Innovation Services
Innovation Services

- Innovation Services (IS) manages commercialization of inventions, intellectual property and technology transfer at Aalto University
- The priority is to convert research results to positive societal impact through commercialization

> 150 Invention disclosures yearly

> 10 Spinouts yearly
Key focus areas

- Market analysis
  - Innovation potential
  - Team & partnering
- IP strategy
  - Value creation
  - Concept development
- Financial resources
  - Go-to-market strategy
  - Technology transfer
Innovation Services and research activities
Innovation Services and Aalto Startup Center

From Ideas To Impact™
Aalto innovation ecosystem

Inventions & Business Ideas

Evaluation & Coaching

IP Licensing & Sale

IP Protection & Management

IP Commercialization

Innovation Services

Start-up Center

Solution Development

Asset Development

Business Development

Partnerships
Community Infrastructure

Scale Up

Facilities
Corporates
City officials

Student led activities

AALTO VENTURES PROGRAM

KIUAS

Startup Sauna

SLUSH
Innovation advisors and agents

- Innovation advisors and agents operate at school departments

- Innovation advisors evaluate, develop and transfer research results to commercial use in close collaboration with researchers

- Innovation agents support, match, and encourage researchers with their inventions

Aalto University Innovation Services
Service staff

- Innovation Coordinator administrate invention process and facilitate innovation activities in Aalto University
- Patent Coordinator administrate patent portfolio of Aalto University
- Innovation Services is managed by the Head of Innovation services Matti Korpela
Technology Transfer

From Ideas To Impact
Technology transfer

• The aim of Aalto University is to promote the protection and beneficial utilisation of inventions for inventors, the university and society

• Innovation Services manage and implement technology transfer according to the commercialization policy of Aalto University
Steps for commercialization

1. Evaluation and Concept Definition
2. Concept and Team Development
3. Contract and Terms Closure

Invention disclosures

Technology transfer
Aalto technology transfer models

- **Invention Disclosures**
  - Transfer of IP to an existing company
  - **Fast track**
    - Agreed transfer of ownership or license to existing company as a result of commissioned research
  - Sale of IP for the lump-sum
  - Licensing

- Transfer of IP to a spinout company
  - **Equity IP-assignment**
    - Shares are taken as exchange of assignment of Aalto owned IP
  - Sale of IP “Pay-as-you-grow”
    - Transfer ownership for a fixed percentage of annual turnover assignment of Aalto owned IP
Successful Business Finland funding (TUTLI)

- Business Finland (BF) provides funding for projects that aims to commercialize a research idea (TUTLI, Tutkimuksesta Liiketoimintaa)

- Innovation Services coach Aalto-based research teams with the application and manage commercialization process in collaboration with the team

- The research teams led by Innovation Services have had a high success rate in receiving funding and commercializing research idea

76 projects
38 M€ BF-funding (2013-2019)

Over 30 spinouts have received >120 M€ private funding
Selected success stories
Aalto Innovation Services

Innovation.aalto.fi

From Ideas To Impact™

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