

TECHNOLOGY TRANSFER AND COMMERCIALIZATION OF IP RIGHTS BY UNIVERSITIES AND RESEARCH ORGANIZATIONS :

(a) General Overview



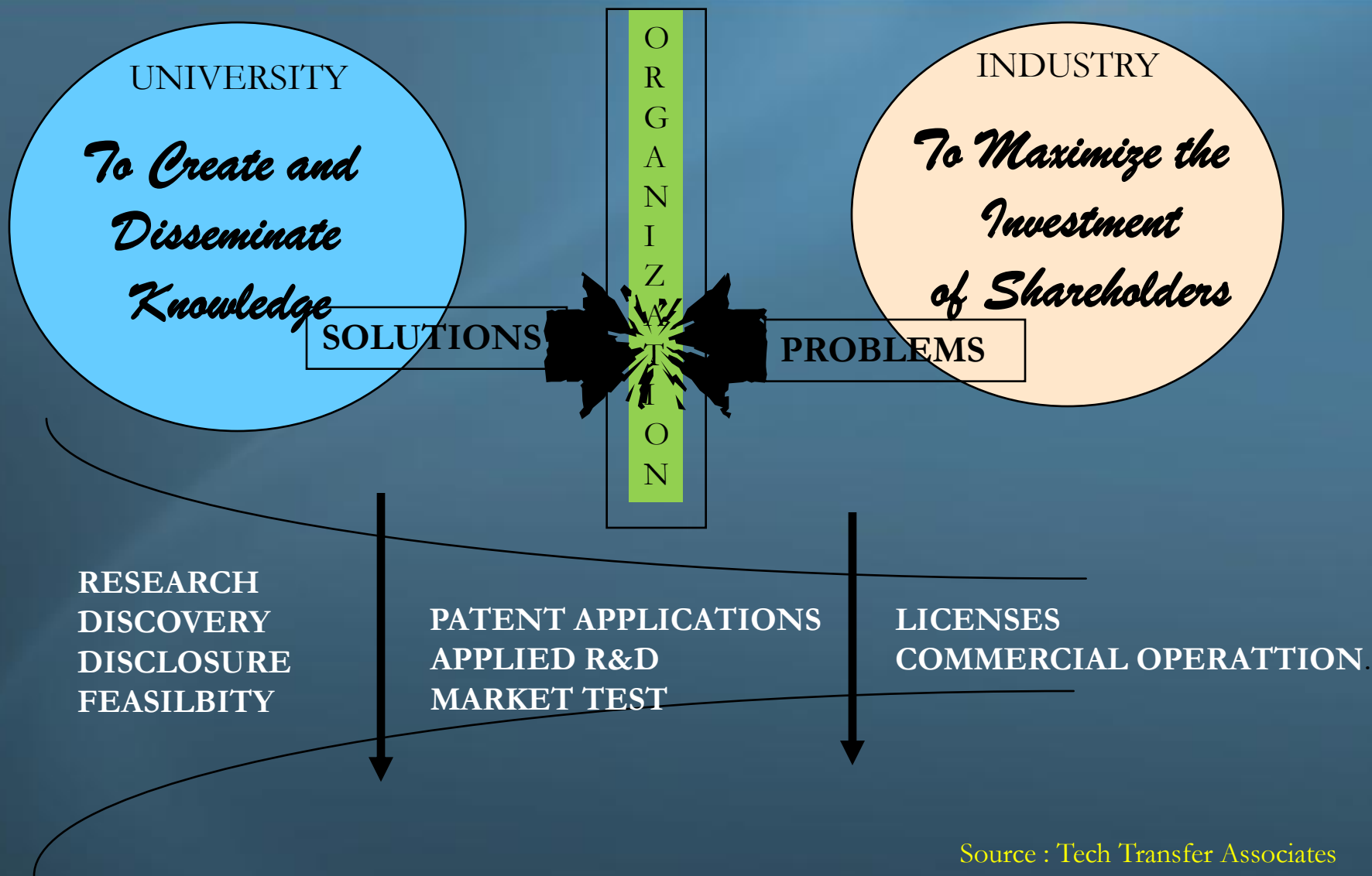
Presented by : **Alaya BETTAIEB**

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Founder & Past Chairman Tunisia's Venture Capital Association
Member BOD of LES-AC, Former Secretary of state for IC

During WIPO/ARIPO/OAPI Conference on IP, Innovation
and Value Addition for Business Competitiveness in Africa

