



Copenhagen
Spin-outs

The challenge of building up university- industry knowledge transfer environments

Case: Building biotech spin-outs based on public research results

Funded by Vækstforum and European Regional Development Fund:



Project Partners:



Background

- Annual Commercialisation Survey: '10' spin outs a year
- OECD report 2009 reveals potential for more biotech spin-outs in the Capital Region
- Joint growth strategy between private and public partners
- Copenhagen Spin-outs. A consortium of universities, innovation incubators, investment funds and industry



Goal, impact and resources

Overall goal:

To increase the exploitation of research results and thereby increase the number of sustainable biotech companies through *an intensified collaboration between key players*

Specific goal:

To deliver 21 sustainable biotech spin-outs by end of 2014

Impact:

- More biotech companies that will create more jobs in the region
- More high quality inventions and patent applications
- More licence and research agreements with existing companies
- Support a entrepreneurship culture among the researchers

Budget: 5,4 Mill EUR

[EU Regional fund (2,7 Mill EUR), Growth Forum (1,1 Mill EUR), Partners (1,6 Mill EUR)]



The partner group:

Research institutions:

University of
Copenhagen

Capital Region's
hospitals

Technical University of
Denmark

Research parks:

Copenhagen Bio Science
Park (COBIS)

Scion DTU

Symbion



Seed Funds:

NOVO SEEDs

SEED Capital

Branch organisations:

Danish Biotech

The Danish Association
of the Pharmaceutical
Industry (LIF)

Innovation Incubators:

CAT Innovation

DTU Symbion Innovation

Mentors:

Volunteer mentors with
spin-out competences
from the Biotech
industry



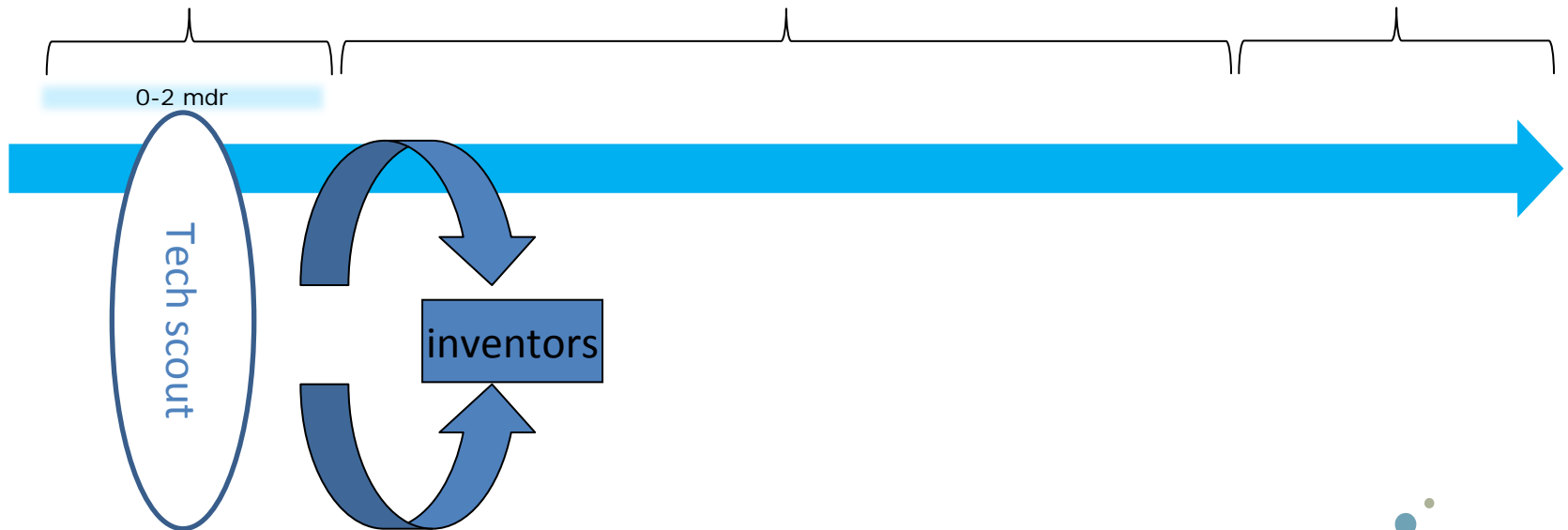
Phase 1

Are there data supporting the invention?

Is there a market?

Is the invention patentable?

