



Meet the Practitioners

Tor Vergata University of Rome

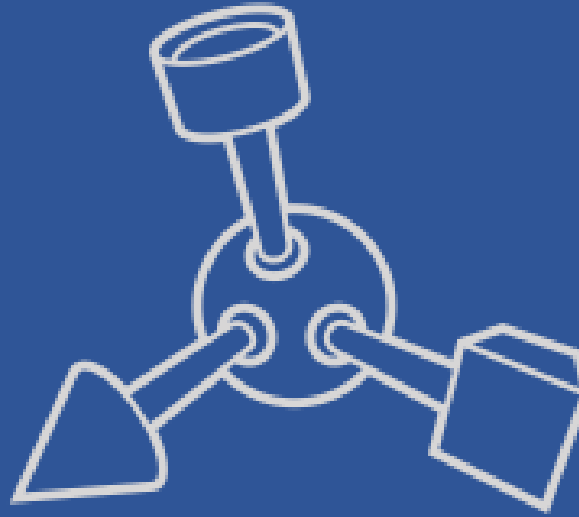
Feb the 23rd, 2021

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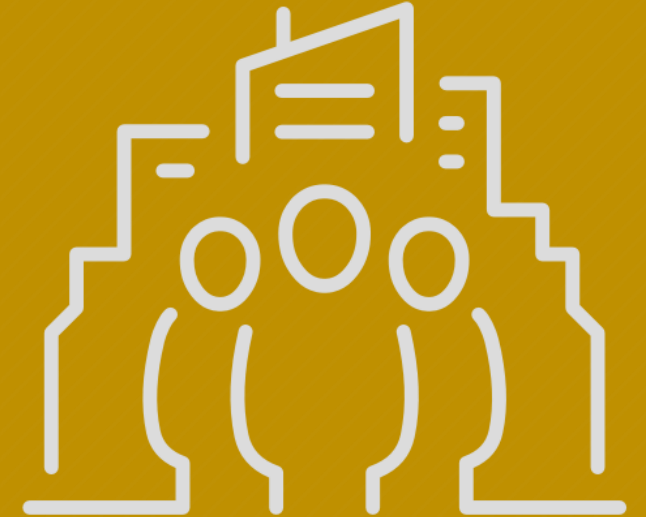




A **new idea** is a **thought** about something new or unique...



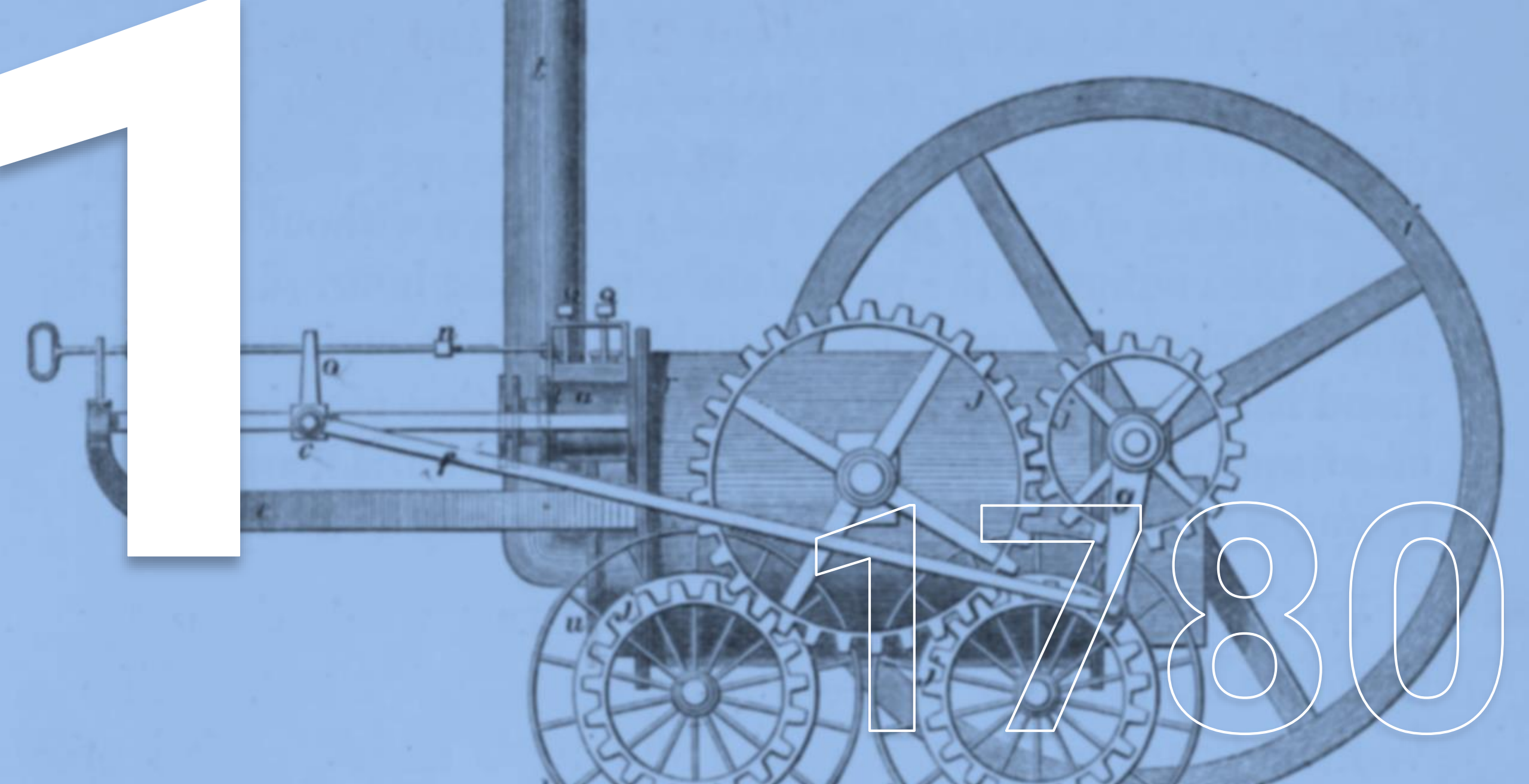
... making that idea real is an **invention** ...



