



AQUITAINE
SCIENCE TRANSFERT

Accélérateur d'innovations

Advanced Experiments in Knowledge Transfer

CSTP – TIP Workshop

***Boosting Knowledge Transfer between Science
and Industry : News Models and Business Practices***

OECD – France Stratégie,

News Experiments in France

News Needs in Knowledge Transfer for competitiveness

New policy : one major investissement plan

New tool : SATT, Technology Transfer Acceleration Company

One exemple : Aquitaine Science Transfert, the SATT Aquitaine



NEEDS IN KNOWLEDGE TRANSFER

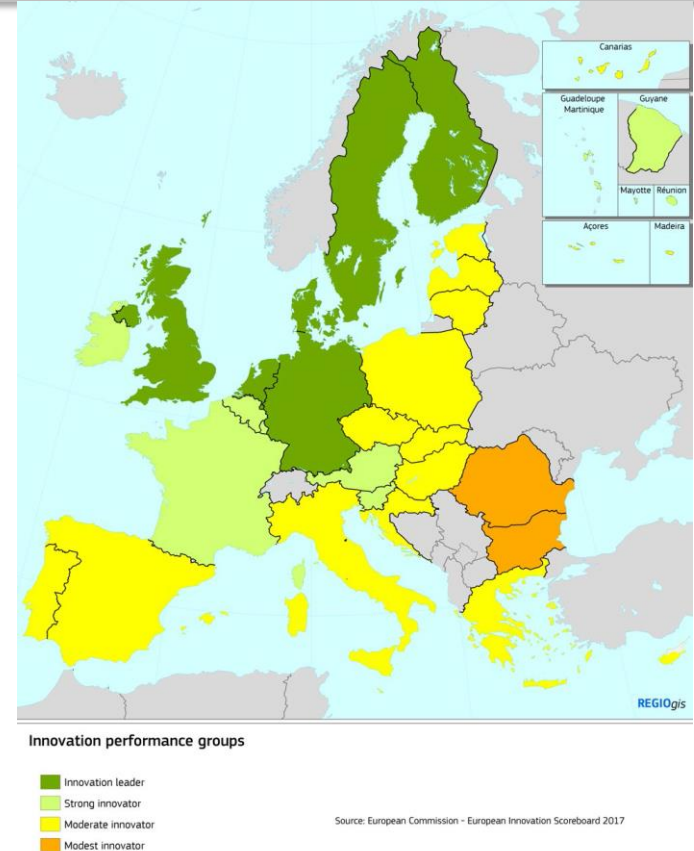
THE SOCIETY CHANGES

- The economy is NOW a knowledge economy
- Innovation is ALL OVER : science, technology, know how, training, organisation, market, management, business model ...
- Ecosystems public/private STIMULATE
- Value Chains are CO-BUILDING and SHARING, at increasingly early stage

COMPANIES KNOWLEDGE NEEDS : IDEA, TALENTS, RD ACCESS, IP, INNOVATION

- Research organisms/universities have to be INNOVATIVES and CLOSER the society
- KNOWLEDGE MANAGEMENT becomes a central objective to pilot public science, shared science, innovation and transfer to economy
- R&D, services, equipments, platforms become competitive activities

PUBLIC RESEARCH HAS A KEY RESPONSABILITY



ONE MAJOR INVESTISSEMENT PLAN

1999

A new legal framework
for research and
innovation

Technology transfer is one of
the three mission of the
university

Start-ups by public researchers
as shareholders

First specialize seed funds

2005

A shift towards a
“project-based”
competitive and
meritocratic funding
mechanism

National Research Agency
Competitiveness clusters

« R&D Tax credit »
system to develop private
R&D

2007

A new legal framework
for university autonomy

Capacity to develop their
strategy

Ressources management
(financial, building,
organisation)

A first step for HR

2010...

« Investing for the
Future » Program to
“feed” tomorrow’s
competitiveness

A disruptive global
approach from the
science to the market

Models with started
investissement for 10
years to impact

A few emblematic calls (by projet) :

- **Campus of Excellence** (Idex- 0,8/1B€) to attract and retain talents
- **University – Hospital Institute** (IHU - 45/70 M€) : from science to patient's bed
- **Technological Research Institute** (IRT -150M€ / 300M€) : focused development operator in Public Private Partnership
- **Technology Transfer Acceleration Company** (SATT - 35M€ / 70M€) : TTO Hubs to protect IP, investment in “Proof Of Concept”, and licensing
- **Early stage seed Funds** (FRONTIERE VENTURE - 250 M€) and Seed Funds (FNA - 4/35 M€)
- **Innovation World Awards** (CMI - 350 M€)

News 2017 : 57 Billions€ in an new big investment plan



PROGRAMS TOTAL
€ 47 Billions from 2010 to 2016
non-consumable or consumables
supplies



