



iPARK

JORDAN'S TECHNOLOGY ZONE

Technology Transfer iPARKs Activities

Istanbul Turkey
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JORDAN'S TECHNOLOGY ZONE

Location, Location, Location

iPARK is a technology focused business park. Located within the campus of the Royal Scientific Society and an Integral part of El-Hassan Science City.

El Hassan Science City has 3 main partners

1. The Royal Scientific Society (Est 1970)
2. Princess Sumaya University for Technology
3. iPARK



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iPARK main roles within the El Hassan Science City are in support of Innovation and Entrepreneurship and as such iPARK has four main operations that serve its focus

Incubator @iPARK

QRNEC @iPARK

Bedaya @iPARK

IPCO @iPARK



JORDAN'S TECHNOLOGY ZONE

Incubation @iPARK

60

Companies
Incubated

+2000

Jobs
Created

Knowledge-Based

ICT, Clean Tech

Export Oriented

High Value-Added Jobs



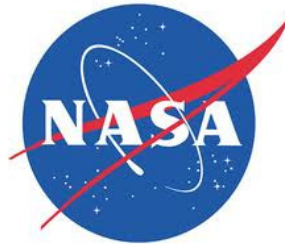
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RENAULT



Procter & Gamble



Nestlé
Good Food, Good Life

SCHAWK!





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QRNEC @iPARK

QRCE was established in 2004 to help develop Technology Entrepreneurship in Jordan. Over the last 10 years, the center has organized activities that benefited thousands of entrepreneurs, professionals & students in Jordan and has with the support of Intel and UC Berkley developed the first Entrepreneurship university level curriculum in Arabic and English with local case studies and full lecture notes and guides.

QRCE Track Record

+\$30M

- Valuation for the supported companies.

+\$4M

- Annual incomes for the supported companies.

+1.5 M

- People reached via media campaigns in the country

+25K

- People participated in Networking activities

+3.7K

- People participated in Bootcamps, Workshops & Mentoring programs

+250

- Jobs were created

+100

- Training Workshops & Seminars organized

+100

- Startups & Projects supported

+15

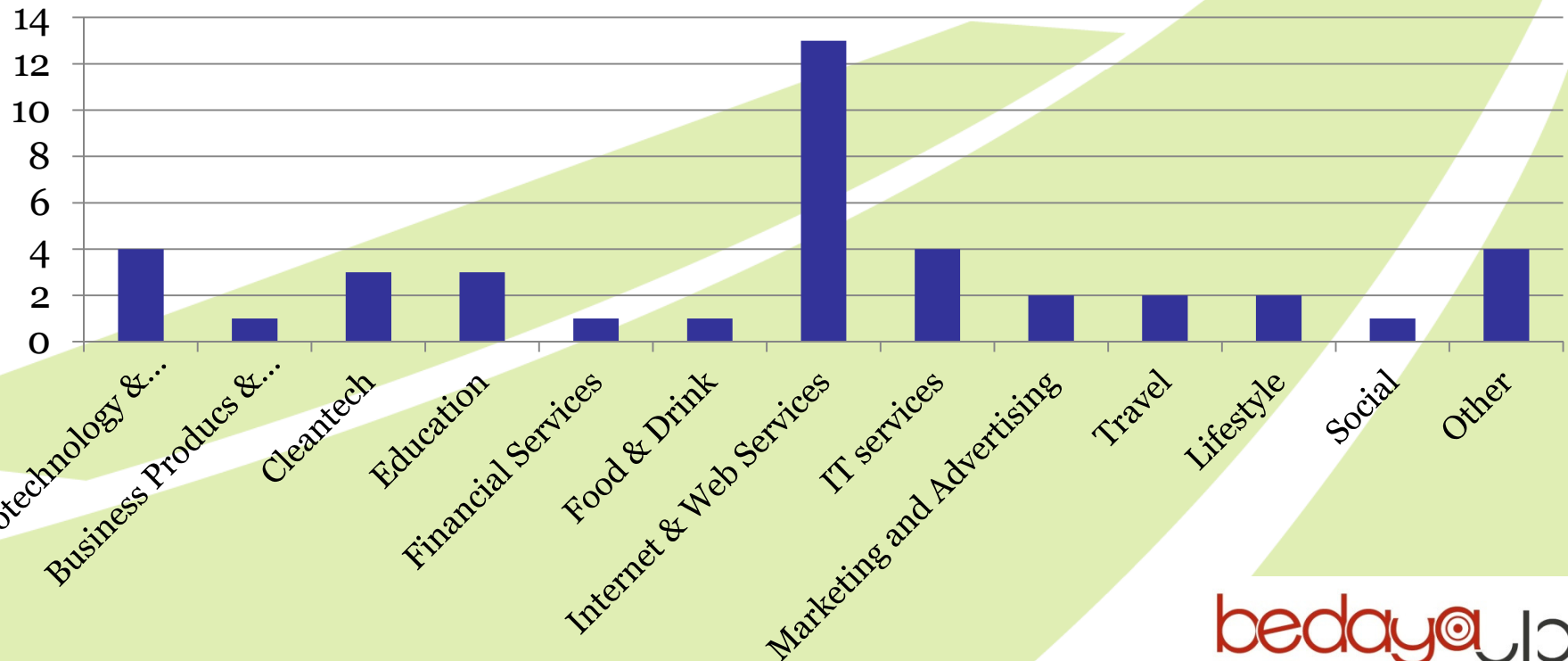
- National Conferences & Competitions organized