... **innovation** is an invention that has a **socioeconomic effect**

0

1400



2

1910

3

1960



2010

Welcome to the next revolution

The Dawn of the Deep Tech Ecosystem

FROM TECH TO DEEP TECH

FOSTERING COLLABORATION
BETWEEN CORPORATES
AND STARTUPS

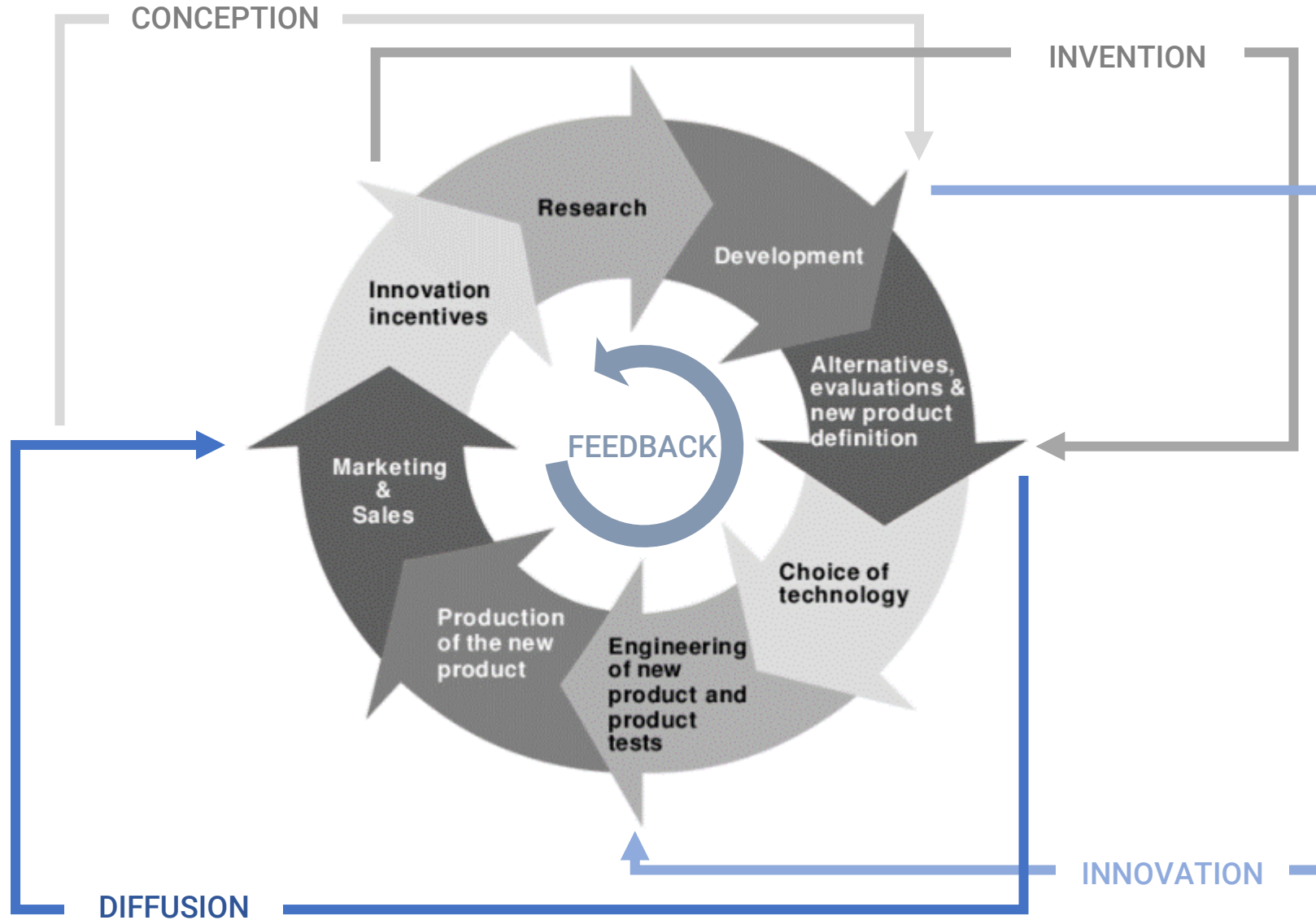
BCG



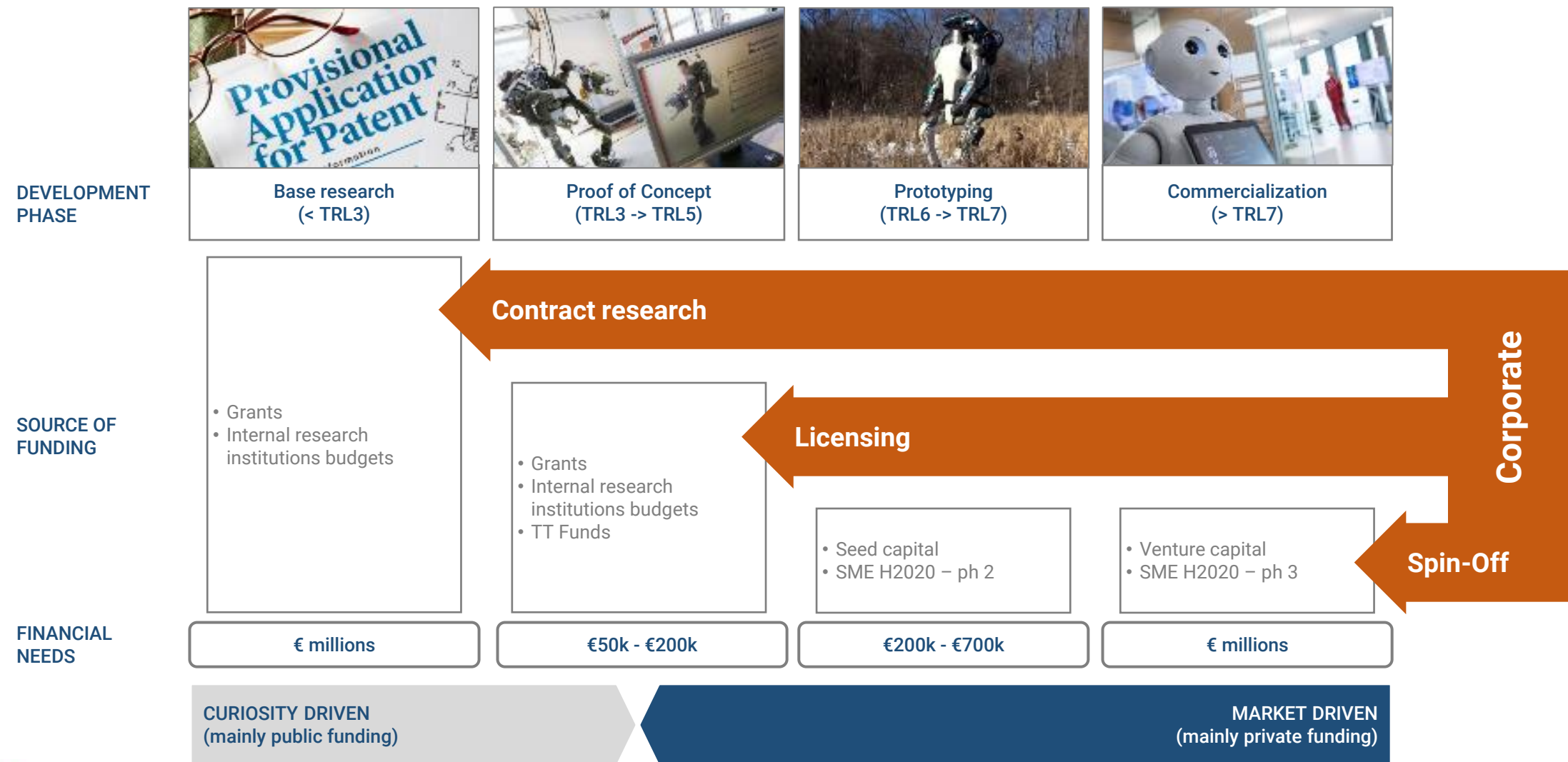
hello
tomorrow

The technology transfer process is made of four phases and a feedback to continuously bring market insights to the earliest phases of the process

