Research and Technology Transfer Services Department
1. PISA: Campus university_general presentation
2. Technological Transfer Organization
3. TTO core activities
4. Patent Section
5. Spin Off and Entrepreneurial Training Section
6. Technological Transfer Project and Companies Relationship Section
7. Success stories of Technological Transfer Projects
PISA: campus university

- Founded in 1343
- 20 departments
- 13 museums
- 17 libraries
- 273 laboratories
- 5 canteens
- 1 campus in Lucca
- 1 campus in Livorno
- 100,000 inhabitants
- 49,618 students in a.y. 2021-2022 (students from all programmes are included)
- 9,691 freshmen
- Around 3,400 international students
- 3,005 professors and administrative personnel
DISCIPLINARY AREAS

Agricultural and Veterinary Sciences

Mathematical, Physical and Natural Sciences

Humanities

Health Sciences

Engineering

Social Sciences
STUDY PROGRAMMES

BACHELOR’S and MASTER’S degrees

- Bachelor (3y) and Master (2y)’s Degrees: 142
- Long single-cycle degrees (5/6y): 9

POSTGRADUATE PROGRAMMES

- PhD’s: 25
- Specialisation schools: 50
- One-year post-degree programmes: 57

30 SUMMER SCHOOLS
TTO Organization

PATENTS SECTION

SPIN-OFF AND ENTREPRENEURIAL TRAINING SECTION

TECHNOLOGY TRANSFER PROJECTS AND COMPANIES RELATIONSHIPS SECTION
TTO Core activities

PATENT SECTION
➢ Supporting and consulting on patents and intellectual property;
➢ Agreements and licenses: confidentiality agreements, options, assignment and licensing agreements with national and international companies;

SPIN OFF AND ENTREPRENEURIAL TRAINING SECTION
➢ Supporting and consulting for spin-offs and business creation
➢ Programs for approaching entrepreneurship (Contamination Lab, SFF, Circle EU);

TECNOLOGY TRANSFER PROJECTS AND COMPANIES RELATIONSHIPS
➢ Networking: NETVAL - Netval Research Universities Network, AIRI - Italian Association for Industrial Research
➢ Projects for the enhancement of Technology Transfer (internally managed POCs, publicly funded PoCs, PoCs with private fundings)
➢ Promotion (events, workshops...)
➢ Converging skills: The event explores best practices world-wide in the above principles and delineates a road-map and a strategic vision to create a successful ecosystem of researchers, entrepreneurs and investors that believe and these principles and are willing to make a changes in current practices. The organizers have invited people from academic institutions and industries, investors, policy makers to seat together, share knowledge and experience and shaping a vision of the future.
Since 2003, when patenting support activities were formally recognized, the University of Pisa has 247 valid patent applications in its portfolio:

118 Italian patent applications (98 granted)
129 patent applications extended abroad.
Patenting in UniPi

The entire process is governed by the University Regulation on Academic Inventions. The University patent commission evaluates the invention from a scientific and economic point of view, after an internal preliminary priority search, and manages filings and renewals with a specific budget.

In compliance with the national Industrial Patent Code, the internal patent regulation also grants to the inventors some percentage of the economic income from commercialization:

- 70% - 75% of the revenues to the inventors
- 30% - 25% to the University
Patent Section Core activities
Patent Promotion

Adopted platforms:

Patent Promotion

Adopted platforms:


b) IN – PART - https://in-part.com/
Patent Promotion

Adopted platforms:


b) IN – PART - https://in-part.com/

Our membership in Pan European Seal Training Programme
UNIPI Spin Off are knowledge-based ventures whose core business is related to the production of technological and innovative products and services originated by academic knowledge, research and patents.

UNIPI manages a portfolio of 35 le Spin-off from different sectors.

UNIPI Spin-off won about 123 national and international awards.
Spin-off accreditation process

- Spin-off submission
- Spin-off committee
- Evaluation
- Accreditation
- Approval
Spin-off services

- Supports in accreditation Process
- Supporting in Business Planning
- Space and equipments according to parent Departments approval
- Access to UNIPI networking (Science Park, Technological Pole, Investors, Companies, Associations, etc.)
- Newsletter with information of Call and financing opportunities
Entrepreneurial Training
Contamination Lab Pisa

Training course with the aim to promote and disseminate the entrepreneurial culture, innovation, and interdisciplinarity.

