



KTi

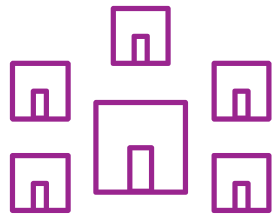
Knowledge Transfer Ireland
Where Research & Business Connect

Connect at knowledgetransferireland.com

Efficiency in Engagement with Enterprise

- Knowledge Transfer Ireland

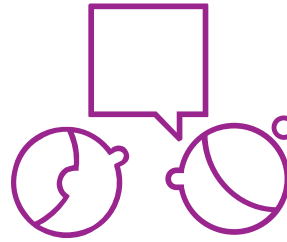
Alison Campbell, Director KTi
UPSTREAM Peer Learning Seminar
5 December 2017



SPIN-OUT
COMPANIES



LICENSING



CONSULTANCY



COLLABORATION

Knowledge Transfer is the means through which industry can access and share skills, knowledge, intellectual property, technologies and other resources with universities, institutes of technology and other publicly funded research institutes.

Background & context

Policy & practice timeline

	Ireland's KTT policy & practice timeline
Pre-2000	Higher Education Agency (HEA), Irish Research Council (IRC), Enterprise Ireland (EI), IDA Ireland
2000	Science Foundation Ireland established
2006	Strategy for Science, Technology and Innovation
2007	Technology Transfer Strengthening Initiative 1 (TTSI1)
2012	TTSI2
2012	National IP Protocol issued
2014	KTI launched
2015	Innovation 2010: Strategy for Science, Technology & Innovation
2016	National IP Protocol 2016 published
2017	TTSI3

Why KTI was created

- The State and industry/investor taskforce
 - Industry, investors, Agencies, Government Dept., TTOs
- Objective
 - Clarity
 - Consistency
 - Leadership
- Outcome
 - IP Protocol 2012
 - Recommendation: the State needs an entity to drive this

A central office formed in 2013: KTI

Knowledge Transfer Ireland (KTI) is Ireland's central point of reference for business-research partnership and commercialisation with the research base

Our mission is to make it simple for industry & entrepreneurs to benefit from Irish research and expertise