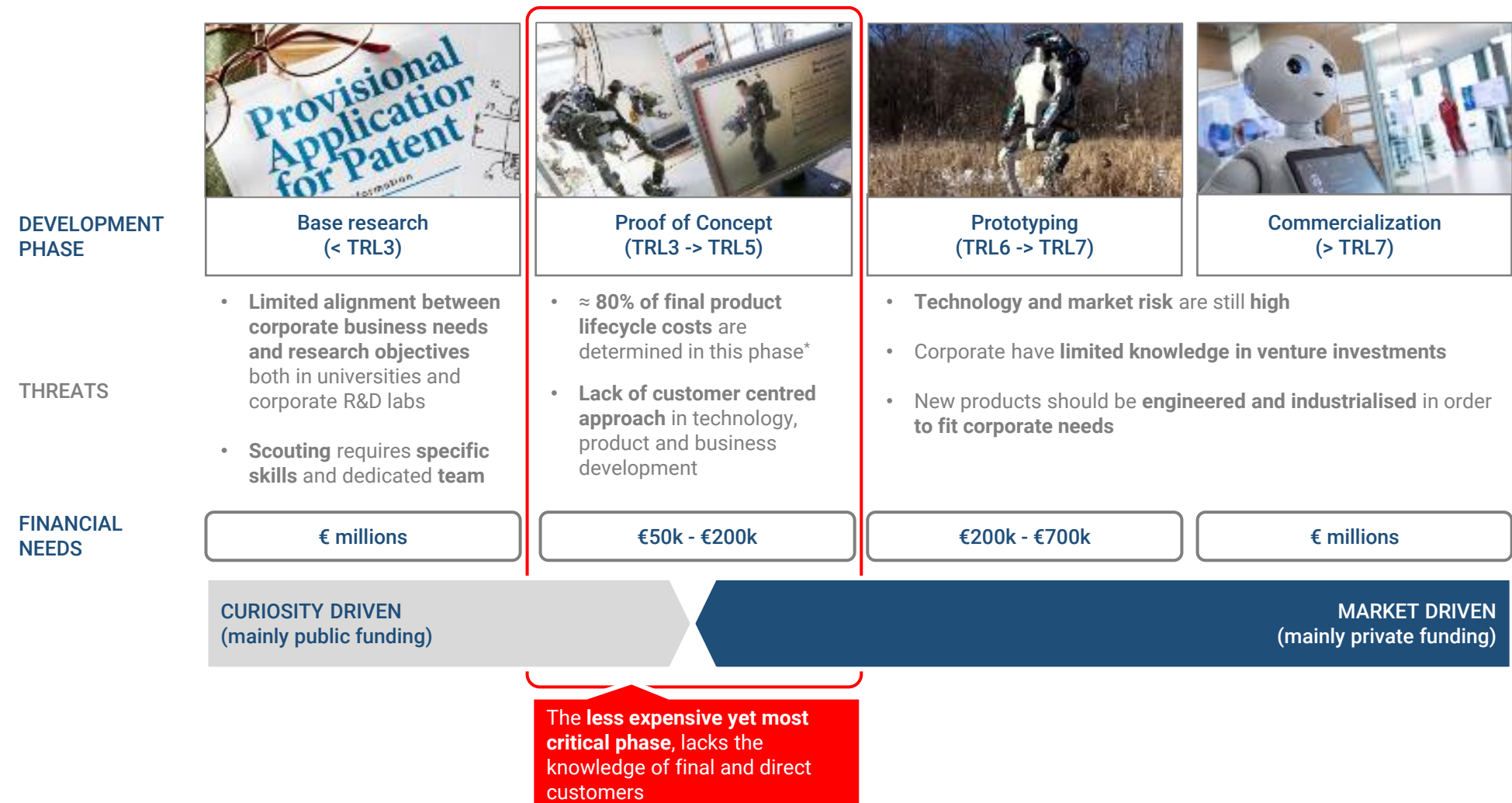
Source: Sarmenta-Coelho, 2000



Corporations are the final customers and payers of the technology transfer process. Spin off equity investment are a relevant source of value and more than 80% of exits VC are through industrial M&A



