ASTP Annual Conference
18-20 May 2022
Lisbon | Portugal

The Many Faces of Knowledge Transfer

13:00 - 14:30

Workshop | Engage, Enable and Evolve: improving your innovation ecosystem

KTOs must meet many requirements. Is it difficult for your KTO to make your services known to researchers, industry and the government? Do you find it easy to impress the university management, who seek healthy revenues? Throughout the different phases of the research and innovation process you have to deal with various stakeholders both internally and externally. We want to develop a strategy to convince the whole quadruple helix (academia, industry, civil society, government) of the KTO's value.

The EU is encouraging a widened approach in knowledge valorisation with future Guiding Principles for Knowledge Valorisation, especially in terms of stakeholder inclusion and engagement of academia with industry and society. It is desired that the whole quadruple helix is involved in knowledge valorisation as early on in the process and as much as possible. This inevitably means that the number of different stakeholders will increase and engaging and aligning these stakeholders for a common future goal is challenging.

So, do we have the means to succeed?

The first step is to identify the challenges and issues KTOs face in effective communication with different stakeholders. In the framework of the CHIC project, which is funded by the Climate KIC through the EIT-HEI initiative, we are developing and piloting the 'E3: Engage, Enable & Evolve' initiative. The aim is to equip KTOs with communication strategies, guides and tools to enhance their outreach and successfully strengthen ties with different stakeholders and facilitate these interactions within their ecosystem.

How can you contribute and benefit?

Join us for an interactive discussion and help us in identifying effective communication tools and strategies for the stimulation of an innovative ecosystem in the new knowledge valorisation era.

Speakers: Andras Havasi | Ivana Vuka | Marie Mifsud

13:00 - 15:00

Social Sciences, Humanities and the Arts | Special Interest Group

The Special Interest Group Social Sciences, Humanities and the Arts (SIG SSHA) is a mutual learning network for knowledge exchange and impact of research from and with the humanities, social sciences and the arts. Our focus is to further improve the pathways of impact from SSHA research to society.

Despite the fact that the SIG has not been able to meet in person for the last two years, a lot has happened. Accordingly, the SIG meeting at the ASTP Annual Conference first outlines current activities of the SIG. Based on the results we all came up with at our online gathering last year, we will focus our upcoming meeting on the topic "Impact Measurement Frameworks applied to SSHA". We cordially invite all members of the SIG and all those interested in impact and transfer to attend this meeting.

Speakers: Christoph Köller | Georg Russegger

13:00 - 16:30

Masterclass | Opportunities and Challenges between the EU and MENA in Technology Transfer

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King Abdullah University of Science and Technology

Speakers: Kevin Cullen | Tamara El-Shibib | Sean Flanigan

13:00 - 16:00

Connecting the Portuguese Technology Transfer Office Ecosystem

Portugal has a fairly developed entrepreneurial ecosystem and as a result, is becoming a hub for innovation and startups, ranking #31 on the Global Innovation Index. This progress is a consequence of factors such as Education, Expertise, and Support. This entrepreneurial ecosystem benefits from local qualified workforce and high-quality Universities, with special focus on business and science.

13:00 - 15:30

Masterclass | How to say "no" to researchers and industry!

- Learning how to say "no" effectively will greatly enhance your professional and personal life. If you have trouble saying "no" in a way that makes the recipient still love you or at least respect you, then this workshop is for you. In your KT role, you will have to deliver "no" often:
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- "No, we will not file a patent"
- "No, you didn't get Proof of Concept Funding"
- "No, we will not spend any more time on your invention"; "No we can't do all that for free"
- "No, we can't accept these licensing terms"
- "No, your valuation is all wrong"

Applying everything from body language to a selective choice of thoughtful words can make all the difference. It is still a "no" but the reaction can be much improved.

Speaker: Tom Flanagan

13:30 - 15:30   Digital Innovations | Special Interest Group

While the Digital Innovations SIG has been in "corona quarantine" the market has been evolving quickly with the Big Tech, AI, open source and a great variety of data-driven innovations. discuss key trends, challenges and opportunities this SIG meeting we be organised like "World Café".

- Clinical Software
- Data management and AI
- Open Science & Open Source
- Licensing Software IP & Know How
- Digital Start-ups

Facilitators: Mirko Lukacs | Sigmar Lampe | Malcolm Bain

13:30 - 15:30   NAAC Meeting (invitation only)

This is the bi-annual meeting of ASTP's National Association Advisory Council (NAAC). Chaired by Vice President for the NAAC Hana Kosová.

