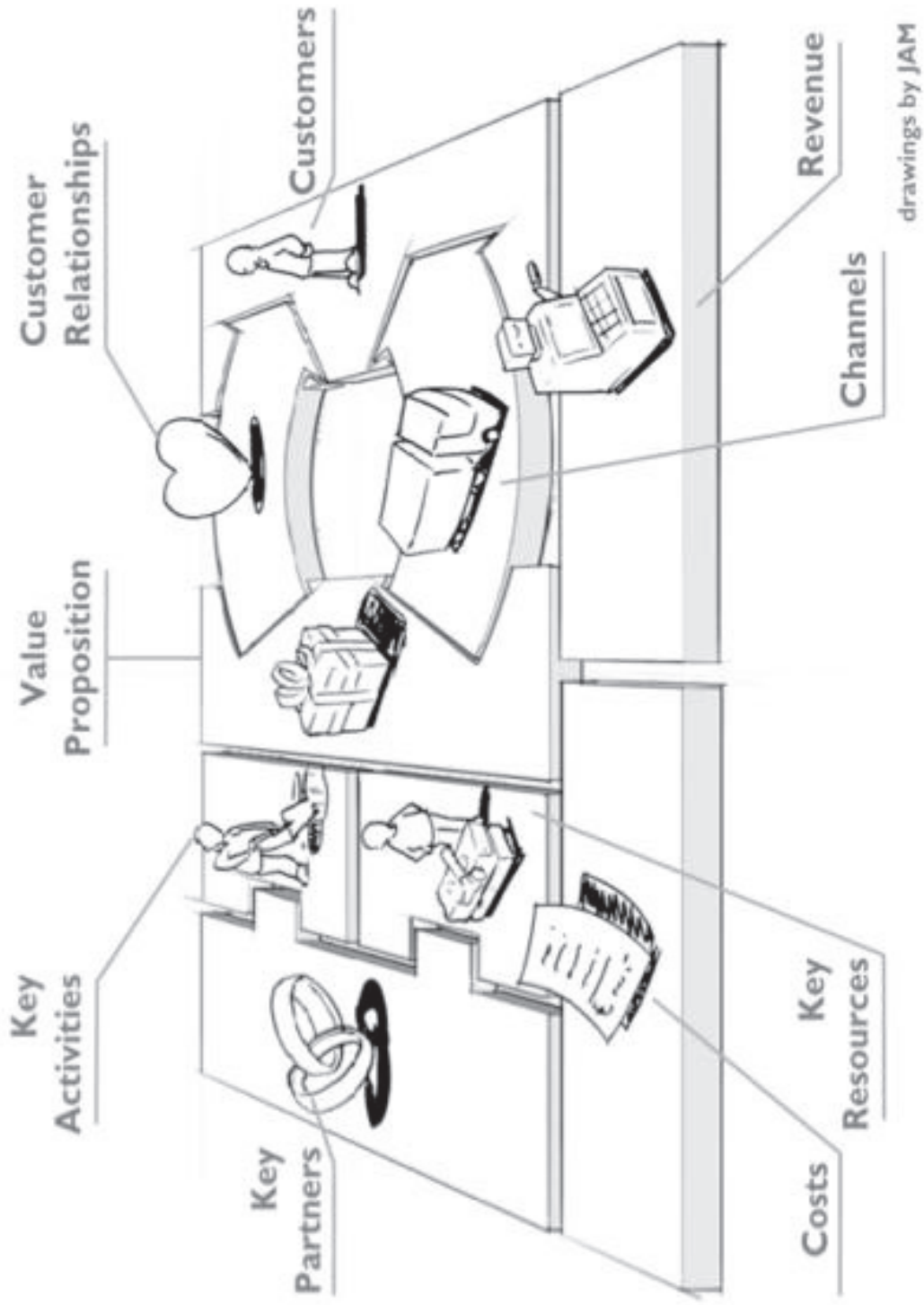
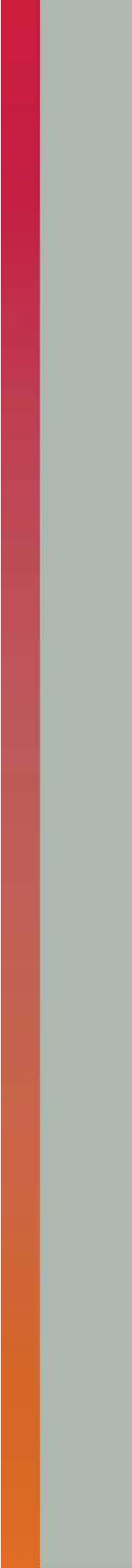


