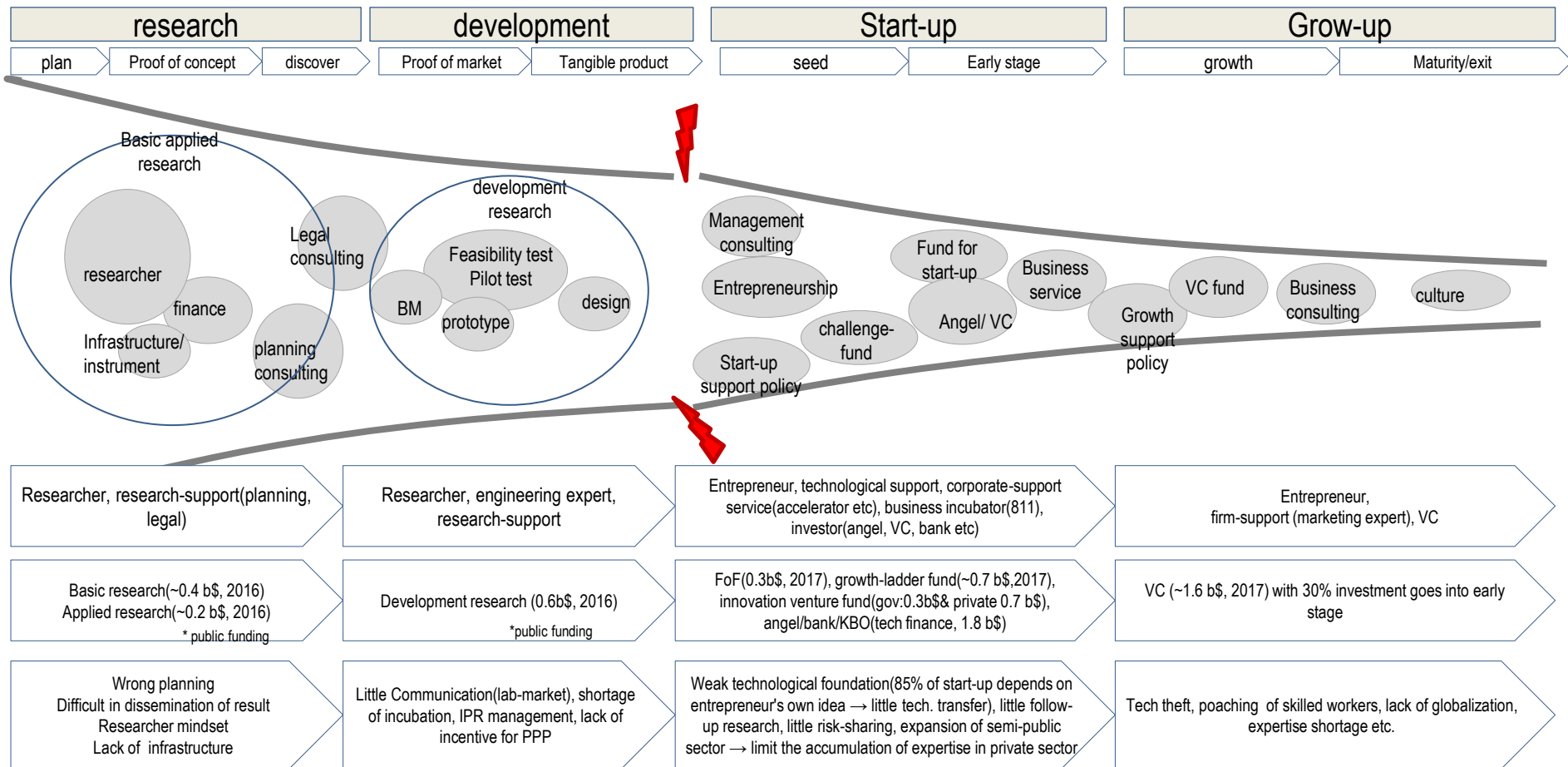


# A practice to foster knowledge transfer in Korea

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# From Research to Business

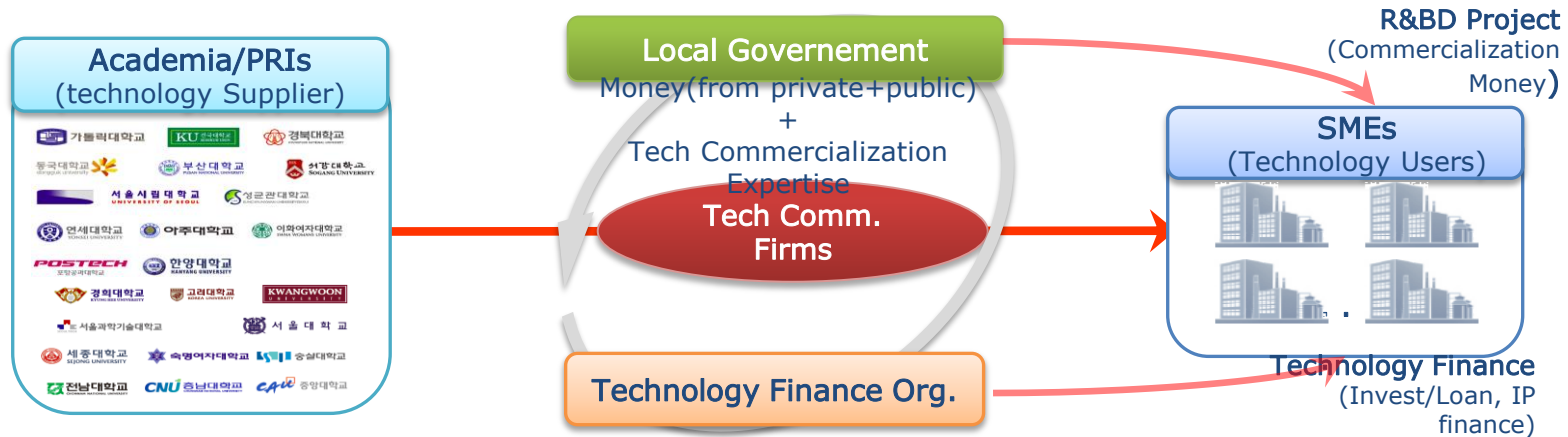


# Brief background information

- **“Tech transfer & Commercialization Plan”** since 2001, every 3 year, about 12 major ministries involved
  - ☞ there are many other policy schemes to foster knowledge transfer.
    - Currently, the 6<sup>th</sup> plan is being carried out
- **Achievements**
  - KT Infrastructure and policy initiatives
    - mandate of TLO in PRIs, dedicated tech transfer organization, re-discovery R&D project, National Tech bank, fund for tech commercialization, tax incentives for tech-based M&A, punitive damages, growth-ladder fund
- **Challenges**
  - Weak tech transfer between the firms)→ preference for in-house and public R&Ds
  - Not many technological innovation based M&A, mostly for business restructuring,
  - Weak intermediary platform (Technology Transfer, technology valuation, intelligence etc.)

# PCP (Patent Commercialization Platform)

- Provide Technologies held patented by Universities to SMEs as a form of R&D Licensing and help them to get support through R&BD Projects
- At the moment, about 24 Universities are participating and try to recruit more regional Universities
- In Seoul Metropolitan area, 8800 SMEs are networked and more than 200 cases of technology matching and commercialization has been successfully carried out



# Backgrounds

## SMEs

- Inferior technological capability
- Poor technological development capability for most of domestic SMEs compared to the big Chaebol
- Urgent need to exploit external capability

## Universities

- Poor Performance for tech transfer and commercialization in spite of excellent patent application and management
- Poor network management for technology marketing



### ➤ Overcoming simple and direct support for SMEs

#### → Fully Exploit the external innovation capacity

- For SMES, enhancing the technological capability to make it easy to tap into the patents owned by Univs
- For Univ, promote the technology transfer to expand the contact areas

# Participant

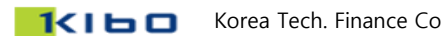
## Local Government



## Operation Firm (Private)

Korea PCP

## Tech. Finance Org.



## Univ.



# Charateristics

## Existing TT Business model

Some Payment for to open up the patent information hold by Univ/PRIS