18:00 - 19:30   Welcome Reception

Meet up with your fellow participants at this first social event of the conference. The reception provides an excellent opportunity to network, meet old friends and colleagues, as well as meet new people in preparation for the days ahead.

LifeArc

19:30 - 22:00   Directors' Dinner

If you are a director of a Knowledge Transfer Office or a senior industrialist responsible for academic partnering, this event offers unique networking opportunities with your peers from across Europe.

NLC
THE EUROPEAN HEALTHTECH
VENTURE BUILDER

8:00 - 8:30   Morning meeting for new members

An opportunity for people new to ASTP to come and meet the more 'seasoned' community members. Come along and learn more about the inner workings of the organisation and how you can become more involved.

8:45 - 9:00   Welcome by the ASTP President | Speaker: Cécile Cavalade

9:00 - 9:45   Opening Plenary: Driving an innovation ecosystem to success

Innovation is key for the competitiveness of companies, regions and countries and is therefore promoted at different levels. However, most innovations, around 90%, do not succeed in the market. Innovation ecosystems are design to decrease risk and potentiate the success of innovations reaching the market. This is a challenge, and there are no predefined routes to success.
As we discuss the way technologies can reach the market, we take a wider look at the innovation ecosystems.
Speaker: João Mendes Borga

9:45 - 10:30   Networking in these strange times

Being a good networker is a key skill to connect with your peers, influence others, and raise your profile. Networking is not about selling, it is about building relationships and trust, the important "ingredients" for successful knowledge transfer are how to:
- Join groups with ease
- Understand the process of networking
- Break the ice
- Develop small talk to create trust
- Prepare in advance
- Spot opportunities
- Answer the "what do you do?" question
- Ask great business-related questions.

Speaker: Sue Tonks

TRACK 1 | ENGAGEMENT

Efficient effective and engaged teams | tales, tools and tricks

How do you best manage and nurture your teams to success in difficult times such as we have faced during the pandemic which may have resulted in more work, more pressure and fewer resources, and as a result low morale? How do you ensure your team is motivated and supported?

This session will explore both the side of the KT practitioner running the teams and from an HR perspective and will provide some tips and tricks for creating efficient effective teams.

Speakers: Claire Townsend | Declan Weldon

TRACK 2 | CORE BUSINESS

Building an ideal set of Metrics and Indicators

This interactive session will explore the complexities and challenges of creating useful and meaningful indicators for your office. Such indicators are crucial to get right and need to be relevant for our different stakeholders.

In this session, the key recommendations arising from an EC-JRC-ASTP study on KT metrics will be in focus and the practical applications discussed.

Share your experiences in building a set of indicators, your challenges, and tools that have worked for you.

Speakers: Christophe Haunold | Kevin Cullen | Mélanie Marcel

TRACK 3 | ECOSYSTEM

Transparency in licensing terms for spin-outs: the pros and cons

How open can and should the TTO be when it comes to terms and conditions in commercial agreements with third parties, particularly with spin-out companies?

At the ASTP annual conference in 2021, we heard about the very open dialogue between US TTO's and US investors and the agreed "rules of engagement" going forward. The Universities of Zurich and Bern as well as the EPFL Lausanne have decided to be quite open and transparent about licensing terms and other universities choose to share licensing terms with spin-outs-to-be so they know what to expect from the IP-deal with the university. But how open can the TTO/PRO be without exposing itself to criticism, poor negotiation position, unfortunate precedence, or unrealistic expectations?

Speakers: Daniel Gisi | Orin Herskowitz

13:30 - 15:00   INNOVATION LANDSCAPE

13:30 - 13:45   Wellspring Europe Ltd

Wellspring is the leading provider of Innovation Ops software for research institutions and corporate clients worldwide. Every day, more than 500 organisations rely on our Tech Transfer and Technology Scouting systems to support their work. Wellspring Scout, our innovation search platform, puts 400M+ technology assets and potential partners at your fingertips. With enterprise-grade solutions backed by AI, we are the only vendor that is certified by ISO 27001, Privacy Shield, and FedRAMP. Connect with us and find out how we can level-up your operations, whether you're a five-person team or a global organisation of thousands.