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Bedaya @iPARK

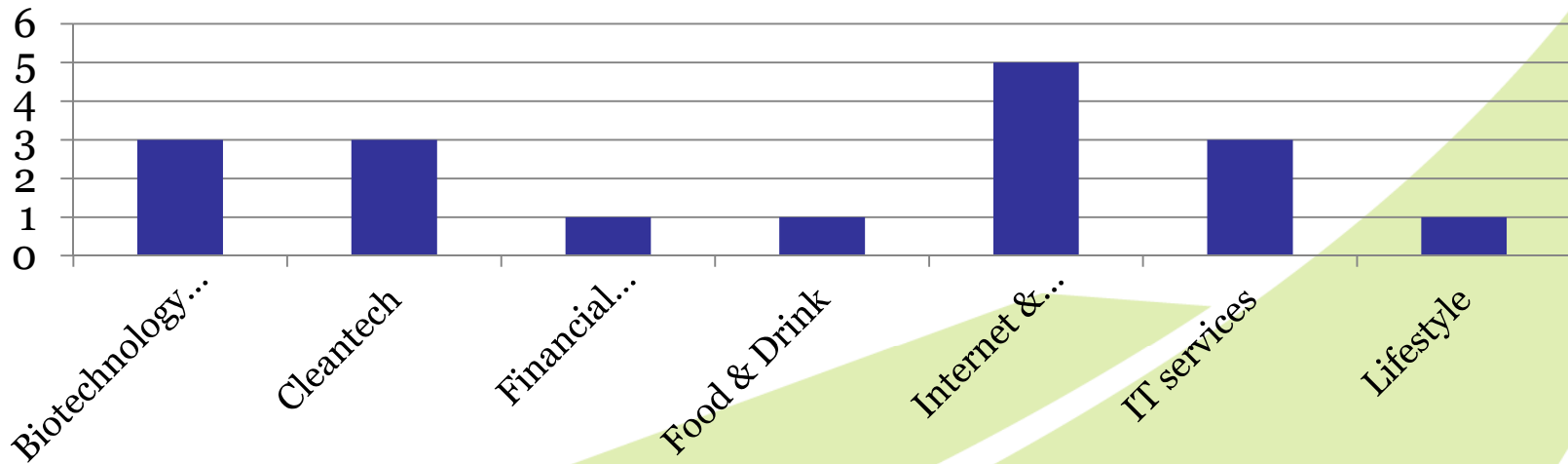
- **6** Matchmaking events, dinners and training sessions
- **85** institutional and angel investors attended the matchmaking events
- **42** online applications - mostly in the field of **Internet and Web Services**





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- **17** deals presented with 52 follow-up requests
- **4** deals received investments of approximately **USD 1 million**
 - Mixed Dimensions – USD 300,000 Currently in SF
 - Print Horizons – USD 350,000
 - Reserveout
 - eCloset – USD 25,000 – Currently, at Plug and Play / SF



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IPCO @iPARK

- In 2010, the Higher Council for Science and Technology moved to establish a national technology transfer program. Initially, the HCST focused on establishing autonomous technology transfer offices within key institutions, this direction was subsequently reversed due to numerous weaknesses and disadvantages of the initial model.



