



Co-funded by the
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TECH TRANSFER WORKSHOP

Vanessa BELIGON – *Head of Valorization Office*
Guillaume SALOME – *Contract manager*

Valorization Office
Research and Doctoral Studies Division

SCHEDULE

Who's who ?

Guillaume is on the left and Vanessa is on the right

We are on a roll ! (30-40 minutes)

How we consider the valorization process

Shall we meet ? (30 minutes)

How we develop partnerships between our research units and socio-economic partners

Pause (15 minutes)

Don't be afraid of commitment ! (30 minutes)

How we secure legal interests of UCA

From lab to market : a real story (30 minutes)

Intervention of Jonathan LAO, researcher at Physics Research Unit

12 pm – 2 pm : Lunch break

The most difficult test ever (30 minutes)

Who's going to win the competition ?

Presentation of Clermont Auvergne Innovation

Intervention of Yannick IZOARD, managing director

WHO'S WHO ?

Valorization Office

6 people

3 main activities :

- ✓ Development of public partnerships (*1 and ½ p*)
- ✓ Drafting, negotiation and signature of research contracts (*2 and ½ p*)
- ✓ Legal and financial management of UCA PARTNER, technical platforms of UCA (*2 p*) : visit on June 3rd

Vanessa

Head of Valorization Office

PhD (microbiology and process engineering)

Main activities :

- ✓ Management of the Office
- ✓ Development of public partnerships in the ERASMob framework
- ✓ Promotion of valorization within the scientific community

Guillaume

Contract Manager

Engineer (biotech and food technology) : technical profil and project leader in french companies for 5 years



Main activities :

- ✓ Negotiation of research contracts
- ✓ Legal monitoring

Time for a little ice breaker : presentation of the valorization circle



How we consider the valorization process

3 teams

Paper pieces with steps written on it

Blank paper pieces

Sticky paste

How would you represent your valorization process, by using the paper pieces and by keeping the RESEARCH part at the heart of the process ?

You can use as many paper pieces as you want.

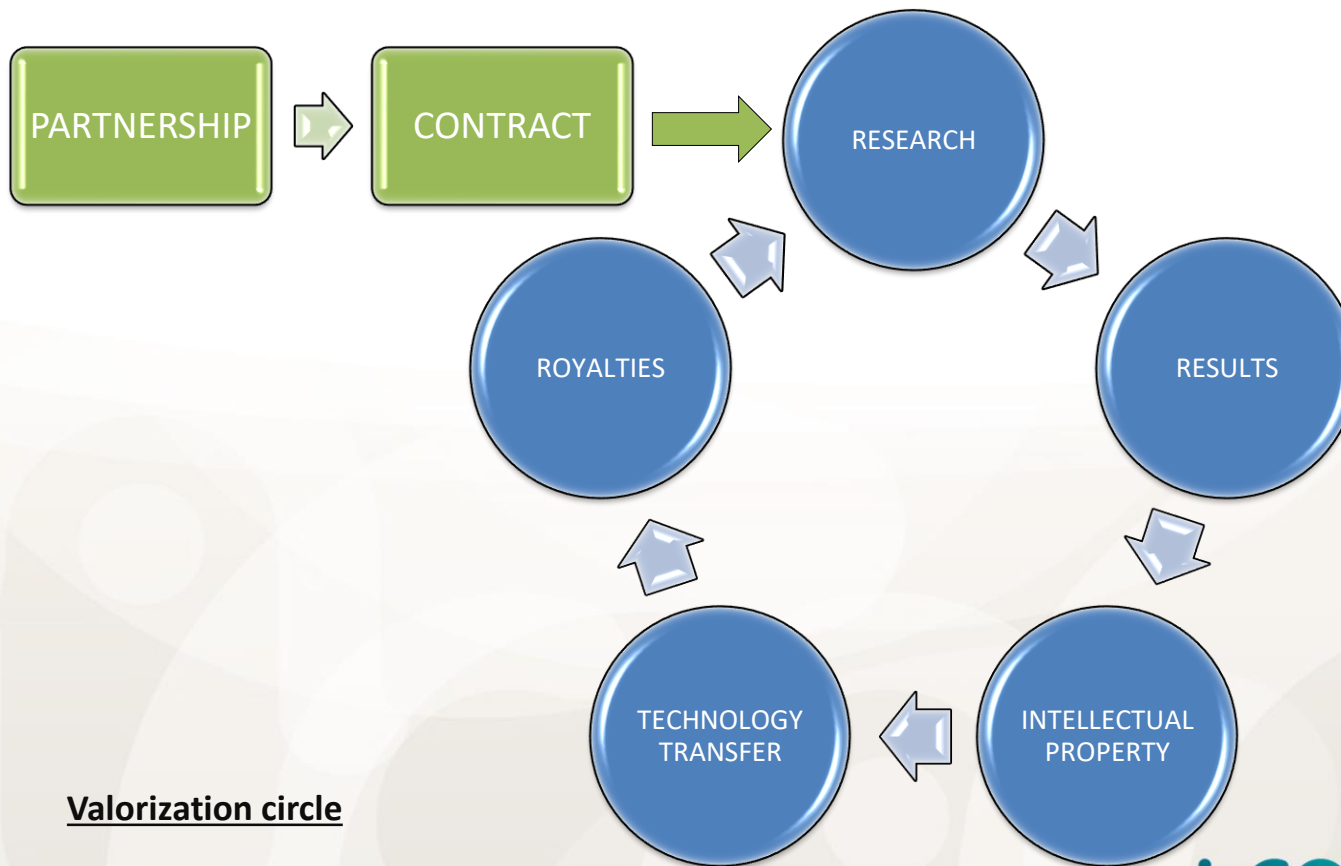
You can create as many steps as you want, using the blank paper pieces.

