

How to attract commercial partners.

Good practices in context of brokering by

Centre for Technology Transfer CITTRU

如何吸引商业合作伙伴：技术转化中心在技术经纪方面的范例

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Jagiellonian University 雅盖隆大学

- **One of the oldest universities in Europe - since 1364**
欧洲最古老的大学之一，始建于1364年
- **One of the biggest universities in Poland – about 40.000 students**
波兰规模最大的大学之一，约40,000名学生
- **Number of Faculties – 16 (human science, law, medicine, life science, etc.)**
学院数量- 16个（包括人文科学、法学、医学和生命科学等）
- **The most innovative University in Poland (Thomson Reuters, 2019)***
- 波兰最具创新力的大学（汤森路透, 2019）*



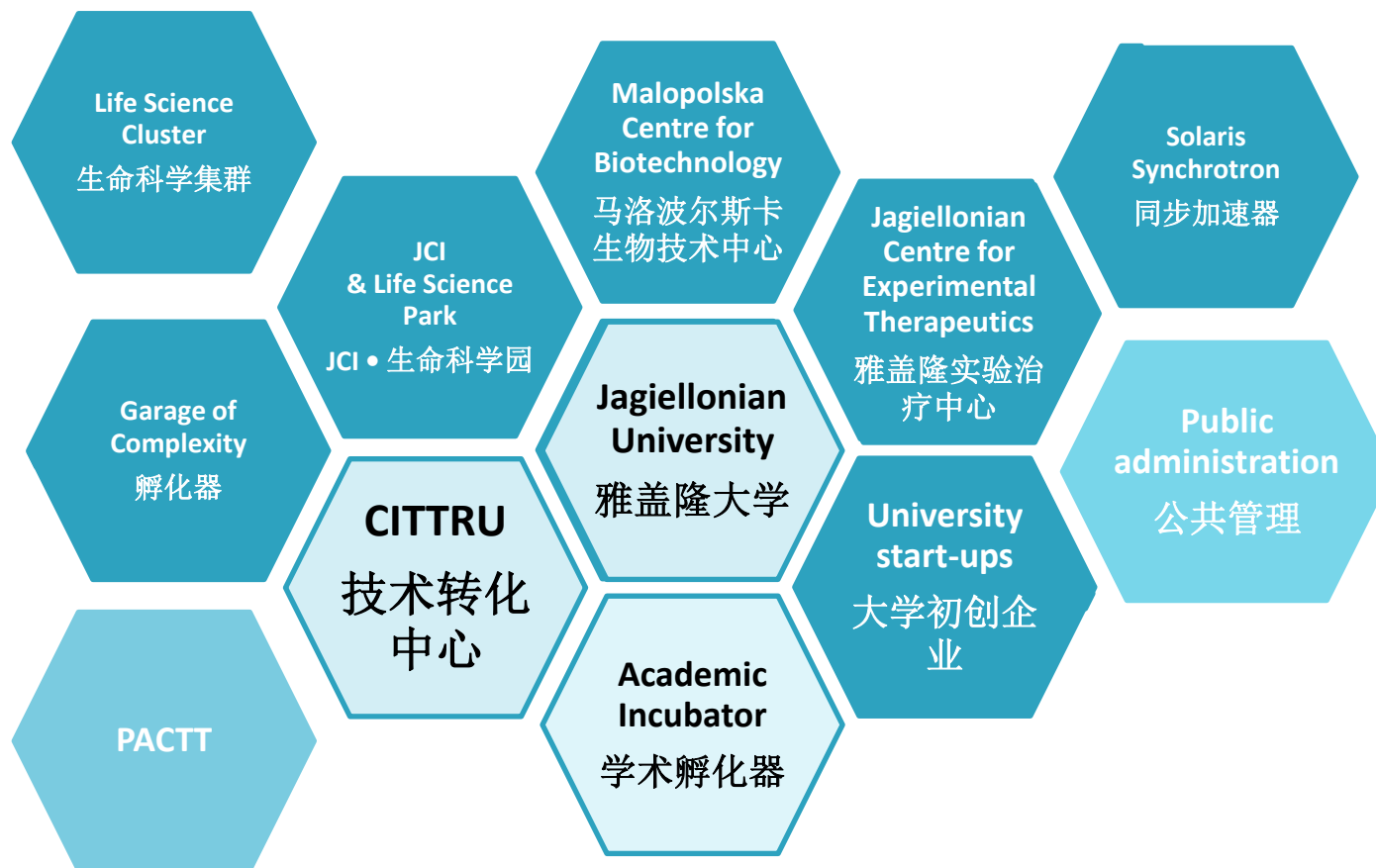