Supported by



National policy for research commercialisation

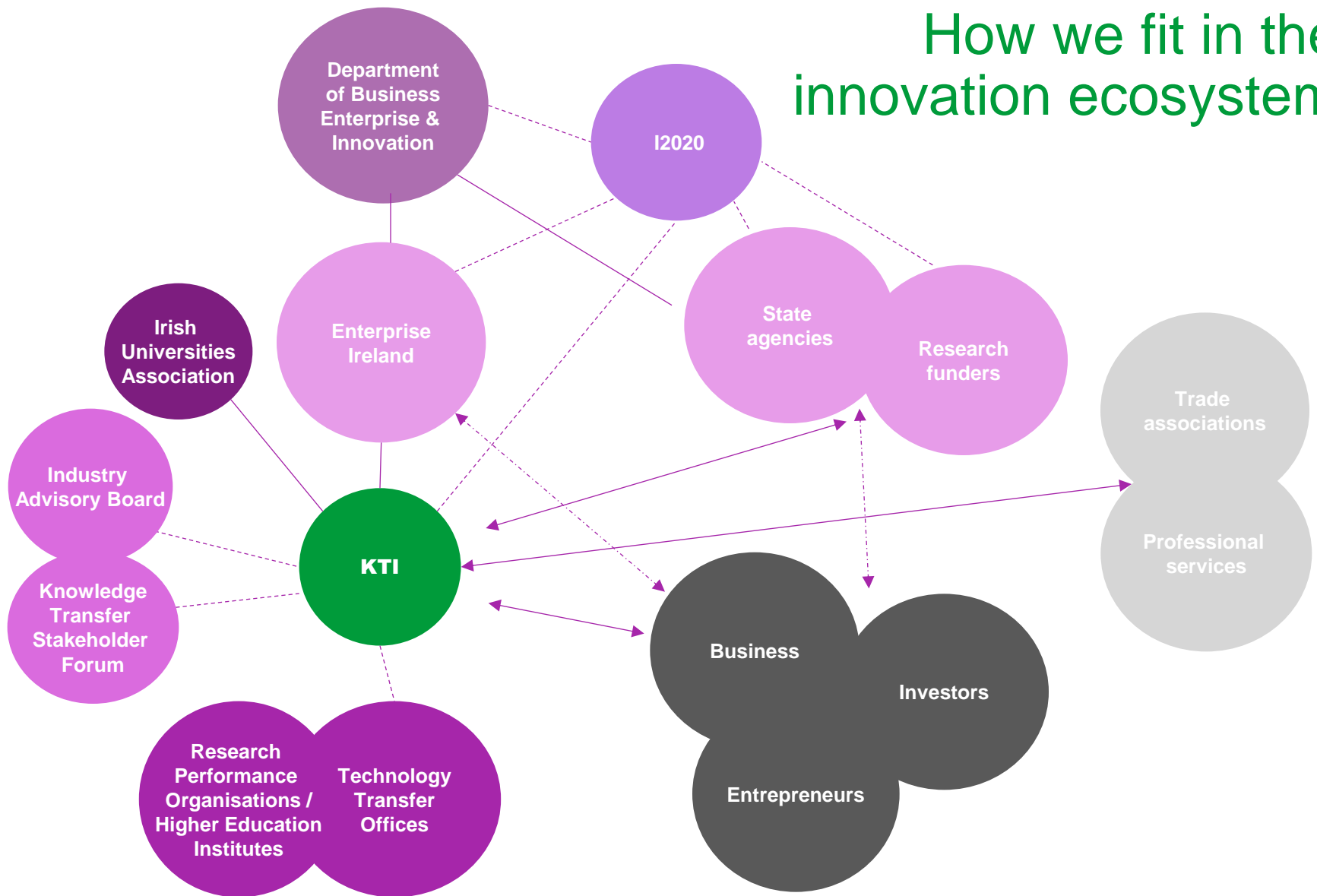
- Ensure commercialisation of intellectual property from publicly funded research
- Maximise the economic and societal benefits and returns to Ireland, not to RPOs
- See RPOs benefit and provide incentives to the researchers involved
- Make engagement with publicly funded research attractive to industry
- Create sustainable jobs in Ireland
- Provide an innovation ecosystem that creates economic and societal benefits

Full policy objectives in Chapter 1 of IP Protocol

KTI's role



How we fit in the innovation ecosystem



What we do

Supporting the KT “infrastructure”