10 minutes !

Each group presents its own valorization process (3 minutes).

Ice breaking activity

How would you represent your process valorization, by using the paper pieces and by keeping the RESEARCH part in the heart of the process ?



Valorization circle

How we develop partnerships between our research units and socio-economic partners

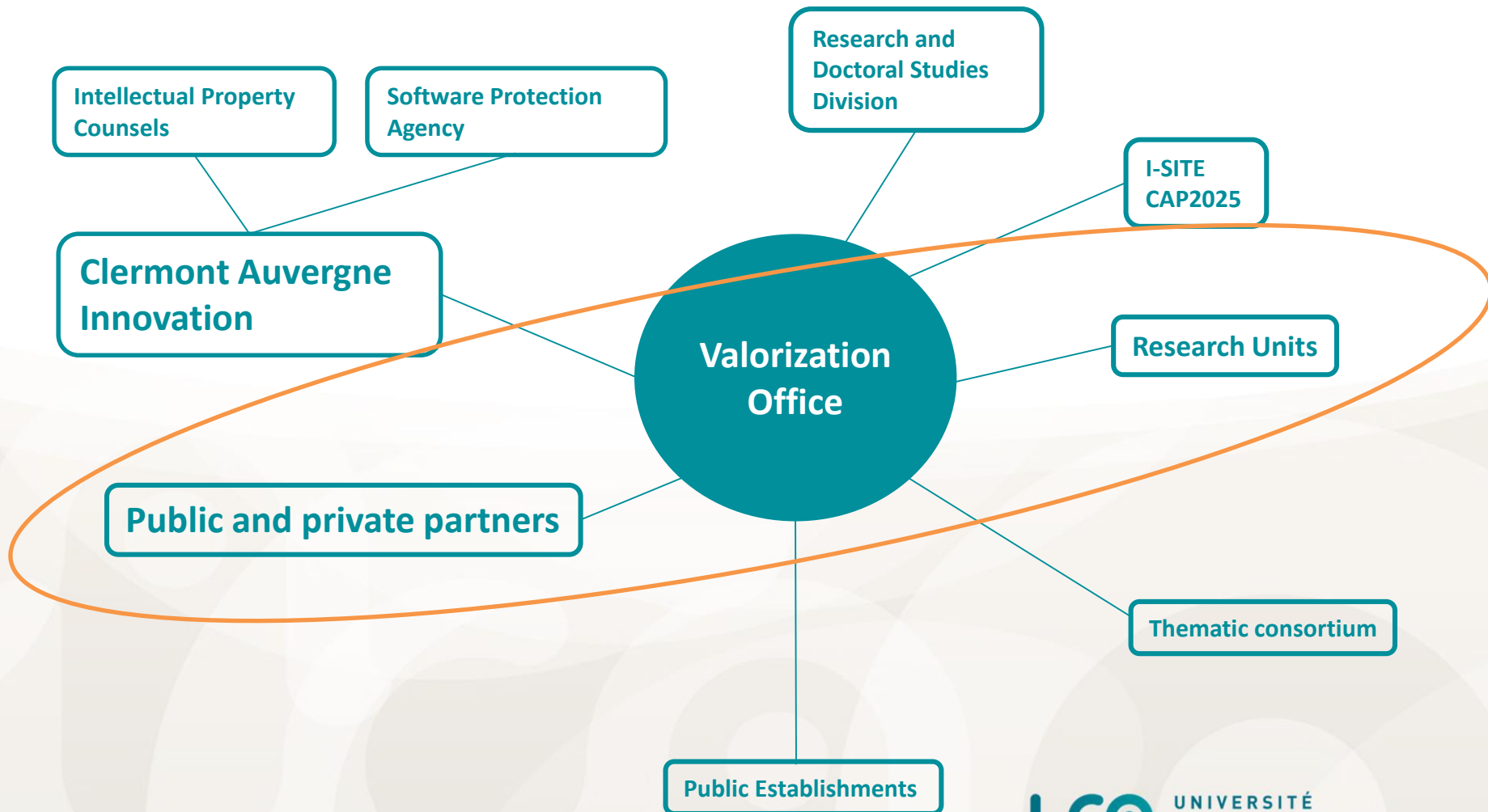
Our ecosystem



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How we develop partnerships between our research units and socio-economic partners

Our ecosystem



SHALL WE MEET ?

30 minutes

How we develop partnerships between our research units and socio-economic partners

A LOT OF COMMUNICATION !

Special events

Information session
with the Project
Support Office

Professional networks :
HERD, ERASMob

Data Base

Thematic consortium

Clermont Auvergne Innovation

RESEARCH UNITS

PARTNERS

Meet & Match

Events

How we develop partnerships between our research units and socio-economic partners

Example : Meet & Match

What ?

A short (40 minutes) session with the exact same organisation :

- 1- introduction by the Valorization Office and how we can help
- 2- a short presentation of the partner, by the partner : projects, needs, funds, etc
- 3- q&a

How ?

Webinar, before noon or at 1 pm

Invitations are sent 2 to 3 weeks before the webinar and registrations are required.

Who ?

Research units are selected on their scientific fields.

This service is proposed to all public and private partners wich want to collaborate with UCA.

How much ?

Totally free.

Any conditions ?

NDA must be signed before the webinar.

