

# Theme 7...



UNIVERSITY of the  
WESTERN CAPE



## Promote the Creation of a Network for the Dissemination and Commercialisation of Technological Innovations, Including Patents, in Africa

**Doug Sanyahumbi (PhD, MBA)**  
**Director: Technology Transfer Office**

27 Sep – 02 Oct 2014

A place of quality,  
a place to grow, from hope  
to action through knowledge



UNIVERSITY of the  
WESTERN CAPE

# Presentation overview...

---



- Introduction
- Role of Higher Education Institutions
- Working definitions
- Examples of networking initiatives
- Knowledge dissemination routes
- Key success factors
- Right environment for successful innovation
- Strategy for successful engagements



UNIVERSITY of the  
WESTERN CAPE

# Role of Higher Education Institutions...

---



## Two Key Activities...

### 1. Knowledge generation

- Study
- Research

### 2. Knowledge dissemination

- Teaching
- Publications – journals, books, presentations
- Technology Transfer



# Working definitions...1



## ❑ Technology transfer...

**“... the process of transferring research results / intellectual property for implementation in industry and/or society”**

SARIMA

## ❑ Innovation... = invention + commercialisation

**...the process of developing & taking new ideas / goods / practices into the market place in the form of a product, process or service.**

**...the process of creating value out of new ideas, new products, new services or new ways of doing things.**



# Working definitions...2

---



## Innovation = invention + commercialisation

### “invention”

- Something **contrived/devised**, a method of action (**process**); a creation of the mind **reduced to practice**, a **devise, design, plan, scheme, discovery**

### “commercialisation”

- To do, **exploit** or make **primarily** for **financial gain**; the **process** of introducing **marketable offerings** (products/services/processes), into the market place either by the inventors or by third-parties



UNIVERSITY of the  
WESTERN CAPE

# Example of Network Initiatives... 1



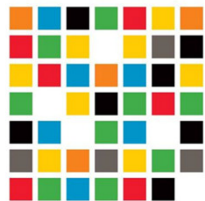
an **Open Innovation Exchange** that delivers **tangible solutions** to **real challenges** posted by solution seekers in government and the private sector, and connects leading African researchers and entrepreneurs with new opportunities to commercialise their innovations.

<http://openix.theinnovationhub.com>



to **network** all the **stakeholders** involved with **innovation** in South Africa to foster the sustainable development of our country, to improve quality of life and economic prosperity for all.

<http://www.saine.co.za>



SA INNOVATION SUMMIT.

event to **raise awareness** in innovation, **facilitate collaboration** among multi-helix actors and **contribute** to **building** the national system of innovation and **amplifying** South Africa's competitive edge and accelerate **economic growth**.

<http://www.innovationsummit.co.za>



UNIVERSITY of the  
WESTERN CAPE

## Example of Network Initiatives... 2

---



**SARIMA**

<http://www.sarima.co.za/>

a platform for the **promotion** and **facilitation** of **best practice** in **research** and **innovation management** in Southern Africa, in order to **strengthen** the research and **innovation system** to ensure the social and economic development of the Southern African region.



**SILICON CAPE**  
INITIATIVE

<http://www.siliconcape.com>

serves to attract and **bring together** local and foreign **investors**, the **brightest technical talent**, and the most promising **entrepreneurs**, to foster the creation and growth of world-class global IP start-up companies

