

SEMMELWEIS INNOVATIONS

“Hungary needs a new
business model of exploitation
of results”

Vilmos Németh, NKTH

A working model of tech transfer
in Central-Eastern Europe

Zsombor Lacza, CEO

LESSONS FROM HUNGARY



- There are only 4 working TTOs in Hungary - despite the innovation act which mandates a TTO at every university
- The minimum size of a TTO is 8 FTE trained personnel and about 150 m HUF yearly budget
- Entrepreneurial activities are still repressed by the academics

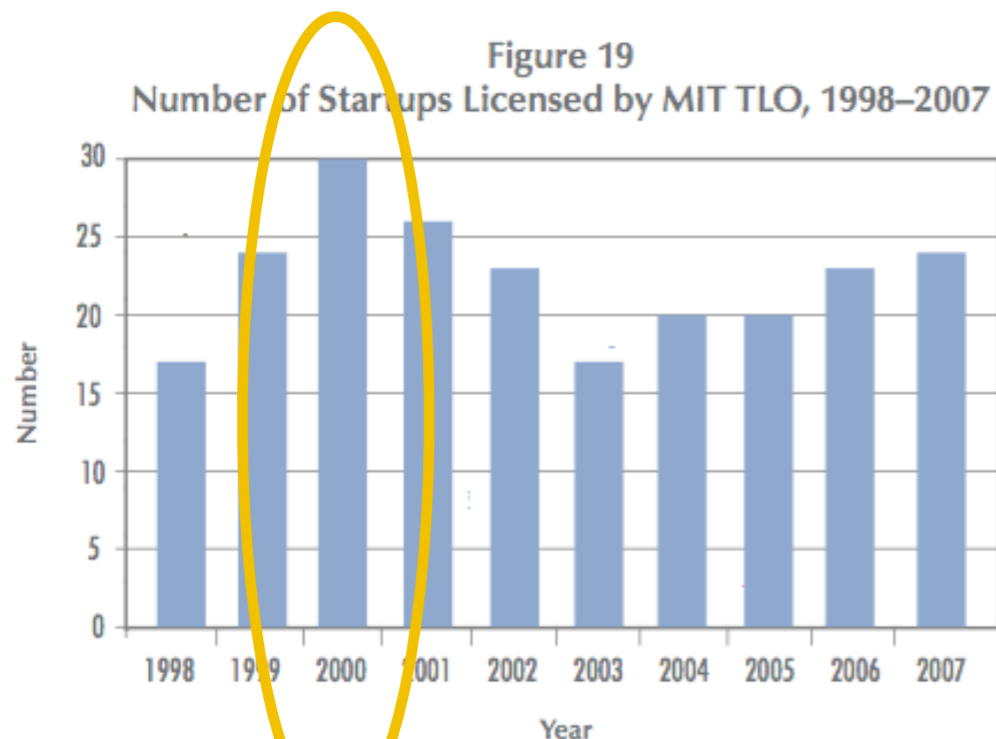
	expected*	2006**	2008
n of disclosures	300	13	120
radical innovation	2	0	0
patent	100	2	13
outlicensing	4	0	2
spin-off formation	30	1	0

*100 research groups, 3 FTE researcher each, www.record-network.net

** after 2 years in operation, before the formation of Semmelweis Innovations

LESSONS FROM MIT

- entrepreneurship is the key element in new economic value creation (not money, education, industry, etc.)
- entrepreneurship can be increased dramatically at a university, but it needs several interconnecting actions
- more than 1000 MIT alumni founded a company, only 30 of them did it through classical tech transfer (2000).



Proportion Rating University Factors as Important in Venture Founding* (%)					
Graduation Decade	1950s (N=73)	1960s (N=111)	1970s (N=147)	1980s (N=144)	1990s (N=145)
MIT Business Plan Competition	0	1	0	3	30
MIT Entrepreneurship Center	3	1	2	1	12
MIT's Entrepreneurial Network	26	25	32	40	50
Technology Licensing Office	1	0	2	4	11

WHAT IS THE GOAL?

