



COMMERCIALISATION OF RESEARCH OUTPUTS



Raising Awareness About
IPR and Technology
Transfer Activities

MEET THE TRAINERS



Fazilet Vardar Sukan

Raising Awareness
About IPR and
Creating Policy and
Directives at Universities



Serhat Dalkılıç

Managing Invention
Disclosure Process



Özlem Sevinç Tigin

Managing Invention
Protection Process



Aysun Beyazkılıç Koç

Preparing
Commercialization
Action Plan



Bilgin Yazlık

Working for the
Marketing of Technology



Mustafa Çakır

Acceleration Of
Commercialization
Through Licensing
And Spin – Off Creation

19 December 2019

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

Trainer: Fazilet Vardar Sukan

- Preparation and application of policy and directive documents
- Creating Awareness Amongst Academics
- Patent comprehension for academics
- Commercialization strategies and technology readiness levels
- Supporting forming new projects for low technology readiness level inventions with industrial compaieso

19 December 2019

Managing Invention Disclosure Process

Trainer: Serhat Dalkilic

- Detailing information given in the invention disclosure form in order to ease the patent application
- Invention disclosure
- Analyzing patentability of invention
- Determining the technology readiness level of the invention and commercialization potential
- Preparing invention valuation report

20 December 2019

Managing Invention Protection Process

Trainer: Ozlem Sevinc Tigin

- Determining protection type and method according to results of invention valuation report
 - Protecting IP through Patents
 - Protecting IP as «know-how»
- Collaboration with the solution partners during the protection application
 - Patent Attorneys
 - Other TTO's and/or companies for joint Ips
- Managing the IP Contract Process
 - Setting up a Memorandum of Understanding (MoU) signed between inventors
 - Setting up an IP Transfer agreement between inventors and university
 - Management of IP contracts in multi-beneficiary projects of academicians and industry
 - Rights and liabilities on IP between inventor, university and industrial company
- Starting the patent applications process
 - Advantages and disadvantages of local or galobal protection
 - Quality vs Quantity of Parents

20 December 2019

Preparing Commercialization Action Plan

Trainer: Aysun Beyazkilic Koc

- Conducting market research of the invention
 - The Method of Market Opportunity Analysis (MOA)
 - The Preparation of MOA Report
- Defining customer segment
 - Segmentation targeting and positioning of invention
 - Value proposition of the invention
- Valuation of the invention
 - Patent valuation process
 - The components of the valuation pyramid
 - The qualitative methods of valuation
 - The analytical methods of valuation (Cost, Market, Income, Others)
- Commercialization plan according to specifications of the invention
 - Constituting commercialization action plan

Working for the Marketing of Technology

Trainer: Bilgin Yazlik

- Technical And Commercial Details of The Invention
 - Content preparation
 - Visual preparation
 - Marketing and Communication Methods (Exhibitions, Social Media, Press, Conferences)
- Identification of appropriate companies to introduce the Technologies
- Introducing the Technologies to relevant companies
 - Activities specific for companies
 - Pitching techniques to attract investors
- Contacting companies in order to organize one to one meetings

21 December 2019

21 December 2019

Acceleration of Commercialization Through Licensing And Spin-Off Creation

Trainer: Mustafa Cakir

- Basics of IP Commercialization
 - Basics of Licensing
 - Basics of Spin-off Creation
- Essential Elements of Licensing Agreements,
- Licensing Models for joint R&D Projects Between Companies and Universities
 - Creating Term-Sheet Documents
 - Defining Royalty Rates based on Technology Valuation
 - Licensing agreements and terms
 - Option agreements for technology commercialization
- Licensing Models and Equity Management for Spin-offs
 - Express licensing models
 - Equity sharing between university and spin-off
- How to create and manage «acceleration» activities in order to introduce the Technologies included in the portfolio to companies and investors
- Negotiation Strategies for Better Licensing
 - Technical and/or legal consultancy about negotiation/agreement period with companies and/or investors
 - Carrying Out Licensing Negotiation Processes with Companies and/or Investors

TRAINERS

Fazilet VARDAR-SUKAN, RTTP, EuKTS

Director of Sunum Sabanci University Nanotechnology Research Center, Istanbul;
Vice-President of USIMP
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She is a chemical engineer with a Ph.D. in Biochemical Engineering. She has 20 years experience in University-Industry collaborations and has over 50 publications in Research&Development%Innovation Management.

She is the vice-president of USIMP and represents Turkey on ATTP General Board, AUTM International Committee, ASTP-NAAC, EuKTS Board and is a member of EPO Academic Advisory Committee.

Currently, she is the Director of Sabanci University SUNUM Nanotechnology Research Center.

Serhat DALKILIC

Erciyes Technopark / Erciyes TTO, Kayseri
IP Coordinator
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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.

Ozlem Sevinc TIGIN, RTTP

IP&Commercialisation Coordinator,
ARINKOM TTO, Eskisehir;
Vice-President of TTP Association
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.

Aysun BEYAZKILIC KOC, RTTP

Deputy Manager/Strategic Projects,
ITUNOVA TTO, Istanbul
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She has a BSc degree in Mathematical Engineering and an MSc degree in Management Engineering from Istanbul Technical University. She made a comparative evaluation study on Intellectual Property valuation methods as her master's thesis. She's still carrying out a project related to IP valuation methods funded by the ITU Scientific Research Project Department.

She has been working at ITUNOVA TTO since its establishment in 2013. At ITUNOVA TTO, her main responsibilities are University-Industry/Government collaboration, project management, and IP Commercialization as the Deputy Manager of Strategic Projects. She is also RTTP certified. Previously, she had experience as a researcher in a project consultancy company.

Bilgin YAZLIK, RTTP, PMP

Director of Van Yuzuncuyil University
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Bilgin YAZLIK is RTTP and PMP certificated Technology Transfer Expert and the Director of Erciyes Technology Transfer Office. He worked at Erciyes Technopark more than 14 years and he was Director of Erciyes TTO the establishment in 2012-2019. How, he has been working at Van as Director of Van Yuzuncuyil University Technology Development Zone.

He has BSc and MSc Degrees in Electrical and Electronic Engineering from Erciyes University. He received decent trainings about IP since 2012 and improved capability of IP business with these trainings.

He has worked with more than 500 start-up beyond their incubation period. He is managing more than 50 IP and established 3 IP license.

Mustafa CAKIR, RTTP, EuKTS

IP and Licensing Expert, Sabanci University
TTO, Istanbul
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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 2008-2016 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 (Ebic-EGE)

Currently he is a Patent Attorney and IP Management and Licensing expert at Sabanci University TTO. He is also IP Help Desk Ambassador, LES International Vice-chair for external.