



COMMERCIALISATION OF RESEARCH OUTPUTS

A graphic design featuring a collage of images within a hexagonal frame. The top part shows a suspension bridge over a blue body of water. Below the bridge is a stone tower with battlements, situated on a hillside overlooking the water. A teal-colored banner on the left side contains the website address "www.usimp.org.tr". A dark red hexagon in the bottom center contains the year "2022" in large white font, with the dates "14-15-16-20-21-22" and "APRIL ONLINE" below it. To the right of this hexagon, a grey hexagon contains the text "Raising Awareness About IPR and Technology Transfer Activities" in white.

www.usimp.org.tr

2022

14-15-16-20-21-22

APRIL

ONLINE

Raising Awareness About
IPR and Technology
Transfer Activities

MEET THE TRAINERS



Fazilet Vardar Sukan

Raising Awareness
About IPR and
Creating Policy and
Directives at Universities



Ozlem Sevinc Tigin

Managing Invention
Disclosure and
Protection Processes



Serhat Dalkilic

Preparing
Commercialization Action
Plan and Marketing the
Technology



Mustafa Cakir

Licensing Strategies and
Spin-off Development

14 April 2022

Creating Policy and Directives at Universities and Raising Awareness About Knowledge/Technology Exchange Issues

Trainer: Fazilet Vardar Sukan

- Key-players of Knowledge/Technology Exchange in the Academic Arena
- University Administrations and Enhancing Awareness (*Preparation and application of policy and directive documents*)
- Creating Awareness Amongst Academics (*Patent comprehension for academics, Awareness about patent application pre-publishing papers*)
- Commercialization strategies and technology readiness levels (*Supporting forming new projects for low technology readiness level inventions with industrial companies, Increasing Technology Readiness Level of Invention for Better Commercialization*)

15-16 April 2022

Managing Invention Disclosure and Protection Processes

Trainer: Ozlem Sevinc Tigin

- Preparing the Invention disclosure
- Patentability, valuation and determining protection type and method (*Analysing patentability of invention, TRL Determination and preparing invention valuation report, Patenting vs know-how*)
- Managing the IP Contract Processes (*MoU amongst inventors and IP Transfer agreement between inventors and university and industry*)
- Managing the protection application process (*Collaboration with Patent Attorneys, other TTOs and/or companies for joint IPs, Decisions for global, local, country-based protection*)

20-21 April 2022

Preparing Commercialization Action Plan and Marketing the Technology

Trainer: Serhat Dalkilic

- Conducting market research of the invention (*Methodology, Defining customer segment, Valuation of the IP, commercialization action plan*)
- Basics of IP Commercialization (*Licensing vs Spin-off Creation, developing commercialisation proposals*)
- Commercialization Through Licensing (*Identification of appropriate companies, Pitching techniques, Joint R&D Projects Between Companies and Universities, regulations, funding schemes*)
- Commercialization Through Spin-Off Creation (*regulations, funding schemes, relations with university administrations, attracting and communicating with investors*)

22 April 2022

Licensing Strategies and Spin-off Development

Trainer: Mustafa Cakir

- Licensing and Commercialisation Models (*Selection of the appropriate model, drawing out agreements*)
- Essential Elements of Licensing Agreements (*Term-Sheet Documents, Defining Royalty Rates based on Technology Valuation, Terms of Licensing agreements, Option agreements*)
- Licensing Models for Spin-offs (*Express licensing models, Equity sharing between university and spin-off, and Equity Management*)
- Negotiation Strategies for Better Licensing (*Technical and/or legal consultancy throughout the negotiation/agreement, Licensing Negotiation Processes with Companies and/or Investors*)

TRAINERS

Fazilet VARDAR SUKAN, RTTP, EuKTS

**Director of Sunum
Sabanci University Nanotechnology Research
Center, Istanbul;
Vice-President of USIMP
faziletvardar@sabanciuniv.edu**

She is a Chemical Engineer with a Ph.D. in Biochemical Engineering from University College London. She is the founding head of the Bioengineering Department at Ege University and was the head of Department between 2000-2017. She is a pioneer in the field in Turkey and is the holder of 1989 Turkish Scientific and Technological Council Incentive award in Bioengineering. She was the Director of Ege University Technology Transfer Office and Coordinator of Enterprise Europe Network-Izmir. Her skills and expertise as a technology Transfer professional are internationally recognised, endorsed through her RTTP Certificate and EuKTS Grandfather Certificate. She is also the vice president of USIMP (University-Industry Collaboration Centers Platform of Turkey, a member of EPO Academy Advisory Board and represents Turkey on ATTP Board, AUTM International Committee, ASTP- NAAC and EuKTS Board. She has been involved in a total of 67 projects on bioengineering / biotechnology, R&D and innovation support, science and society, either as a coordinator, partner or researcher, supported by different national, international funds or industry; 21 of them being EU supported. Her work and contributions are internationally recognised by over 1600 citations out of which 54 are in textbooks. She has approximately 200 publications with 6 books and 23 book chapters, numerous presentations and three patent applications.

Özlem Sevinc TIGIN, RTTP

**IP&Commercialisation Coordinator,
ARINKOM TTO, Eskisehir;
Vice-President of TTP Association
otigin@anadolu.edu.tr**

She is a ceramic engineer. She has been working at University more than 8 years and she is IP and Commercialization Coordinator since the establishment of TTO in 2013. She has been working at ARINKOM TTO as Intellectual Properties and Commercialisation Coordinator since 2013; in the same time, she took place as a member of Intellectual Properties Evaluation Council. Özlem Tigin is IP and Commercialisation Coordinator at Anadolu University Technology Transfer Office (ARINKOM TTO), RTTP certificated Technology Transfer Expert and vice president of Technology Transfer Professionals Association.

Serhat DALKILIC, RTTP

**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, EuKTS

**IP and Licensing Lead,
Sabanci University Industry Collaborations and
Technology Licensing Office (ILO), Istanbul
mstfcair@gmail.com**

He is an industrial engineer with 10 years experience in University- Industry collaborations, IP and Licensing. He has been involved in R&D&I related capacity building EU projects between 2008-2017 as part of his responsibilities at EGE University EBILTEM-TTO IPR and Licensing Unit Manager.

He was the Project expert 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 (Ebc-EGE).

Currently he is a Patent Attorney and IP Management and Licensing lead at Sabanci University ILO. He mainly leads patent portfolio management, licensing of IP based technologies and commercialization of IP-based spinoff companies. He completed his practical technology transfer experience in NIH (National Institutes of Health, USA), UCLB (UK) and Cambridge Enterprise (UK).

Mustafa is the creator of Connect4tech program (<https://www.connect4tech.org/>) designed for fostering Technology commercialization by matching patent holders and technology seekers. He is also the team leader of IP CAMP program (<https://www.ipcamp.org>) which is the first and only training camp in Turkey dedicated to IP management and Technology licensing.

He is also General Secretary of LES Turkey, EU IPR Helpdesk Ambassador in Turkey and LES International Vice chair for Patent and Technology Licensing Committee. He has been Co-Founder at PatentEffect since 2017