3. Nurture projects

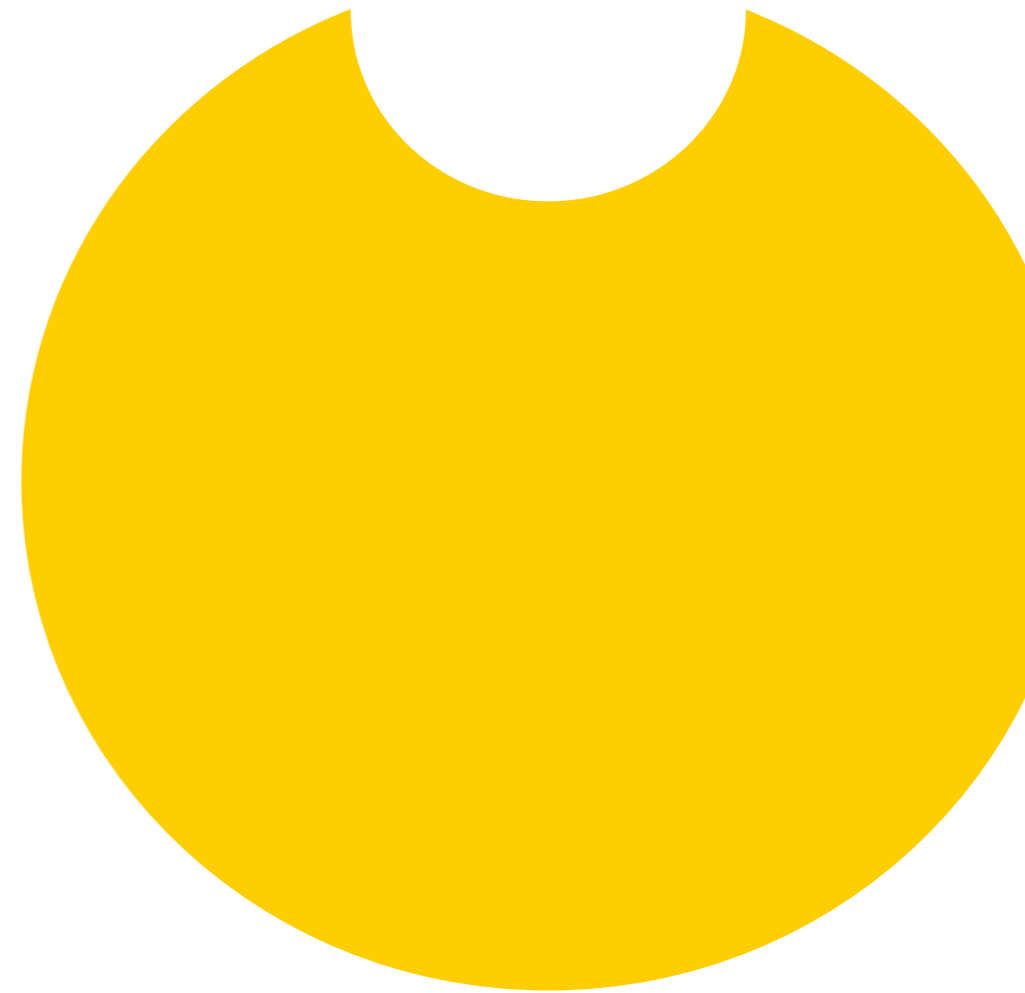
2. Build a community



1. Create an
innovative niche
environment

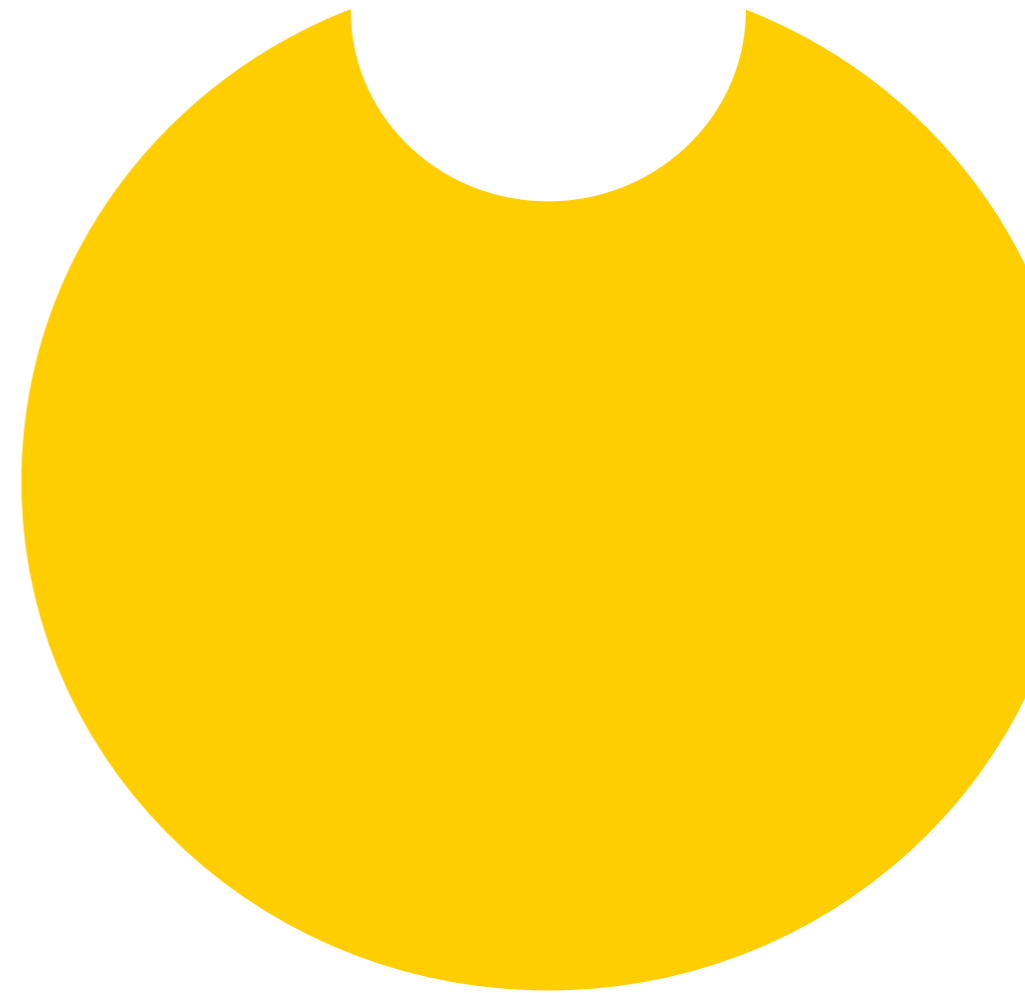
INNOVATIVE ENVIRONMENT

1. training studio
2. internet-cafe
3. shared meeting rooms
4. labs for rent



ADMINISTRATION

1. online project management system
2. standardized lab notebooks
3. voucher-based consultancy



BUILDING A COMMUNITY

1. PhD level: Winter Course
2. Researcher level: faculty visits
3. Project managers = future CEOs
4. Incubation of startups
5. Trimaran program
 - ◉ researcher + manager + mentor
 - ◉ 6 steps of business planning: model, IP, market, finance, design, presentation
 - ◉ personalized business development



RESULTS FROM TRIMARAN



- investments (35%)