Build capacity through
targeted funding

Share best practice

Recognise excellence in
KT

Support the KT
profession

Strengthening the national framework

IP Protocol

Produce and provide
practical resources for
industry

Work with industry and
RPO to support KT
activity

Developing the KT system

Monitor KT activity in
RPOs

Report on national KT
performance

Co-ordinate activity
within the KT system

Work with Ireland’s KT
stakeholders

A. Infrastructure

- TTSI programme funding



- Sharing best practice



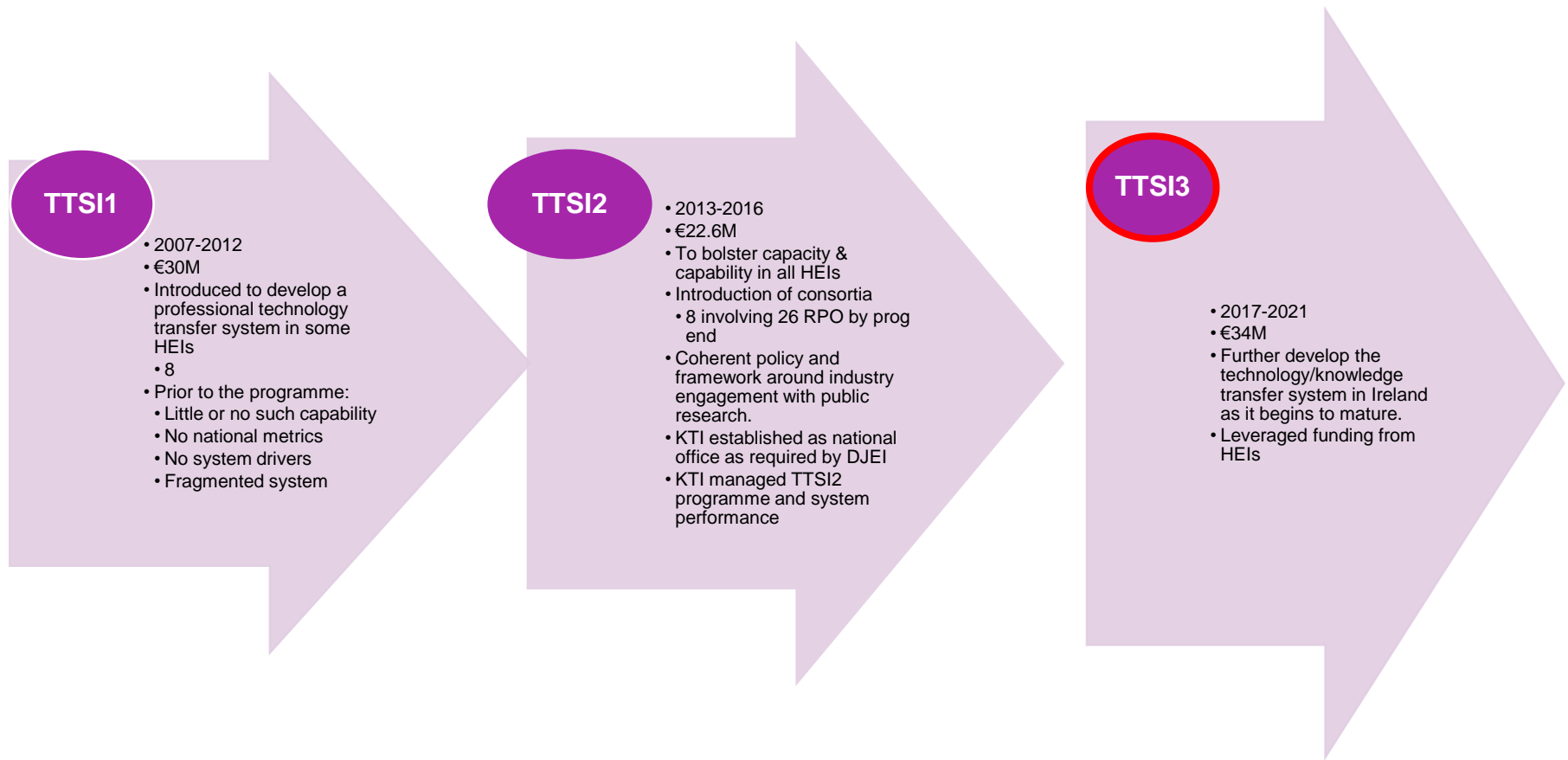
- Recognising excellence



- Supporting the KT profession



The TTSI programme



TTSI2 Programme: independent evaluation

- TTSI2 has successfully built on the first phase of investment (TTSI1)
- There has been good performance against targets by the HEIs
- TTSI2 has created significant additionality benefits for businesses and has added considerable benefit to the Irish economy and will continue to do so
- Researchers are overwhelmingly positive about their TTO
- Businesses generally rate the TTOs with which they interact highly
- Role of Knowledge Transfer Ireland is viewed as a key driver of change

