

From Science to Business

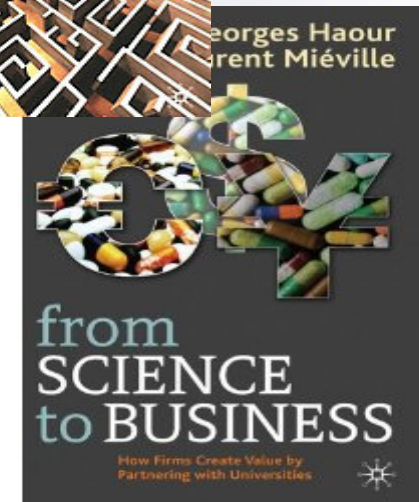
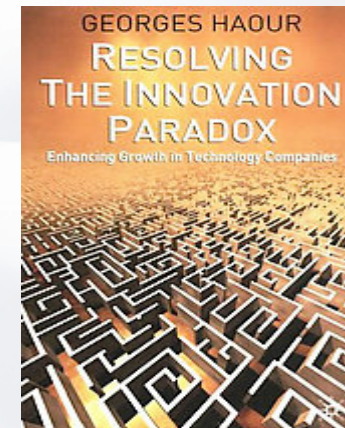
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Georges Haour

- Joined the incubator Generics, in Cambridge, UK, part time, in 1999
- Joined IMI/IMD(www.imd.org) in 1988
- Hired by Battelle-Geneva in 1975
- PhD Chemistry & Materials Science, University of Toronto, MSc in New York
- Born and raised in Lyon, France



Schumpeter's «gales of creative destruction»

- Focuses on the *idea-to-business* process as creator of new activities and jobs
- This *innovation process* is complex.
Innovation is a buzzword; there is little understanding of how it works *effectively*

All countries

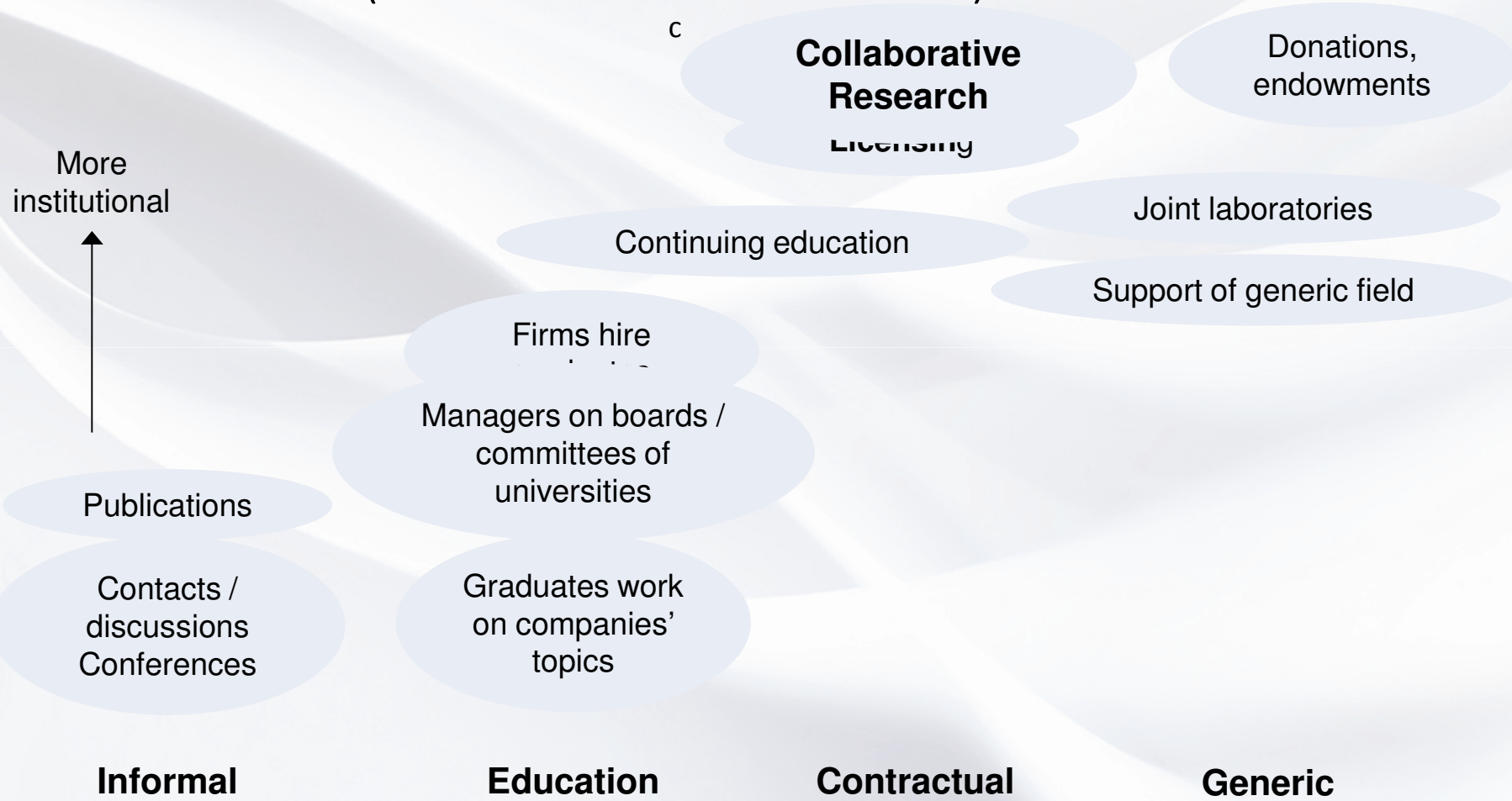
- attempt to catalyse this process
- strive to put in place favorable framework conditions and practices