We strongly advise research units to contact us before initiating any projects.

Rhythm ?

In 2021 : 4 sessions.

LET'S TAKE A 15 MINUTES-BREAK !

How we secure legal interests of UCA



The necessity to secure your research by fair contract



**Fair research
Contracts lead to:**

- Relevant patent strategy
- Fair licence's exploitation concerning results
- Renewable partnerships

The necessity to secure your research by fair contract



Research
not
protected
by fair
contract

The illustration depicts a research vessel, represented by a large grey cylindrical structure, dumping a thick, dark, viscous liquid into the ocean. A green plastic bottle is shown falling from the vessel into the water. In the background, a red and white cargo ship is visible on the horizon. The ocean surface is covered with various pieces of trash, including a crushed metal can and a green barrel with a radiation warning symbol. The overall scene conveys a sense of environmental pollution and the consequences of unregulated research activities.

Unbalanced
valorization
and
exploitation
for your
University

Research not totally protected leads to:

- **Lack of financial returns in case of industrial exploitation**
- **Risk for divulgation of confidential information**
- **Non trustworthy partnerships**

At UCA, we use a wide range of tools to secure our research with partners :



First tool: The Non Disclosure Agreement (NDA)



- NDA is relevant to protect your partner and YOUR information
- Represents short terms contracts to discuss of possible collaboration or expertise
- Average duration 12 months
- Not dealing with results and NEW IP!