B. National framework

- IP Protocol



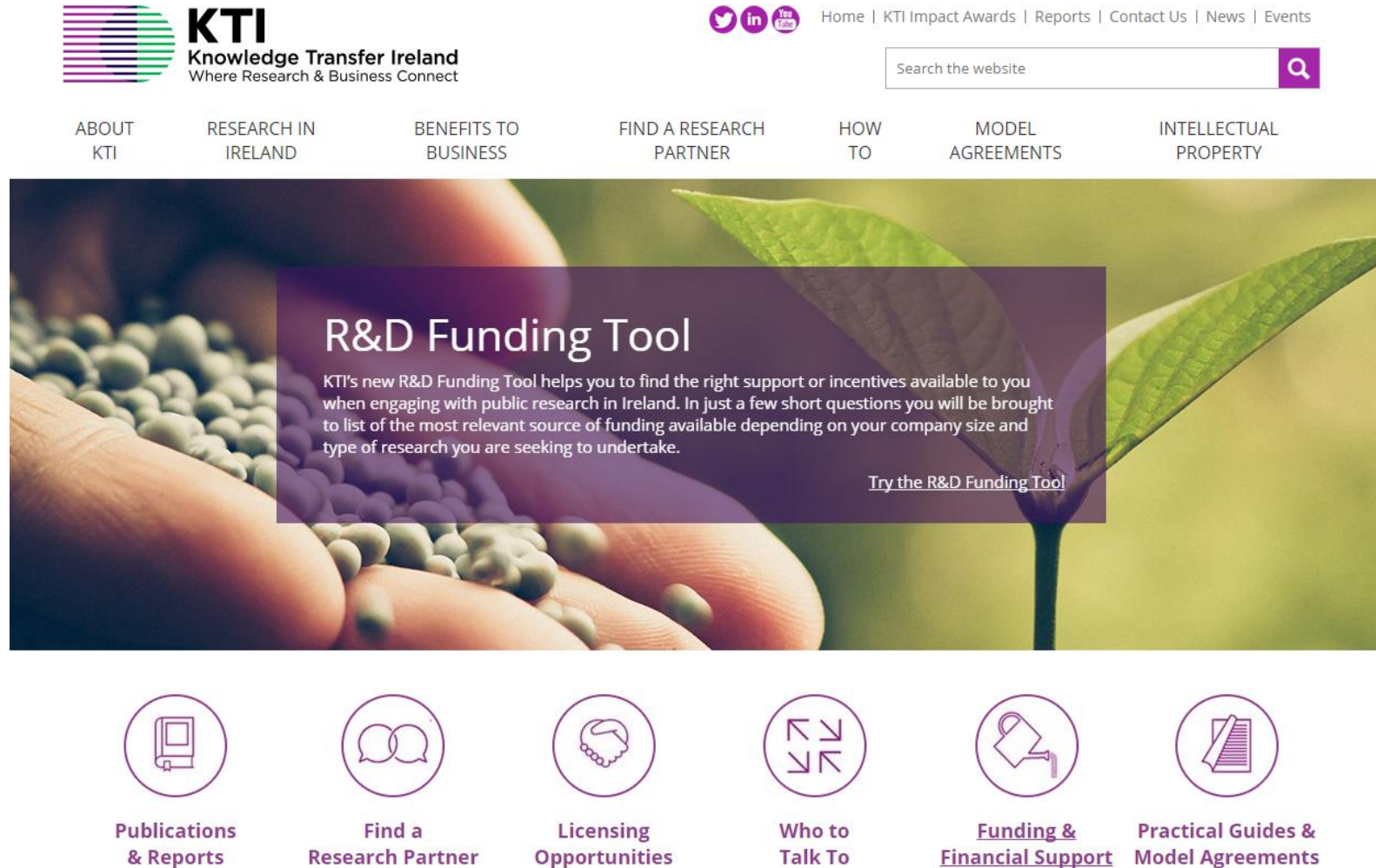
- Working with industry to support KT activity



- Supporting resources

<http://www.knowledgetransferireland.com/>

Resources: KTI website



Resources: KTI website - Who, where, what?