13 FFFF

10 grant

5 investor

1 bank loan

- human resources

21 employees at 12 projects

26 outsourced employees at 9 projects

33 projects had no employees

After Trimaran 13 projects created 27 jobs

- company formation

37% of projects are companies, 80% LLC

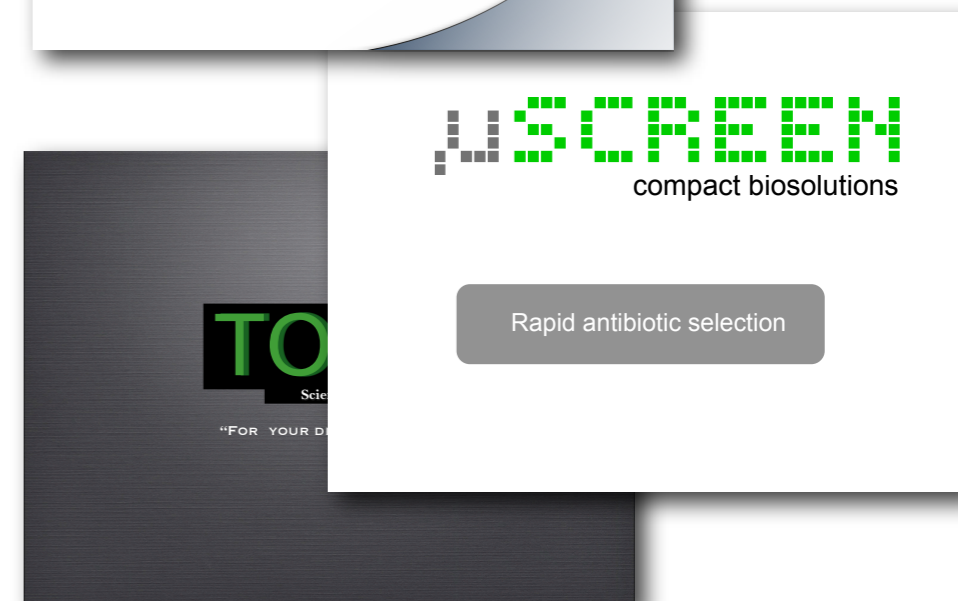
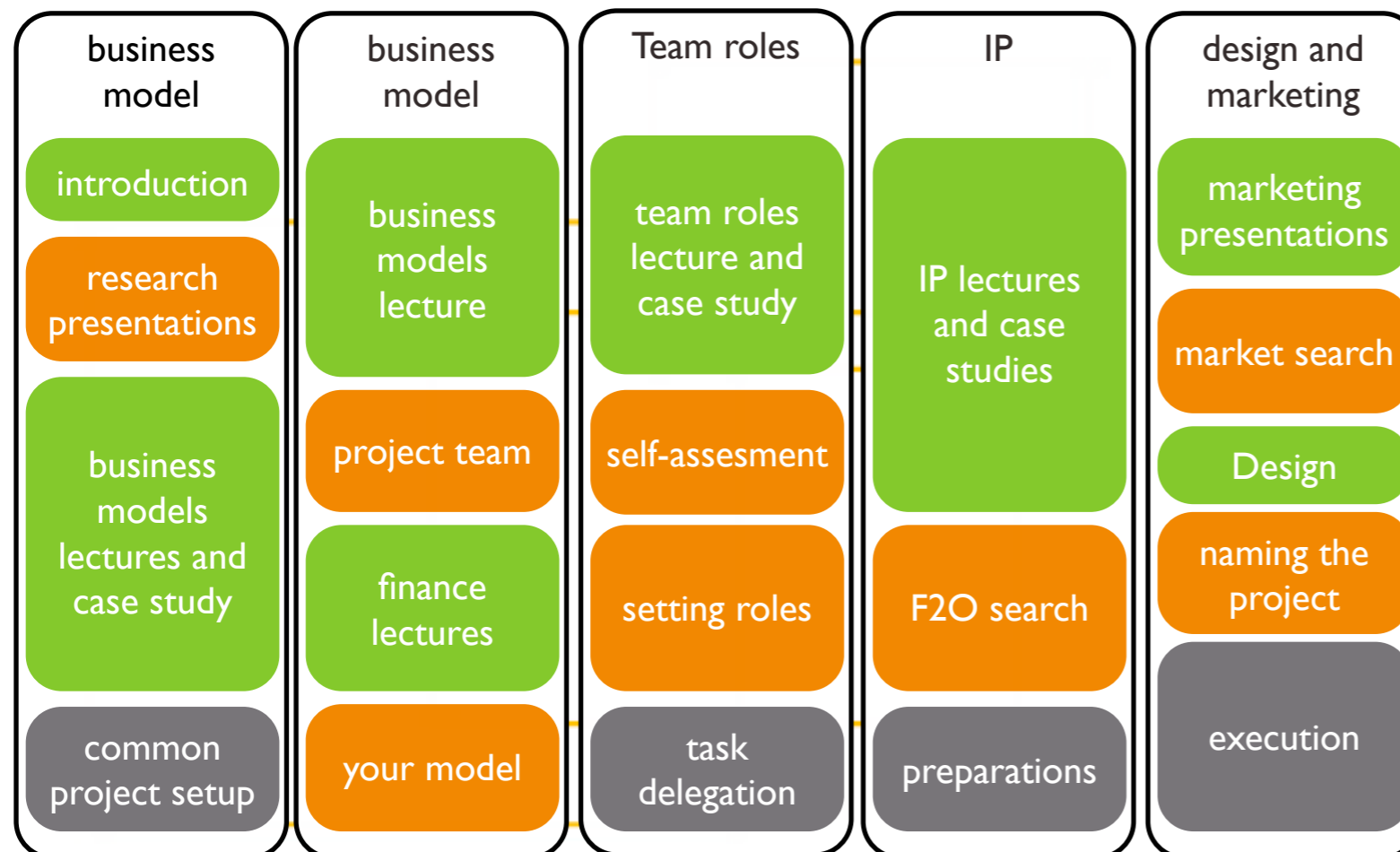
At 69% of companies the idea provider is the CEO

