



# Who we are

**ASTP** Association of European Science & Technology Transfer Professionals, established 1999. More than 600 individual members from 260 institutions in 42 countries, mostly from Europe, non-profit, independently funded by our members and practitioners based.



# Mission

Improve the TT/KT process by exchanging best practices & training TT/KT professionals from academia and industry



# How are we doing it

**Events** High standard of quality with approx. 700 participants per annum

**Trainings** Fundamental level, Advanced level and Masterclasses

**Tools** web site (hub for members services and information tools)

Annual TT Survey together with **AUTM**

Founding partner in **ATTP**



## Growth of our membership

- **Members: approximately 80% academic, 20% business**
- **640 +- members (update September 2012)**
- **40 Institutional members (group discount for TT offices)**
- **Mostly in Europe, 10% from other countries**



## Board 2012 – 2013

ASTP Board members as per May 2012

**Anders Haugland** *Bergen Technology Office, Norway (president)*

**Marc Le Gal** *Université de Lyon , France*

**Sara Matt-Leubner** *University of Innsbruck, Austria*

**Christian Stein** *Ascenion, Germany*

**Spela Stres** *Jozef Stefan Institute, Slovenia*

**Maria Tavares** *FISEVI , Spain*

**Koen Verhoef** *Netherlands Cancer Institute, the Netherlands*





# management

- **Claar-els van Delft** *General Manager*
- **Jeffrey Blair** *Business Development & Strategy*
- **Ancilla Sterrenburg** *Network Coordinator*
- **Arlyta Wibowo** *Event Coordinator*
- **Patrick de Jonge** *Financial Administrator*
- **Interns** *Office support*

3,6 fte





## Attendance of ASTP Events: photo: Bergen 2008





## Annual events

### **Annual conference**

(200-250 attend)

### **Fall meetings**

(± 150 attend)

### **National network meeting**

**N3** (+50 attend)

### **Training courses**

### **Master classes**

*Best practices in transfer of Science and Technology*

Held in various cities throughout Europe

interactive, hands on, small setting, indepth,

*Combined with the national network meetings (N3)*

Held in various cities throughout Europe

*Exchange of ideas and knowledge among Europe national networks*

Held in various cities throughout Europe

2 cycles per annum / 80 participants per cycle

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2 cycles per annum / 80 participants per cycle

Held at Schiphol Airport, Amsterdam





## members services

<b>Exchange of expertise</b>	Platform for exchange of best practices, annual events, access to an online discussion forum
<b>Education</b>	Professional Development
<b>Networking</b>	Europes largest TTO community, informal atmosphere (among peers) ASTP Linked-in group
<b>Up to date information</b>	Newsletters, membership directory, ASTP Survey, conference materials
<b>Other services</b>	Lower registration fees for our events as well as discounts on publications & materials of past events, select European TT and National Network events



## Our strengths

- Professionalisation via exchange of expertise by top TT professionals throughout Europe
- Broad international scope
- Experienced TTO's, as well as the new comers (good mix)
- For practitioners – by practitioners
- Core activity is to support the professionals
- Flexible organisation, short lines of communication, direct access
- Informal: ample time at all our events for networking, social programmes
- Events: high quality speakers with interactive programs covering daily-practise topics
- 12 years of experience, largest European association of TT professionals



## Collaboration

- Active collaboration with AUTM (US), Praxis Unico (UK), KCT(Aus)and ATMT (Taiwan) in ATTP and with AUTM on Survey
- Co-promotional partnership with various organisations such as Technology Transfer Summit (TTS) and EAPB (near future)
- National Networks Europe, contacts in existing networks and also those just starting up



# Professional development

## 2,5 days - 20 CE points

### Training courses

- last week of January
- second week of September

### **Fundamental** (40 places)

Fundamentals of technology transfer

### **Advanced** (40 places)

- Strategic Marketing of Intellectual property
- Advanced Licensing Skills
- Building and Financing Spinouts
- Advanced Marketing and Deal Making
- Effective Negotiation in Technology Transfer
- Research & development collaborations
- Technology licensing: good practices & strategies



# Professional development one day, fly in & out - 7 CE points

## Masterclasses

- End of March
- Mid of November

## Topics

- Start to negotiate
- Business finance for TT professionals
- Assessing technologies: “the good, the bad & the ugly”
- Managing an effective TTO team
- Financing spin-outs
- Technology licensing
- Business development
- Collaboration agreements
- Clinical trail agreements



# Professional Development Packages

ASTP offers various educational packages with reduction offers to fit your needs:

- *Career package* for the individual TTO professional
- *TTO package* addressing the management of a TTO office
- *Development package* for institutions, funding -agencies or national networks



# On Site Training

ASTP training given at your location on the topics you choose, by highly rated trainers. We act as broker, matching your training needs with the right trainer.