PoC is the most critical phase of the technology transfer process and investments might be effective only if supported by strong industrial competences



(*) Source: D.P.Schrage, GeorgiaTech

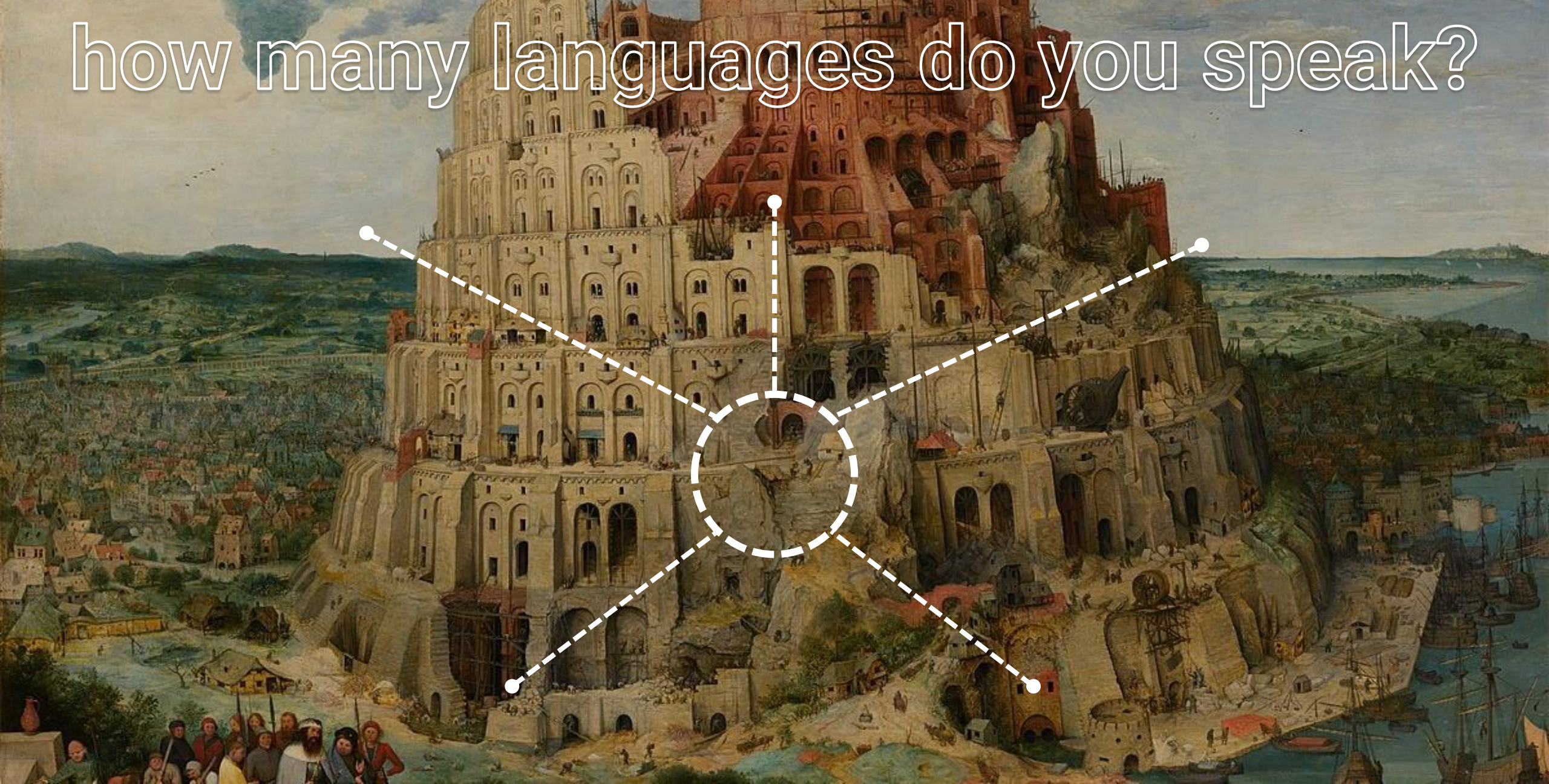
Deep Tech

Deep Space





how many languages do you speak?





