



# **Technology Transfer in Lithuania: Has a Time Come to Boost Intellectual Property Commercialization?**

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## Outline

- Concept of knowledge and technology transfer
- Has a time come to boost intellectual property (IP) commercialization in Lithuania?
- Experience of Sunrise Valley Science and Technology Park (STP) in technology transfer
- Experience of foreign countries in commercializing IP
- Practical examples
- General and specific problems of IP commercialization
- Conclusions

## Technology Transfer

- Activities and communication channels which help to transfer technology from provider to receiver, i.e. from individual or organisation to other individual or organisation → knowledge/ideas/technologies are transformed into innovations:
  - Actors: scientific institutions, enterprises, inventors, states
  - Start-up/spin-off creation, licensing, joint scientific research, contract research
  - Knowledge sharing, mutual learning and creation of new knowledge



Knowledge and technology transfer



## **Has a time come to commercialise IP in Lithuania?**

Experience of Sunrise Valley STP:

- Demand for the consultations on IP commercialisation
- Demand for the consultations on scientific/technological development
- Demand for the commercialisation guidelines
- Questions about state support for the IP commercialisation
- New start-ups
- Joint students-scientists' enterprises



## **Sunrise Valley STP – intermediary between science and business**

### **Technology Transfer Centre**

- Consultations:
  - Legal consultations and preparation of legal documents relating to IP and other issues
  - Business (product development, innovation management), finance consultations, search for investors/partners
- Technology scouting
- Technology data bases
- Contacts and assistance with the negotiations relating to technology transfer issues
- Business Angels Network



## **Experience of foreign countries in technology transfer management**

- Active technology transfer
- Private / universities' technology transfer centres
- Clear specialisation
- Universities' IP management policy



## **Examples and success stories**

- Assistance in finding technological solution
- Assistance in finding investors
- Assistance in preparing science and business cooperation agreements
- Assistance in seeking IP protection

# Problems

## General problems

- Different understanding of technology concept
- Low demand for technologies among enterprises
- Lack of knowledge about technology transfer and IP management
- Lack of entrepreneurship
- Lack of information about universities' potential
- IP owners lack skills for negotiating with businesses
- Lack of systemic support (state policy) for the technology commercialisation





## Problems (II)

### Specific (legal) problems

- New and vague legal regulation
- Lack of IP management policy
- Lack of scientific institutions' internal documentation
- Problems with employees inventions
- Lack of delegation of legal power and lack of intermediaries
- Lack of sample documents regulating science and business cooperation

## Conclusions

- **Growing demand for consultations identifies interest in IP commercialisation**
- **Lack of professional expert assistance**
- **Necessity of professional management of IP in scientific institutions**
- **STP – intermediaries between science and business**
- **Publicizing of success stories can foster interest in IP commercialisation**
- **Necessity of IP management policies and comprehensive legal regulation**



# THANK YOU!

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