These include

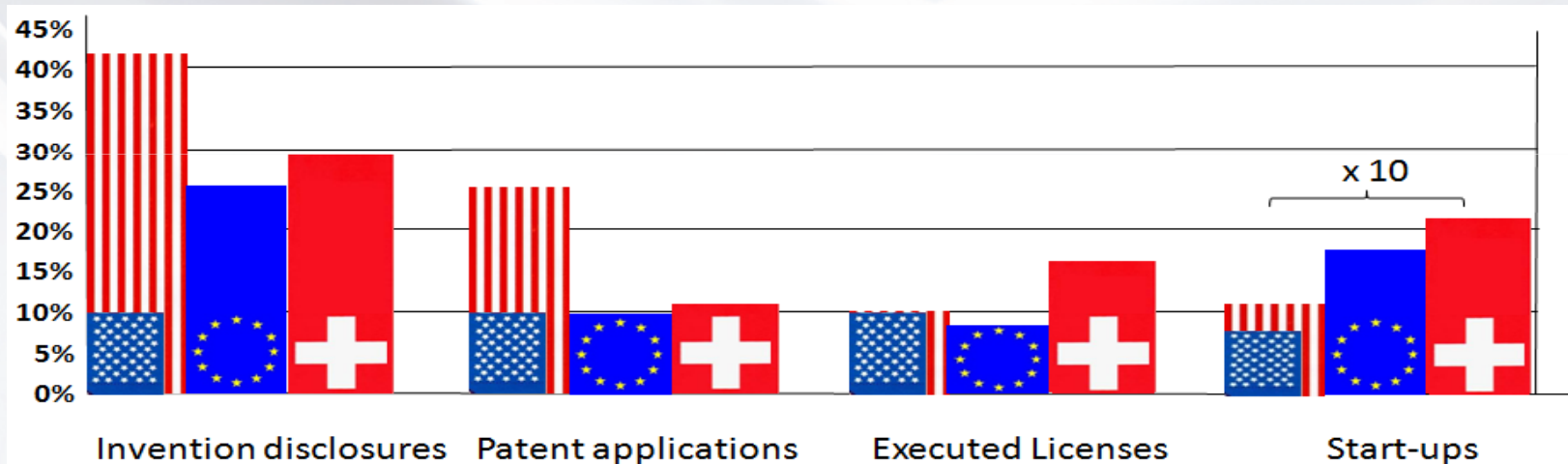
- Tax incentives
- Laws (IP, bankruptcy,...)
- Vibrant educational system
- Financing

Firm-university: a crucial pair

(source: *From Science to Business*)



Switzerland is world's best for licensing and creation of start ups



Figures are per R&D budget (mio \$): 30% = 0.3 unit for each mio \$ spent on R&D budget

France has come up with its own, innovative approach: the SATT

- In a given region, Universities and labs. (CNRS, INSERM,...) are shareholders of a SATT , transfer their IP to it and charge the Satt to...
- ...accelerate IP-based activities via collaborative development, teaming with firms, licensing out, and, most difficult: launch *and growth* of start ups
- SATT defines the innovation projects and guides/propels them towards the market
- Well financed by public funds: 90 mio. euros per year

There are 14 SATTs

- Founded in 2010
- 360 experts in IP
- 2 400 innovation projects for 50 mio. euros
- 350 patents filed
- 90 licensing agreements in place

www.satt.fr

Key elements of a SATT

- Expertise in the science to business process
- Business development personnel
- IP experts
- Investment committee: each month, 6 persons study proposals and discuss/screen 5 to 7 innovation projects for 5 hours


The investment committee:

- Suggests the best path towards commercialisation
- Leverages its contacts to identify partners-corporations, granting agencies
- Proposes candidate-entrepreneurs in the case of the creation of a start up
- Provides general guidance to SATT

SATT's key assets

- large pool of research in shareholders' institutions. Inlifescience alone, 7 500 PhDs in the Paris region (www.idfinnov.com)
- Powerful financial means
- Know how to *go from science to business* and link with similar organisations (Isis, in Oxford, etc...)

It would be nice to have a few early successes...



Looking forward to your questions and
to the discussion !