Case study: Italy

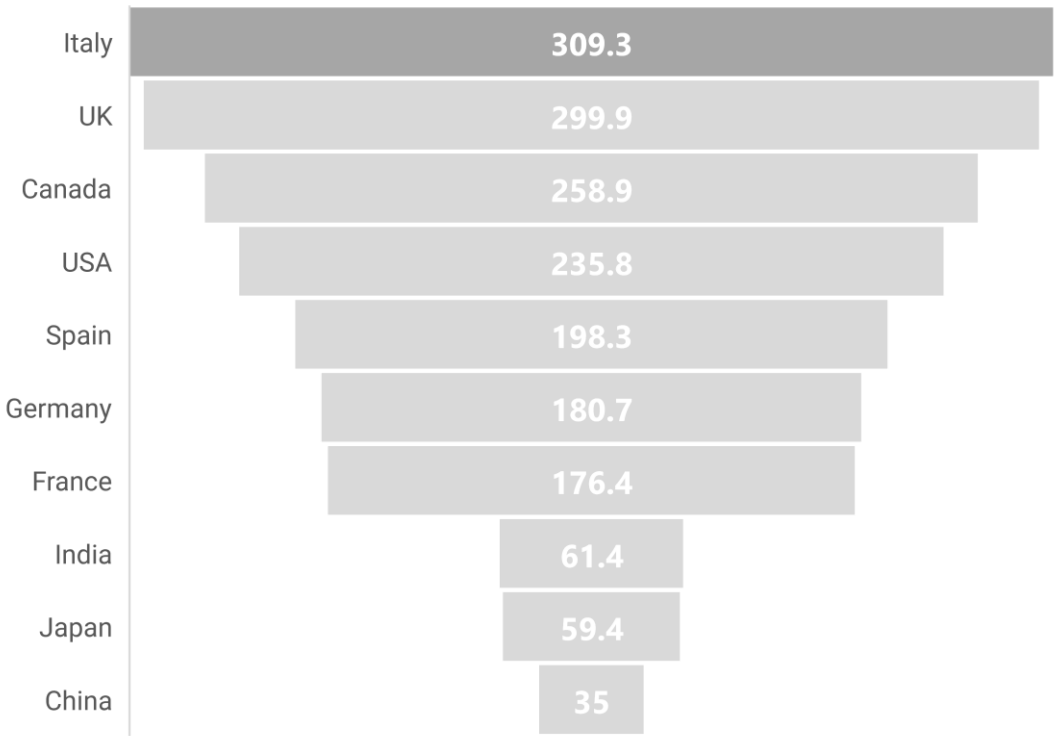


- **Vertis:** 1st time team TT fund focusing on robotics; the dealflow will be originated in particular by 4 of the main Italian universities.
- **Sofinnova Telethon Fund:** 1st time team pharma/biotech TT fund focusing on rare and genetic diseases; the dealflow will be originated mainly by Fondazione Telethon, a major charity and research organisation.
- **Poli360:** 1st time team TT fund dedicated to Milan's Politecnico, one of the most important Italian technical universities, focusing on the Advanced Manufacturing sector.
- **Progress Tech Transfer:** 1st time team, 1st time fund, managed by MI.TO Technology, focusing on sustainability projects, building on the manager's existing relationships with most Italian institutes developed as TT/IP consultants.
- **Eureka! Venture:** 1st time team, 1st time fund focusing on advanced materials, having a preferential relationship with Turin's Politecnico and Italian Institute of Technology.

TT Funds invested by ItaTech. Source: European Investment Fund

Italian research system is an opportunity for global corporations: national institutions are one of the richest and unexploited global deposit of research findings

Italy is a global research excellence in all fields ...



