



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 water under a clear blue sky. 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".

www.usimp.org.tr

2024
20-21-22-23
FEBRUARY
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

20 February 2024

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*)

20-21 February 2024

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*)

22 February 2024

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*)

23 February 2024

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*)

TRAINERS

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

Faculty Member of Marmara University, Faculty of Engineering, Department of Bioengineering
ahualtinkut@gmail.com

Molecular Biologist, Academic Entrepreneur (Agricultural Biotechnology)

Fellows of

- UNESCO – L'Oréal International Young Woman Researcher Program, France
- International Plant Genetic Resources Institute, Vavilov-Frankel Program, Italy
- World Bank Fellowship Program, USA

R&D Project Management Experience at

- TUBITAK, Marmara Research Center, Genetic Engineering and Biotechnology Institute
- Colorado State University, Department of Soil&Crop Sciences (USA)
- Haifa University, Institute of Evolution (Israel)
- Marmara University, Faculty of Engineering, Department of Bioengineering
- Sabanci University, Nanotechnology Application and Research Center (SUNUM)

Administrative duties related with technology transfer

- Associate Ambassador of Türkiye in EARMA Research Management Road Map Project (2023-)
- Member of Course Recognition Committee of ATTP (2023-)
- Executive Board Member of TUBITAK Entrepreneurship Support Group (2020-)
- Executive Board Member of USIMP (2019 -)
- Co-founder of TarLab Biotechnology Ltd. Co. (2019-)
- Director of Marmara University Innovation and Technology Transfer Office (MITTO) (2016-2021)
- Vice Director of TUBITAK MRC, Genetic Engineering and Biotechnology Institute (2008-2011)
- Executive Board Member of TUBITAK Basic Sciences Group (2008-2009)

Özlem 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.

Özlem Tigin was IP and Commercialisation Coordinator at Anadolu University Technology Transfer Office (ARINKOM TTO) up to 2024 and now work at Eshisehir 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 ÇAKIR, Patent Attorney, RTTP, QPIP, IAM 300

**President, LES Turkey
Co-Director, Product Owner at PatentEffect**
mustafa@patenteffect.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