



KØBENHAVNS UNIVERSITET



# Institutional Policies and Key Processes for Management of IP and Technology Transfer

Experiences and views from Denmark

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Sted og dato  
Dias 1



# Quick Overview

Founded: 1479

Students: 37,000

Employees: 8,500 (of which 5,500 researchers)

8 faculties

8 Nobel Prize Laureats



# The University's Tasks

- Research
- Education
- Dissemination of knowledge
- Consultancy



# Innovation at Cph prior to 2000

?

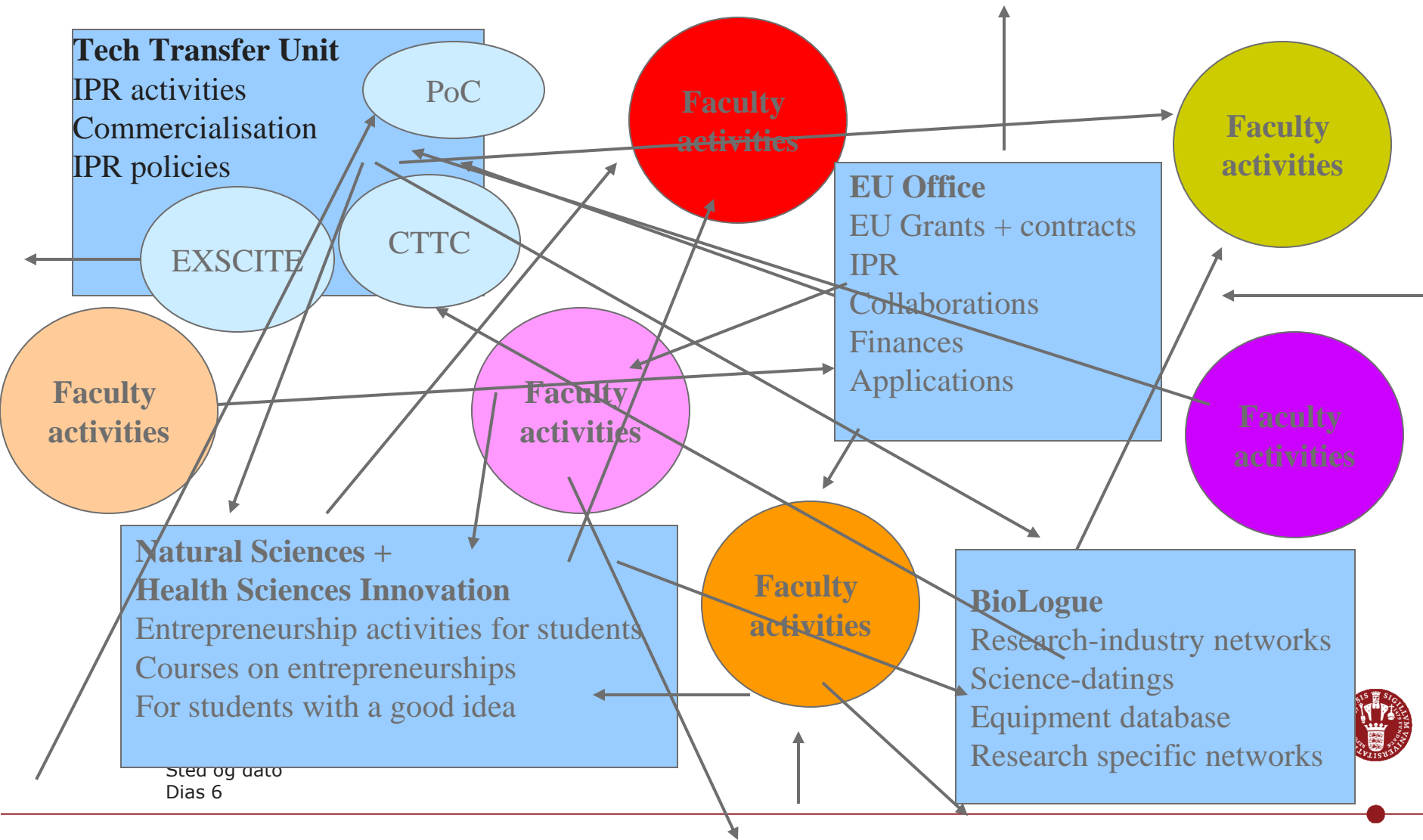
**Nobody knows what went on!!**

## 2000: the "Danish Bayh-Dole Act"

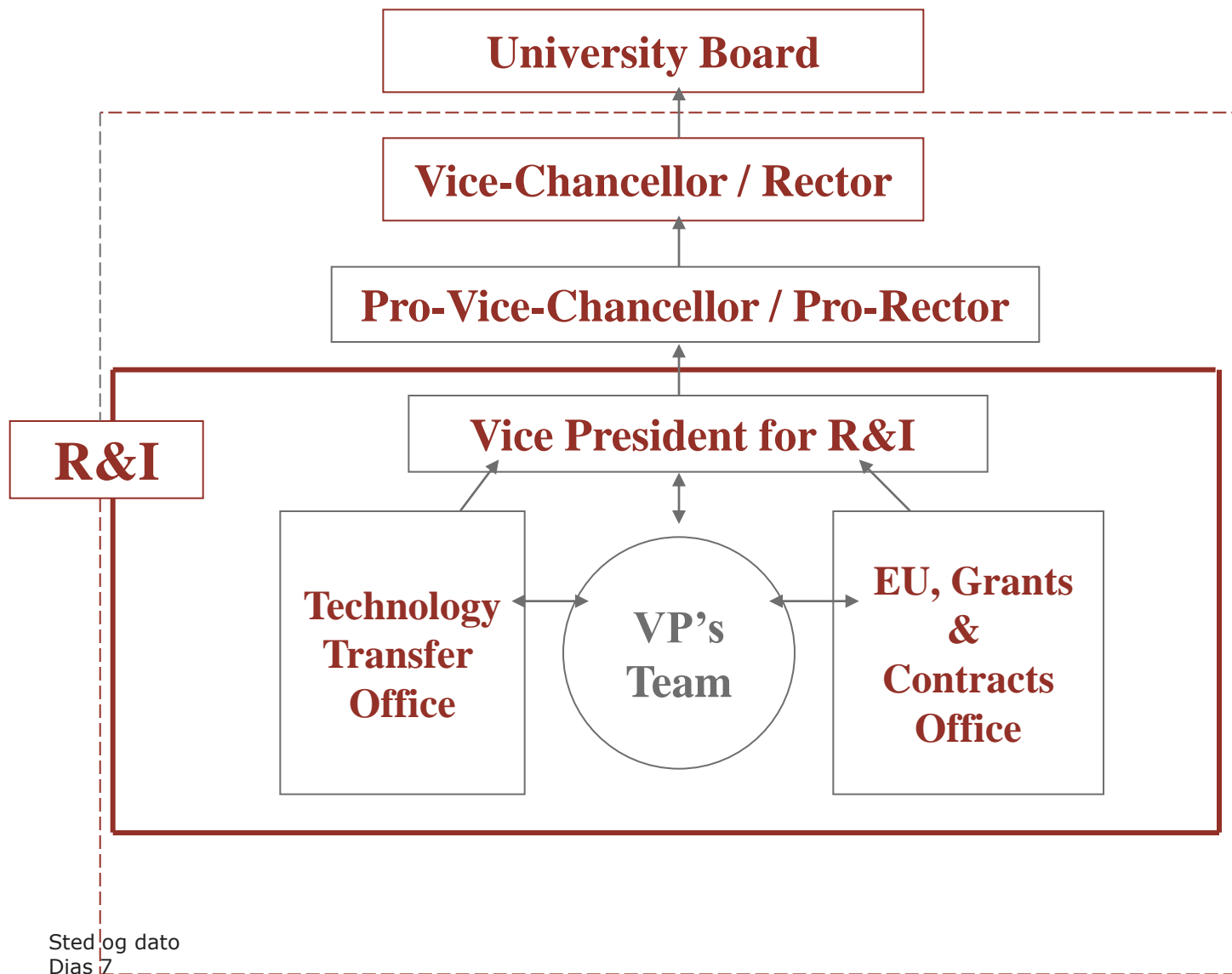
- The professors' privilege system was abolished and replaced by the US and European mainstream ownership regime
- Universities were instructed to establish patent organisations to manage IP
- Government allocated a 4-year budget to support the activity (patenting activity + network amongst Danish universities)



# Innovation at Cph 2000 – 2006



## 2008: Research & Innovation



# Tech Transfer Office

Established in 2003 w/4 people

Today: 8 people (legal, scientific, business)

- Scouting
- Protect inventions from academic community
- Market inventions (tech summaries, participation in international events/exhibitions like BIO ...)
- Ensure PoC-funding for projects
- Commercialise inventions (licenses and spin-outs)
- Negotiate agreements on behalf of the University (agreements are signed by TTO which ensures swift processing)



## Commercialisation 2010

609 collaboration agreements

12 licensing agreements

2 sales

Income from licenses \$700,000 .... University policy is not income, but Government still measures!