6. LACK OF COMPETENCES.



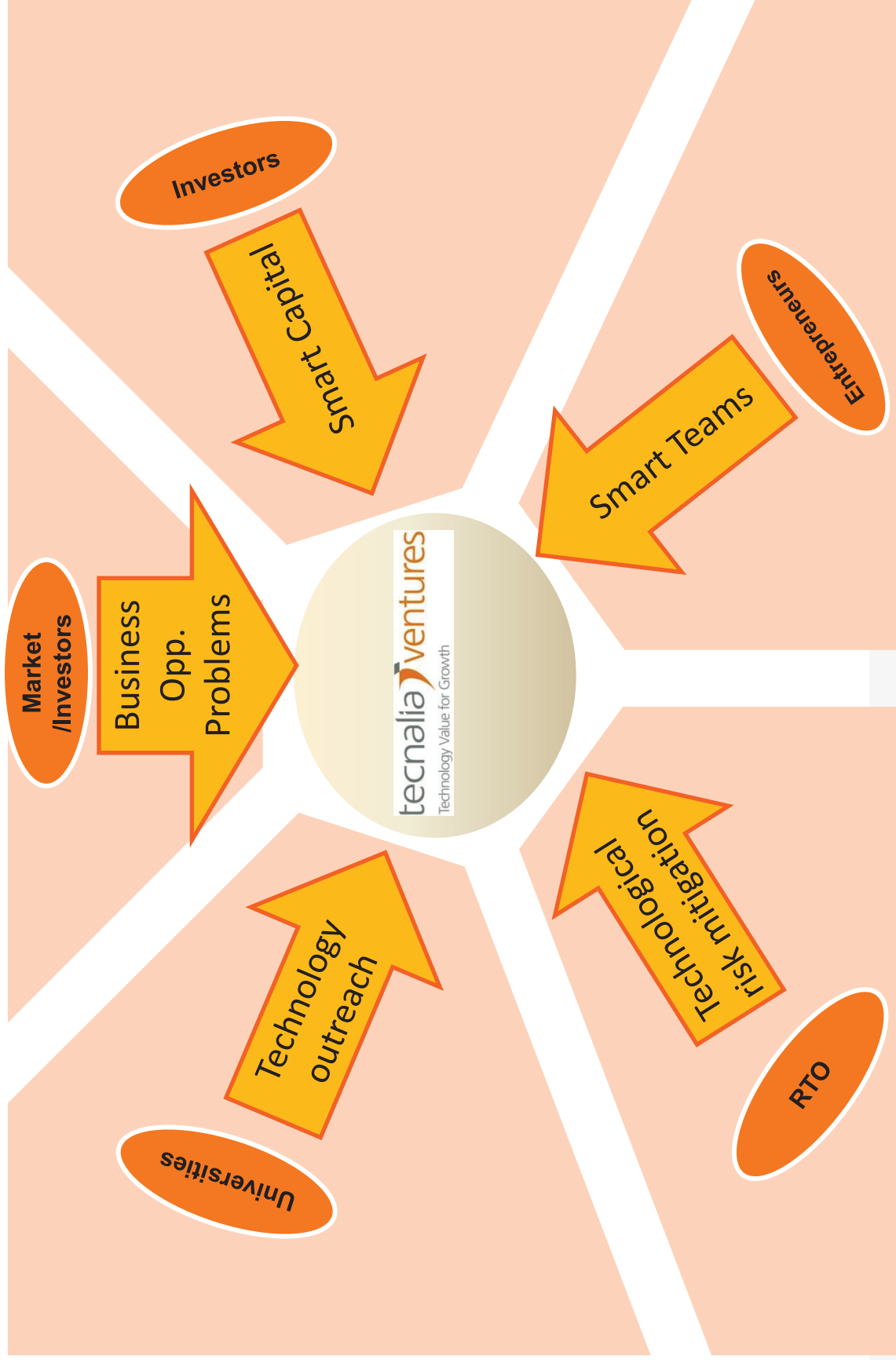
In 3 critical areas:





