

JOTTO

Joint Technology Transfer Office

www.jointto.it

Lucca,
16 giugno
2016

University Spin-off & Start Cup Toscana

Alessandra Patrono

Scuola Superiore Sant'Anna

What is a spin-off?

University spin-offs are companies created by **professors, researchers, students, other contract researchers, PhD students** to sell **goods and services** resulting from the **activities carried out in an academic context** that have a potential for **commercial exploitation**.

Why spin-off?

- The national Law 297 of 1999 dealt with these new companies for the first time.
- In 2010, the **Gelmini Law** and its implementing regulation provided a definition of «spin-off», the procedure of internal approval, the cases of incompatibility for professors and researchers and the management of conflict of interests.
- After this law all Italian universities have set up their own **regulations about the creation of spin-off company.**

Who can found a spin-off ?

University staff can participate either directly, with part of the equity, or actively contributing with their work.

Besides professors, researchers, PhD students and post-doc, also technical/administrative personnel can be founders of spin-off companies.

Universities may have a share in spin-off's capital, but it is not mandatory.

How create a spin-off?

There are specific regulations in each university.

General procedure:

- the evaluation of the proposal is based on **formats** that are prepared by the applicants with the support of the TTO (see www.jointto.it/it/costituire-unimpresa-spin)
- the accreditation process for spin-offs involves a prior approval by an internal **committee**, which evaluates the financial plan, the commercial potential, the team, the intellectual property of the new company.
After the approval the application is submitted to the **Academic Senate**. Finally, the status of spin-off is officially granted by the **Board of the Directors** of the University.

How many spin-offs in Italy?

Netval (www.netval.it), has a national database of spin-off companies in Italy.

According to the last figures there are 1.254 spin-offs in Italy. They are mainly located in the north and center of Italy, but there are only a few “big” company.

Tuscany has the largest percentage (12,6%), followed by Piedmont (9,7%) and Lombardy (9,6%).

About a quarter is active in ICT sector, but Life Sciences and Energy and Environment sectors are growing.

Services for spin-offs offered by JOTTO

- **Educational and training courses** oriented to entrepreneurship skills and technology transfer.
- **Promotional services** through the participation to institutional events.
- Support for the participation to **business plan competitions**.
- Support and consultancy on **IPR management**.
- Organization of events for scouting of new innovative start-ups (**Start Cup**).

Start Cup Toscana

START^{TOSCANA}Cup

It is a **Business Plan Competition** promoted by **Tuscan universities** and coordinated by Scuola Superiore Sant'Anna.

The competition promotes and supports research and innovation with the aim to encourage the creation of innovative start-ups. It is the regional phase of **Premio Nazionale Innovazione** (National Innovation Prize www.pnicube.it).

Who can participate?

A group of people who have developed an **innovative idea, with a link with universities** and who:

1. are going to set up a company or
2. have set up a company after January 1° 2016, or
3. Have set up a company during 2015 but have declared the beginning of activity after January 1° 2016, or they have not already declared it.

How to participate

Send to startcuptoscana@sssup.it

1. Registration form

contact person, email, sector (Industrial, ICT, Life sciences, Cleantech-energy)

2. Business Plan

3. Executive Summary

4. Report on relationship between business Idea and university or public research organization

Evaluation criteria

- Value of technology or knowledge of the idea
- Feasibility
- Potential of development and ambition of the project
- Entrepreneurial team quality and competences
- Market potential
- Business Plan quality and completeness

Pitch Event

- The **Evaluation Committee** is formed by investors or professionals in the field of high-tech companies creation.
- After the evaluation of the business plans, the **10 best teams** are invited to pitch their business idea in a public event, which will be held at **Scuola Superiore Sant'Anna in October**. Their pitches are finally evaluated by the Committee.

Prizes

- ✓ 1° classified: € 5.000
- ✓ 2° classified: € 3.000
- ✓ 3° classified: € 2.000

Winners can participate to National Innovation Prize – PNI, that will take place in Modena on December, 1st and 2nd 2016 and is organized by PNICube association.

In the national competition, applicants are shared in four categories : Life Sciences, ICT, Cleantech and Energy, Industrial. The winner of each category receives a **prize of €25,000**.

DEADLINE

September 30th, 2016

<http://startcup.ilonova.eu>

startcuptoscana@sssup.it

START **Cup** ^{TOSCANA}

Contacts

Alessandra Patrono

Scuola Superiore Sant'Anna – JOTTO

uvr@sssup.it

THANK YOU!