

A close-up photograph of a person wearing a VR headset, with a strong red color overlay across the entire image. The person's face is partially visible through the headset's opening.

# Innovation Services

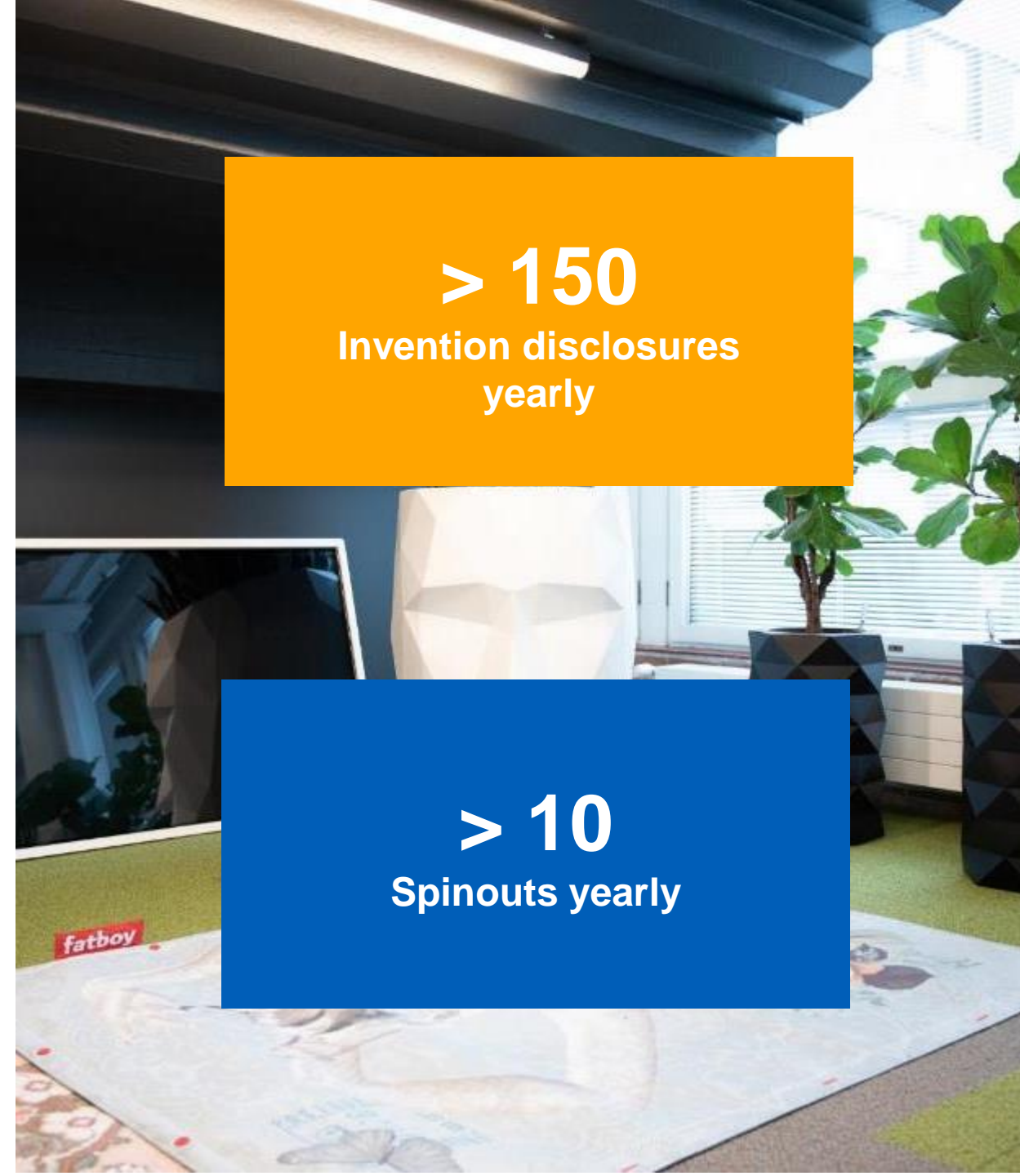


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# Innovation Services