Speaker: Jeremy Kirkpartrick

13:45 -14:00   "Innovation Workshop and Clinical Evaluation Board (CEB) at PMUI"

Johann Fierlbeck will introduce the PMUI innovation ecosystem. The goal is to evaluate ideas from the trauma and orthopaedic field in special and the Med-Tech environment in general. The fully equipped prototyping facility is an important element for further marketisation. Open to meet partners, interested in these aspects and open for further cooperation.

Speaker: Johann Fierlbeck

14:00-14:15   ENRIITC: "Innovation as a key driver to foster research infrastructures engagement with industry"

Over the last 2,5 years, the ENRIITC EU-project has successfully created a European network between national industry contacts (ILOs) and the RI industry contact points (ICOs) to maximise RI-industry engagement. ENRIITC has mapped this landscape and created a series of tools for these key actors to reciprocally learn from each other and engage in joint innovation activities. To foster the engagement between RI and industry ENRIITC will continue to support the full integration of the European RIs in the new ERA, as key players in the innovation ecosystem and help them undertake their innovation capacity.

Speaker: Anne-Charlotte Joubert

13:30 - 15:00   INNOVATION LANDSCAPE

14:15 - 14:30   EIT Food | Seedbed Incubator

Food system change is critical to our future. In line with the UN's sustainability goals, we need to co-create a circular, resilient, and resource-efficient economy that will feed 10 billion people by 2050.

Technology innovations play a key role in enabling sustainable, organic farming practices to restore biodiversity; a digitalised supply chain to promote transparency; and nutritious, functional food that can nurture the health & wellbeing of all global citizens.

Yet less than 4% of all EU startups are in agrifood and many researchers and technologists aren't considering how their tech can be applied to support this radical change needed, nor do they understand the scope of opportunities there are to achieve high-impact commercialisation in this sector.

EIT Food is on a mission to work with research and technology organisations, to identify collaboration opportunities within their vast industry network, and to mitigate the risks associated with the commercialisation of high-tech innovations - as an outcome, to launch more successful pilot projects and sustainable business ventures in agrifood and food-tech. Join this session to find out how you can help co-design the future of food.

Speakers: Sarah Luiz | Stella Spanou

14:30-14:45   SARIMA: " The Congress of the International Network of Research Management Societies (INORMS) in 2023"

SARIMA will host the biennial Congress of the International Network of Research Management Societies (INORMS) in 2023. The Southern African Research and Innovation Management Association (SARIMA) is a membership organization for research and innovation management professionals in Southern Africa. Its mandate stretches from the management of research through the continuum to innovation and technology transfer, in the fast-developing African continent. This will harness a diversity of participants and topics at the congress, ensuring a truly global event with topics of interest to research as well as innovation managers. We look forward to welcoming delegates to South Africa, to share your knowledge and experiences and enjoy the opportunity to network in-person, whilst enjoying the warm hospitality, diversity and beauty of South Africa.

Speaker: Ana Casanueva

13:30 - 15:00   **INNOVATION LANDSCAPE**

14:45 - 15:00   EIT Raw Materials, Berlin: "Boosting entrepreneurship and innovation in the raw and advanced materials sectors"

Europe is planning a rapid shift away from today's fossil fuels system towards clean energy technologies, and this energy transition is highly metals intensive. Indeed, electric vehicles, batteries, solar photovoltaic systems, wind turbines, and hydrogen technologies all require significantly more metals than their conventional alternatives to replace fossil fuel needs. In that context, EIT Raw Materials pioneers a systematic transformation of education systems where classrooms and laboratories become the engines of innovation. This results in a shift from science to start-up, learners and entrepreneurs. The top priority is to create the innovation pathway and start-up creation bridges for these young entrepreneurs, to support them in the development of their business and to link them to innovation ecosystems and industrial actors. Only with a more innovative-leading Europe can the digital and green transition challenges be met.

Speaker: Didier Zimmermann

13:30 - 15:00   INITIATIVE SHARING

13:30 - 13:45   " Industry-Academia Collaboration demystified: The SnT model of collaborating with industry"

SnT is the Interdisciplinary Centre for Security, Reliability, and Trust of the University of Luxembourg. The center was created with the purpose to collaborate with the local industry, thus technology transfer through partnerships plays a central role in its strategic development. Today, after 13 years of existence, about half of the center's activities are in direct relation with public and private stakeholders and heavily influence the setting of its scientific agenda. During this session, Carlo Duprel, head of TTO at SnT, will share the objectives, strategy, and implementation of SnT's partnership model.