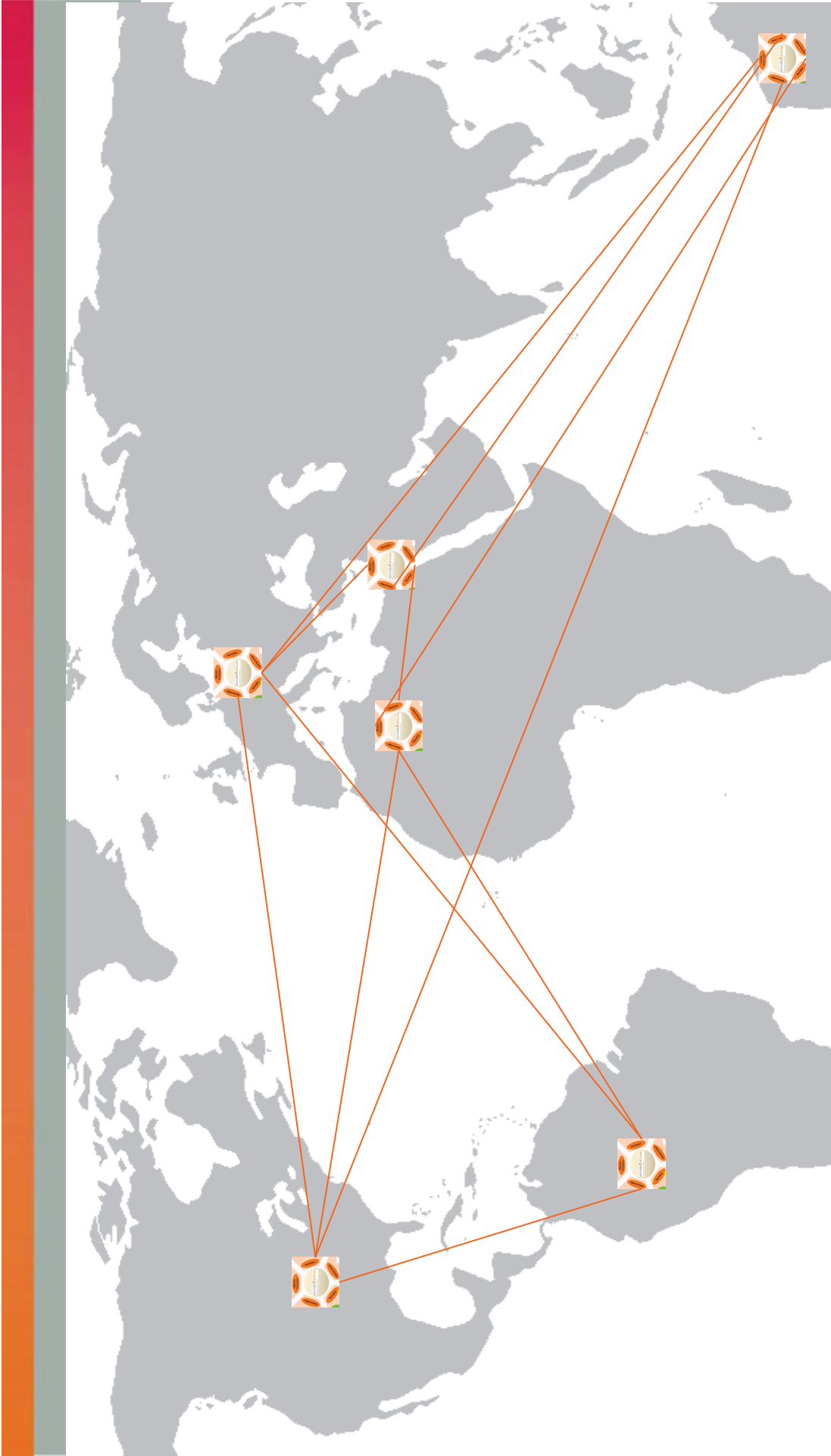
**WE NEED AN
INTEGRATED
ECOSYSTEM
THAT WORKS.**