It is addressed to students, PhD students and researchers.

It is suitable both for those who aspire to be entrepreneurs, and for those who want to improve their own personal skills.

PHD+
Basic Training offer.
Active in the University of Pisa since 2011.
The goal is to enhance creativity, innovation and the entrepreneurial attitude.

CYB+
Advanced training offer.
Action-learning seminars and laboratories, to strengthen the development of individual innovative projects.
PHD + and CYB + courses are designed to ideally constitute a single path. It is however possible to attend just one of the courses.

**The seminars are mainly held by non-academic professionals, experts in the «start-ups» field.**
What we offer

- Entrepreneurial training courses
- Coaching
- Multi-cultural student environment to create synergies between different mindsets (Contamination)
- «Open space» work environment where to develop own projects with the support provided by experts.
- Networking space with special eno-gastronomic sessions...

In order to raise students’ awareness to:

a. Carefully «read» market needs to well «match» them with their entrepreneurial solutions
b. Know market risks and opportunities (especially in the first stages of startup creation
   c. Plan the entrepreneurial activity
   d. Promote the idea to engage regional and international stakeholders
Entrepreneurial Training
Contamination Lab

The Themes:
- Innovation and creativity
- Entrepreneurial Mindset
- Tam Building
- Market Analysis
- Business Model
- Eco-fin planning and BP
- IP Protection
- Elevator Pitch
- Start-ups establishment
- Start-up promotion and marketing

Final Pitch

INNOVATIVE IDEAS
START UPS/ SPIN OFFS
The objective of the HACKATHON is to identify and cultivate innovative ideas and solutions that have the potential to develop into successful start-ups and spin-offs. This will be achieved by leveraging the training and resources provided by Contamination Lab Pisa, as well as the support of various public and private bodies, including Technological Poles, Chambers of Commerce, and companies and industries within the relevant sector.

The HACKATHON offers participants a unique opportunity to engage with a dynamic community of innovators, entrepreneurs, and industry experts. Through this platform, participants can refine their ideas, develop their skills, and gain exposure to potential investors, all while benefiting from the support and guidance of experienced professionals.
C-Lab is a member of Start for Future alliance, an open and fast-growing international initiative of entrepreneurial HEIs and their ecosystem partners that fosters systemic innovation and drives the New Deal of Innovation in Europe.
European University Project

Launched in 2020 by the European Commission with the goal of creating an inclusive, interdisciplinary and strongly research-oriented European University by 2025

with 8 other prestigious European universities.

- Aarhus University (Denmark)
- Humboldt-Universität zu Berlin (Germany)
- King’s College London (United Kingdom)
- Università di Pisa (Italy)
- Universität Wien (Austria)
- Université Paris Cité (France)
- University of Belgrade (Serbia)
- University of Louvain (Belgium)
- University of Oslo (Norway)

The Alliance will initially focus on:

DEMOCRACY
CLIMATE CHANGES
GLOBAL HEALTH.
Our vision
By 2025, Circle U. is an inclusive, research-intensive and interdisciplinary European university. Students, staff and partners from society, collaborate to jointly develop competencies and solutions for keeping Europe and our planet healthy, peaceful, democratic and prosperous.

We embrace European identity in all our diversity
We are likeminded universities, enriching each other with our variety of cultures, histories and geographic locations. Regional diversity is important in our Alliance. We encompass universities from Erasmus+ programme countries outside the European Union, including differing relationships to the European Union. This knitting together of Europe brings the European Union closer together, and also contributes to the building of a broader European identity. We view this as a strength, as it sends a strong message to citizens in favour of diversity and inclusion.

We are strongly committed to each other
Our Alliance consists of nine equally-committed universities with a shared dedication to Circle U.’s long-term transformational processes and future. It is grounded in existing and solid partnerships.
## Facts & Figures

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Students</strong></td>
<td>474,796</td>
</tr>
<tr>
<td>Bachelor students</td>
<td>285,162</td>
</tr>
<tr>
<td>Master students</td>
<td>140,920</td>
</tr>
<tr>
<td>Ph.d. students</td>
<td>29,541</td>
</tr>
<tr>
<td><strong>Staff</strong></td>
<td>64,314</td>
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<tr>
<td>Academic and scientific</td>
<td>38,055</td>
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<tr>
<td>Administrative</td>
<td>26,488</td>
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<tr>
<td><strong>Faculties</strong></td>
<td>119</td>
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<tr>
<td>Study programmes</td>
<td>2,714</td>
</tr>
<tr>
<td>Total ERC projects</td>
<td>275</td>
</tr>
<tr>
<td>Total H2020 projects</td>
<td>700</td>
</tr>
</tbody>
</table>
The University of Pisa is implementing several initiatives to support applied research and its exploitation. In 2018 and in 2022 The University of Pisa financed Proof of Concepts projects, in order to encourage the development of patentable technologies and technology transfer of the local economy.