JAGIELLONIAN UNIVERSITY
IN KRAKOW

雅盖隆大学



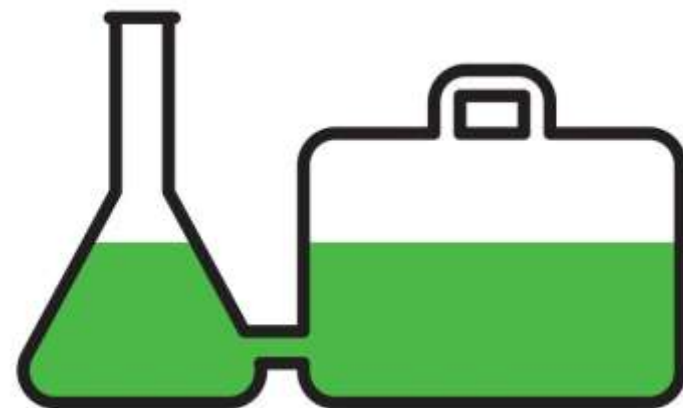
Ecosystem of cooperation 合作生态系统

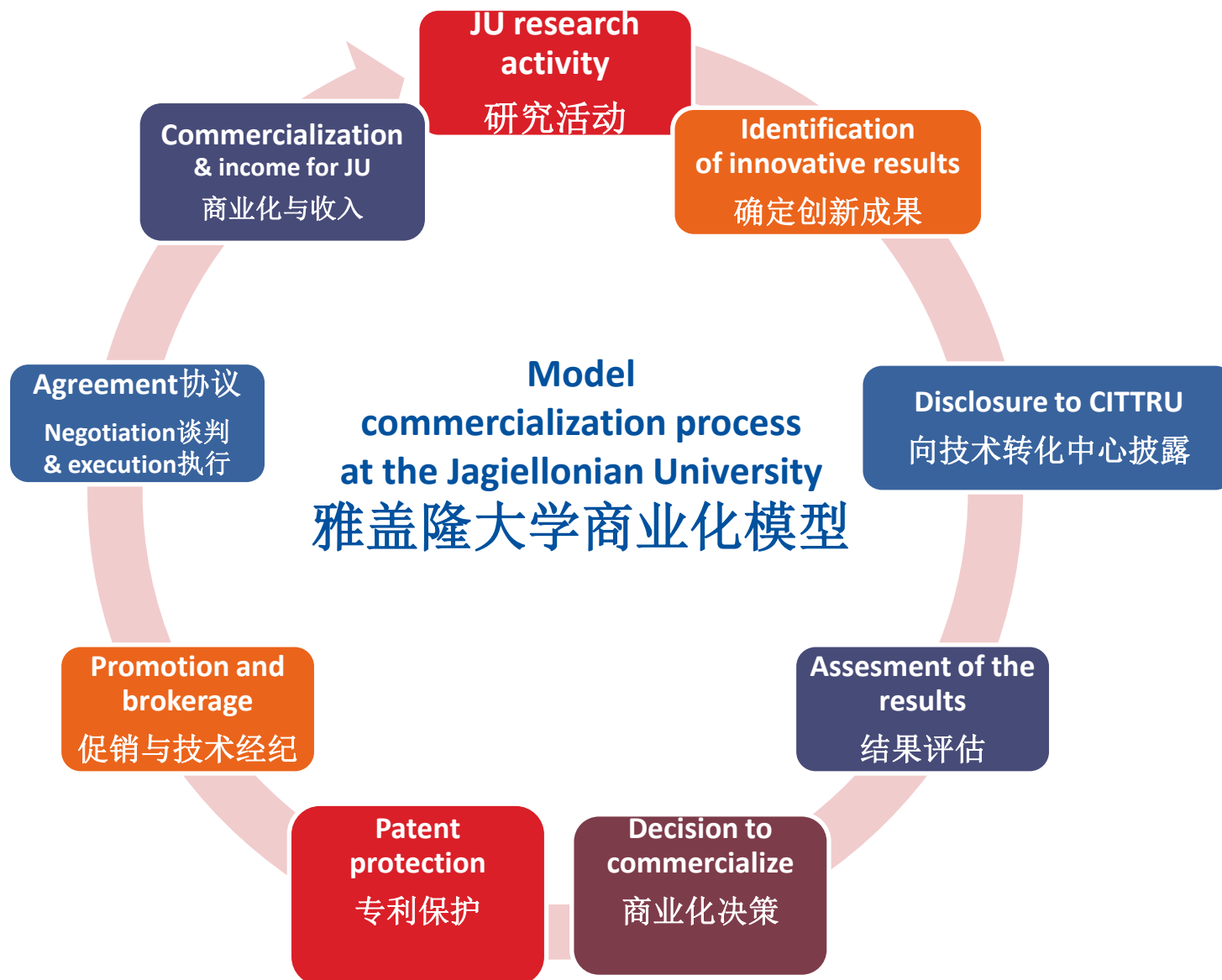




JU potential for business collaboration 雅盖隆大学商业协作的潜力

- **bioscience 生物学**
medical biotechnology
and pharmacology
医学生物技术和药理学
- **chemicals 化学品**
polymers , catalysts , new materials
聚合物、催化剂、新材料
- **physics and computer science 物理学和计算机科学**
mobile devices , medical equipment
management systems
Novel Positron Emission Tomography (PET)
移动设备、医疗设备管理系统、电子发射断层扫描 (PET)
- **social sciences and humanities 社会与人文科学**
for example: an innovative tool for teaching Braille language
例如：一种教授盲文的创新工具