CENTERS OF
EXCELLENCE
15 881
MILLION EUROS



PROMOTING
RESEARCH
3 659
MILLION EUROS



BIOTECHNOLOGY
AND HEALTH
3 000
MILLION EUROS



ENERGY
CIRCULAR
ECONOMY
3 653
MILLION EUROS



DIGITAL
ECONOMY
3 836
MILLION EUROS



INDUSTRY
TRANSPORT
DEFENCE
13 713
MILLION EUROS



URBANISM
AND SCHOOL
COHESION
1 837
MILLION EUROS



PERIODIC
TRAINING
556
MILLION EUROS



YOUTH AND
EDUCATION
907
MILLION EUROS



SATT, TECHNOLOGY TRANSFER ACCELERATION COMPANY

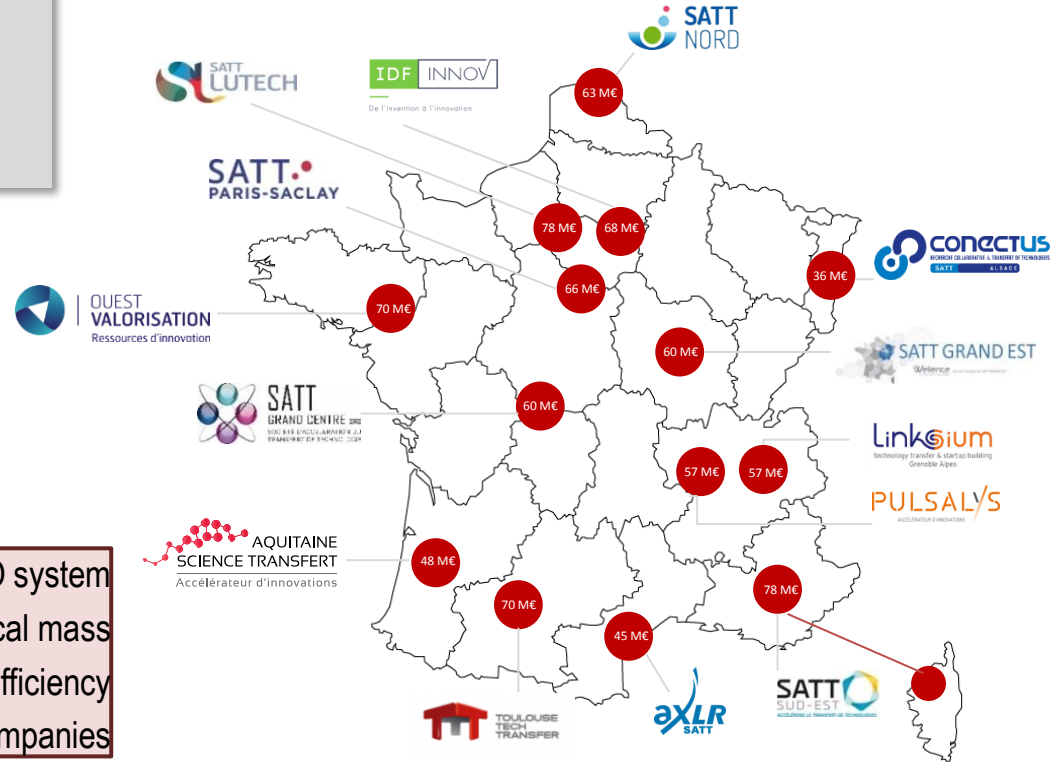
SATT
Réseau
Les Sociétés d'Accélération
du Transfert de Technologies

There are currently 14 SATTs in France: 580 professionals in intellectual property, technological engineering, law, marketing and business development.



The technology transfer acceleration companies come from the National Program : Investments for the Future (PIA)
€851 million in quasi-equity and grants for 10 years

- Reduce fragmentation of TTO system
- Provide deal flow critical mass
- Improve operational efficiency
- Promote technology transfer to SMEs companies