Second tool: The Material Transfer Agreement (MTA)



- MTA is relevant to protect your partner's Material or your own material developed at the university (bacteria strains, chemical compounds and molecules)
- It concerns mainly small tests and does not generate Intellectual Property
- Average duration 12/24 months
- Could be free of charge or not depending on the situation.

Third tool: The Research Collaboration Contract



- Collaboration contract is protecting and describing the way your research is managed.
- Average duration : couple of years
- It contains specific article on intellectual property, joint property of results and the Exploitation of the results (patents, financial returns etc).

Fourth tool: The prestation Contract



- Short term contracts that does not generate IP. (Chemical analysis for example)
- Average duration: couple of months
- Results belong automatically to the Partner that pay for the prestation.

Fifth tool: Consortium Agreement



- Similar to the research contract but it includes several parties and generally financial subsidies.
- Ideal tool for European project, it follows the call for project
- Generate Intellectual Property and possibly Results and exploitation
- Duration : several years

Which articles do we find in our contracts ?

Key elements that we find in all of our tools:

- Presentation of each Party (name, address, statu, etc.)
- **The aim** : goal of the research and what is going to be used in this research
- **Date of beginning and duration**
- The **scientific supervisors**
- **Financial part** (if existing)
- **Confidentiality**
- **Intellectual Property**
- Rules of **publication**
- Dispute resolution/Applicable law
- **Signature**
- Appendix (mainly technical and financial)

Focus on confidentiality: Key points

- Define what is going to be discussed (protocol, method, compounds, biological/physical/chemical material, software, source code, data set)
- **Define who is going to get an access to the information**
- **Define duration (duration of the project + duration of confidentiality)**
- Describe what becomes of the information

What are the risks if you do not protect your information?

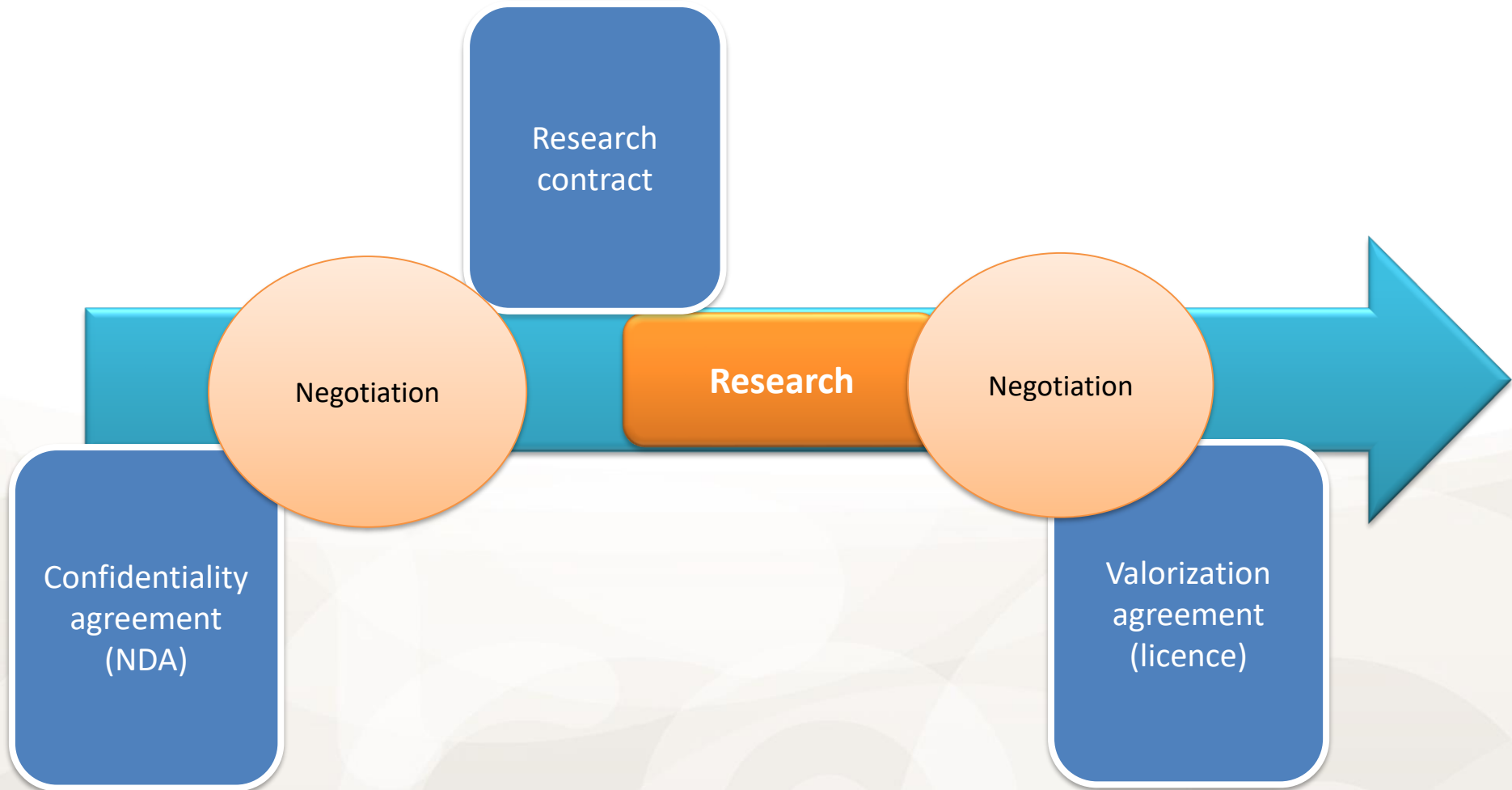
It concerns economical risks for your structure.
Breaching of confidentiality could lead to prosecution before courts.