Speaker: Carlo Duprel

13:45 - 14:00   "Sustainable development and Knowledge valorisation: from business as usual to strong engagement? " "

SKTOs are playing their role for climate change, helping to protect and transfer technologies in various fields such as carbon-capture technologies, resilient agriculture, renewable energy, responsible consumption... Great! But that sounds like business as usual.
The session will question our role as KT professionals in climate action. How does it affects our practices, and how could we do more and put sustainability on the global KT agenda? Many topics arise regarding multidisciplinary support for adaptation, new business models, impact/responsible entrepreneurship, the proliferation of regulations, impact measurement, etc. Let's start the discussion!

Speaker: Cécile Cavalade

14:00 - 14:15   TransferAllianz

Innovative spin-off companies from universities and research institutes are among the most important and popular means of transferring research results into commercial application. However, the process of licencing or transferring IP rights from academia to a start-up is often a complex and lengthy process that can lead to misunderstandings and dissatisfaction on both sides. As a result, from a working group initiated by the Federal Ministries for Economic Affairs and for Research, the two major German associations for technology transfer and start-ups, TransferAllianz and Bundesverband Deutsche Startups, teamed up to work out a general guideline containing recommendations on how to structure the process, what documents to prepare and how the relevant special characteristics of start-ups best be addressed.

Speakers: Moritz Bradler | Sandra Gässler

13:30 - 15:00   INITIATIVE SHARING

14:15 - 14:30 LifeArc Fellows: "From the bench to the boardroom: the value of Technology Transfer fellowship training programmes"

Technology Transfer is a growing field that requires skilled professionals with a diverse range of qualities and skills. The recent years have witnessed an exponential growth in innovations and an increased interest of postgraduates to explore a career in Technology Transfer, but the path in this field is still unclear. LifeArc in collaboration with the AUTM Foundation have designed a fellowship program that paves the way for talented professionals working in academia and in research aiming to make a career change into Technology Transfer. This program equips its fellows with skills, knowledge, and network; and it serves as a great platform to kickstart a career in Technology Transfer. During this session two present LifeArc-AUTM Technology Transfer fellows will share their experience and will outline the value of these fellowship programs for early career professionals and Technology Transfer offices.

Speakers: Nessim Kichik | Agnieszka Szemiel

14:30-14:45 TenU: "The international TenU Future Leaders Programme"

The TenU FLP is an international training programme offering emerging leaders the opportunity to build a strong network for exchange and collaboration, whilst developing their knowledge of effective practices, common challenges and trends in technology transfer.

The Programme's remote cohort-based model is structured around a cohort composed of individual representatives of each of the participating offices, who together attend a rotating programme of activities organised by each of the offices. This allows all participants to visit all of their respective offices and offers the opportunity to gain insight into the structure, practices and challenges of all of the participating offices. Each session is designed by the participants with help from their offices and support from the TenU team. Activities include presentations on internal approaches to specific challenges, case workshops and brainstorming sessions, in addition to other activities tailored to support knowledge-sharing and bonding between participants.

The remote cohort-based model is designed with greater flexibility and inclusivity as founding principles. It encourages participation of potential candidates who would have struggled to leave the office for prolonged periods of time, either because of family or professional commitments. The remote feature allows also for a low-cost Programme that has the added benefit of being more environmentally friendly. It is now TenU's intention to disseminate this model so that it can be adopted beyond TenU to further national and international collaboration and exchange. To this end, the session will report on the experience of the Programme and insight gained in technology transfer and leadership, as well on the breadth and depth of discussions held. It will reflect on lessons learned and on the value of collaboration and exchange in an inclusive environment. Importantly, it will explore questions about transferring this model more widely and the support TenU can provide to achieve this.

