





Promotion of the entrepreneurial spirit at the UPC

The Innova Programme



SUPER-SME Peer Review meeting
Barcelona 23-24 April 2007

Programa Innova
UNIVERSITAT POLITÈCNICA DE CATALUNYA
Barcelona, 2007

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1. Programa Innova

The UPC, in its second strategic plan, proposes a cultural change to promote the innovation culture and an entrepreneurial spirit within all the community members.

Programa Innova was created (in November 1998) in order to:

“Contribute to the valorization of the research developed in the Polytechnic University of Catalonia, to promote innovation culture and entrepreneurial spirit in the whole University community, and to contribute to the growth of the innovative potential of all the units and groups, creating instruments to emphasize the result of one’s knowledge”.




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3. Field of Action

a) First step: Detection of technological opportunities

The objectives to carry out the actions on the technology protection field will be:

- ✓ To identify and organize the groups with the capacity to generate research, that require technological opportunities.
- ✓ To sensitize the research community towards the innovation culture, the enterprising spirit and the business creation, and to maximize the investigation profits.



b) Second step: Technology Protection

The objectives to carry out the actions on the technology protection field will be:

- ✓ To give advise to the researchers about the patentability of the technology.
- ✓ To give support on the writing of the patent.
- ✓ To carry out the international extension directly or through a Patent Agent...
- ✓ To do technical reports of patentability of New Technology based Businesses that are created at the UPC.
- ✓ To carry out the necessary actions to be constantly up-to-date of all the novelties and changes on the industrial property field (to assist to conferences, presentations, training courses, to study new laws, etc.)



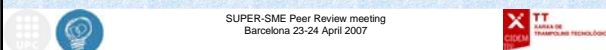
c) Third Step: Technology Valorization and Comercialization

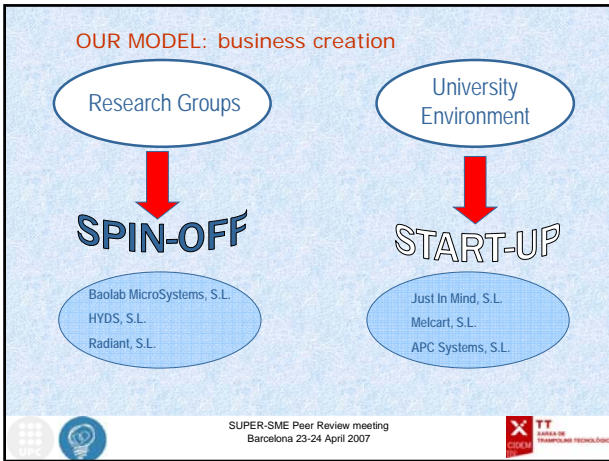
One of the main problems in the innovation process is the difficulty on the moment of commercializing the generated technology. This phenomenon is specially worrying when the big number of technological developments is analyzed (most of them financed by public administrations) that, in spite of their technical success, **do not manage to arrive to the market**.

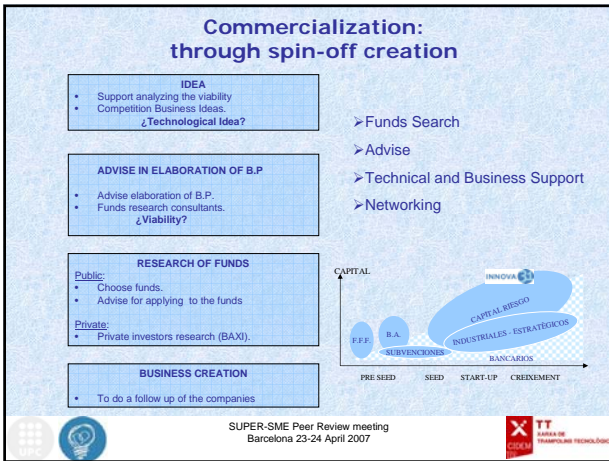
Main objectives:

Valorization and commercialization of the technology

- ✓ Market analysis
- ✓ Valorization of the technology: different models
- ✓ Way of transferring the results:
 - Spin-off creation
 - Licenses
 - Patents
 - Legal framework and commercial framework







4.- Some results : in setting up firms and patents

Since 1999, the Programa Innova of the Polytechnical University of Catalonia, has accompanied more than 488 projects, giving support to 174 businesses based in technology and to 765 entrepreneurs.

Those 174 new firms have generated more than **900 jobs**, among them 96% are high skilled jobs, 80% are long-cycle graduates, 10% are doctors and 6% are University professors. The average of jobs by firm has been more than 6.4 firms have more than 20 workers, and 2 of them have 45 and 70 workers.

Since 1999, the Polytechnical University of Catalonia has applied 300 patents. We were successful in the licensed of 30 of them.

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5- Some difficulties

- Need of be orientated to the market not to the product.
- For a company there is nothing more important that to sell!!
- CFIMITYM!!
- Need to complete very technical teams. It is necessary to have a manager!!!
- Difficulties with funds: public funds are slow and bureaucratic, few culture in Spain of private investors nets.
- But CARE!! Companies can not live with subsidies.
- Need of being born with global perspective.
- Legal difficulties to make compatible the world University / company. Law 53/1984, on December 26 of Incompatibilities of the Personnel to the Service of the Public Administration (10 % the capital)

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