



POLITECNICO
MILANO 1863

Brevetti e ricerca universitaria come opportunità di crescita per le aziende

Technology Transfer: Vision & Mission

Vision

Lead the Italian innovation ecosystem through the entrepreneurial exploitation of scientific knowledge and cutting-edge technologies to create economic impact at the local level as well as at the international scale



Mission

Politecnico di Milano is strongly committed to the valorization of its excellent technical and scientific innovation. Research results exploitation is accomplished through: intellectual property management, collaboration with companies and supporting high innovative startups

Objectives



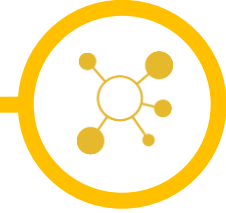
Spread entrepreneurial and IP culture, scout new ideas and talents within the Politecnico ecosystem



Support students and researchers to advance research results towards industrial applications and Spin-offs/Startup creation



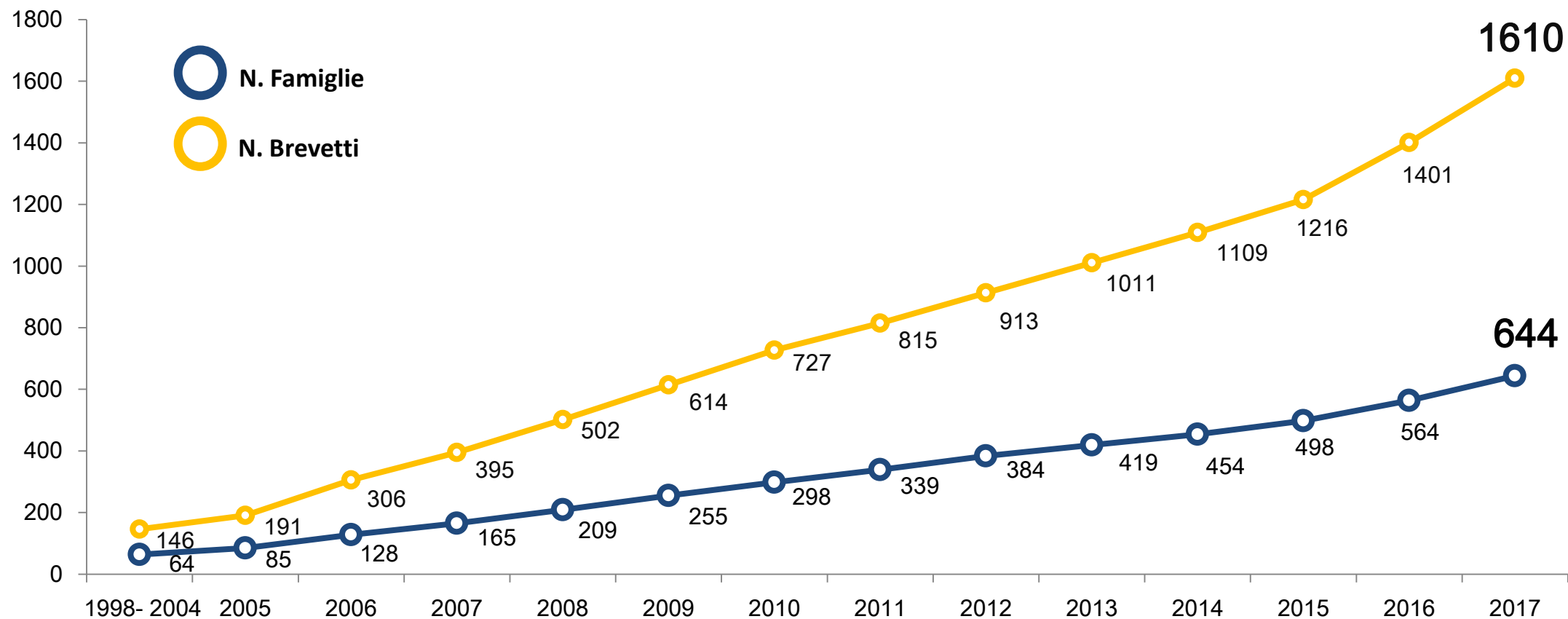
IP Licensing and Spin-offs/Start-up assets valorisation to generate additional research funding and bring the innovations to the market, also with Open Innovation programs



Establish successful partnerships to create a District for innovation open to the whole Spin-off/start-up ecosystem.