- 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



# Key focus areas

Market analysis  
Innovation potential  
Team & partnering

IP strategy  
Value creation  
Concept development

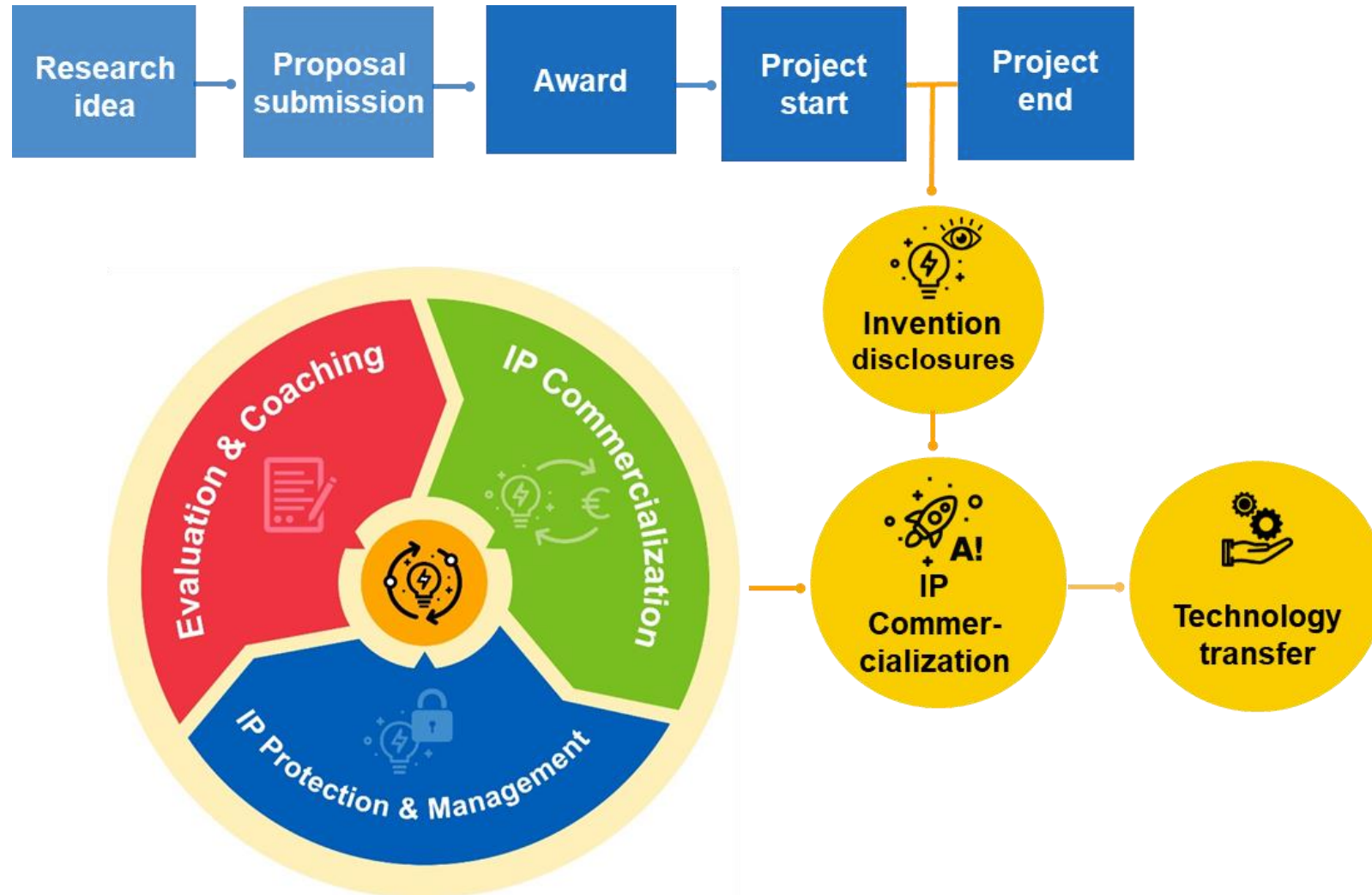
Financial resources  
Go-to-market strategy  
Technology transfer