- half-day, one day and two days courses
- standard and customized courses available
- high quality TT trainers
- classes of up to 50 participants
- RTTP recognition (CE points)
- We match the trainer with topics





## ASTP events fall 2012

### \* Training courses

Barcelona, Spain 24 – 26 September 2012

20 CE points each

Topics: - *Fundamentals of technology transfer (basic)*  
- *Creating successful spin-outs (advanced)*

### \* Fall conference

Lyon, France, 25 & 26 October 2012

10 CE points each

*Business models in and for Technology Transfer: see brochures*





## ASTP events fall 2012

### \* Masterclasses

Schiphol airport, the Netherlands, 15 & 16 November 2012  
7 CE points each

- Topics:
- *Licensing agreements*
  - *The complex licensing deals: the need for flexibility*
  - *Conflict resolutions*
  - *Post licence agreements portfolio management*



Founding partner of the  
Alliance of Technology Transfer Professionals



together with





# Background ATTP

- Technology transfer is increasingly viewed as a profession
- Professions require certain things:
  - a body of knowledge
  - a professional body
  - a recognised path for career profession



# Supported by members

(surveyed 2009)

- Wide range support for development of professional recognition mechanisms
- Greatest support amongst the younger/newer members of tech transfer
- Strong view that development of the profession is happening and that we must take a leadership role
- Strong view that development of the profession must be led by practitioners