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Funding:</td>
<td>€ 300 K</td>
<td>Total Funding: € 425 K</td>
</tr>
<tr>
<td>Funding for each project:</td>
<td>min € 10 K - max € 50K</td>
<td>Funding for each project:</td>
</tr>
<tr>
<td>Projects founded:</td>
<td>24</td>
<td>Projects founded: 12</td>
</tr>
<tr>
<td>Project duration:</td>
<td>14 months</td>
<td>Project duration: 18 months</td>
</tr>
<tr>
<td>Goals: increase in TRL, technologies exploitation and Spin-Off establishment</td>
<td>Goals: increase in TRL, technologies exploitation and Spin-Off establishment</td>
<td></td>
</tr>
</tbody>
</table>
PROJECTS FOR TECHNOLOGY TRANSFER: UNIVERSITY POC

- **Design and Made in Italy**
- **Aerospace**
- **Systems for land and sea surface mobility**
- **Sea Economy**
- **Smart Industries**
- **Green Chemistry**
- **Agrifood**
- **Cultural Heritage Technologies**
- **ICT, Photonics, Chemistry, Nanotechnology**
- **Smart Communities Technologies**
- **Living Environments Technologies**
- **Life Science**
POCARNO Project. Call 2020 and 2022 with Ministry of Economic Development's funds, with Florence and Siena Universities as partners.

<table>
<thead>
<tr>
<th>2020</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Funding: € 320 K</td>
<td>Total Funding: € 480 K</td>
</tr>
<tr>
<td>UNIPI Projects founded: 4 with a total funding of € 170 K</td>
<td>Projects founded: <em>in progress</em></td>
</tr>
<tr>
<td>Project duration: 18 months</td>
<td>Project duration: 18 months</td>
</tr>
<tr>
<td>Goals: increase in TRL, technologies exoloitation and Spin-Off establishment</td>
<td>Goals: increase in TRL, technologies exoloitation and Spin-Off establishment</td>
</tr>
</tbody>
</table>
• PNRR - THE - Tuscany Health Ecosystem” aims at boosting and supporting the growth and consolidation of the life sciences (LS) ecosystem of Tuscany, a major scientific and economic sector of the region. The partners are the main regional research organisations of the field, and will provide the required expertise, infrastructures, connections and integration to address the innovation needs of the relevant stakeholders, such as companies and the regional health system.
PROJECTS FOR TECHNOLOGY TRANSFER: SUCCESS STORIES

1. Patent owned by University of Pisa (priority 2018)
2. Tech enhancement with internal funding PoC (2018 Call)
3. Found investors (2021)
4. Creation of University of Pisa Spin off
5. Patent acquisition by the company
8.6M €/year research contracts funded by external stakeholders
6. 61.4M € PNRR (national plan for recovery and resilience) fundings
425 events/year of public engagement
PROJECTS FOR TECHNOLOGY TRANSFER: SUCCESS STORIES

BIO-PRINTER FOR TISSUES AND ORGANS PRODUCTION

1. Patent owned by University of Pisa (priority 2018)
2. Tech enhancement with internal funding PoC (2018 Call)
3. Found investors (2021)
4. Creation of University of Pisa Spin off
5. Patent acquisition by the company

8.6M €/year research contracts funded by external stakeholders

61.4M € PNRR (national plan for recovery and resilience) fundings

425 events/year of public engagement
Update on calls, projects and news

The newsletter is published twice a month by the Technology Transfer Services Unit who selects the main events, calls and competitions for innovation and technology transfer. It is sent via email to University of Pisa's spin-offs, Directors of Departments and Faculties and constantly updated on the University website.

www.unipi.it/index.php/trasferimento/itemlist/category/412
Thank you for your attention

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