Focus on Intellectual Property and valorization/exploitation: Key points

- Define the **joint property** of results if you are in a case of a research collaboration or consortium agreement
- Validate the principal of **Financial returns** if your partner use the results for commercial exploitation and/or industrial exploitation

Business negotiation for
exploitation will be presented by
Clermont Auvergne Innovation

Practical case:



Do you have any question?

Thank you for your attention !



Can you do another draft of this? There's still a couple of sentences people might actually understand...

Intervention of Jonathan LAO, researcher at Physics Research Unit

Who's going to win the competition ?

3

Sign (1/team)

12 questions

Pick up your sign if you have the answer

One and one answer only !!!

1 good answer = 1 point

Surprise for the winners !

A company is contacting your university to realize some tests in its factory : which contract(s) do you set up ?

Service prestation contract

**Accepted answer : NDA +
service prestation contract**

Where do your lab book should be found ?

In the lab !

NDA and MTA : what is the main difference ?

Accepted answer:

Nature of the transmitted elements

MTA : biological, chemical or physical material

NDA : information

What is the patent's lifetime ?

20 years

Congratulation ! Your European project has been accepted and the partners want to launch the project. What are the next steps?

Discussing and signing a consortium Agreement

True or false : a contract creates obligations

TRUE !

Is it possible to earn money from valorization ?

Yes, if you have a good contract officer ;)

A CEO is visiting your research unit. What is the first thing to do ?

1) Show him all your precious results

2) Give him a tour lab

3) Sign a NDA

4) Invite him to your afterwork

A CEO is visiting your research unit. What is the first thing to do ?

- 1) Show him all your precious results (NO !)
- 2) Give him a tour lab (NOT SO SOON !)
- 3) Sign a NDA
- 4) Invite him to your afterwork (WHY NOT)

A lab team want to set up a partnership with a local company and want to identify some common areas of interest, what do you suggest to this team ?

**Be aware of their communication before any
NDA's signature**

True or false : Everything is patentable

False ! Beware of the patentability criteria

True or false : Valorization is one of the main missions of University

TRUE !

**It is the 3rd mission of French Universities !
What about Georgian's ?**

A researcher is contacting you because he is going to receive water samples from another university to perform some analysis. What do you do ?

Putting in place a MTA

THANK YOU AND CONGRATS TO ALL OF YOU !

Intervention of Yannick IZOARD, managing director