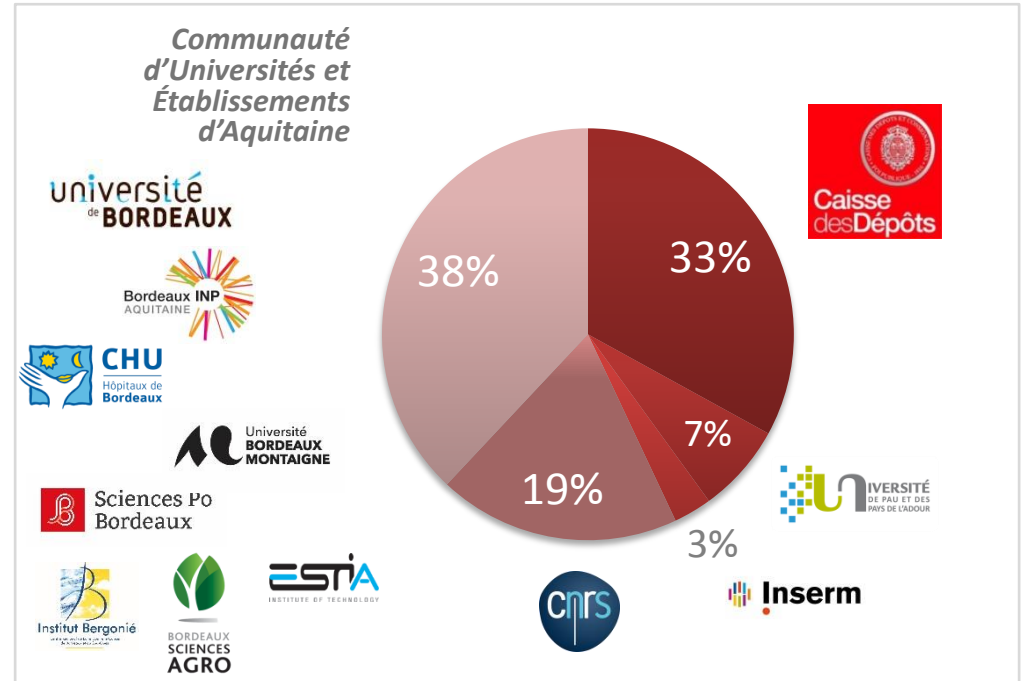




Aquitaine Science Transfert, SATT AQUITAINE

STRUCTURE

- Created in July 2012, Aquitaine Science Transfert is a Simplified Joint Stock Company (SAS) with a capital of 1 million euros.
- Mandate and exclusive license for the valuation of the research results for 85% of the research establishments of Aquitaine (5,500 researchers and 3,100 doctoral students)
- € 48 million funding over 10 years (2012 – 2022)
- 42 employees



Supported by :

Idex Bordeaux (700 M€)

I-site Pau (300 M€)

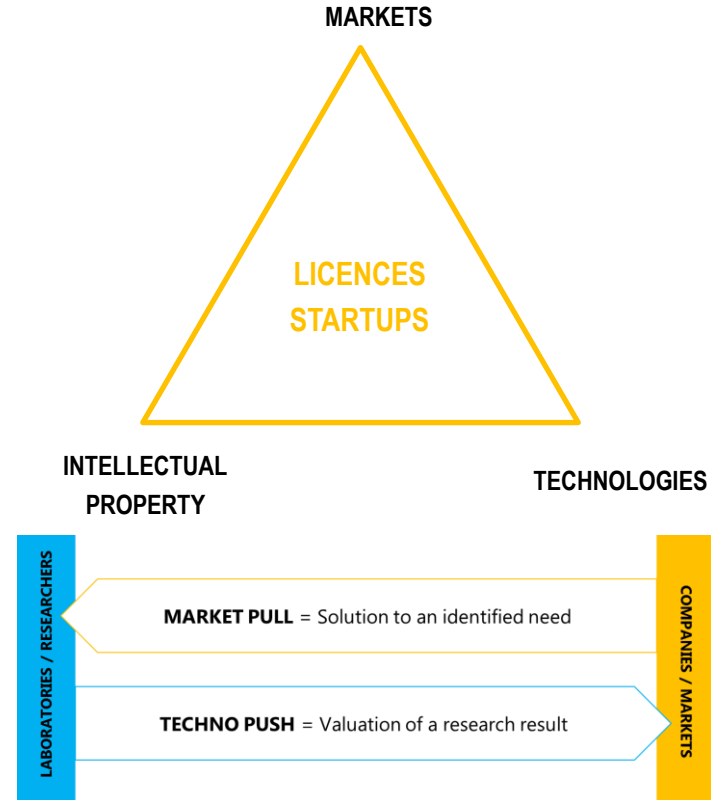




Our mission :

Investing to create future economic value by bringing together business needs and public research results

- **Promoting rapid access of inventions to the market**
 - Licensing
 - Business creations
- **Encourage the development of regional activities**
 - ROI (exploitation of licenses and patents) for SME's
 - Job creations
- **Increase financial returns to research institutions and partners associated with the projects**
 - Value associated to the transfer of knowledge production



● BUILDING SUCCESS STORY WITH STRONG VALUE : IRISIÔME

- Startup **Medical Technologies**
- **Wavelength tunable laser machines** for dermatological applications.
- Meet the growing demand of dermatologists who want to optimize the performance of their laser source in a simple, compact and economical way. **A minimal viable product : tattoo removal**
- Incorporated in August 2015 after a maturation program supported by Aquitaine Science Transfert
- i-LAB 2015 national award for innovative technology company creation, Creation-Development category.
- **High value-added proposition in the optical value chain in our ecosystem**
 - License to a regional company?
 - Creation of a tenth me-too startup that makes sources? OR
 - **Creation a start-up with a strong value proposition?**



IRISIÔME

THANK YOU FOR YOUR TIME AND ATTENTION!