Search for a Research Partner	Find a Research Expert	Research Map of Ireland	Browse Licensing Opportunities
			
<p>Here you will find details on active centres in Ireland supported by Science Foundation Ireland, Enterprise Ireland and/or IDA and information on the funding programme.</p>	<p>This search tool presents information on research experts identified by interrogating the national HEI's own publication repositories. Use the free text search field to search for research experts by t...</p>	<p>This map shows HEIs and Research Centres/Gateways in Ireland. By using the menu you can isolate entries by type and learn more about their activities.</p>	<p>The pull-down menu allows you to sort the technologies available to license from our HEIs. The offers are sorted by the thematic areas identified in the National Research Prioritisation Report.</p>
Read More >>	Read More >>	Read More >>	Read More >>

Resources: practical tools

KTI PRACTICAL GUIDES

Collaboration

- Practical Guide to Collaborative Research Agreements
- Practical Guide to Confidentiality Agreements
- Practical Guide to Joint Ownership Management Agreements
- Practical Guide to Legal Issues in Contract with RPOs

Intellectual Property

- Practical Guide to Managing Intellectual Property & Confidentiality

Licensing, Options & Assignment

- Practical Guide to Licence Agreements
- Practical Guide to Software Licence Agreements
- Practical Guide to Term Sheets for Licence Agreements
- Practical Guide to Option Agreements
- Practical Guide to Assignment

Consultancy

- Practical Guide to Consultancy Agreements

Material Transfer

- Practical Guide to Material Transfer Agreements

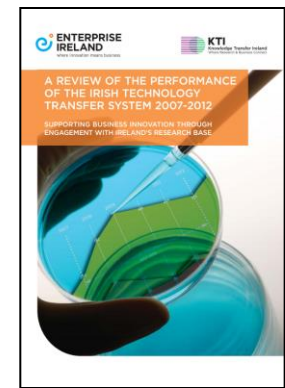
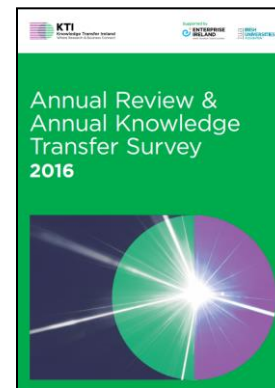
Other Guides