Speaker: Ananay Aguilar

13:30 - 15:00   **INITIATIVE SHARING**

14:45 - 15:00 University Medical Center Groningen : "Change from within – how impact-driven professionals steer for change in the research culture"

Societal impact is one of the most urgent topics in research strategies these days. The research community is undergoing a transition towards an inclusive research landscape that goes beyond academia and is extensively exchanging and engaging with society. It is becoming more and more important to be able to effectively describe the outcomes of research and the intended impacts on diverse societal spheres and audiences. At the University Medical Center in Groningen (UMCG), an internal initiative was started to increase awareness and educate researchers and support staff on the topic of outreach and societal impact of research (known as project OASIS = Outreach And Societal Impact Support). Through the project, we (as knowledge transfer professionals) aimed to gain insight into the infrastructure needed to enable researchers in our organization to create and implement outreach and research impact strategies that would allow to remain competitive in the evolving research landscape. In the Knowledge Stock Exchange, we will tell about the setup of our initiative and share about what we have learnt during the process that led from the 1-year OASIS project to the development of a structured and interdisciplinary team dedicated to facilitate the transition to an impact-oriented research culture.
Speakers: Elena Merlo

13:30 - 15:00   ECOSYSTEM INSIGHTS

13:30 - 13:45   Atrineo: BMBF Project BePefekt

BePefekt was a BMBF financed project to systematically develop and test capacity-building units and learning modules for the professionalisation of technology transfer. BePerfekt generated a multitude of formats to address capacity building needs at different experience levels from beginners to experienced. In January 2021, the results generated in the BMBF project BePerfekt were sustainably continued by a large number of partners and people from the German KTT-community in the context of Fokus Transfer under the umbrella of TransferAllianz. Thus, Fokus Transfer is an association of people with an affinity for transfer from scientific institutions, networks, associations, and companies from the KTT community, who have joined forces to initially provide the one community meeting point on the Internet. This meeting point offers among other community services and activities the continuation of all capacity-building activities developed and refined during BePefekt.

Speaker: Néstor Rodriguez

13:45 - 14:00 4iP Council: "Improving the way universities do knowledge transfer, patent monetization and spinoff startups"

4iP Council is currently developing a set of new frameworks for universities to improve knowledge transfer, enhance patent portfolios development and monetization as well as implement successful startup spinoffs. This is a collaborative effort that will be introduced at the Knowledge Stock Exchange in exclusivity!

Speaker: Axel Ferrazzini

14:00 - 14:15   Sonnenberg Harrison Partnerschaft "European Patent with Unitary Effect"

The "European Patent with Unitary Effect" will probably come into force at the end of 2022 or early 2023. What will this mean for knowledge transfer? How will this change filing strategies? Will we need to change our licensing agreement?

Speaker: Robert Harrison

13:30 - 15:00   **ECOSYSTEM INSIGHTS**

14:15 - 14:30   "ABCs of EDI - What is this EDI business all about and why is it important to me?"

The recent years have seen Equality Diversity & Inclusion (EDI) become a hot topic, and studies have demonstrated the benefit to the success of commerce. Although there has been some movement, the technology transfer/knowledge exchange sector is well behind others. In 15 minutes or less, we will give you definitions, action items, and takeaways to increase YOUR ability to incorporate EDI across your knowledge exchange activities.
Speakers: Megan Aanstoos, Anji Miller

14:30 - 14:15   ASTP Survey Committee: "Development of an EU-wide data capture and management platform for KT metrics"

An integrated and modern digital platform for the secure management of Knowledge-Transfer (KT) metrics is under development thanks to a collaboration between the Joint Research Centre (JRC) and ASTP.
This platform will guarantee the harmonisation of metrics as well as security and trust for the data. It will also allow Research Organisations responding to the annual ASTP survey to receive a first-level self-assessment and benchmark. A beta version of the platform will be showcased live during the presentation.
Speaker: Claudio Truzzi

TRACK 1 | ENGAGEMENT

Is the future of science and innovation open?

ODIN is a Danish platform for open and patent-free university-industry collaboration within drug discovery. The concept is currently being transferred to other research areas and more universities.

Join two of the ODIN's founders to discuss the challenges of the current model for translating academic research into innovation and why an open approach to IPR and university-industry collaboration might be a way forward.

Speakers: Marie Louise Conradsen | Niclas Nilsson

TRACK 2 | CORE BUSINESS

Challenges, solutions, and learnings on the software commercialisation lifecycle
Roundtable discussion
Facilitators: Malcolm Bain | Mirko Lukacs | Sigmar Lampe

TRACK 3 | ECOSYSTEM

How to assess the market potential of inventions?

Inventors are usually very committed to their inventions. Therefore, a decision on how to deal with an invention needs a good basis and a non-biased view. In this interactive workshop, you will have the opportunity to discuss how to assess the market potential of an invention and to come up with a robust recommendation on how to claim it or not.