Invention disclosures: 40

Patent applications: 11

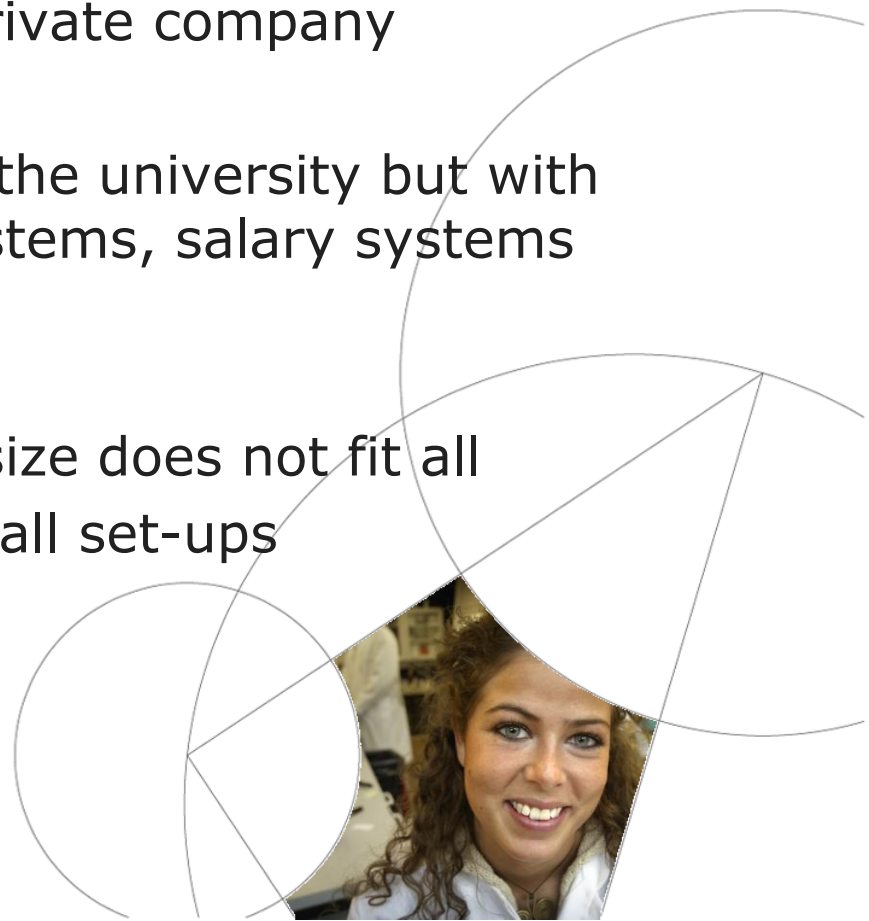
Granted patents: 2



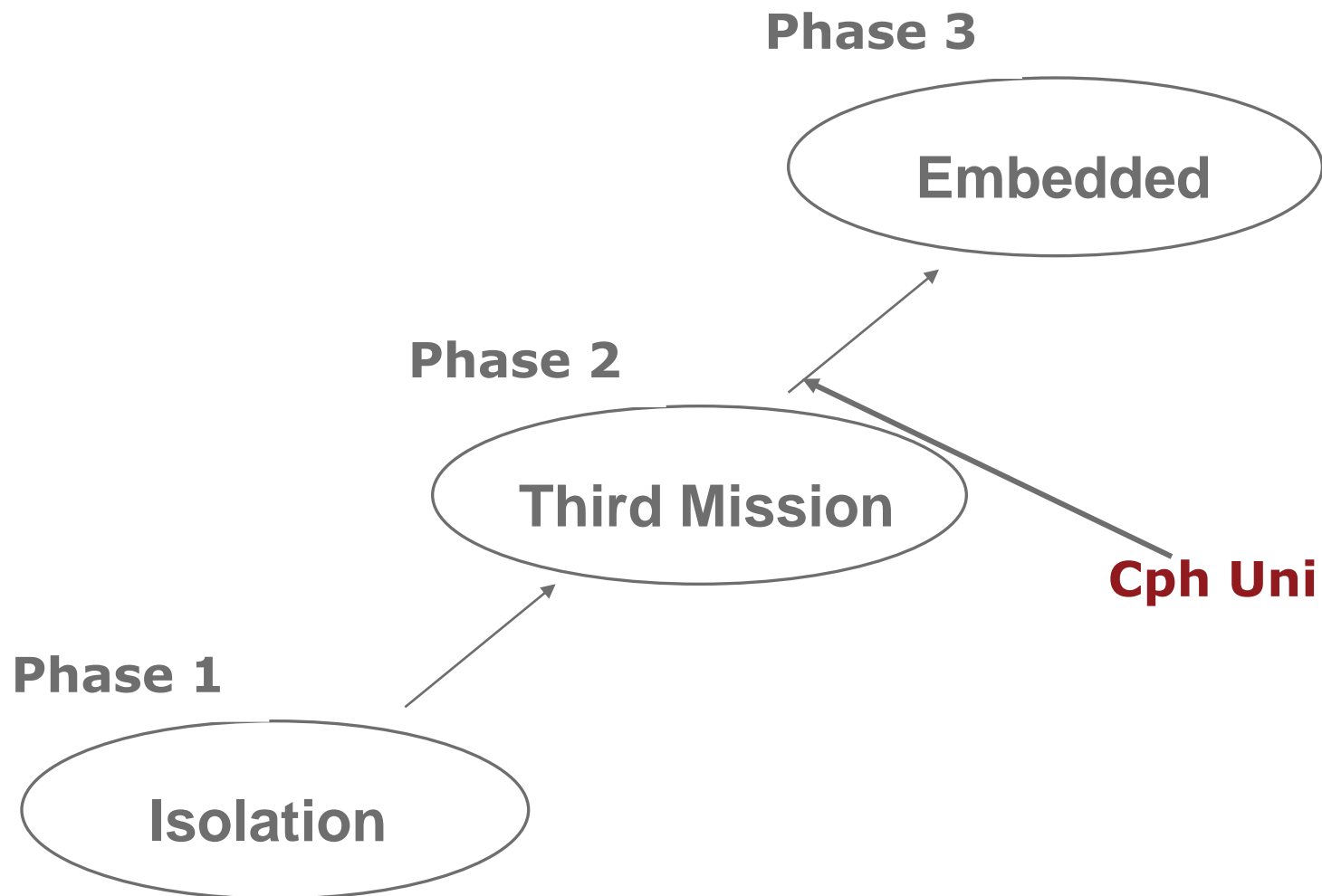
## Where is the TTO?

- Copenhagen University's TTO is part of the central university administration
- Bergen TTO, Norway, is a private company
- K.U.Leuven's TTO is part of the university but with totally separate financial systems, salary systems and HR

Many systems and one-size does not fit all  
Pros and cons in all set-ups



# Evolution of the TT-operation - where is *your* institution?



# Our Approach to Commercialisation

## Focus on licensing agreements

- Research collaboration agreements – an important source of future licenses

## Spin-outs

- TTO assists entrepreneurial researchers if they wish to set up companies
- Start-ups get a license to IPR
- Start-ups can rent space within University
- University does not take equity:
  - We do not have resources to sit on boards
  - University will eventually be diluted
  - Investors are sometimes happier without us!!
  - University will not end up having to negotiate deals with itself if company needs further licenses from University

## Easy Access IP

Developed at Glasgow University, introduced at Copenhagen University

Companies are offered free licenses to certain IP if:

- Researchers/inventors agree
- Company can demonstrate development / exploitation plan for benefit of society
- If company agrees that IP goes back to the University if not used within 3 years
- University retains total freedom to perform research within area
- Company agrees to acknowledge university + researcher if IP is exploited



## Easy Access IP (2)

Why?

- More IP is being disseminated
- More knowledge transfer from university to industry
- New relationships with new companies
- Companies may wish to fund more research
- University fulfills its mission

Launched at 4 universities in the world (29th June '11):

- Glasgow (United Kingdom)
- Copenhagen (Denmark)
- King's College (United Kingdom)
- Bristol University (United Kingdom)



## The Good Stuff at Cph / in Denmark:

- Management fully supports TTO both political support and support in “special” cases
- Faculties have “performance contracts” with management
  - TT activities are part of those contracts
- TTO has high degree of freedom and empowerment (e.g. we sign all our commercial agreements)
- National network = personal networks, lots of Professional development and exchange of best practise
- Proof-of-Concept funding made available by Ministry



## Some Challenges

- Technology transfer still seen as a “third mission” –
- Some faculties / staff still think they have to choose between innovation and high quality research
- No incentive scheme in place or recognition for academics who engage in TT activities
- Universities do not have Proof-of-Concept funds in-house
- Danish Universities + industry have developed model contracts – is this working?
- TTOs are under-staffed
- How do we measure our results in meaningful way? (need to look at quality rather than quantity)





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**Thank you!**

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