- Enterprise Ireland Innovation Partnerships

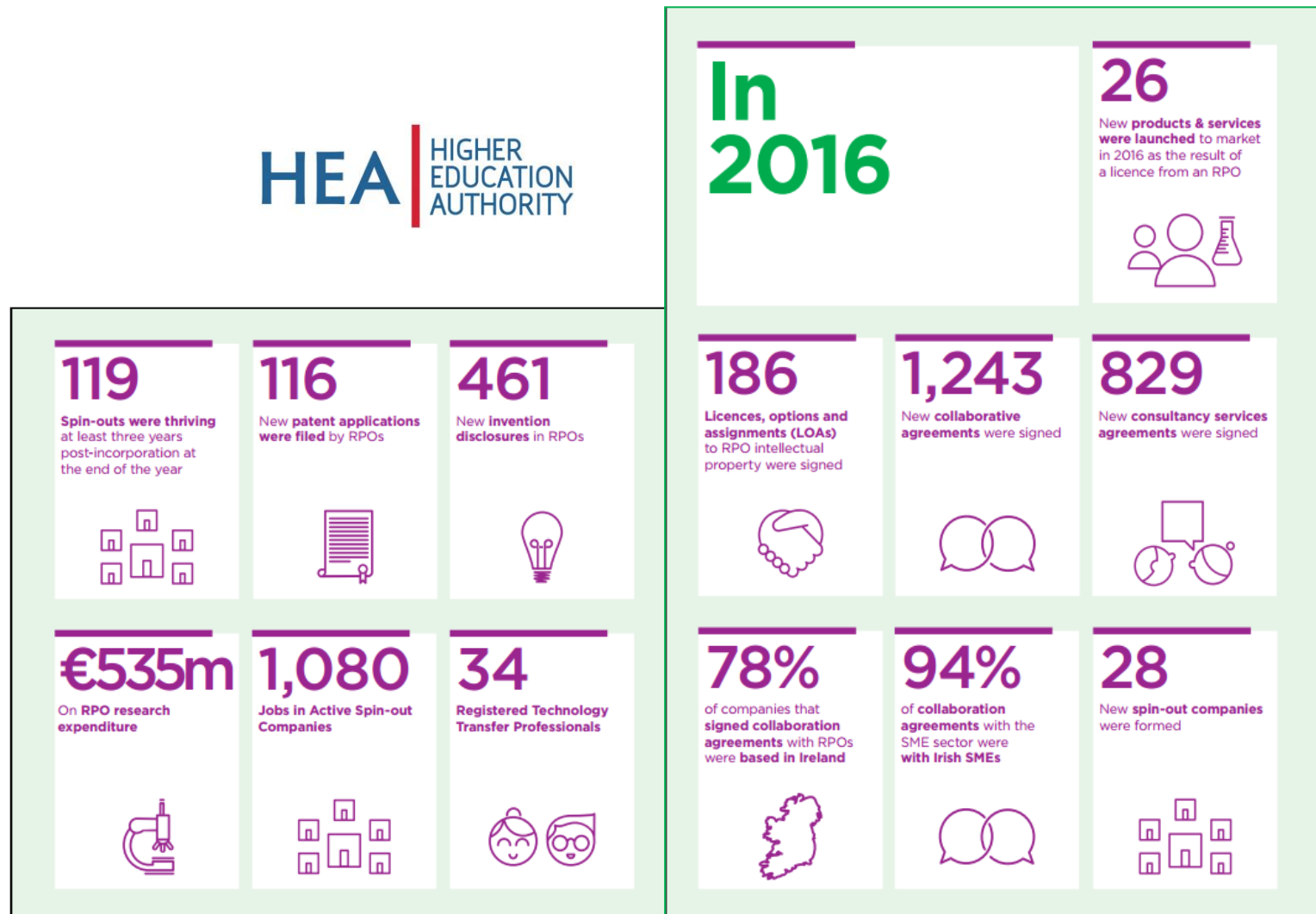
KTI MODEL AGREEMENTS	
Collaboration	
Model Wholly Funded Collaborative Research Agreement	
Model Part Funded Collaborative Research Agreement	
Model Non Binding Term Sheet for Collaborative Research	
Model Joint Ownership Management Agreement	
Principal Investigator (PI) Undertaking Template	
The Research Programme Plan Template	
Enterprise Ireland Innovation Partnership Programme Heads of Agreement Template	
Intellectual Property	
Background IP Due Diligence Form Template	
Invention/IP Disclosure Form Template	
Licensing, Options & Assignment	
Model Licence Agreement - Exclusive	
Model Licence Agreement - Non Exclusive	
Model Non-Exclusive Royalty-Free (NERF) Licence Agreement	
Model Non-Binding Term Sheet for Licence Agreement	
Model Exclusive Software Licence Agreement	
Model Non-Exclusive Software Licence Agreement (Fee Bearing, No Royalties)	
Model Non-Exclusive Software Licence Agreement (Fee Bearing and Royalties)	
Model End User Software Licence Agreement - Signature Version	
Model End User Software Licence Agreement - Website Version	
Model Option Agreement	
Model Option & Evaluation Agreement	
Model Confirmatory Assignment	
Model IP Assignment	
Model Patent Assignment	
Consultancy	
Model Consultancy Agreement	
Material Transfer	
Model Material Transfer Agreement - Inward (MTA)	
Model Material Transfer Agreement - Outward (MTA)	
Confidentiality	
Model Confidential Disclosure Agreement - One Way (CDA)	
Model Confidential Disclosure Agreement - Two Way (CDA)	

C. System level management

- Monitor KT activity in RPOs
- Report on national KT performance
- Co-ordinate activity within the KT system
- Policy support
- Work with Ireland's KT stakeholders
- **Industry Advisory Board (IAB)**
- **KT Stakeholder Forum (KTSF)**



Annual Knowledge Transfer Survey (AKTS) 2016



Has KTI worked?