Patent Portfolio Overview



Operational Model

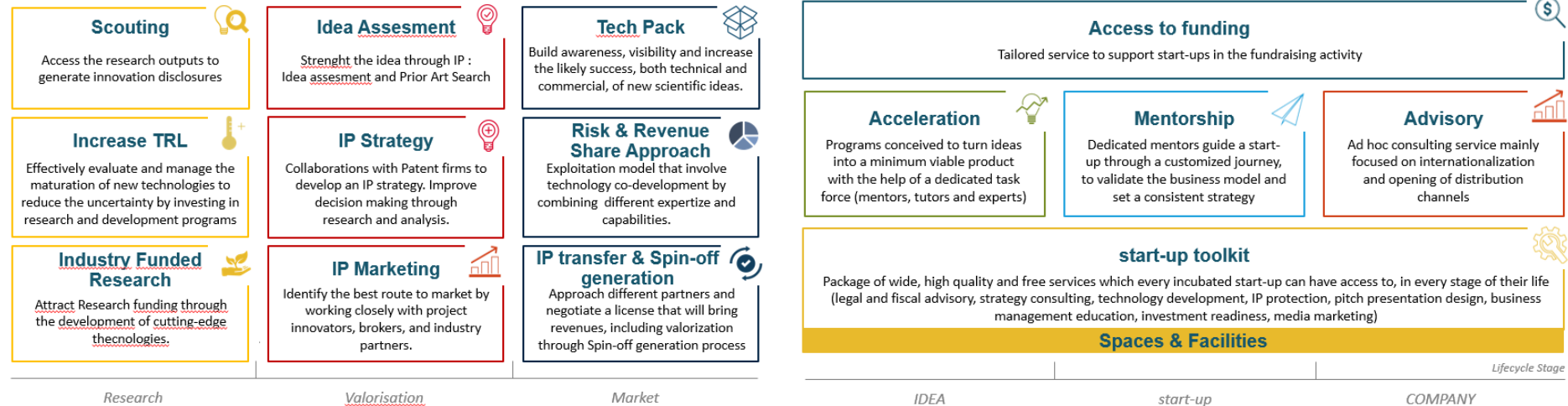
Politecnico di Milano mission is realized through:

Technology Transfer Office (TTO)

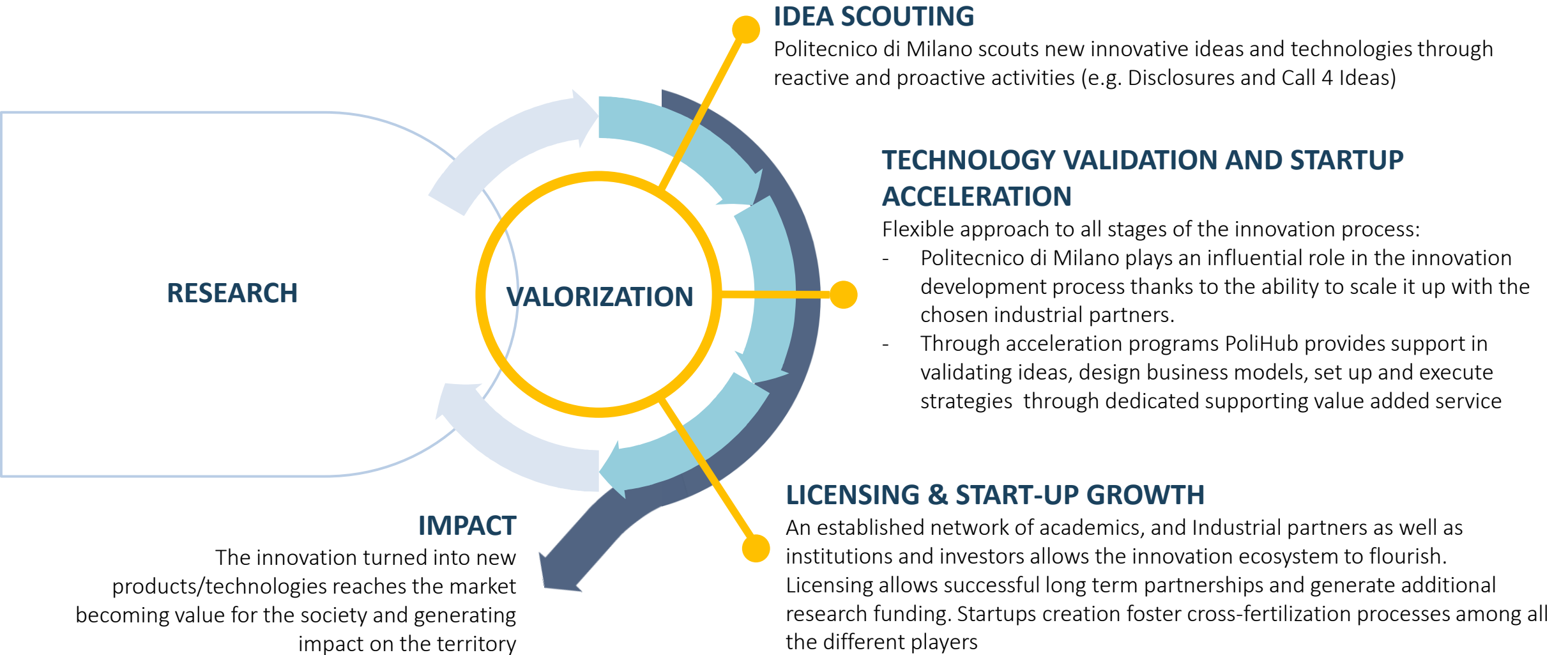
TTO is the Politecnico di Milano area that supports the development and transfer of intellectual property stemmed from research results and activities (such as know-how, patents, designs, trademarks, software)