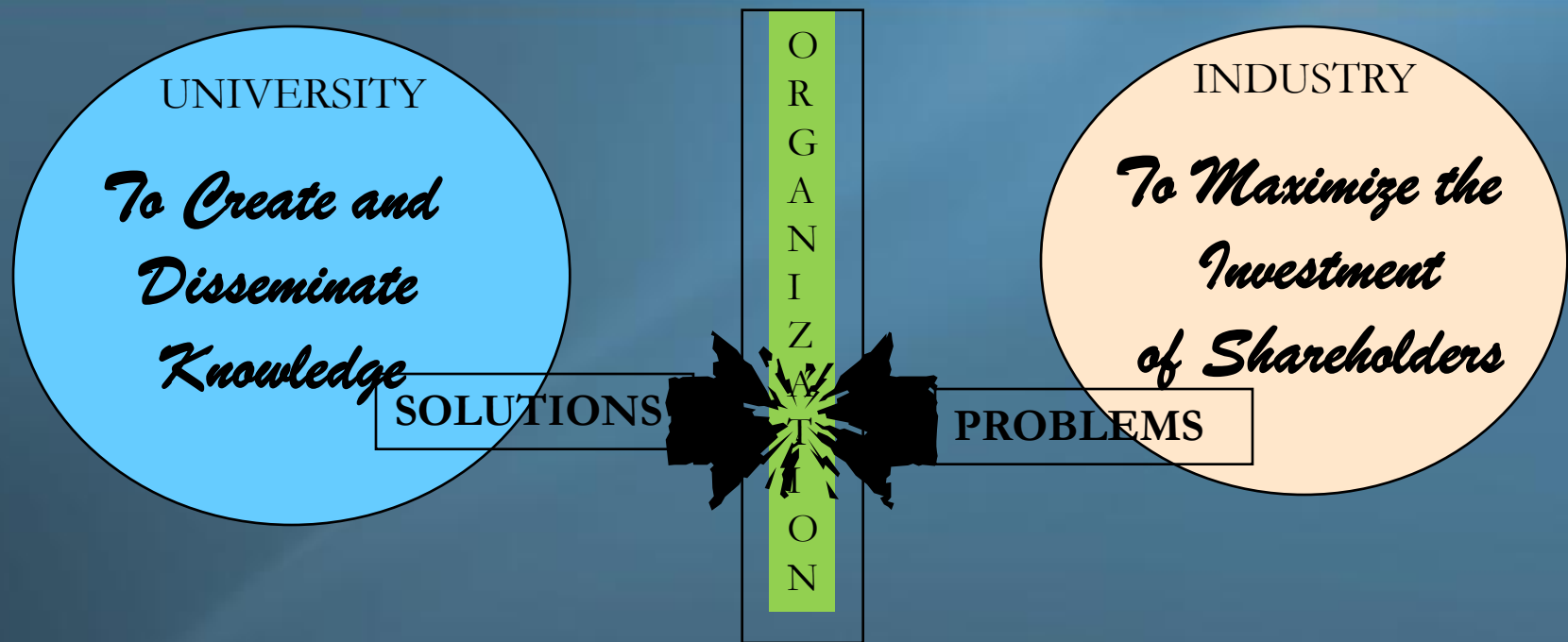
Harara 6-8 November 2019

University / Industry: Bridging Two Cultures



Source : Tech Transfer Associates

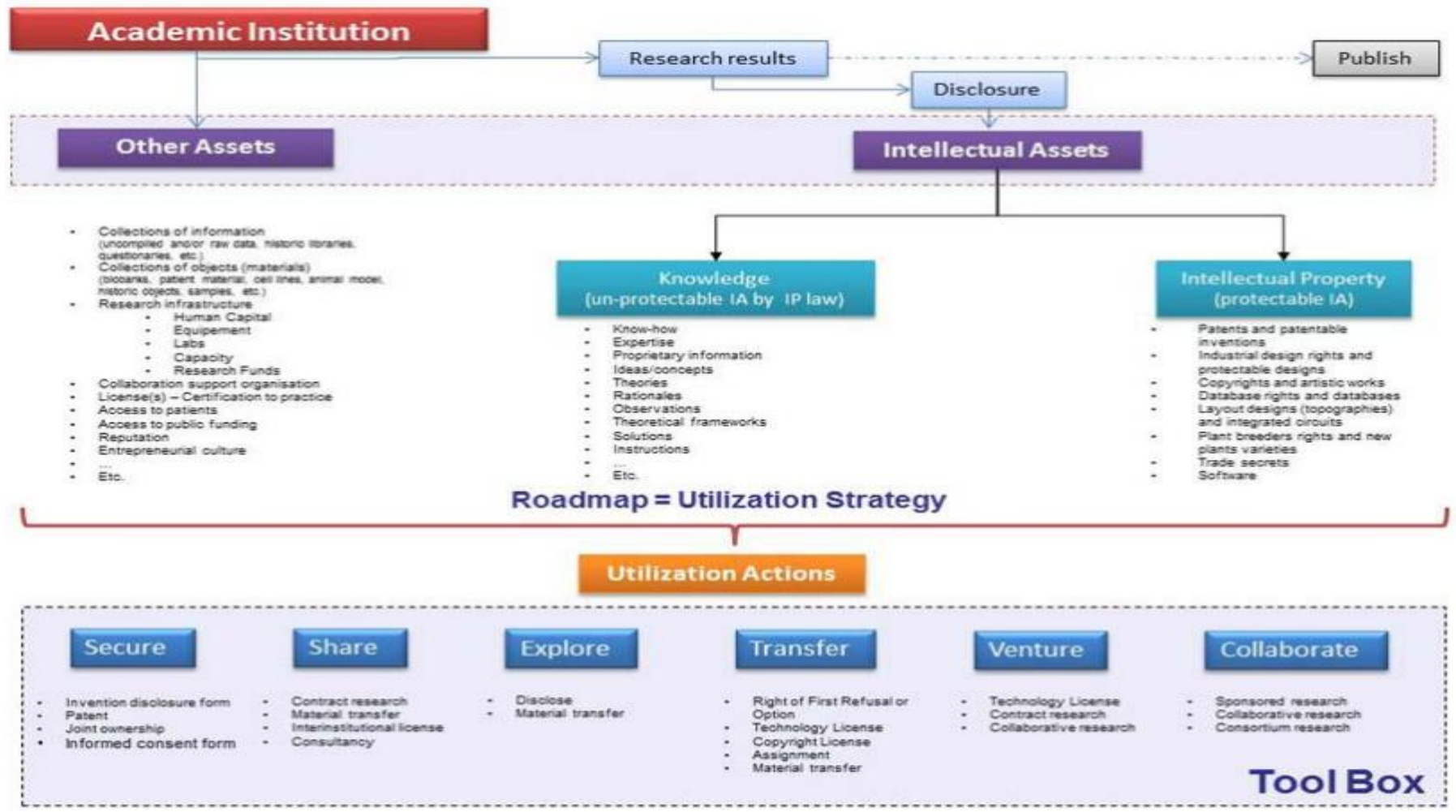
University / Industry: Bridging Two Cultures



Different Missions, Measure Success Differently
IP : Dissemination for University VS
Competitive Advantage for Business

