



This project is co-financed by the European Union and the Republic of Turkey

The Technology Transfer Accelerator - TTA Turkey



Technology Transfer Accelerator
TTA-Turkey Advisory Services and Networking

Advisory Services and Networking





Background and General Information

This project is co-financed by the European Union and the Republic of Turkey

- ❖ TTA Turkey is;
 - ❑ designed/managed by the EIF in cooperation with MoSIT, TÜBİTAK, the Delegation of the EU to Turkey and the DG Regional Policy of the EC.
 - ❑ co-financed by the EU and the Republic of Turkey under the IPA funds
- ❖ “TTA-Turkey Advisory Services” contract was made between the EIF and the consortium composed;
 - ❑ TTGV (TR) – Consortium Leader
 - ❑ Bpifrance Financement (FR)
 - ❑ VentureWell (US)



This project is co-financed by the European Union and the Republic of Turkey

Overall Objective

- **Advisory Services and Networking** is one of the sub-components of TTA Turkey
- TTA Turkey Advisory Services Project is a two year Project (December 2015 – December 2017)
- The Project is aiming to;
 - improve the capacity of Technology Transfer Offices - TTOs including the ones in the 12 NUTS II Regions,
 - advance TÜBİTAK's capacity on commercialization of R&D and
 - increase the deal flow source of TTA Turkey Funds.



TTA Turkey Advisory Services

This project is co-financed by the European Union and the Republic of Turkey





This project is co-financed by the European Union and the Republic of Turkey

VentureWell

- **VentureWell** is a private organization that funds and trains faculty and student innovators to create successful, socially beneficial businesses.
- VentureWell is the lead partner with the US National Science Foundation (NSF) to deliver their I-CorpsTM program to help moving products out of the lab and into the market.





This project is co-financed by the European Union and the Republic of Turkey

Bpifrance

- **Bpifrance** is a public investment bank.
- Bpifrance provides assistance and financial support to technology based entrepreneurs and SMEs, facilitating access to banks and equity capital investors, in particular during the high-risk phases.
 - several innovation support programs, either for individual companies or for collaborative research and innovation projects where 2500 companies are supported annually in average.
 - several investment funds dedicated to innovation support where 1000 companies are invested in average each year, either directly or through the fund of fund activity.



This project is co-financed by the European Union and the Republic of Turkey

Improving Capacity of TTOs

- The project aims to provide selected 10 TTOs;
 - the needs assessment study with survey, workshop and interviews,
 - customized strategic guidance and active mentoring for;
 - Development and implementation of the strategic plan,
 - Technology assessment and portfolio development and
 - Building practical skills in commercialization and global networks.
 - an intensive business development hands on training activity - Venture Pipeline Development Program (VPDP)
 - The VPDP trainings will last 7-8 weeks in duration



Venture Development Program

This project is co-financed by the European Union and the Republic of Turkey

- Structured Program to accelerate TTO ventures/technologies
- Based off of **Lean Start Up Methodology** combined with specific **Deal Identification**
- Rapid Acceleration Program to find investable deals from the country for TTA Funds
- Best Practice for implementation at TTOs' university



This project is co-financed by the European Union and the Republic of Turkey

Improving Capacity of TTOs

- TTA Turkey Advisory Services aims to provide selected TTOs;
 - the staff exchange program that will be paired with either the U.S. or France.
 - TTOs in Turkey will be working directly with their paired TTOs in either the U.S. or France for at least 2 weeks – early 2017.
 - one-week study tour in the U.S. or France in order to leverage efforts and provide maximum exposure to new technology commercialization models



Selecting 10 TTOs

This project is co-financed by the European Union and the Republic of Turkey

- 10 Feb – The call is launched with a survey
 - TTO Institutional Capacity Assessment Survey is split into five sections with 46 questions
- Survey sent to 66 addresses with an invitation letter
 - 43 completed data entry (7 TTOs were from NUTS II Region)
- 8 Mar – 14 Mar – Evaluation of Survey Data
- 15 Mar – Meeting with TÜBİTAK & Ministry
- 28 Mar – Announcement of selected 20 TTOs



Review of Eligibility for TTO's

This project is co-financed by the European Union and the Republic of Turkey

- TTA AdviseNet Project was originally focused on selecting 10 TTO's for dedicated services
- Then it is increased to 20 TTOs by the approval of Ministry, TUBITAK and EIF.
- 2nd 10 TTO will receive the VPDP training.
- We focused on 5 TTOs from the NUTSII Region



This project is co-financed by the European Union and the Republic of Turkey

Selection Criteria

- Focus and Vision
- Organisation, management and staff
- Financial Status
- Research investment
- Technology and IP Portfolio
- Commercialization and Deal Identification Activities
- Start-Up Community
- Commitment for TTA Turkey AdviseNet Project



This project is co-financed by the European Union and the Republic of Turkey

1st Group of TTOs

#	TTO	City
1	ANADOLU UNIVERSITY ARİNKOM TTO	Eskişehir
2	Bilkent TTO	Ankara
3	Ege University EBILTEM Technology Transfer Office	İzmir
4	Erciyes TTO	Kayseri
5	Fırat TTO	Elazığ
6	Gaziantep Üniversitesi Target Teknoloji Transfer Ofisi A.Ş.	Gaziantep
7	Hacettepe Technology Transfer Center (HT-TTM)	Ankara
8	ODTÜ TTO	Ankara
9	Research Project Development and Technology Transfer Directorate (Koç University)	İstanbul
10	SELÇUK TTO	Konya





This project is co-financed by the European Union and the Republic of Turkey

2nd Group of TTOs

#	TTO	City
1	ATA TTO	Erzurum
2	Bogazici University Technology Transfer Office	Istanbul
3	Dokuz Eylül Teknoloji Transfer Ofisi	İzmir
4	Istanbul TTO	Istanbul
5	İYTE ATMOSFER TTO	İzmir
6	Karadeniz Technical University, Technology Transfer Office	Trabzon
7	Research and Graduate Policy (Sabancı University)	Istanbul
8	Teknopark İstanbul TTO	İstanbul
9	Uludağ Üniversitesi Teknoloji Transfer Ofisi A.Ş.	Bursa
10	Yıldız Teknik Üniversitesi TTO	İstanbul



Possible US / FR TTOs

This project is co-financed by the European Union and the Republic of Turkey

SATT
PARIS-SACLAY



Carnegie Mellon





This project is co-financed by the European Union and the Republic of Turkey

Business Development Activities

scouting



Startup Database

- Technology Transfer Offices
- Universities
- Incubation Centers
- Business Plan Competitions
- Technoparks

Filtering:

IP based, TRL4+, commercialization potential

Company PPT presentation

1 Pager: recommendation notes

Mentoring





This project is co-financed by the European Union and
the Republic of Turkey



Technology Transfer Accelerator
TTA-Turkey Advisory Services and Networking

THANK YOU

TTA Turkey Advisory Services Team

ttaturkey@ttgv.org.tr

www.ttaturkey.org