PoliHub (startup district and incubator)

PoliHub is the District & Startup Incubator of Politecnico di Milano, is a ltd company managed by Fondazione Politecnico and its consortia (MIP, Poli.Design and CEFRIEL) providing support to high innovative startups operating in different fields of innovation.



Technology valorization





SWITCH 2 PRODUCT

INNOVATION CHALLENGE

GUIDA IL TUO TALENTO!

www.s2p.it

Switch2Product is the program created by PoliHub that gives value to the new technological and business ideas from students, researchers and professors of Politecnico di Milano



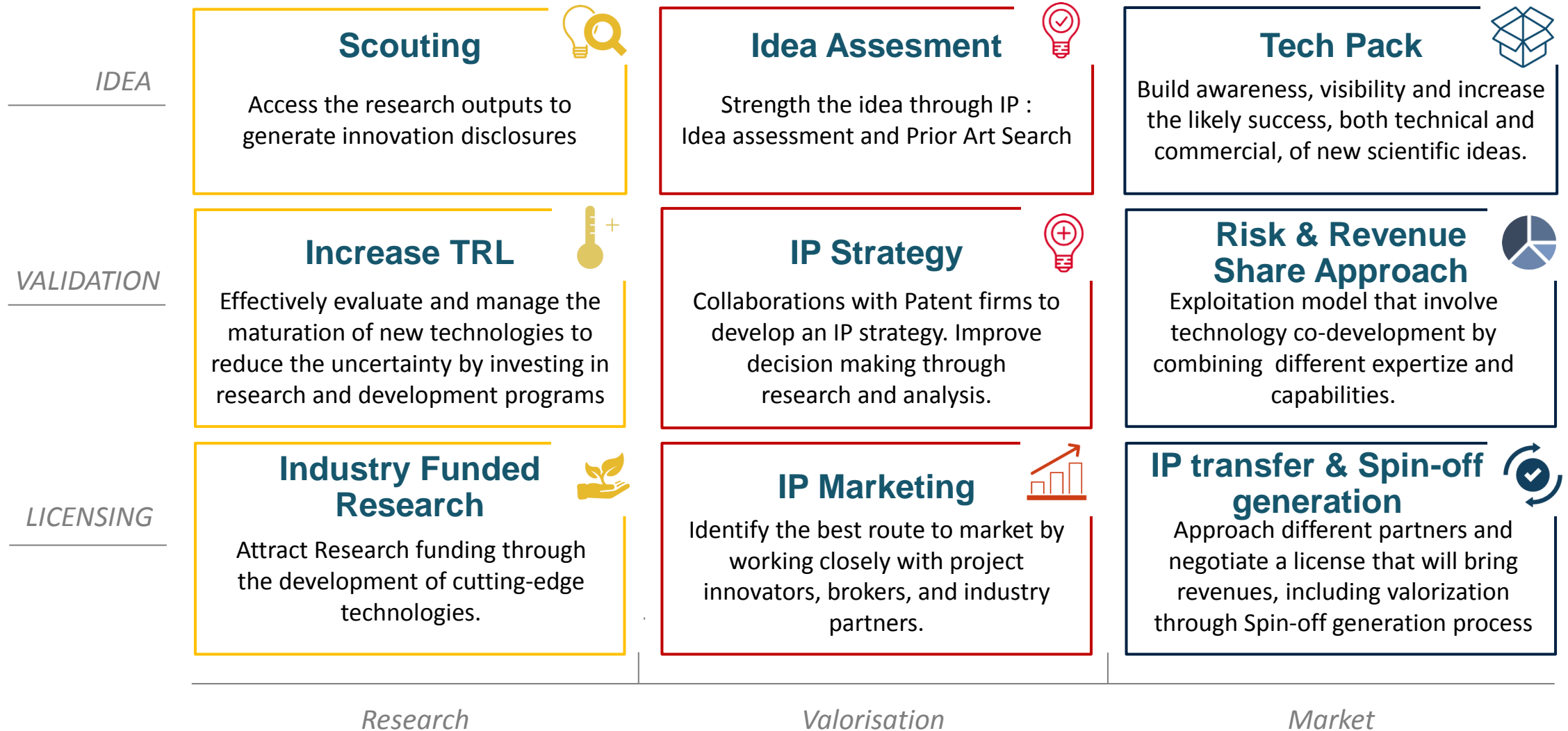
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Deloitte.