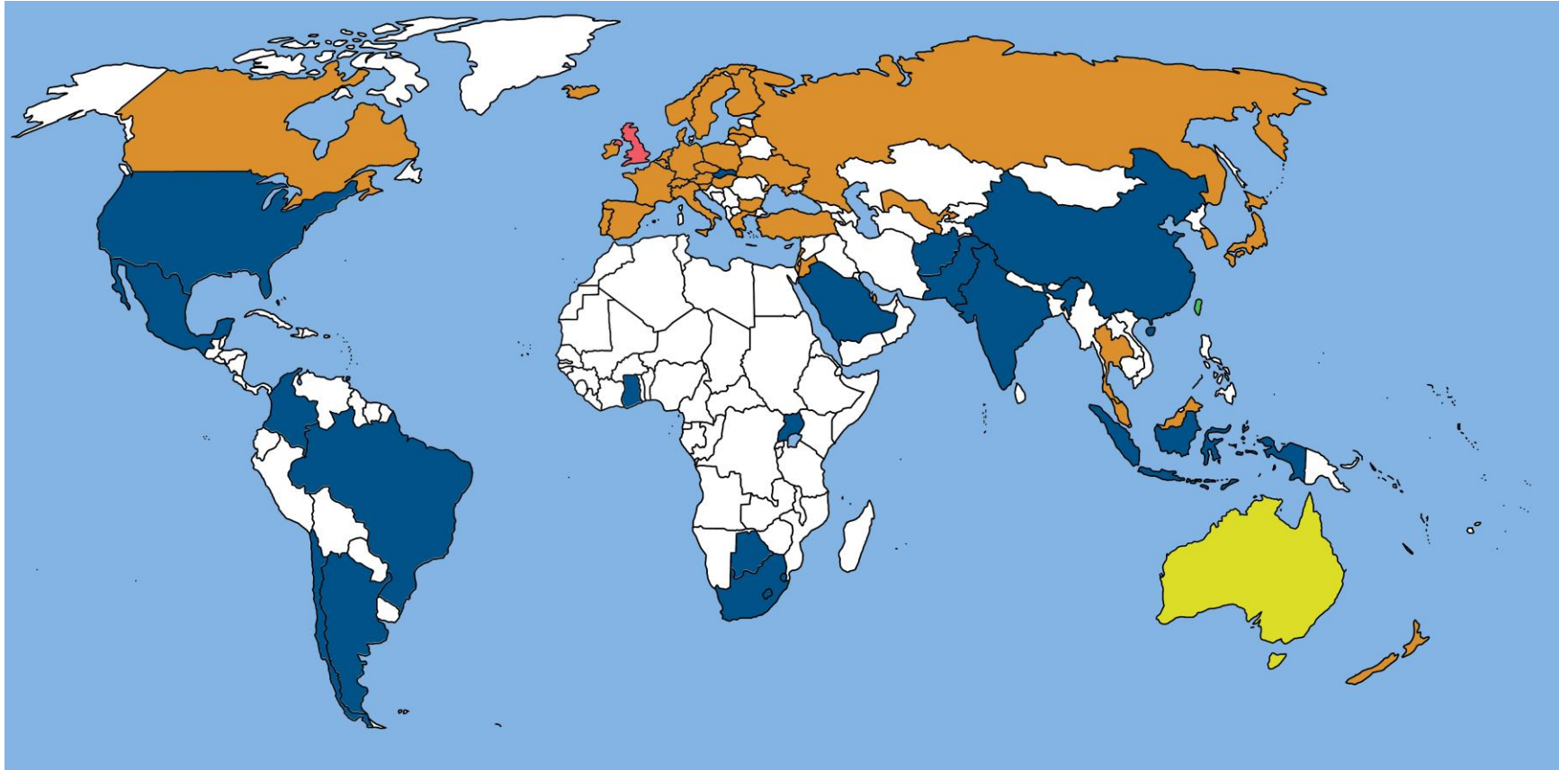


# Founding associations (2010)

- Association of University Technology Managers (AUTM)
  - Representing 2978 Members 50 countries
- Association of European Science and Technology Professionals (ASTP)
  - Representing 627 Members 43 countries
- PraxisUnico (PrU)
  - Representing 164 members and 2000 individuals
- Association of Technology Managers in Taiwan (ATMT)
  - Representing 400 members
- Knowledge Commercialisation Australasia (KCA)
  - Representing 400 members



# ATTP global coverage





# Training and qualifications

- Career technology transfer members will be provided with valuable training and submit a final case study to be considered
- Experienced industry professionals will produce a comprehensive case study demonstrating their experience and qualifications