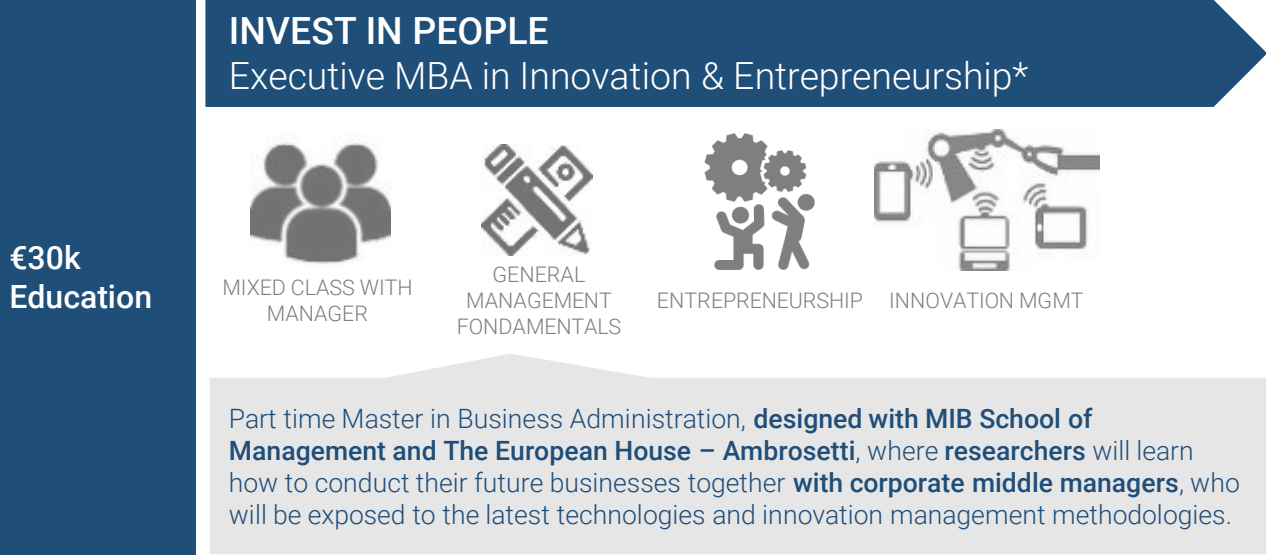
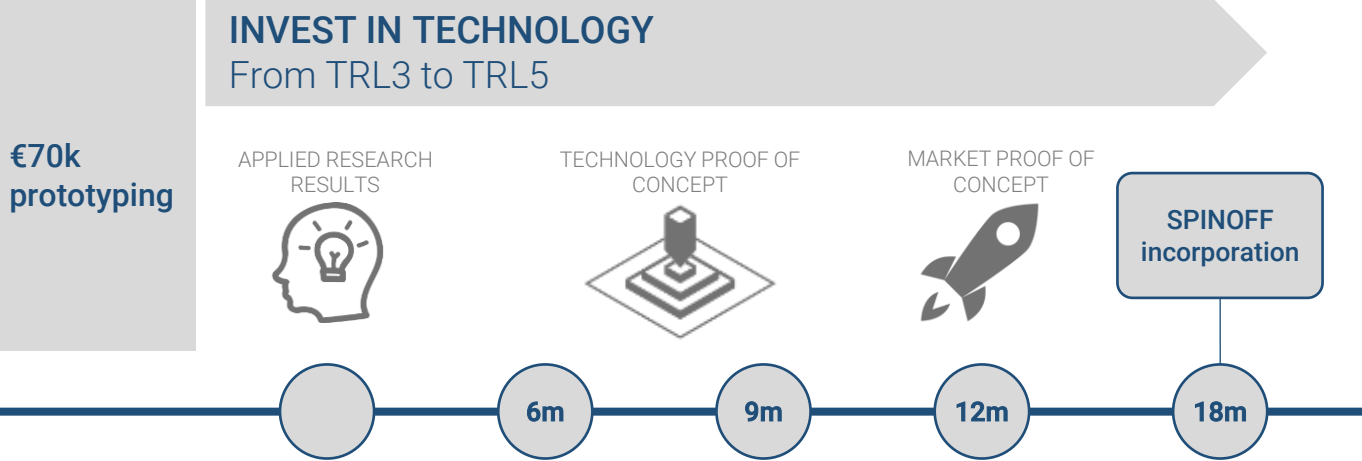
Number of citations per researcher, 1996-2017
Source: The European House – Ambrosetti based on OECD and Scimago data, 2019

... including physics and engineering

- #6 High Energy Physics
- #6 Industrial Engineering
- #7 Electronic Engineering
- #8 Aerospace Engineering
- #10 Biomedical Engineering

H-index, 2017
Source: our elaboration on Scimago data

We have designed a novel PoC investment program, which combines technology development, education and test facilities, and is performed before spin-offs are incorporated...