VALUE PROPOSITION, IN A NUTSHELL



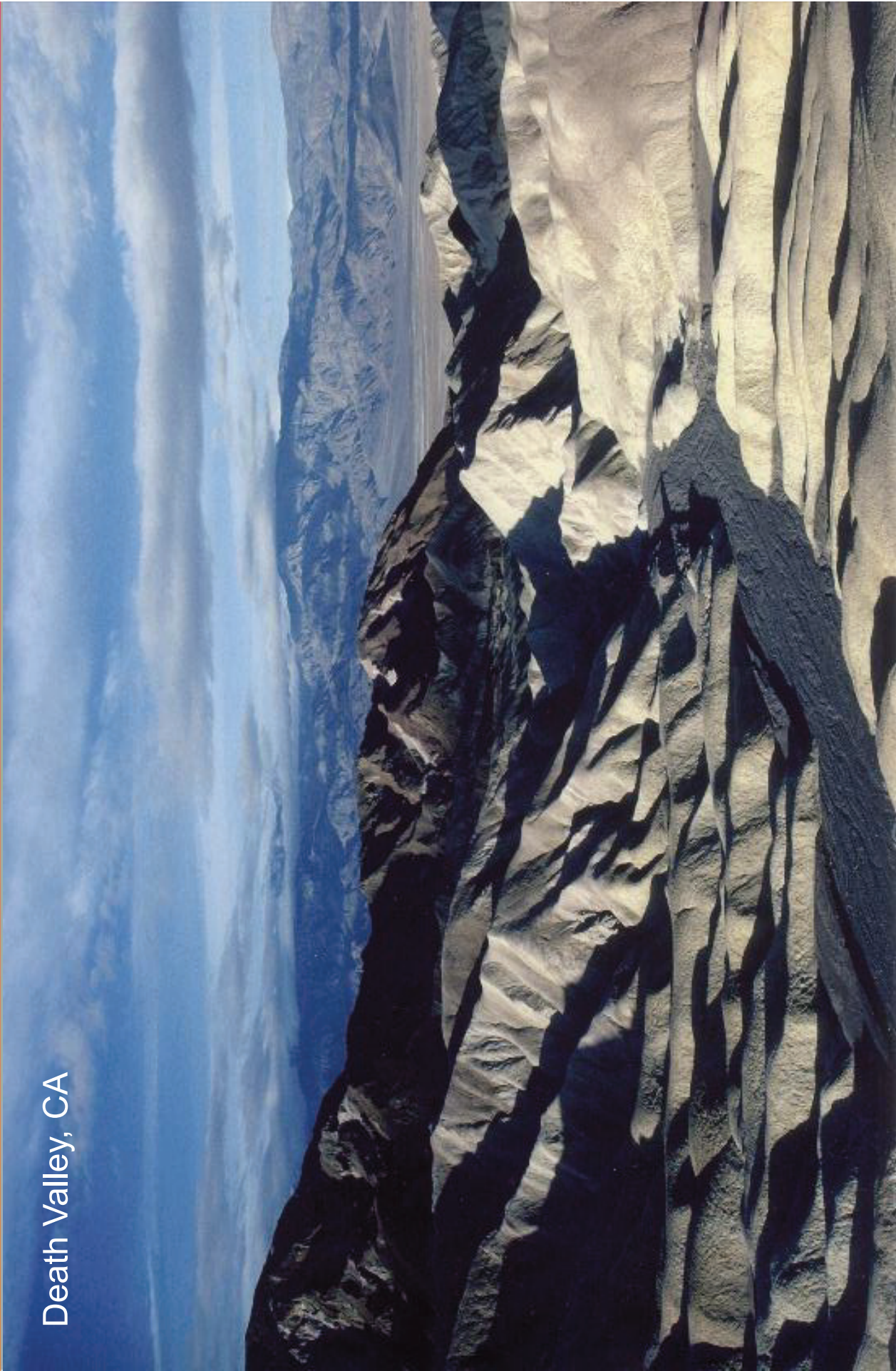
BASQUE ECOSYSTEM PLAYERS





LINKED ECOSYSTEMS.

Death Valley, CA



“Death Valley isn't dead. It's dormant.
Right beneath the surface are these seeds of possibility waiting for the right
conditions to come about.”

Sir Ken Robinson.



Thank you.



Contact: Inaki.sansebastian@tecnalia.com
Maika.gorostidi@tecnalia.com

www.tecnalia.com