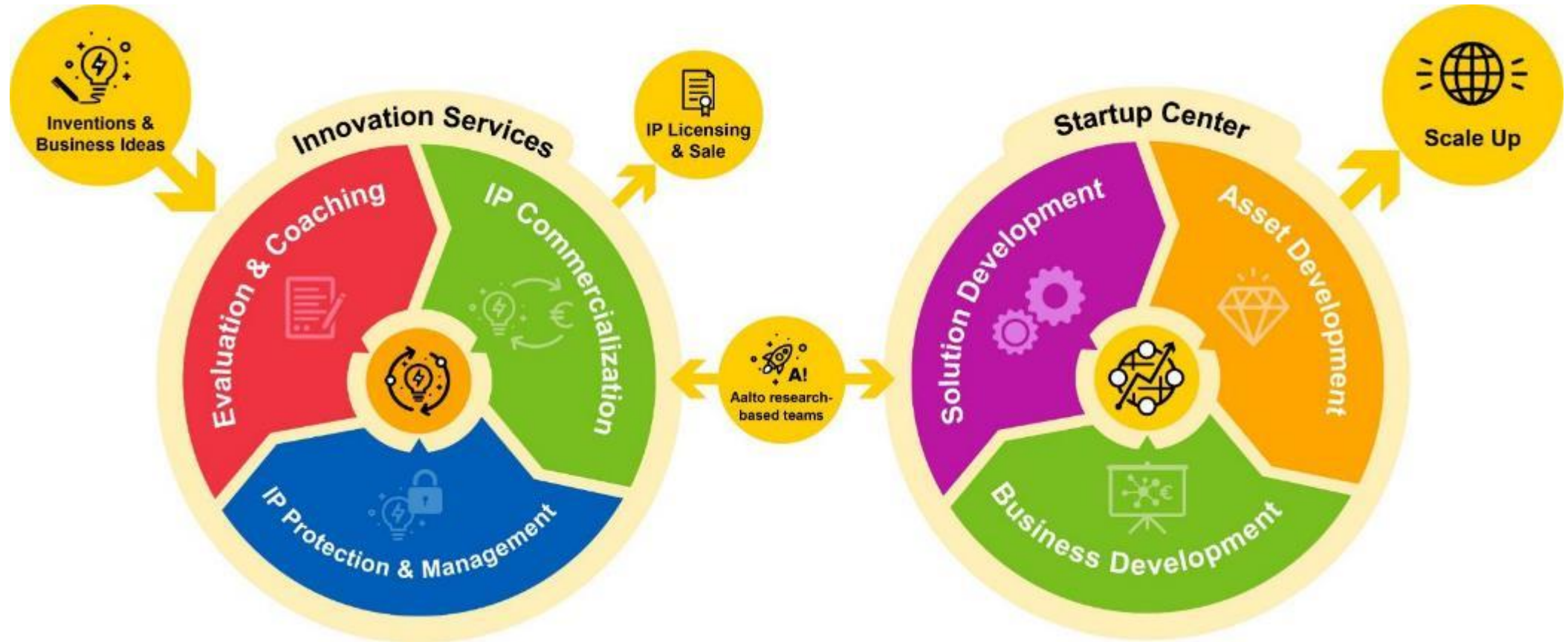
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# Innovation Services and research activities