Questions to be discussed include:

Which aspects, besides patentability, should be considered?

What does your ecosystem look like?

Who are the relevant players on the market?

Which sources are available or could be useful to evaluate market potential?

Based on an introductory presentation, you will have the opportunity to share your experience and broaden your toolbox for evaluating inventions.

Speaker: Sabina Heim

9:00 - 10:30   Plenary: Social Innovation: connecting research institutions and sustainability

Social Innovation makes its way into political statements and the requirements of funders. It, more or less, describes intended changes in society based on new products, services, and the behaviours of companies and public institutions: with the intention to make the world a better place.

In many cases, the UN's Sustainable Development Goals are used as a framework to describe this better place, and there are powerful reasons to follow these goals: climate change, migration issues, and COVID-19 to name but a few. Most of us agree that these challenges exist. But how do they relate to the world of a TTO / KTO, transferring research into patents, licenses, start-ups? The goal of the session is to raise awareness for Social Innovation and sustainability and to provide some practical examples of how Social Innovation affects the knowledge transfer world.
Speakers: Johannes Vogel | Mark Mann |Stephanie García Van Gool

THIRD PARALLEL SESSION | 11:30 - 12:30

TRACK 1 | ENGAGEMENT

LifeArc

Is our innovation ecosystem diverse enough?

Minorities and women are poorly represented in leadership positions within academic start-ups, early-stage investment firms, and as lead inventors on patents. This lack of diversity in decision-making roles can lead to exclusionary practices, reduced venture-capital funding and investments, and less diversity within the market for products. This session will share some action items that can be done by those in the innovation and entrepreneurial space to encourage more diverse teams, enhanced collaboration, and inclusive practices that will drive more engagement and more funding for all innovators.

The panel speakers run programmes that provide access to education, networking, and funding for women and individuals from underrepresented communities who are interested in innovation, commercialisation, and entrepreneurship. Technology innovation should be created and influenced by diverse groups of people that properly reflects our society.
Speakers: Lisa-Marie Fassl | Maria B Rahmany | Megan Aanstoos

THIRD PARALLEL SESSION | 11:30 - 12:30

TRACK 2 | CORE BUSINESS

Artificial Intelligence: patenting practice and ethics

Patenting AI has its specialties. Careful elaboration on a patent is key in order to ensure the patent covers enough to be interesting for a licensee. The possibilities in different jurisdictions and the "do's and don'ts" will be presented by Bastian Best.
Apart from these practical questions, universities also need to focus on ethical considerations when developing and deploying AI-based innovations. Does anything go or do we face ethical boundaries? Clara Neppel will give an overview of AI and ethics.

Speakers: Clara Neppel | Bastian Best

TRACK 3 | ECOSYSTEM

Sowing the seeds of Agritech

The journey from lab to field can be a long challenging one. We hear from three initiatives that have been working to accelerate this journey and enable lasting impact.
EIT Food's pan-European Seedbed Incubator provides entrepreneurial scientists with funding, commercial expertise, and connections with Industry to commercialise innovations that could solve food system challenges.
Based in the Netherlands, StartLife is an Accelerator born out of Wageningen University in growing and supporting agrifood tech startups. While Ceres Agritech from the UK is a partnership that funds relevant agritech projects from partners and accelerates them to market by providing commercial expertise.

Speakers: Geoff Elliot | Carla van Heck | Lukxmi Balathasan

FOURTH PARALLEL SESSION | 13:30 - 15:00

TRACK 1 | ENGAGEMENT

Understanding and meeting researchers' needs

All TTOs probably hear about unhappy researchers or companies from time to time. Also about happy customers but perhaps not so often. Unless the TTO receives criticism directly it can be very difficult to deal with or to rectify. Our relationships with our researchers are extremely important so it is crucial to "take the temperature" once in a while. Are they happy with the TTO staff? The TTO services? Our way of communicating?

Customer satisfaction surveys can be a really valuable tool and allow us to hear the good and the bad straight from the source. You can also talk directly to a researcher who has been a customer in the TTO. In this session, we do both!

You will hear from a very entrepreneurial researcher who has had extensive dealings with the TTO. During this journey, what has been important and what has he appreciated and not appreciated in his dealings with the TTO.

Encouraged by an ASTP session a few years ago, the University of Copenhagen has devised quite a sophisticated customer satisfaction survey both for researchers and for external companies. Results are generated every two weeks.