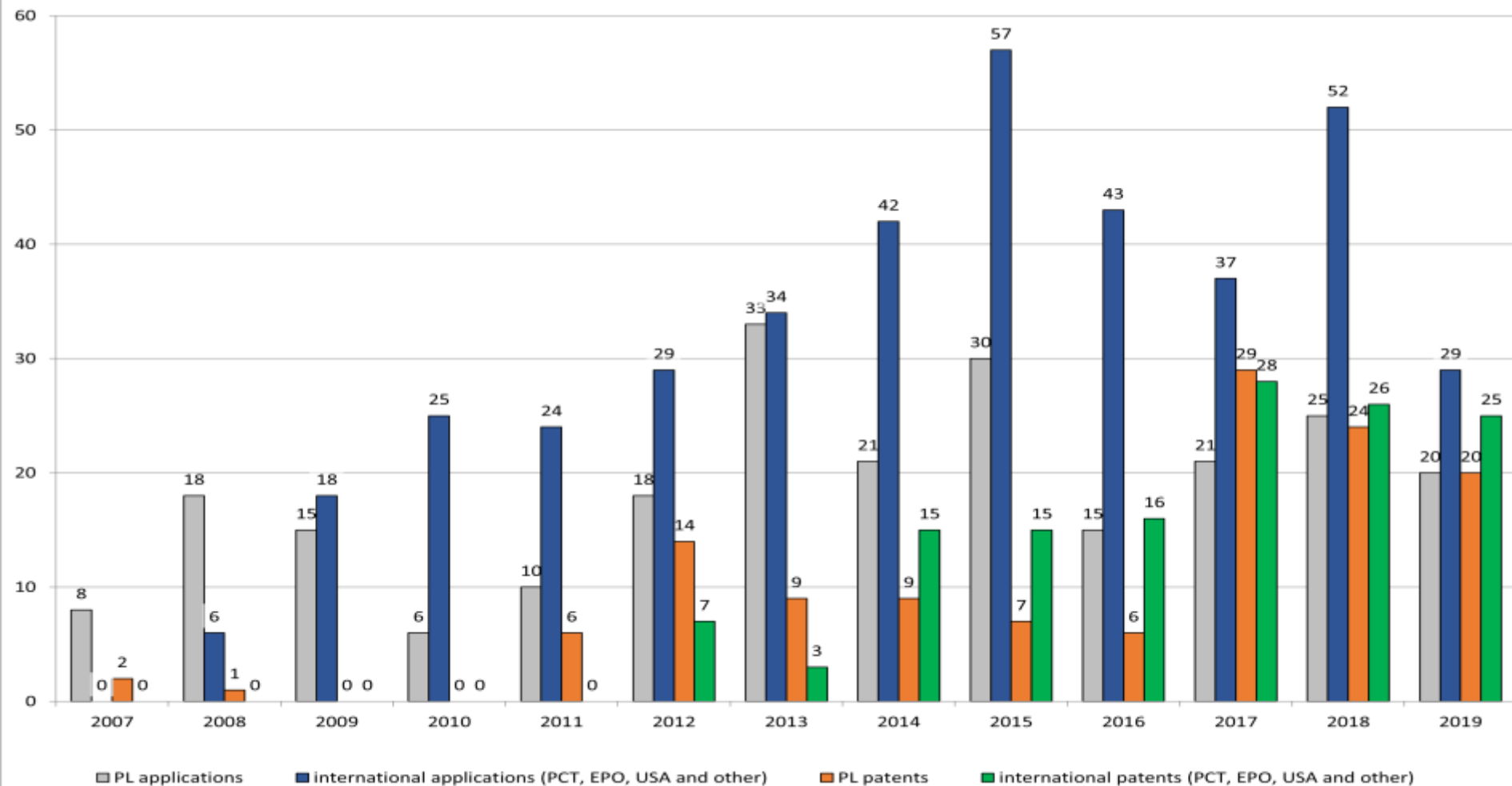






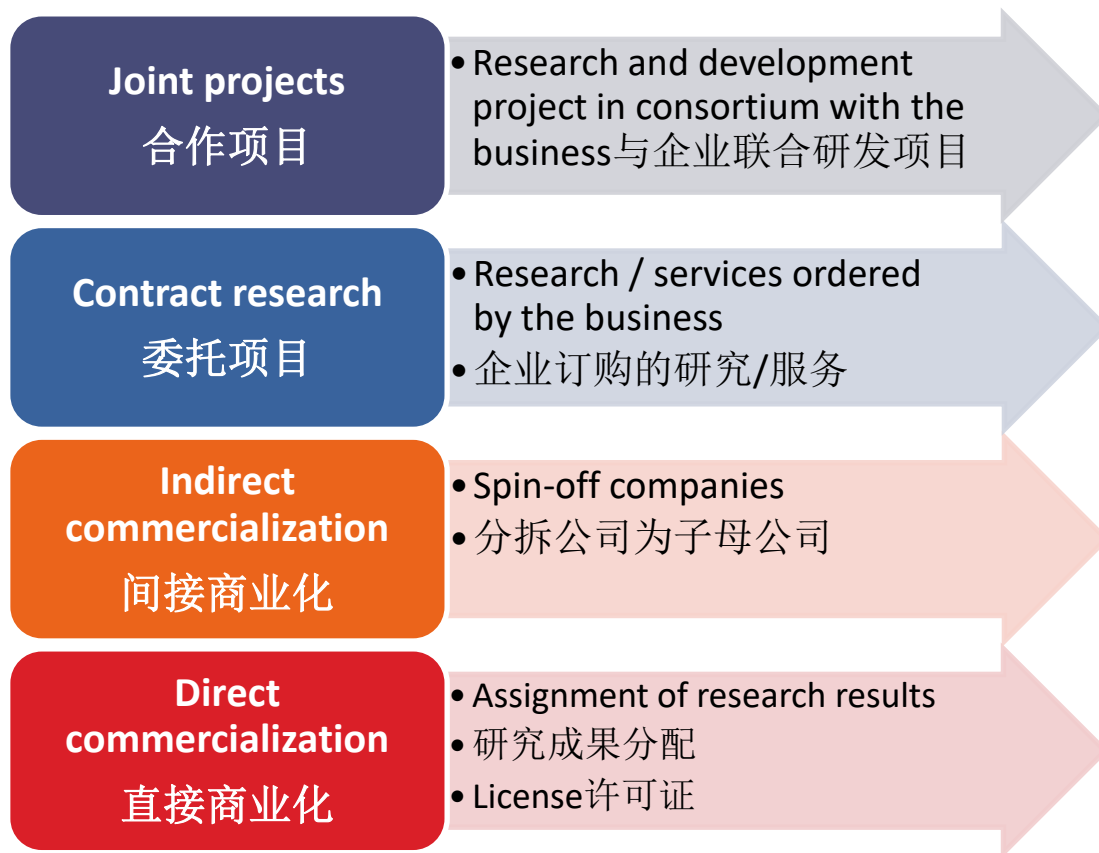
Patent applications and patents 2007-2019

2007-2019年专利申请和专利授权数量





Technology transfer from public research organizations in Poland 波兰公共研究机构的技术转化





Joint research projects 合作研究项目

- **interdisciplinary** team creation 构建**跨学科**团队
- joint R&D projects: 联合研发项目
 - in consortia with companies 联合公司财团
 - technological and social innovations 技术和社会创新
- participation in clusters 集群参与





Contract research for business and public institutions

商业和公共机构的委托项目研究

Main fields: 主要领域

- **medical biotechnology**
- new materials and chemical research 新材料与化学
- environmental and earth sciences 环境与地球科学
- management, psychology, sociology
(public policy management and evaluation)

管理、心理学、社会学（公共政策管理和评价）

Local and regional impact: 地方和区域影响

- **Centre for Evaluation and Analysis of Public Policies:** reports and evaluation for the ministries and for the City of Krakow