Evaluation phase



Phase 2

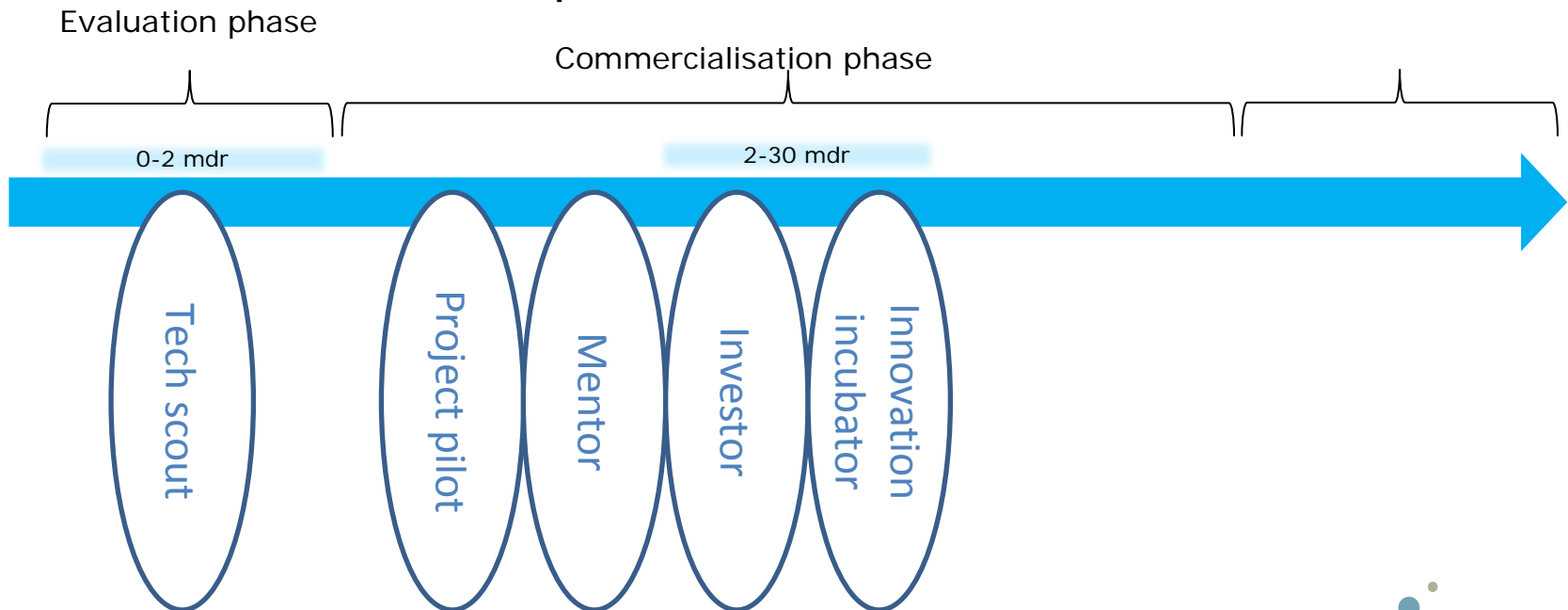
Securement of IP rights

Assembly of team

Courses, clinics

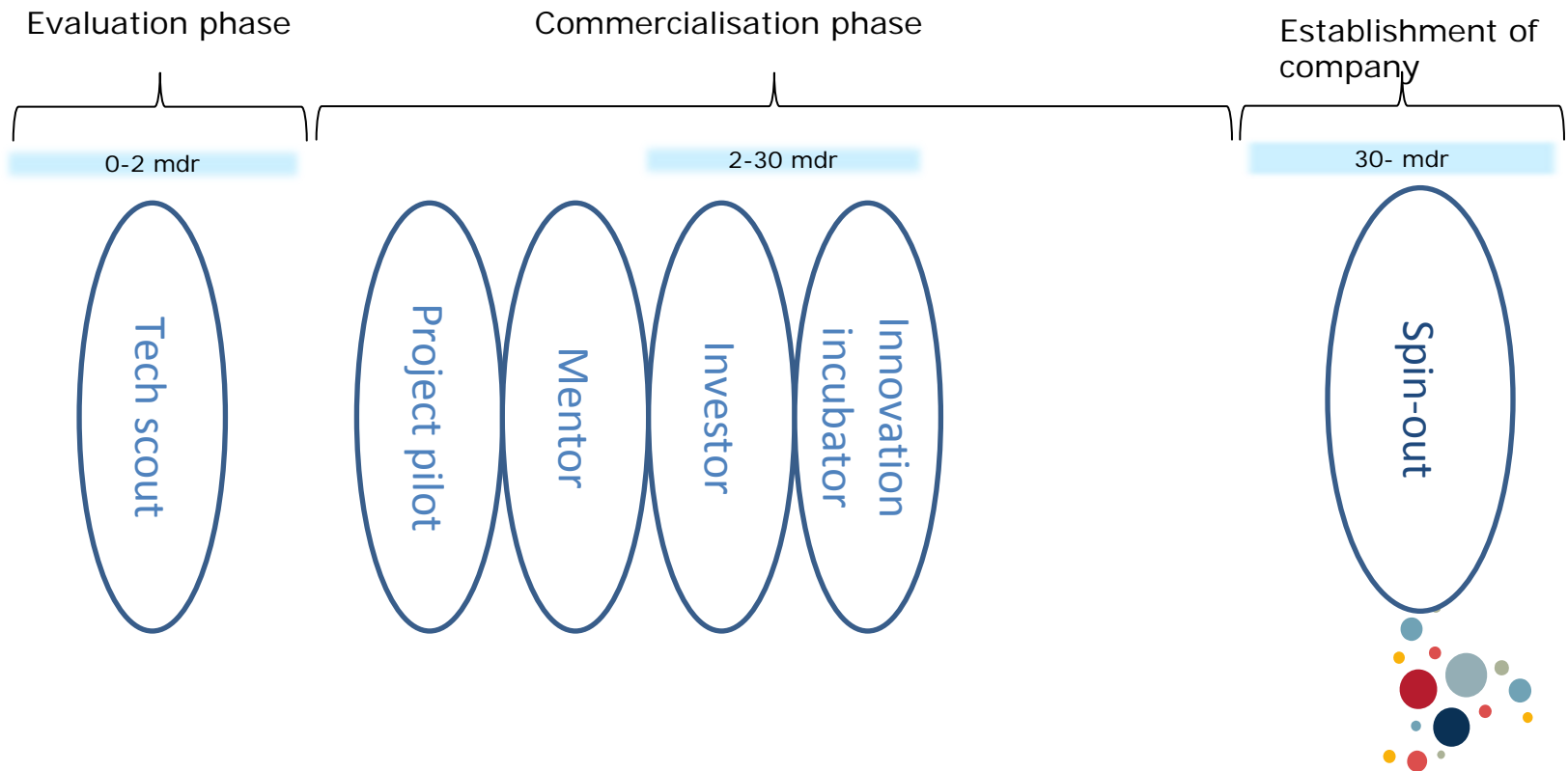
Establishment of Proof of concept

Preparation of Business Plan



Phase 3

Securement of funding



Momentum

- ↓ Screening research environments
- ↓ Find innovative research groups
- ↓ Describe potential ideas
- ↓ Develop potential spin-outs within team structure
- ↓ 21 successes and hopefully a lot of good failures by the end of 2014

★ Result month 10: 21 potential spin-outs under development, 2 license agreements, 4 patent applications and 22 invention disclosures.



4 Key Elements

- Focus on specific areas within biotech
- Creation of structured, coherent commercialisation processes
- Internationalise the spin-out creation
- Implement culture changing activities



Focus Areas

Industrial biotech
Food

CU, DTU

Pharmaceuticals

CU, CRH

MedTech
Diagnostics

DTU, CRH

- Strong research bases at one or several institution(s)
- Strong Danish companies ensuring the presence of the right business competences
- experience with spin-out creation and financing



Tools for implementation

- Scouting models
- Stage gate models
- Patent strategy models

- Proof of Concept



International profile

- International collaborations (organisations, venture etc.)
- Site visits – best practice (universities, regions, countries)
- Network (conferences, seminars etc.)
- Invite international successes
- TT-officer in residence (license for spin-out specialists)
- All information available in English



Creating the right culture

- Send highly competent people with 1)research, 2)industry and 3)patent background into the research environments
- TechID – Involve local leaders in evaluating projects
- Involve industry in advisory role at a very early stage
- Set up awareness campaigns and testimonials
- Put up cash awards for best spin-outs



Some challenges

- Project: To collaborate across principal differences and agendas
- University: To get full support for third leg activities
- TechTrans: To find human resources to go through with spin-out
- Department: To make local leaders to support brain drain backing up top scientists to spin-out
- Researcher: To minimize the risk for the scientist doing spin-outs



Thank you for listening



Copenhagen
Spin-outs

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