The TTO will present the concept and tell you all about results and reactions.

Speakers: Annette Fløcke Lorenzen | João Barros

TRACK 2 | CORE BUSINESS

Round-table discussion on sub-licensing terms from spin-outs

Trinity College Dublin, ETH Zurich and the University of Copenhagen organised a virtual coffee meeting in November 2021. This meeting was set up in order to exchange best practices and views on the TTOs' trials and tribulations regarding sub-licenses and transferable sub-licenses to spin-outs (in particular). The dialogue was frank, open, and fruitful. Thereafter the three universities have agreed to expand this interesting and highly relevant issue to a larger audience of friends and colleagues from ASTP.

This session will be organised as a workshop, and we hope to see lots of engaged colleagues willing to discuss issues such as when to grant sub-licenses? Does the TTO need to pre-approve such sub-licenses or just be notified? Does the PRO have requirements (e.g., ethical consideration) that sub-licensees have to meet? How to avoid dilution in sub-licensing models? What about liability? We will be looking forward to hearing your thoughts and to discuss these issues and questions with you.

Speaker: Peter Stein Nielsen

FOURTH PARALLEL SESSION | 13:30 - 15:00

TRACK 3 | ECOSYSTEM

Joining forces to create tomorrow's innovators

In many of our organisations a significant proportion, if not the majority, of the research community is made up of postdoctoral or junior researchers. Yet when it comes to entrepreneurship training and opportunities, they are often left behind. In this session, we hear about two innovative programmes designed to address this gap and to ensure that research institutions harness and develop the latent innovation potential of this population.

This participatory session will be practically focussed on looking at the lessons learned from two successful postdoctoral support programmes and ask how we can adapt and apply their insights in our own institutional contexts.

Speakers: Rikke Lynge Storgaard | Hannes Rothe

Final Plenary

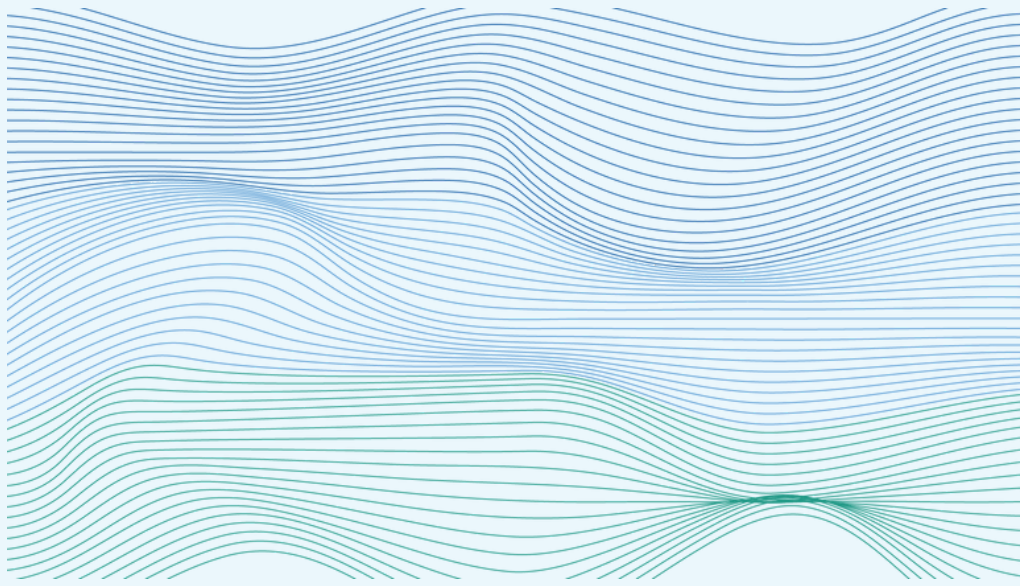### Just an ordinary guy in an extraordinary place

Steve Jobs said, "You can only join the dots up looking backward".

Tony Raven became former Chief Executive of Cambridge Enterprise in August 2021 after over 20 years in knowledge transfer so it's a good time to attempt to join some of those dots up. Tony will share things he wishes his older self could have told him when he was setting out on his career, the insights and things learned along the way and his musing on where the sector might go in the future.

Speaker: Tony Raven

2023

Tallinn | Estonia

Joint Action for Global Impact