



IP-Based Entrepreneurship

A large hexagonal graphic on the right side of the slide. The top portion of the hexagon contains a photograph of a suspension bridge spanning a wide body of blue water, with a stone castle on a hillside in the foreground. The bottom portion of the hexagon is a dark blue/black shape containing white text.

www.usimp.org.tr

2021
23-49-10-11 APRIL
ONLINE

Raising Awareness About
IPR and Technology
Transfer Activities

MEET THE TRAINERS



Atilla Hakan ÖZDEMİR

Activities That Support
Entrepreneurship and
Create Awareness



Serhat DALKILIÇ

Marketing
Entrepreneurs'
Technologies



Mustafa ÇAKIR

Support Mechanisms to
Foster Entrepreneurship:
Effective Tools and
Resources



Semih ERDEN

Supporting
Entrepreneurs to Create
Impact For Society

02-03.04.2021

Activities That Support Entrepreneurship and Create Awareness

Trainer: Atilla Hakan ÖZDEMİR

- Entrepreneurial Universities and Academic Entrepreneurship
- Incubation and Acceleration Programs for Potential Entrepreneurs
- Increasing the visibility and recognition of incubation and acceleration programs in local entrepreneurship ecosystem
- Creating platforms for matching investors-entrepreneurs
- Monitoring and Assessment of Impact

09.04.2021

Support Mechanisms to Foster Entrepreneurship: Effective Tools and Resources

Trainer: Mustafa ÇAKIR

- Supports to Entrepreneurs for Development of Business Plans
- Design and establishment of incubation and acceleration programs in line with institutional strategies, technological developments and needs of the industry
- Defining selection criteria of incubation and acceleration programs and coordinating application process
- Coordinating support (mentoring, training, coaching etc.) targeting entrepreneurs participated in incubation and acceleration programs
- Supports to Entrepreneurs in post-incubator/accelerator phase (sales, investment, team development, administrative issues) to expand their commercialization targets

04.04.2021

Promoting & Marketing of Entrepreneurial Technologies

Trainer: Serhat DALKILIÇ

- Pitching Techniques for IP-Based Entrepreneurs
- Preparation Documentations for Entrepreneur – Investor Negotiation Processes
- Encouraging Entrepreneurs Accessing Public Grants
- Forming strategic Collaborations and Partnerships with industry
- Matching entrepreneurs with potential partners according to their commercialization action plan

10-11.04.2021

Supporting Entrepreneurs to Create Impact For Society

Trainer: Semih ERDEN

- Why & when to start a startup?
- Evaluating entrepreneurial mindset of early stage inventors / entrepreneurs as KT professional
- Startup journey from idea to growth: What are the roles and limits of knowledge transfer professional?
- Adding value to startups as knowledge transfer professional: impact oriented mentoring vs coaching

TRAINERS



Serhat DALKILIC

Erciyes Technopark / Erciyes TTO, Kayseri
IP Coordinator
serhat@erciyesteknopark.com

Serhat DALKILIC is RTTP certificated Technology Transfer Expert and the Coordinator of IP Department at Erciyes Technology Transfer Office. He has been working at TTO more than 6 years and he is IPR Department Coordinator since the establishment of TTO in 2012.

He has BSc and MSc Degrees in Civil Engineering from Erciyes University. He received decent trainings about IP since 2012 and improved capability of IP business with these trainings. He is an European IPR Helpdesk Ambassador for Turkey.

He has experience in unusual and innovative licensing methods and strategies. He is an IP Trainer and he provides training for students, Academics, R&D Staff and Sector Professionals.

Mustafa ÇAKIR, RTTP, QPIP, Patent Attorney
mustafa@patenteffect.com

Mustafa Çakır is an industrial engineer with 12 years experience in University- Industry collaborations, patent portfolio management, patent data analytics, licensing, deep-tech startup program, market research and spinoff creation. He is co-founder of Patenteffect.com, his company providing IP, tech transfer and spin-off services.

He is mainly lead startup acceleration program, patent portfolio, licensing of IP-based technologies and commercialization of IP-based spinoff companies. He has completed practical technology transfer experiences in NIH (National Institutes of Health, USA), UCLB (UK) and Cambridge Enterprise (UK).

He has been involved in R&D and innovation related capacity building EU projects between 2008-2016 as part of his responsibilities at Ege University EBILTEM-TTO IPR and Licensing Unit Manager. He was the Project coordinator in EPO led Project for disseminating IP in Universities, in house Project coordinator for TTO-Turkey and Progress TT projects as well as senior tech transfer specialist in Enterprise Europe Network (Ebic-EGE). He also worked at Sabanci University TTO as Patent Attorney and Portfolio Manager.

He is also acting as European IP Helpdesk Ambassador and General Secretary at LES Turkey.

QPIP: Qualified patent information professional
RTTP: Registered Technology Transfer Professional

Atilla Hakan Özdemir,RTTP,PMP

Technology Transfer Office Director /Bilkent University
ahozdemir@gmail.com

Atilla Hakan Özdemir is a civil engineer. He has been working at Bilkent University Technology Transfer Office for 3 years as TTO director with commercialization of technology, IPR and licensing, Establishment of sustainable university-industry relations, entrepreneurship and startup formation and R&D Grants, projects and funding experience. He is also RTTP and PMP certificated. He has worked as R&D and Innovation Office Director, Assistant Professor, Project Manager, Environmental Projects Specialist, Technology Development Projects Specialist. He did his PhD in General Management at Hacettepe University.

Semih Erden,RTTP

erdensemih@gmail.com

Semih has over 10+ years of experience in technology commercialization. He was Unit Manager of Entrepreneurship Unit at Ege University Technology Transfer Office. He has structured and coordinated Ege Technopark Incubation Center, home to over 50 start-ups, generating \$16million in revenue between 2016-2020. He has vast experience in designing and managing startup support programs, accelerators, and related ecosystems at large.

Semih has deep curiosity and passion for entrepreneurship. He is sought after mentor for startups, focusing his experience mostly in business development, sales generation, fundraising, team management, and KPI-based monitoring.

An entrepreneur himself, he was a co-founder with Gixal, a hardware start-up. Although Gixal's ultimate commercial failure was a source of disappointment, the experience has been a valuable teacher. As a second-time entrepreneur, Semih is a partner at BPREG, an advanced materials startup focused on nature-based composite technologies.

Semih is a Registered Technology Transfer Professional-RTTP since 2018. He is also a member of Licensing Executives Society Turkey.