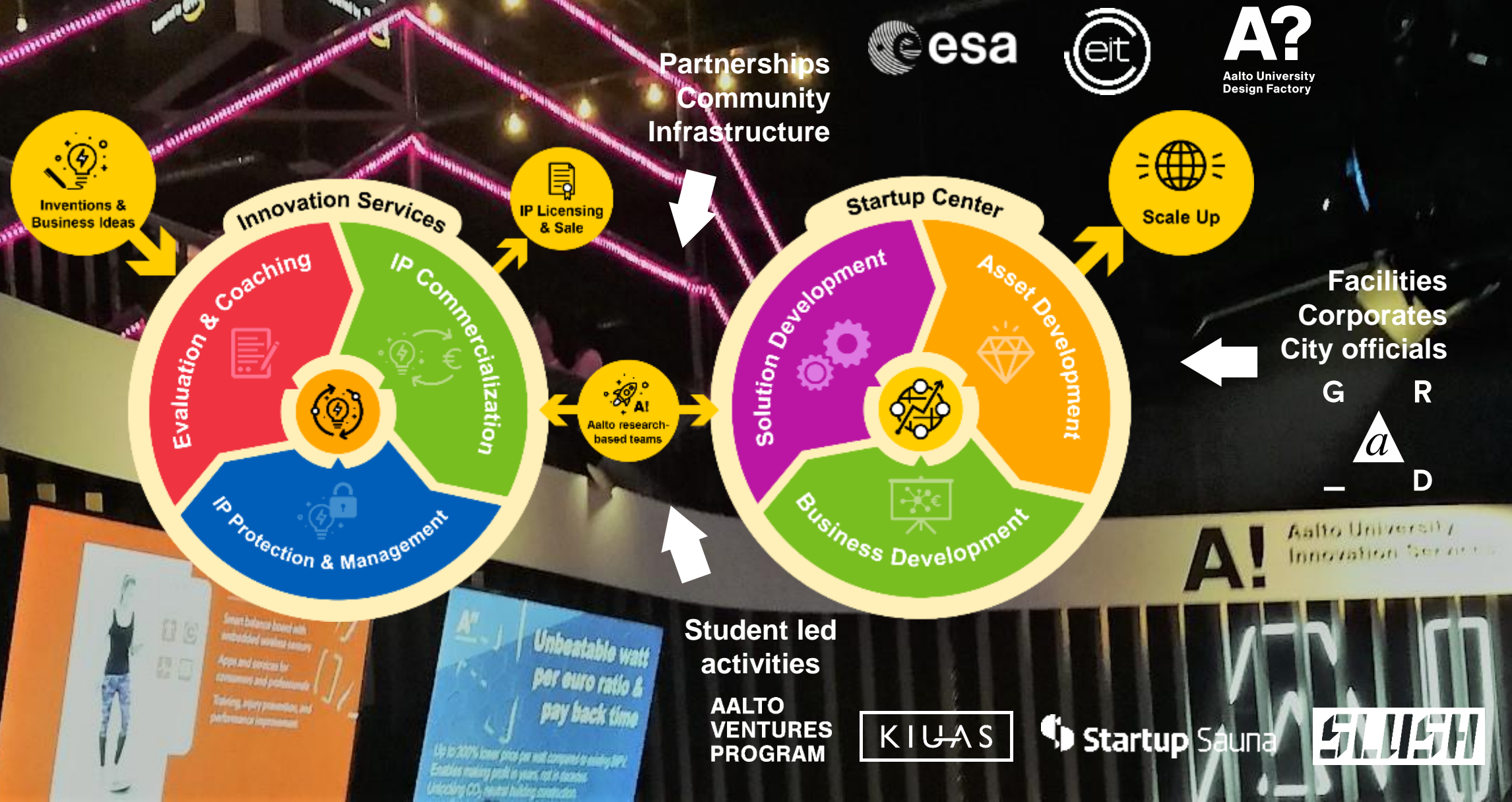


# Innovation Services and Aalto Startup Center



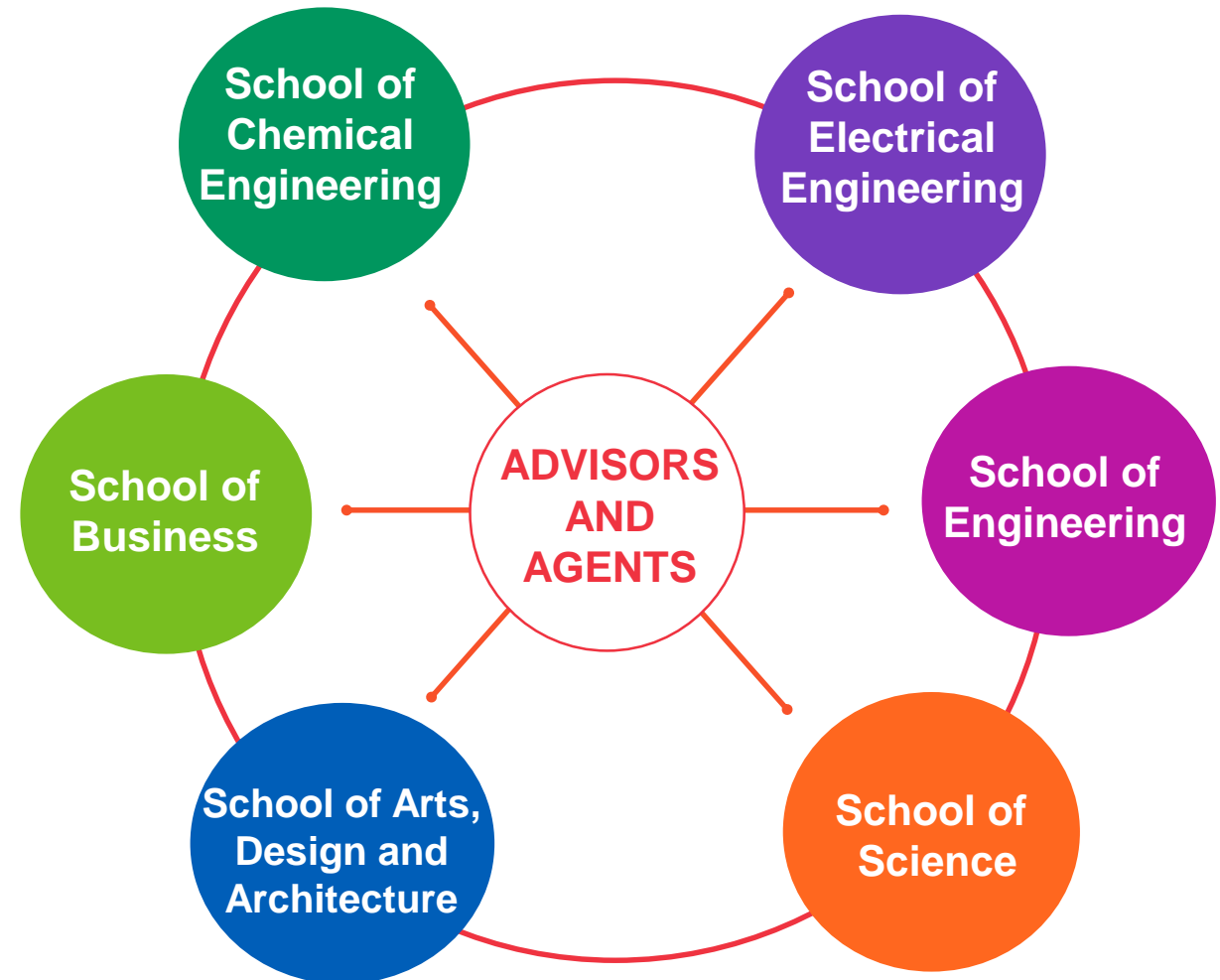


# Aalto innovation ecosystem



# 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



# 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

# Technology transfer

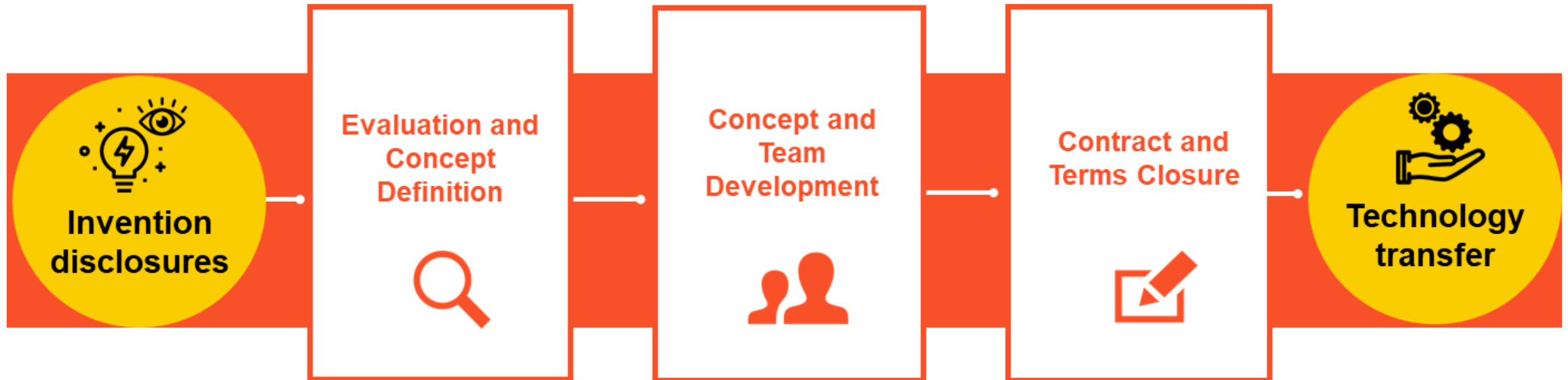
- The aim of Aalto University is to promote the protection and beneficial utilisation of *inventions* for inventors, the university and society
- Innovation Services manage and implement *technology transfer* according to the commercialization policy of Aalto University



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# Steps for commercialization





# Aalto technology transfer models



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)