	<i>all projects</i>	<i>turned down</i>
job creation	3.6 FTE	1.8 FTE
startup foundation	37%	25%
new project formation	5	1
number of projects	68 (from 95)	20



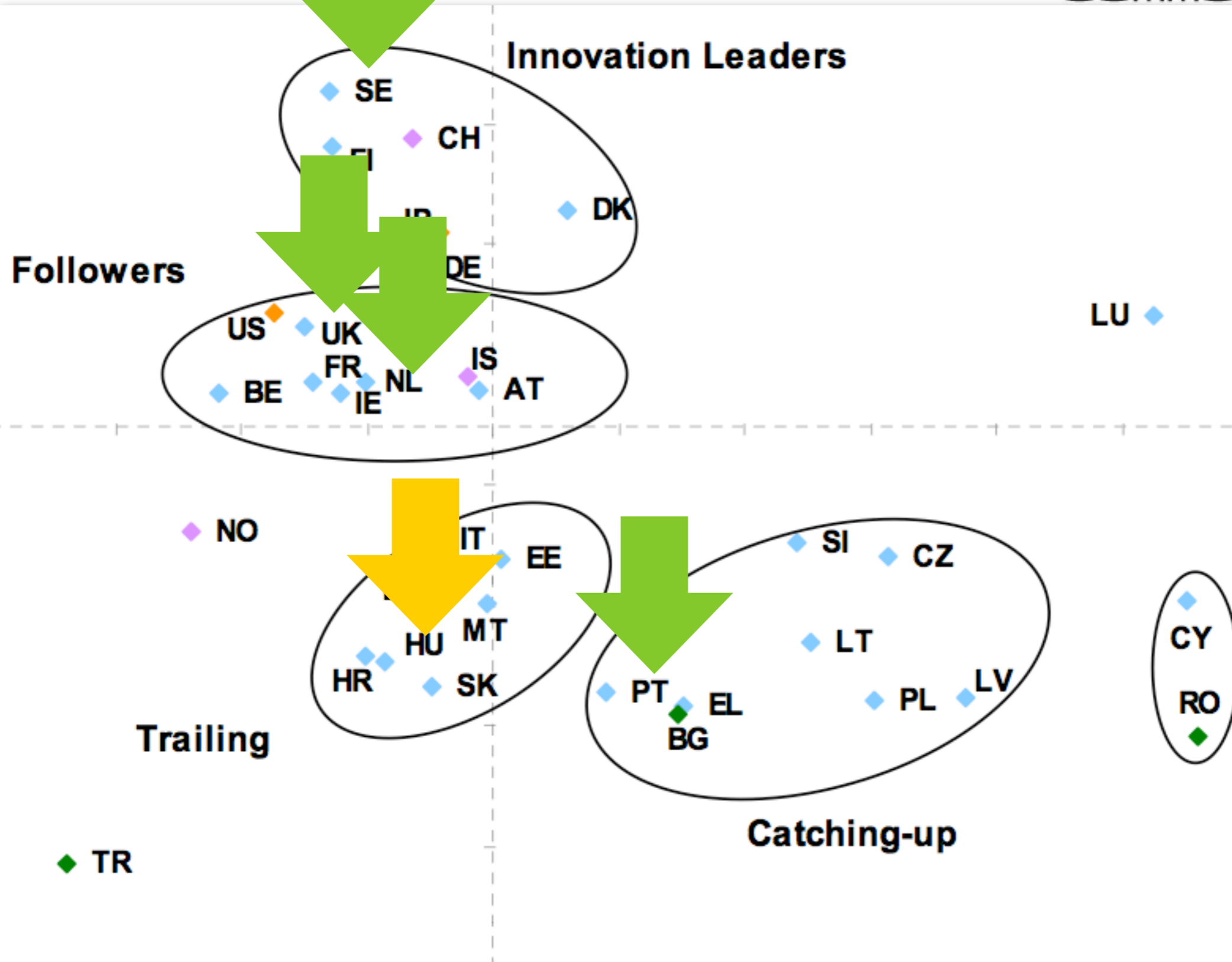
RESULTS OF WINTER COURSE

- “this was a crash course and we are crashed”
- “we have a much higher confidence and self-awareness in entrepreneurial thinking”
- “we can do market research ourselves and spare money when we start a company”
- “we learned to think about our science as a potential product”
- “we can understand people working in another area, we know how they think”
- “the students presented 3 proposals and 1 was almost fundable”