公共政策评价和分析中心: 各部门和克拉科夫市的报告和评价

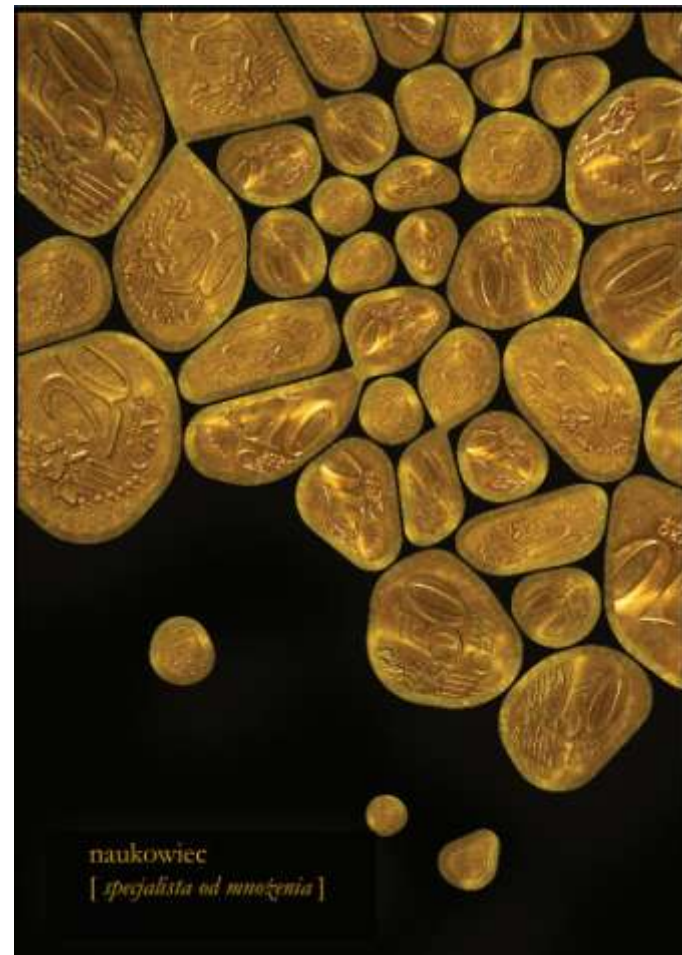
Department of Regional Development: research and reports for the Region of Malopolska
区域发展部: 马洛波尔斯卡大区的研究和报告





Commercialization – assessment of market potential 商业化 - 市场潜力评估

- Databases – patent and market 数据库 - 专利和市场
- Expert opinion 专家意见
- Industry reports – EMIS database 行业报告 - **EMIS** 数据库
- Internet 互联网
- **Feedback from trade fairs and partnering conferences** 来自交易会和合作会议的反馈



Tomasz Gancarzyk, „the scientist – a specialist in multiplication”, poster submitted to the competition „Science ⇔ Business”, CITTRU



Commercialization– technology brokering 商业化-技术经纪

- face-to-face meetings 面对面会议
- international and national exhibitions, trade fairs, conferences
国际和国家展览、交易会及其他会议
- innovation platforms 创新平台 - 如InnoMed Book, InnoSpin, etc.
- Own webpage 网址- <http://www.sciencemarket.pl>





Start-ups from Jagiellonian University 雅盖隆大学的初创企业

- InPhoCat

Antimicrobial and antiorganic Surface materials 抗菌和抗有机表面材料

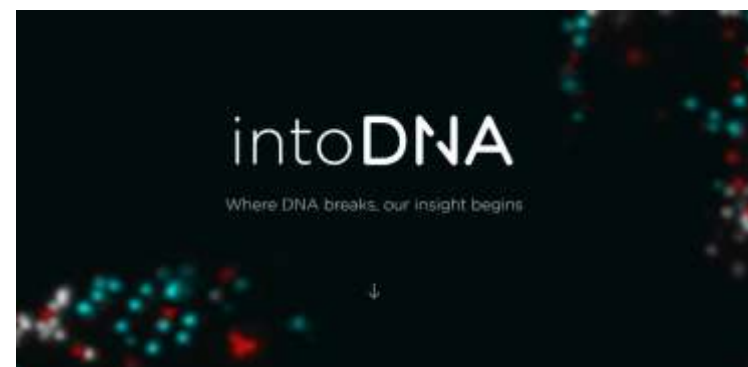
- IntoDNA

super-sensitive DNA damage detection
超灵敏DNA损伤检测

- nCAGE Therapeutics

Nano cages for cargo delivery
用于货物运输的纳米材料

- and other...





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Thank you for your attention
谢谢您的关注

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