



COMMERCIALISATION OF RESEARCH OUTPUTS



MEET THE TRAINERS



Ahu Altinkut Uncuoglu

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

Preparation of
Licensing Agreements

5 March 2026

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

Trainer: Ahu Altinkut Uncuoglu

- 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*)

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*)

6 March 2026

12 March 2026

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*)

Preparation of Licensing Agreements

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*)

13 March 2026

TRAINERS

**Ahu ALTINKUT UNCUOĞLU, Prof. Dr., RTTP,
PMP, PSMI**

**Marmara University, Vice Director of
University-Industry Collaboration Development
Application & Research Center
USIMP Executive Committee Vice-President
ahualtinkut@gmail.com**

Ahu A. UNCUOĞLU is an academic entrepreneur at the Dept of Bioengineering at MarmaraUniversity.

She is the holder of fellowships from UNESCO-L'Oréal (France), IPGRI (Italy), and the World Bank (USA). She has an academic career and collaborations with Colorado State University (USA), and Haifa University (Israel), and has actively contributed to numerous national and international R&D and Technology transfer projects. She has served as an Executive Committee Member of the TUBITAK Basic Sciences Research Group and has worked as an evaluator for EUFP, Horizon, and ERA-NET projects.

She also played a key role in establishing the Marmara University Innovation and Technology Transfer Office (TTO), where she held the position of Director from 2016 to 2021.

As a co-founder of TarLab Biyoteknoloji Ltd. Co, she focuses on developing pure seeds through biotechnological methods. Ahu A. UNCUOĞLU has been serving as a Group Executive Committee Member of the TUBITAK Entrepreneurship Support Group since 2021, and as the Associate Ambassador of Türkiye for the EU EARMA Research Management Roadmap Project and as a Member of the Course Recognition Committee at ATTP, since 2023.

Ozlem SEVINC TIGIN, RTTP

**IP&Commercialisation Coordinator,
Eskisehir Teknik University TTO, Eskisehir;
Vice-President of TTP Association
ostigin@eskisehir.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.

Ozlem Tigin was IP and Commercialisation Coordinator at Anadolu University Technology Transfer Office (ARINKOM TTO) up to 2024 and now work at Eskisehir Teknik University Technology Transfer Office, 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 CAKIR, Patent Attorney, RTTP,
QPIP, IAM 300**

**Co-Founder at PatentEffect
Past President LES Turkey
mustafa@patenteffect.com**

Mustafa Cakir is an industrial engineer with 14-year experience in patent portfolio management, patent data analytics, patent valuation and licensing strategies.

He is the co-founder of [Patent Effect](#) since 2019, the company providing intellectual property, tech transfer, and startup services. I mainly leads patent data analytics services, patent research, patent valuation, patent portfolio management, patent commercialization, startup acceleration programs, technology transfer and commercialization services for patents and IP-based spinoff companies.

He is also the co-founder of [Patentiv](#) supported by Berlin Senate in Germany. Patentiv is a digital platform designed for patent owners offering a 10x cheaper and faster patent valuation solution through a globally proven and reliable methodology.

He is founder of "[Patent Raporu](#)" which is the biggest patent platform in Turkey which has more than 10.000 members from Turkey.

He is also recognized by IAM as one of World's leading 300 IP strategists in the World in 2022, 2023 and 2024. He has completed his practical technology transfer experiences in NIH (National Institutes of Health, USA), UCLB (UK), and Cambridge Enterprise (UK).