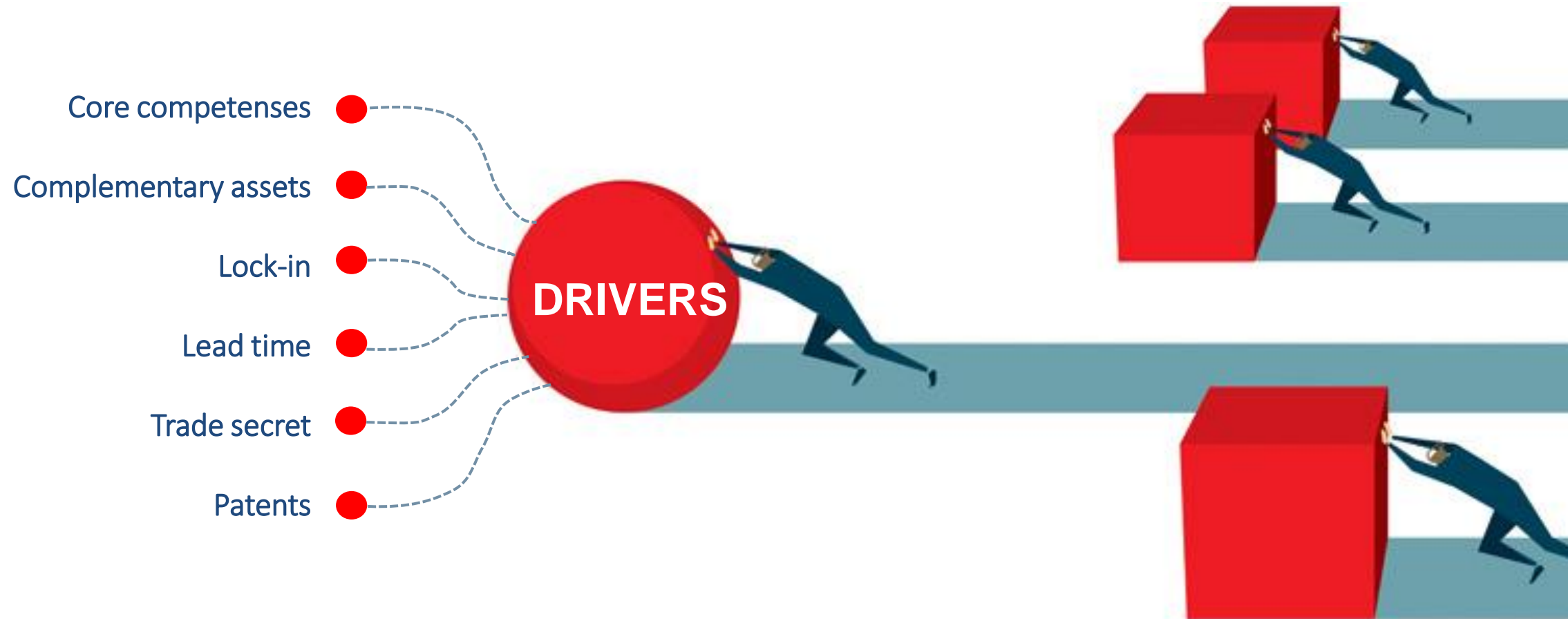


A Politecnico di Milano, Deloitte and PoliHub competition

Supporting the technology transfer process



Creating competitive advantage

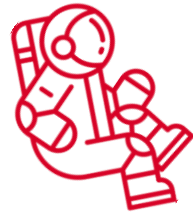


Strategic options



Vehicles

- Innovative startup
- Academic spinoff
- Corporate spinoff
- Joint Ventures



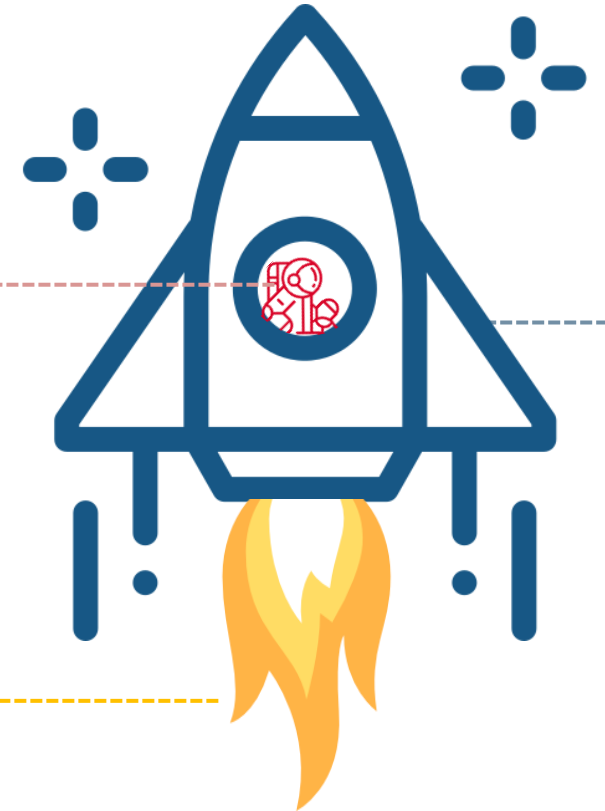
Strategic assets

- Core competences
- Complementary assets
- Lock-in
- Lead time
- Trade secret
- Patents



Funding

- Government funding
- Grants from competitions
- Business angels/club deals
- Equity crowdfunding
- Venture capital
- Family office



POLI360 Fund: a venture capital initiative

A RELEVANT ITALIAN VENTURE CAPITAL AND UNIVERSITY WORKING IN CLOSE RELATIONSHIP



WITH A SOLID PLATFORM TO KICK-START THE DEAL FLOW, SELECT THE BEST TECHNOLOGIES AND GROW SUCCESSFUL COMPANIES

AND THE GOAL OF RAISING A €60M TECH TRANSFER FUND DEDICATED TO CA. 30 TECH VENTURE INVESTMENTS



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POLI360 Fund: focus & strategy

60 MILLION EURO TARGET - KEY AREAS OF FOCUS (70% Polimi IP production)



Manufacturing
Technologies &
Machineries



IT &
Automation



Advanced
Materials



Energy
Efficiency



Infrastructure
Technologies

INVESTMENT STRATEGY BASED ON 4 PILLARS



EDUCATION

Ongoing activities to promote
entrepreneurial culture

Ongoing activity



IP GENERATION

Finance new IPs and develop
advance prototype through POCs

Ca. 5% of capital / 20 projects



BUSINESS CREATION

Creation of new companies as
universities teams spinoffs

Ca. 10% of capital / 10 projects



SCALE-UP

Finance and help the scale-up
through our extended network

Ca. 85% of capital / 10 projects



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