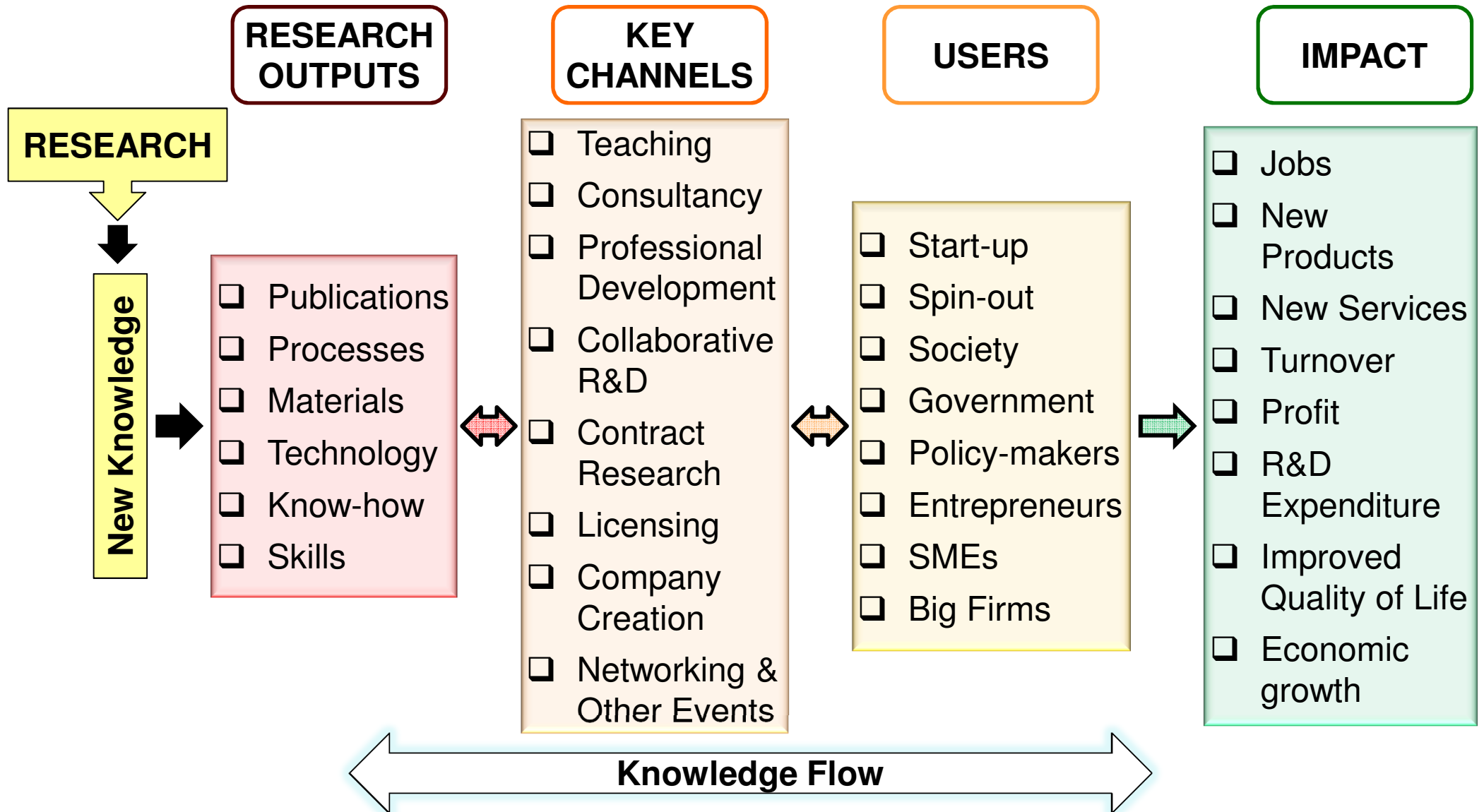


<https://www.autm.net>

a **global network** of **technology transfer professionals** from academic, research, government, legal and commercial settings, dedicated to **promoting** and **supporting technology transfer...**



# Knowledge Dissemination routes...







# Key Success Factors... 1

---



## RE: Network for Technology Innovation in Africa:

- ❑ Define **purpose** and **scope** of the “Network”
  - Clarify stakeholder expectations
  - Informs on options for the format/structures
  - Clarifies what is in was is out
- ❑ Define the **format/structure** – benchmark best in class
  - Informs technology requirements e.g. web-based
  - Informs resource requirements e.g. if conferences, workshops etc
- ❑ Define **management & governance**
  - If everyone’s role - no-one will take accountability/responsibility
- ❑ Define **resource requirements, people & funds**
  - Will not happen without necessary resources
  - Will not happen if not a priority in someone’s life