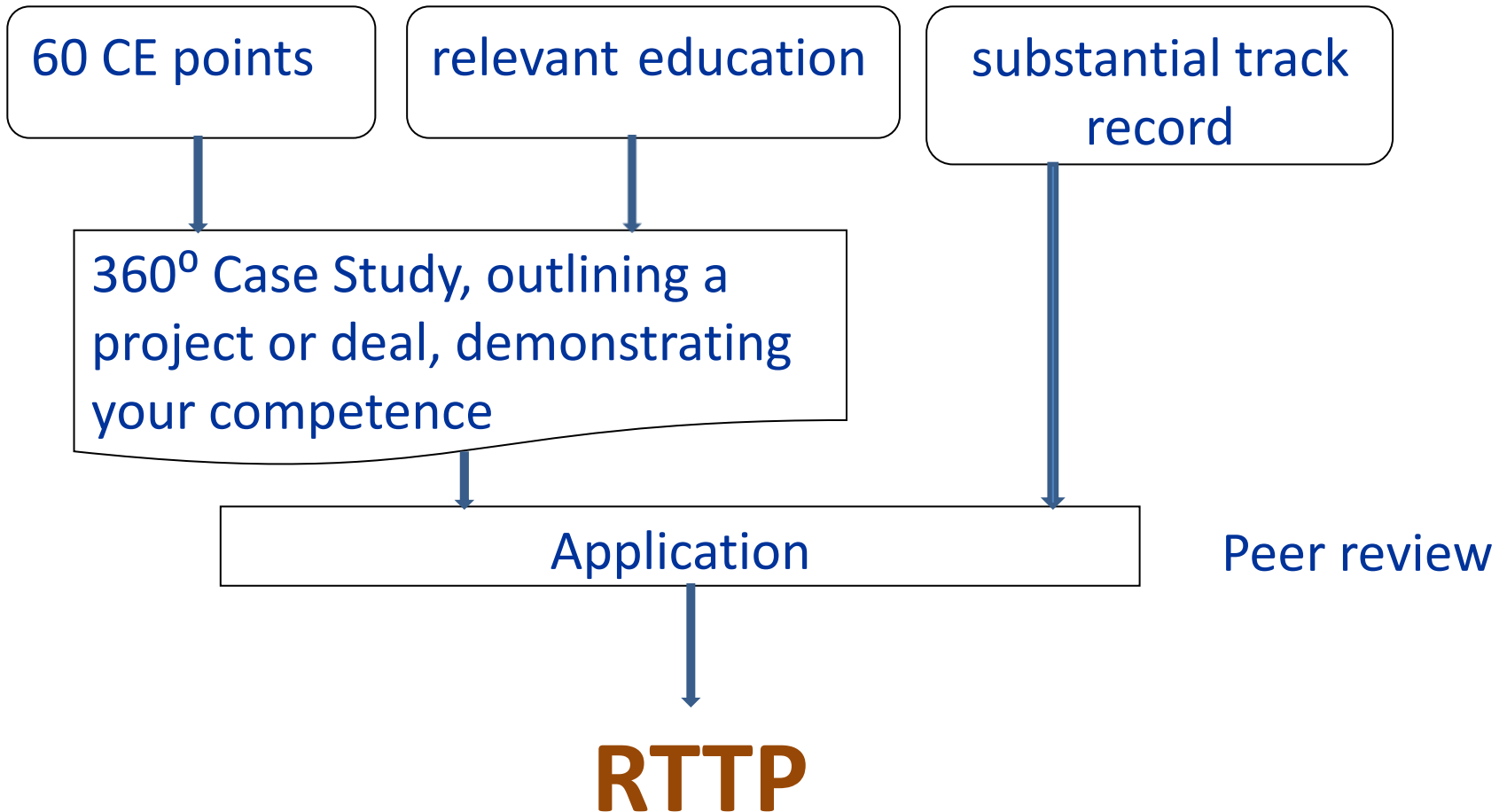
# Routes to registration

- **Route I:** designed for those early in their technology transfer career
  - > 60 Continuing Education Credits & brief (1000 words max) that provides an overview of your technology achievement
- **Route II :** for mid-career technology transfer professionals with 3-5 years experience
  - > a brief (1000 words max) that provides an overview of your technology achievement
- **Route III:** for practitioners with significant years of experience and a demonstrated track record of achievement and contribution to the profession
  - > Hand in a short CV or resume that demonstrates your experience in TT





# Demonstrated competence





# Application process

- online
- applications considered by an international panel of practitioners
- \$ 250 administration charge
- no annual fees
- 4 reviews a year
- next review date – the 18<sup>th</sup> of October 2012



# Benefits to you

- YOU will be recognised as a registered professional
- YOU will have the gold standard recognition amongst your peers
- YOU will have an internationally portable qualification
- YOU will be linked in to the practitioners network around the world
- YOU will have a powerful qualification to add to your CV



# History

- 2008, MoU by ASTP, ATMT, AUTM, KCA, PrU
- May 2010: launch of ATTP with 5 founding associations in Paris
- Spring 2012: SNITTS joined the alliance
- Number of current applicants: 111 'RTTP's (June 2012)



# Latest developments

- CLP and ATTP regard their systems as being complementary
- CLP will consider ATTP approved CE-points for their CLP recertification, on topics of
  - Licensing
  - Technology transfer
  - Technology commercialization
- New TT associations are being invited to join the alliance



## How to become a member of ASTP

ASTP membership is open to individuals who are involved in the transfer of science and technology. There are two types of individual memberships:

academic members are individuals within universities, academic hospitals and non-private research institutes.

Any other professionals not employed at universities, academic hospitals or non-private research institutes but who are involved in the transfer of science and technology can apply for a business membership.

The annual fee for members as per 2012 follows the calendar year and is as follows:

Individual academic membership:	€ 250,-
Individual business membership:	€ 375,-
Institutional membership	
National Network (group) membership	



# How to become a member of ASTP

## Institutional membership

	Academic member	Business member
individual membership	€ 250	€ 375
≤ 5 people	€ 950	€ 1450
≤ 10 people	€ 1450	€ 2200
≤ 20 people	€ 2500	€ 3900
> 20 people	€ 3000	€ 4500

### National Network (group) membership

If a national network has a structure so it can act as a central billing contact, ASTP sends one invoice to the network. The network has to apply for this kind of membership and ASTP will make an offer. The fee depends on the number of people in the national network (the more individuals a network consists of, the cheaper the fee per member).

Please also note that membership of ASTP remains on an **individual** base. The institutional packages are meant to offer a discount for larger numbers of members associated within a single organization and to simplify the invoicing and collection of the membership fees. In all cases, the individual members' names remain required.



**Thank you for your attention  
We look forward to welcoming you to ASTP!**

**[www.astp.net](http://www.astp.net)**