Large risk to the SMEs when the commercialization has failed

Stop the support right after the technology transfer contact. The firms takes the responsibility in follow-up stage



## PCP Business Model

No cost to the SMEs  
Customized technology matching service by the experts  
(covered by PCP operation budget)

Offer the buffer by provide maximum 1-year pre-commercialization test periods before TT contract

Provide proffered Technology finance(guarantee, investment, load) and government R&BD program to promote follow-up commercialization

# R&R and Expected Benefits

## SMEs

- almost no cost to participate
- expect enhancing technological competitiveness

## Local government

- Support operation cost
- Provide and Connect R&BD Project to SMEs

- Customized support for SMEs
- enhance the industrial competitiveness

## Univ/PRIs

- Provide high quality patents/R&BD collaboration
- connect in-house tech commercialization program

- Promote Tech. Transfer
- Obtain the firm networks for technology marketing

## Tech Finance Org.

- Run Tech Finance Program(IP guarantee, Loan, Investment)
- Connect in-house Tech. Commercialization Program

- Recruit the best SMES for investment
- IP support for existing customer through the PCP scheme

## Private PCP firms

- PCP operation
- Package Support (firm analysis, patent matching, commercialization etc.)

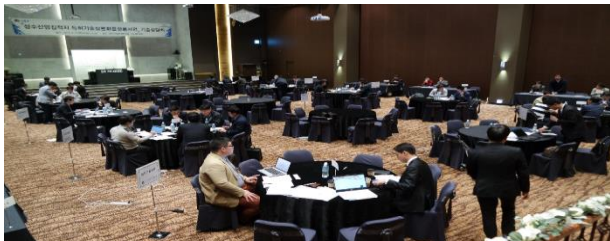
- Explore new Private-led patent technology commercialization model



# Case : Seoul Metropolitan Government

('15. 11. ~ ) : Seoul PCP Program)

<b>Area</b>	Seoul Metropolitan City
<b>Beneficiary</b>	SMEs inside Seoul( 50 firms / year)
<b>Period</b>	2015.11-2017.10( total 2 years)
<b>Participants</b>	(Univ) KunKuk, Korea, Gwangwoon, Dongkuk, Seoul National Univ. Seoul S&T Univ. Seungkunkwan, Sejong, Ehwa Women's, Yonsei, Hanyang etc. (finance institutes) KIBO, IDventures / (local government) Seoul, Seongdong-Gu
<b>Contents</b>	<ul style="list-style-type: none"> <li>- Provide technology matching from 12 universities, support one-year tech. licensing and commercialization</li> <li>- interview, tech. matching, tech-market analysis, consultation by the inventors, follow-up commercialization package</li> <li>- 2-times technology market(participation : 20 Univs, 50 SMEs, 200 personnel, 185 technologies TT discussion)</li> </ul>
<b>outcomes</b>	<u>- In two-years, 100 firms, 6 cases, 1mil US\$-worth tech transfer, 1 joint-venture start-up)</u>



**Thanks**