

Célia Gavaud has more than 12 years' experience relating to European projects, and has coordinated more than 15 initiatives in the innovation and growth field. She holds two Masters' degrees in International Policy and Diplomacy and European Affairs, and is a French national and enthusiastic European who has lived in the UK, Germany and Italy. In relation to the PROGRESS-TT project, Ms. Gavaud oversees the relationship with the Commission, the consortium management, and third party stakeholders, and is responsible for the smooth delivery of project tasks, deliverables and milestones.



■ Célia Gavaud, PROGRESS-TT Coordinator at Pera Consulting (UK) Ltd.

## Professionalizing technology transfer in Europe

How can technology transfer from universities and public-sector research institutions in Europe be improved? An interview with Célia Gavaud, Director of the European project PROGRESS-TT, and Lutz Maicher, Head of Competitive Intelligence Unit at the Leipzig Fraunhofer Center.



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*Leipzig Fraunhofer Center researchers from the Competitive Intelligence Unit are part of the PROGRESS-TT consortium, which seeks to transfer functioning growth concepts from the private sector to technology transfer offices. Part of the European project involves developing a training program to build the capacity of specialists in the area of technology transfer.*

**Ms. Gavaud, the European project PROGRESS TT stands for “public research organization growing Europe through best practice solutions for technology transfer”. What does the project aim to achieve within the next three years?**

**Gavaud:** PROGRESS-TT is a pilot initiative to gather best practice around the process of technology transfer and to develop and test a suite of tools, methods and insights with selected technology transfer offices in the EU Member States and Associated States. PROGRESS-TT's ambition is to increase the efficiency and effectiveness of the technology transfer process in the European Union.



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Patrick McCutcheon, Senior Policy Officer, Director-General Research and Innovation, European Commission.

*“Many universities and public research organizations in Europe do not have sufficient technology transfer competence or capacity to attract the financing needed to commercialize the outcomes of their research, and as a result do not have access to capital. For this reason, the European Commission supports PROGRESS-TT as an accompanying measure to improve the investor readiness of technology transfer offices and to facilitate access to the Technology Transfer Financial Facility (TTFF), a new financial facility it plans to launch to promote such technology transfer.”*



Erik Vane, General Manager of ASTP-Proton.

*“The PROGRESS-TT consortium is working towards creating sustainable impact for supported technology transfer offices, helping them realize their potential for growth. The technology transfer professionals will develop and decrease risks associated to the commercialization of research results, bringing them to a stage of maturity when they are both relevant and attractive to potential investors, industry and society. PROGRESS-TT’s approach is arguably the most important development in recent years in the technology transfer field.”*

**Within PROGRESS-TT the Leipzig Fraunhofer Center is leading the development of a capacity building strategy for technology transfer professionals in Europe. What is behind this strategy?**

**Maicher:** The capacity building strategy will enable all stakeholders in the technology transfer process to identify the main barriers to success and to set up a tailored change management process to overcome these barriers. Missing commitment of the university management, insufficiently structured in-office working processes or limited access to tailor made tools and data are issues which we often hear about in practice. We directly target these problems.

**What does the practical implementation of the capacity building strategy look like?**

**Maicher:** We start by using the CCODE™ which is a growth model invented and successfully implemented for private companies by Pera Consulting. Together with selected technology transfer offices, we will then directly work to improve their capabilities, capacity, opportunities, desire and environmental setting through tailor-made teaching and coaching modules. We will partner successful technology transfer offices with other high-potential technology transfer offices to establish knowledge transfer between the two.

**Ms. Gavaud, who is eligible for participating in the capacity building activities? When will the first activities be launched?**

**Gavaud:** The selection process for recipients of the PROGRESS-TT support activities is currently being refined. Towards the end of 2015 a clear methodology will be established and implemented based on research output, exploitation effectiveness and efficiency of the technology transfer process. The first support activities will be launched during the second quarter of 2016. We will also be seeking involvement of the best performing technology transfer offices in Europe to act as mentors for program participants.

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**Technology transfer**  
‘Technology transfer’ is an economics term. It refers among other things to the transfer of industrial methods to developing countries and the training of engineers and researchers at western universities and research facilities. It also includes the commercial use of research findings and their conversion into marketable products and services. This last aspect is the focus of PROGRESS-TT.

**Capacity building**  
Capacity building is about enhancing knowledge, leadership qualities and the ability to make more effective use of one's own resources, as well as to realize sustainable goals and play an active role in shaping the future of a company, an industry or a state.

**Horizon 2020**  
Horizon 2020 is the European Union's largest research and innovation funding program to date. Launched in 2014, it is providing around EUR 77 billion in funding over a seven-year period (2014-2020). Horizon 2020 promotes collaborative projects designed to create sustainable growth and long-term jobs in Europe and to boost the competitiveness of the EU.