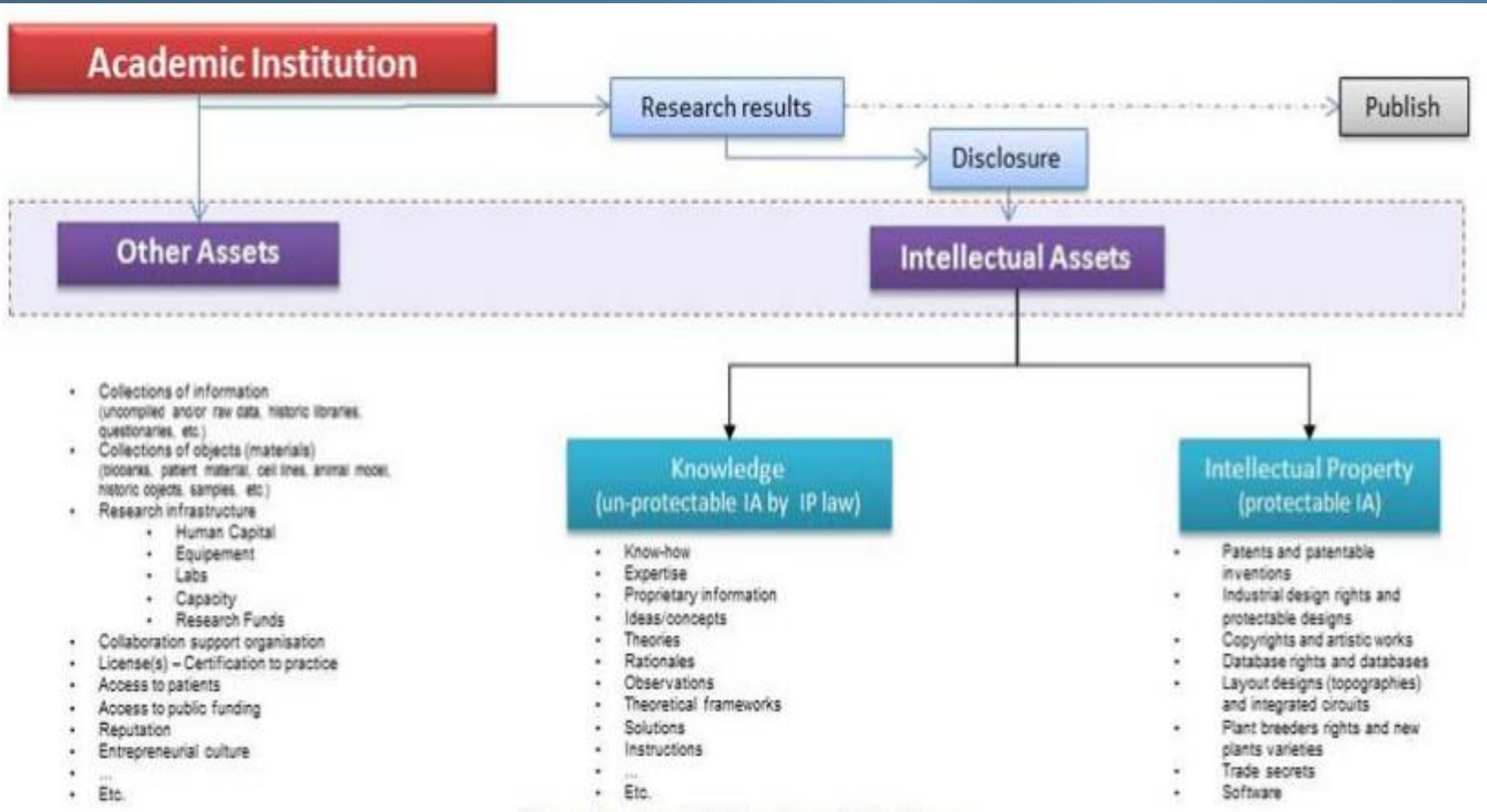
Source : Tech Transfer Associates

Overall Process of University Tech Transfer



Source : WIPO IP Toolbox

University IP Assets



Source : WIPO IP Toolbox

IP Assets Utilization Strategy

Roadmap = Utilization Strategy

Utilization Actions

Secure

- Invention disclosure form
- Patent
- Joint ownership
- Informed consent form

Share

- Contract research
- Material transfer
- Interinstitutional license
- Consultancy

Explore

- Disclose
- Material transfer

Transfer

- Right of First Refusal or Option
- Technology License
- Copyright License
- Assignment
- Material transfer

Venture

- Technology License
- Contract research
- Collaborative research

Collaborate

- Sponsored research
- Collaborative research
- Consortium research

Tool Box

Source : WIPO IP Toolbox

Technology Transfer At A Glance



Source : Stanford OTL

Gaps & Gaps in Technology

Development Gap

- Shortage of Researchers
- Shortage of funds (public & private)
- Shortage of ideas (market – pull not techno push)
- Lack of incentives (rather publish, no IP protection)
- Missing IP diligence, expertise
- Missing development Infra
- Lack of team culture,
- Lack of long term planning
- Lack of interest

Transfer Gap

- Technology not mature
- Technology is only 5% of Start-up
- Entry barrier low,
- Market need low
- Missing IP legal enforcement
- Lack of IP diligence,
- Shortage in IP expertise
- Lack of IP recognition
- Region weak image for technology
- Lack of interest

Facing the Challenges of Tech Transfer in Africa

Some food of thoughts:

- Understand each one's culture, build good lines of communication and long term relationship.
- IP culture within our Universities faculties researchers and students
- An enforcable IP Legal framework
- Local companies engaged in Foreign Tech Acquisition, to seed IP culture
- Highly qualified IP Attorneys, mastering technologies and Int'l IP laws,
- Patent engineers for drafting patent files, and Patent examiners,
- IP strategists within companies to value intangibles,
- Technology Transfer offices within AFRICAN Universities,
- Success stories to raise confidence,
- IP regional events gathering IP players and fostering hope.

Thank you
for your attention

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