



## COMMERCIALISATION OF RESEARCH OUTPUTS

A collage of images is presented within a hexagonal frame. The top portion shows a suspension bridge spanning a wide body of blue water. Below the bridge, a stone tower with battlements stands on a hillside overlooking the water. A teal banner on the left side of the collage contains the website address "www.usimp.org.tr". Two hexagonal callouts are overlaid on the bottom of the collage: a red one on the left and a grey one on the right.

[www.usimp.org.tr](http://www.usimp.org.tr)

**2023**  
25-26-27-28  
APRIL  
ONLINE

Raising Awareness About  
IPR and Technology  
Transfer Activities

## 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

06 June 2023

### 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*)

06-07 June 2023

08 June 2023

### 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*)

09 June 2023

# TRAINERS

**Ahu ALTINKUT UNCUOGLU, Prof. Dr., RTTP, PSMI**

**Faculty Member of Marmara University, Faculty of Engineering, Department of Bioengineering**  
[ahualtinkut@gmail.com](mailto:ahualtinkut@gmail.com)

Prof. Dr. Ahu ALTINKUT UNCUOĞLU is a faculty member at Marmara University, Faculty of Engineering, Department of Bioengineering. She graduated from Istanbul University, Faculty of Science, Department of Biology. She worked as a Researcher, Project Coordinator, and Vice Director at The Scientific and Research Council of Turkey (TUBITAK), Marmara Research Center, Genetic Engineering and Biotechnology Institute between 1996 and 2011. Prof. UNCUOĞLU has been actively involved in agricultural biotechnology-based projects in the USA (Colorado State University) and Israel (Haifa University, Institute of Evolution) with scholarships from the World Bank, "UNESCO - Loreal and International Plant Genetic Resources Institute almost for 2.5 years. She served as the Executive Committee Member of TUBITAK Basic Sciences Research Group between 2008-2009. She served as the Vice Dean of the Faculty of Engineering at Marmara University in the period 2017-2020 and she has been a Senator of the Faculty of Engineering since 2017. She took an active part in the establishment of Marmara University Innovation and Technology Transfer Office in 2012 and served as TTO Manager in this unit during the 2016-2021 period. Prof. UNCUOĞLU is among the founding partners of TarLab Biotechnology Limited Company, which was established with the support of TUBITAK 1512 Techno-venture Capital and works on obtaining pure seeds by biotechnological methods. Having Registered Technology Transfer Professional (RTTP) and Scrum Master Professional (PSM I) certificates, Prof. UNCUOĞLU she is a member of the Executive Board of University-Industry Collaboration Centers Platform and serves as a member of the Group Executive Committee at TUBITAK 1512 Entrepreneurship Support Group.

**Ozlem Sevinc TIGIN, RTTP**

**IP&Commercialisation Coordinator,  
ARINKOM TTO, Eskisehir;  
Vice-President of TTP Association**  
[otigin@anadolu.edu.tr](mailto: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](mailto: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, RTTP, EuKTS**

**IP and Licensing Lead,  
Sabanci University Industry Collaborations and  
Technology Licensing Office (ILO), Istanbul**  
[mstfcair@gmail.com](mailto: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 (Epic-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