## Key Success Factors... 2

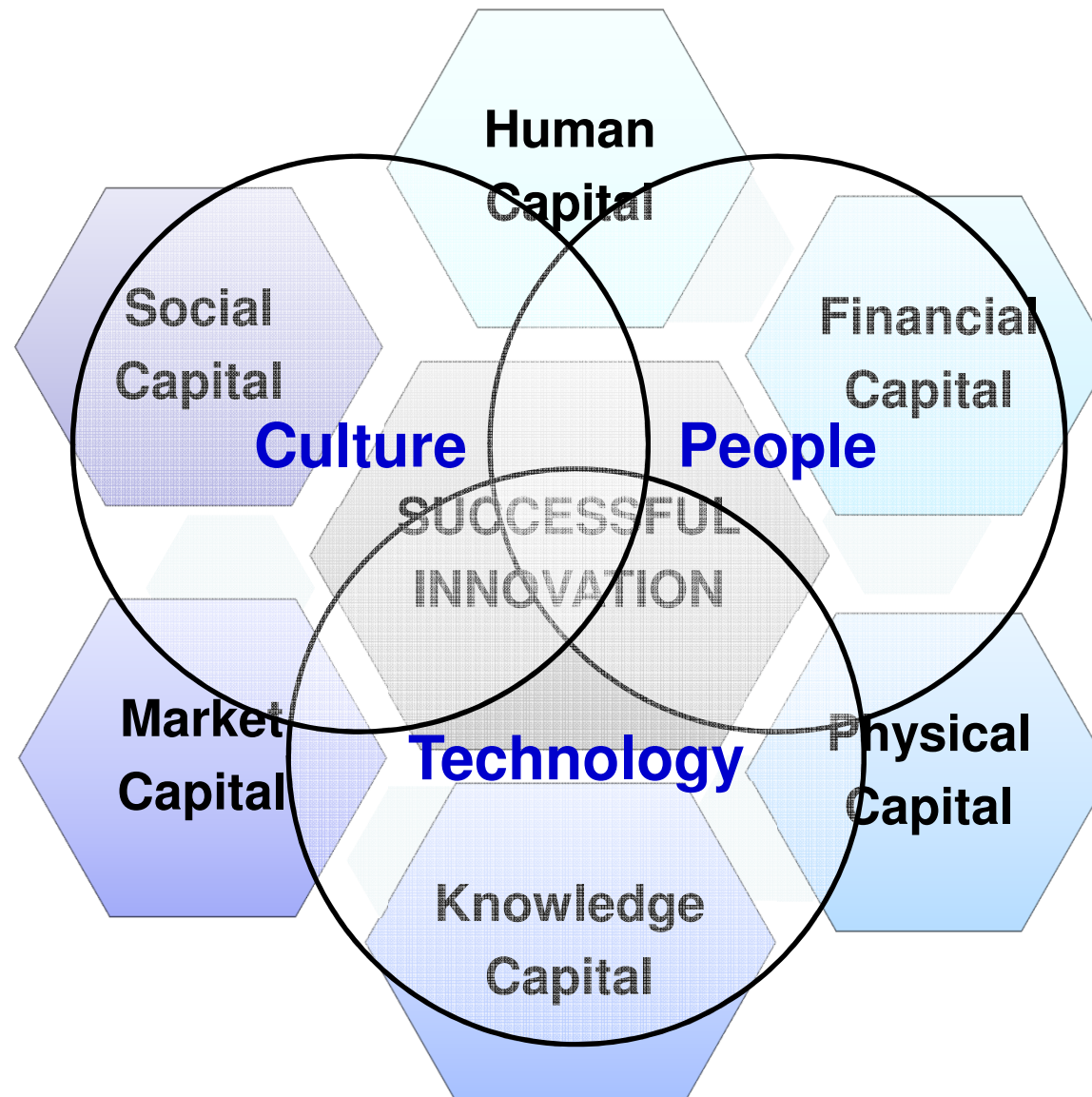
---



- ❑ **Ensure full commitment & support of key stakeholders**
  - At the highest level – time & advocacy
- ❑ **Identify Champions that are capacitated**
  - Regional or country-specific promoters
- ❑ **Identify/address regulatory/policy hurdles to trans-national innovation**
  - Differing IP landscapes
  - Exchange control – movement of capita/IP
  - Innovation priorities in the NSI
- ❑ **Establish contextual relevance**
  - What works for the African context
  - Is one or more network initiative required



# The right environment for success...



Source: Fadl Hendricks Presentation (adapted)



UNIVERSITY of the  
WESTERN CAPE

# Strategy for successful engagements...



[http://1.bp.blogspot.com/\\_95axFonbwHw/S8StusAObyI/AAAAAAAAHnU/6BemaVOfr-E/s1600/bumper-cars.jpg](http://1.bp.blogspot.com/_95axFonbwHw/S8StusAObyI/AAAAAAAAHnU/6BemaVOfr-E/s1600/bumper-cars.jpg)

**Maximize collisions...**



[http://www.presentermedia.com/files/clipart/00011000/11306/figure\\_oiling\\_gears\\_md\\_wm.jpg](http://www.presentermedia.com/files/clipart/00011000/11306/figure_oiling_gears_md_wm.jpg)

**Minimize friction...**

Source: Mike Pratt, Boston University – Office for Technology Development – Presentation to SA WC OTTs



UNIVERSITY of the  
WESTERN CAPE

# Thank You...

---



## QUESTIONS



**Doug Sanyahumbi** (PhD, MBA)

Director: Technology Transfer Office  
University of the Western Cape