Review of three year progress – January 2017

- External international expert review panel
- Considered papers
- Met stakeholders

Review of KTI - conclusions

- KTI has achieved a great deal in a short time, under strong leadership and with very limited resources
- Its success and achievements to date have been endorsed by all stakeholders – particularly those from industry
- The organisation is developing an increasingly strong and trusted 'brand'
- KTI has contributed to culture change in an unobtrusive way

Quotes

■ Industry

“KTI needs to continue to be there, to ensure consistency”

“There has been a sea change improvement in academic-industry relations” (industry)

“It used to be that there were seven universities, with seven policies and seven sets of systems: now there’s a more streamlined and homogeneous approach” (industry)

■ HEI

“KTI has provided a voice for the knowledge transfer profession and the KT ecosystem” (HEI)

“The IP protocol is proving valuable in our conversations with industry” (HEI)

“There was a lot of discussion about the model contracts [before they were launched] but they are of real benefit for HEIs, and for SMEs who are using KTI model contracts more and more” (HEI)

Reflections



Efficiency gains: a central KT office enables

- A focus to encourage collaboration amongst HEIs/TTOs in the area
- Provision of central resources that have been proven to simplify and speed up KT processes
- A shop window for industry and State Agencies
- Expert support when needed for stakeholders
 - Agencies, HEIs, Gov Depts
- Ambition

Enablers

- Formal support and link into IUA
- Formation of the KT Stakeholder Forum (KTSF)
 - Gearóid Mooney (EI) Joint Chair ; Ned Costello (IUA) Joint Chair
 - Jennifer Brennan (THEA); Liam Brown (Limerick IT); Peter Brown (IRC);
 - Leo Clancy (IDA Ireland) ; Brian Dalton (DBEI) ; Richard Howell (DAFM) ;
 - Gemma Irvine (HEA); Darrin Morrissey (SFI) ; David Murphy (IKTIG/NUIG);
 - Mairead O'Driscoll (HRB); Ray O'Neill (Maynooth University)
- Relationship with the TTOs
- Quick wins
- Generally supportive environment in Ireland
- Reporting structure

Pitfalls

- KTI is Agency agnostic
- Has a national role
- Issue: based within one agency
 - Managing external perception
 - Working with the Agency the Board

Challenges

- The contribution of Knowledge Transfer Ireland and the National IP Protocol is rated highly, but not always fully understood by industry: TTSI2 evaluation
- Vulnerability organisational model: a very small number of skilled individuals: KTI Review Panel
- KTI cannot do everything that its stakeholders might want it to do, and that it is important not to significantly dilute the organisation's mission or lose clarity of purpose: KTI Review Panel

Opportunities

- Supporting and growing the TTO talent-base in Ireland to build greater strength and capacity in the system
- Stronger relationships between KTI and senior academic and leadership roles in HEIs as a critical factor in achieving consistency in approach
- Ensuring greater clarity in the roles played by KTI and by the TTOs in KT activities.
- Enhanced service provision to industry



KTI

Knowledge Transfer Ireland
Where Research & Business Connect

Connect at knowledgetransferireland.com

KTI Knowledge Transfer Ireland
Enterprise Ireland, The Plaza,
East Point Business Park, Dublin 3.

T 0879714611

E alison.campbell@knowledgetransferireland.com

W knowledgetransferireland.com

@kticonnect