LEAN EXPERIENCE
FACTORY 4.0

LEF, a JV between McKinsey & Co and Confindustria

BUGNION

Leading Italian IP advisory company

Testbed, use case development

Strategic and administrative IP mgmt

MIB SCHOOL OF MANAGEMENT

Internationally accredited business school

sid
scuola italiana design

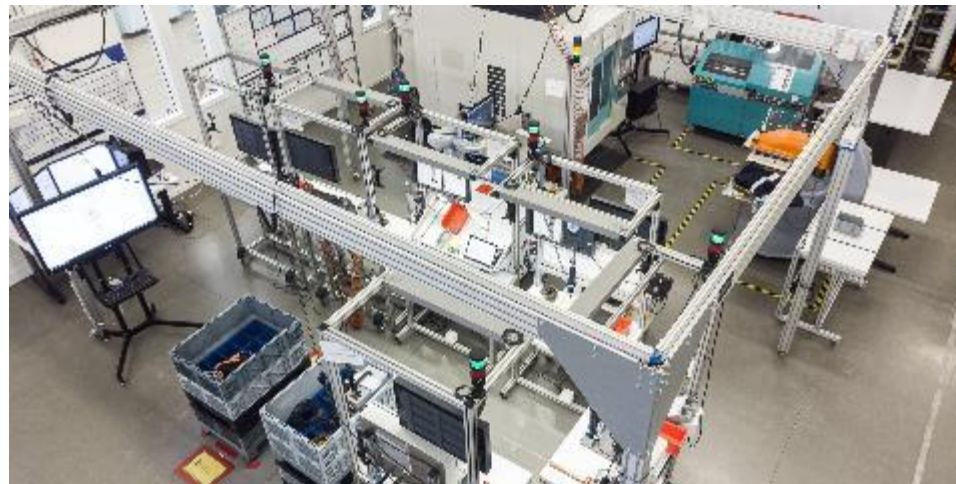
GALILEO VISIONARY DISTRICT

Design school and consultancy, Padua University incubator manager

Executive MBA in Business Innovation

Design thinking, product development

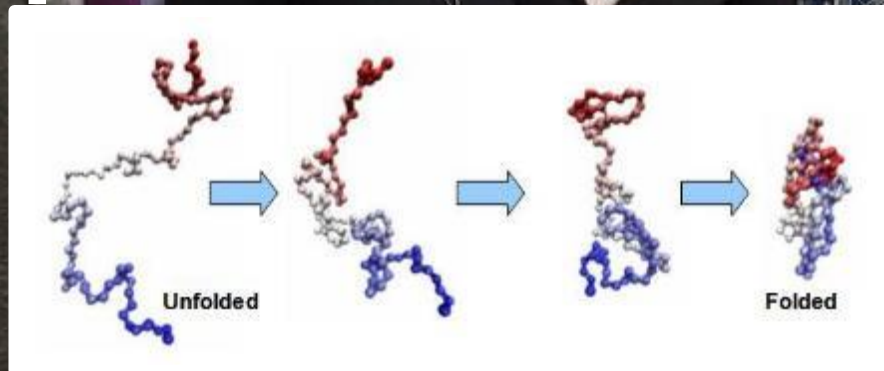
We leverage a unique real scale environment, a whole supply chain with three connected companies and manufacturing lines where new techs can be tested and use cases developed



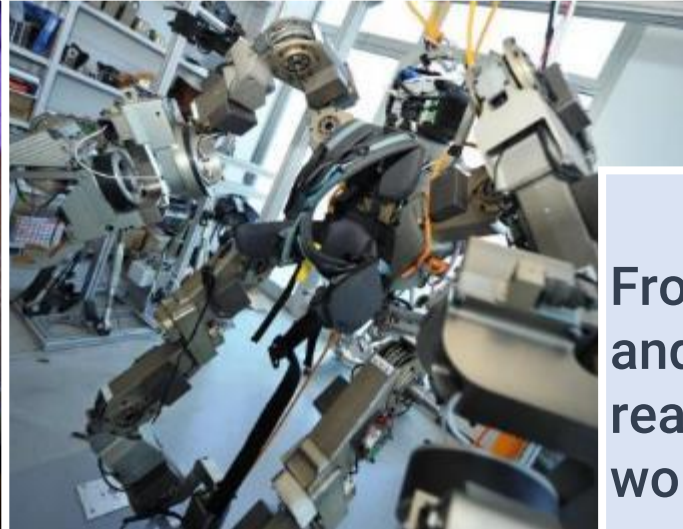
Case # 1-

proteins...

... particles



Case #2



From robotics
and virtual
reality into the
world of
maintenance
and
inspections





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