RESULTS OF INTER COURSE

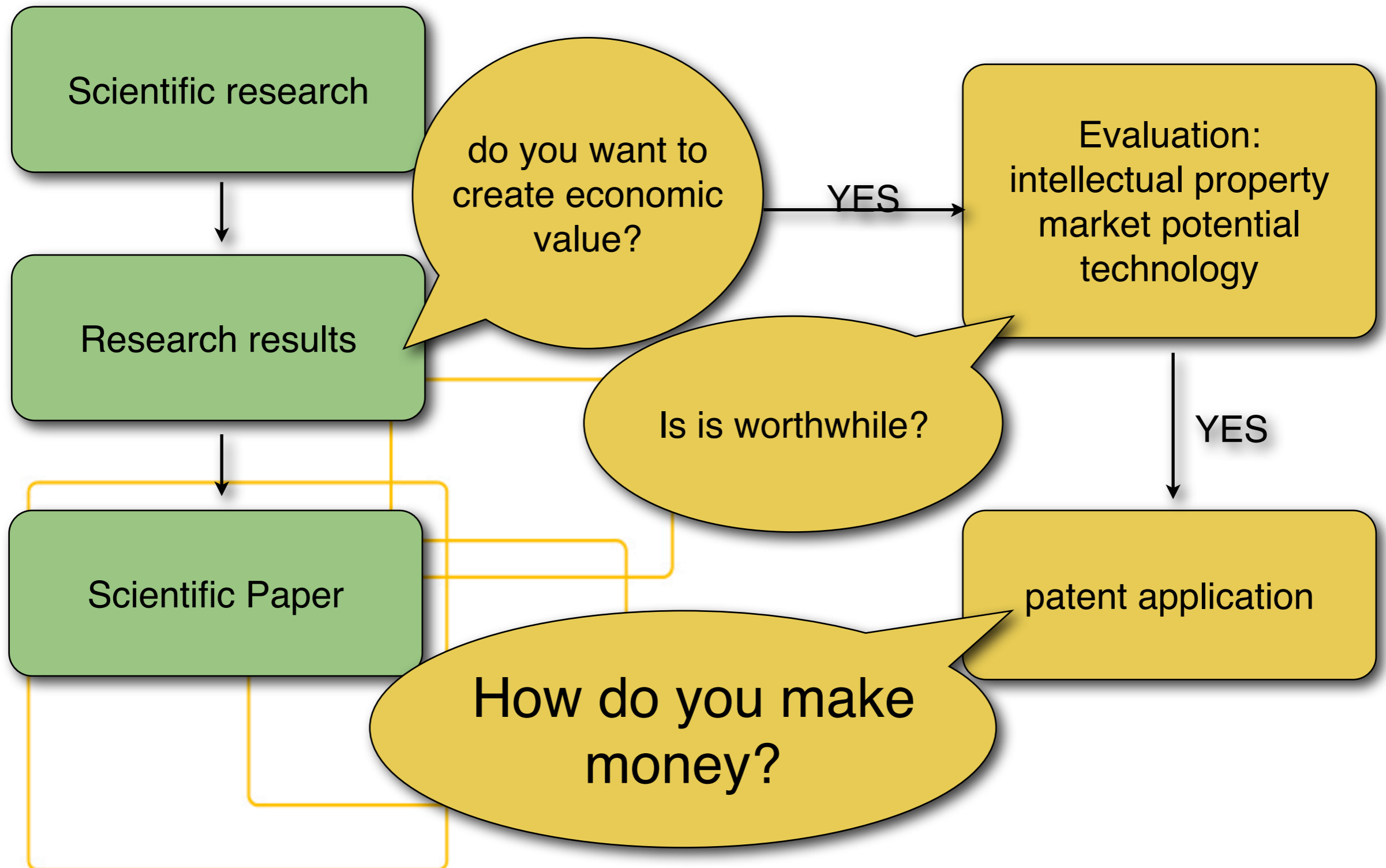
- “this
- “we
- “we
- “we
- “we
- “the



“king”
“any”

- business model
- introduction
- research presentation
- business models lectures and case studies
- common project setup
- delegation

FROM TECHNOLOGY TRANSFER...



...TO INNOVATION AGENCY

How do you make money?

develop it further

sell it as is

Who is the driver?