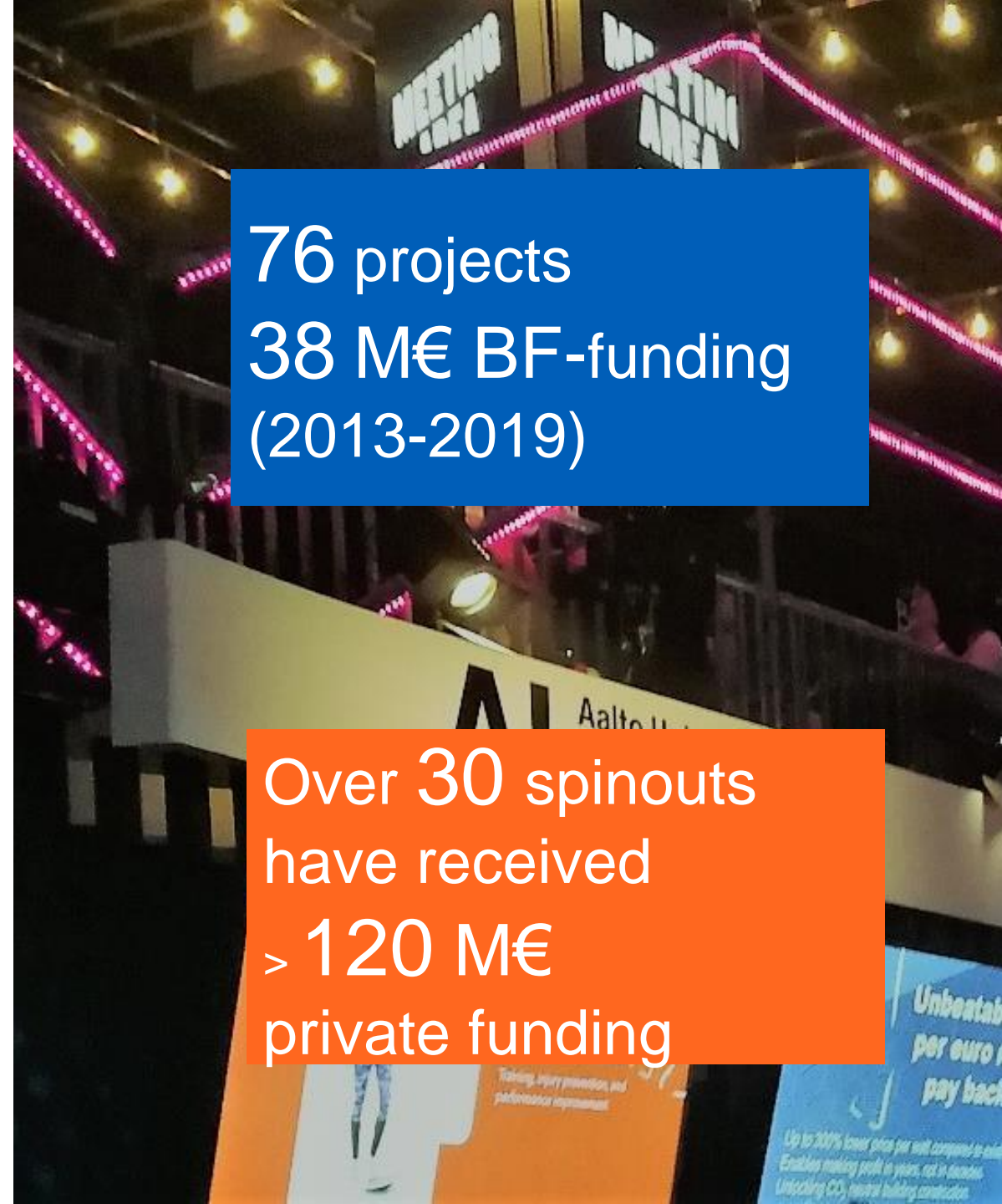
- Business Finland (BF) provides funding for projects that aims to commercialize a research idea (TUTLI, Tutkimuksesta Liiketoimintaa)
- Innovation Services coach Aalto-based research teams with the application and manage commercialization process in collaboration with the team
- The research teams led by Innovation Services have had a high success rate in receiving funding and commercializing research idea



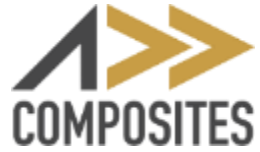
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76 projects  
38 M€ BF-funding  
(2013-2019)

Over 30 spinouts  
have received  
> 120 M€  
private funding



# Selected success stories



Minima



PRINERGY



SYNOSTE



SURGIFY

MACULASER

ICEYE



IONCELL



Reaktor  
Space Lab



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