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Challenges of autonomous units

- The high cost of establishing a separate independent units at each host institution.
- Expected limited deal flow coming from each host institution, relegated to handling a handful of cases each year.
- *From the perspective of the HCST-* The establishment of several independent units will not allow for coordinated efforts.
- Expertise needed limited on some campuses



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Adopted Model

- The HCST opted for a Hub & Spoke structure in which a central office coordinated with various satellite offices distributed among several host institutions.
- El Hassan Science City was selected to host IPCO@iPARK, the central technology transfer office of Jordan due to many factors such as high degree of scientific integrity, neutrality, centrality, and to leverage EHSC's strong networks of support and internationally accredited labs etc...



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Services

- Search and Evaluation
- Local and Global legal representation
- Patent Drafting, Illustration and translation of patents.
- Technology Valuation
- Licensing Offers Preparations
- Consultations on Licensing agreements and contracts
- Negotiations



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**Research
Funding
Agencies**

Members

Applied Scientific Research Fund

King Abdullah II Fund for Development

Jordan Industrial Estates Corporation

King Abdullah II Design and Development Bureau

Amman Chamber of Industry

Jordan Enterprise Development Corporation

**Industrial/Business
Representatives/Clusters**

**Universities and R&D
Centers (Technology Supply)**

Petra University

Princess Sumaya University

Yarmouk University

Jordan University of Science and Technology

Philadelphia University

University Of Jordan

Jarash Private University

National Center for Agricultural Research and Extension

IPCO



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Tech Transfer (Tech-Push)

licensing:

IPCO@iPARK has been working closely with universities to build their IP portfolios to achieve critical mass and achieve early success stories that help demonstrate operability and benefits of the program.

Critically IPCO working with universities and R&D centers on amending their IP policies and eliminating any regulatory obstacles.

IPCO works on building capabilities through training, awareness and capacity building for the researchers.



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Spin offs and startups:

Jordan has made great strides in developing Technology Incubation and acceleration programs that have helped found numerous technology driven startups, as of yet the programs associated with universities have not been successful at transferring their R&D output into startups and spinoffs.



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Joint ventures:

Limited to no Tech transfer activity thru Joint ventures.

The Higher Council for Science and Technology developed two programs that help universities transfer tech to Industry

- The Industrial Research Fund
- The Faculty for Factory Program



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Achievements since 2010

- IPCO manages and has handled 300+ IP assets; including patents, trademarks, industrial designs, and copyrights.
- IPCO served as technology evaluator for national and regional initiatives including:
 - The first Arab Creativity Conference
 - “Innovation Vouchers” competition - Center for Innovation & Technology - Lebanon
 - KAFD patents support program
 - ASRF funded R&D projects
 - ESCWA regional Technology Exchange Market
 - Many others...



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IP consultations for SMEs

- iPARK incubated firms
- Jordan company for Antibody Production (MONOJO)
- Turkish Company For Food Industries
- Petra for Water Treatment Systems
- MYMO holding
- Windrose Ltd.
- Mixed Dimensions
- Brandenite
- Kalboard360
- Etc...



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Other Notable Achievements

- Developed pan Arab database of R&D entities and recent inventions (ESCWA)
- Held several “Intellectual Venture” sessions in collaboration with major Jordanian universities.
- Worked with the Lebanese National Council for Scientific Research to establish a national technology transfer network based on the Jordanian model.
- Assisted several national and regional institutions in drafting/amending IP regulations (e.g. NCARE Jordan, Petra University Jordan, Berzeit University – Palestine, Arab Academy for Science, Technology and Maritime Transport - Egypt).



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THANK YOU

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