Spin Off path

company creation
virtual incubation

License path

partner database
license offer

researcher

manager

Trimaran Program

evaluation
team formation
business planning

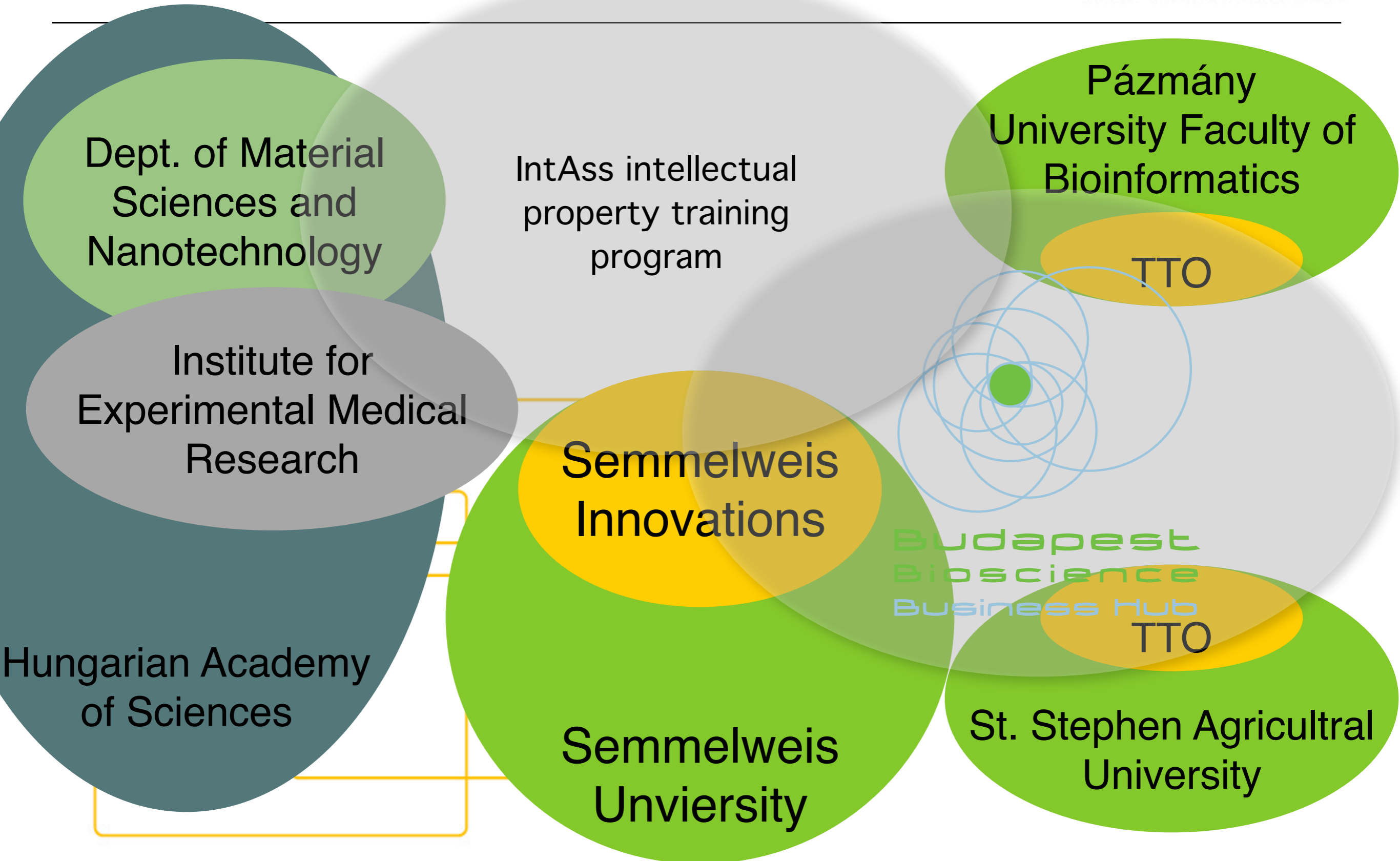
Budapest
International
Bioscience Business
School
evaluation
team formation

Physical Incubation

Business Angels

venture capital

BUILDING CRITICAL MASS



FINANCIAL RESOURCES



1. Budapest Bioscience Business Hub 470 mHUF TAMOP

- St. Stephen University, Pázmány Catholic Univ.
- Similar TTO systems at other universities

2. IntAss - 200 kEUR Leonardo

- IP strategy training course
- EU consortium lead by Simmelweis Innovations



3. BRIDGE network - 140 kEUR

- Pilot for the EIT: how to integrate academia and business?

4. Leadership Academy - 40 mHUF TAMOP

- Teaching university professors business skills



5. Trimaran program - 250 mHUF innotett

6. minor grants: iparjog, KKC, etc.

FINANCIAL RESOURCES



1. Budget: 470 mHUF TAMOP

depression:
small money takes you farther,
high motivation and risk
tolerance fr

3. BRID

→ Pilot for t

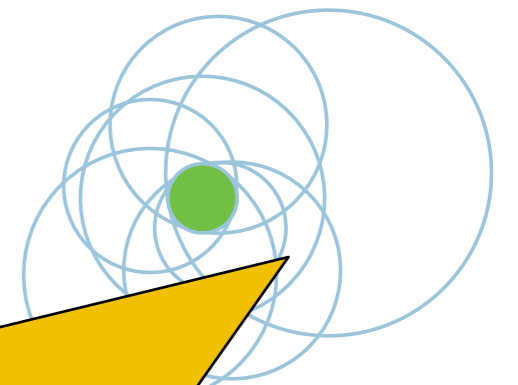
4. Leadership

→ Teaching u

5. Trimaran prog

6. minor grants: iparjog,

greatest risk:
sluggish and sometimes
incompetent administration
kills the opportunities.



Budapest
Science
Business Hub



THE TEAM



