



Tech Transfer Atelier

ORANGE GROVE | SCIENCE-2-BUSINESS

CALL FOR PARTICIPATION IN THE 2nd CYCLE OF THE “Tech Transfer Atelier”

October 2025

We invite you to participate in the **2nd Cycle of the Technology Transfer Acceleration Program – Tech Transfer Atelier!**

Whom do we invite (*The Beneficiaries*):

- University Faculty Members (*Professors*),
- Academic Researchers
- Researchers at Research Centres

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- the Technology Transfer Officers, supporting them in research exploitation/commercialization

Who are in the process of, aim at or are interested in:

- Examining & exploring the most effective ways to commercially and/or entrepreneurially exploit their research,
- Preparing specific actions or transactions for the commercial and/or entrepreneurial exploitation of their research results and/or scientific know-how,
- Accelerating the path of commercial and/or entrepreneurial exploitation of their research/know-how

through targeted **“Technology Transfer Acceleration”**

What do we offer (*the Objective*):

Supporting Research Teams, individual University Faculty Members, or individual Researchers in Research Centres and Universities as well as their Technology Transfer Officers strengthen your capacity to accelerate the preparation of actions for the commercial and/or entrepreneurial exploitation of their research and/or scientific know-how?

1. What is the Tech Transfer Atelier?

The **Tech Transfer Atelier Program** is a 3-month program which supports Researchers and their Technology Transfer Officers, through advisory sessions and hands-on practice, and assists them to strengthen their readiness for technology transfer actions, aiming to commercially exploit:

- a research result, and/or
- the intellectual property developed upon it, and/or
- the scientific know-how generated through their research.

The Program is organized by Orange Grove and its services are performed by “Science-2-Business npp” (*The Program Manager*)

2. What does the Tech Transfer Atelier offer?

2.1. Which forms of Technology Transfer are “accelerated”?

The specific Technology Transfer activities for which we provide “acceleration” through the Tech Transfer Atelier, thereby enhancing their exploitation readiness, include:

(a) LICENSING OF INTELLECTUAL PROPERTY:

Exploitation of intellectual property rights by granting licenses of use and/or exploitation. Licensing may take place within the framework of contracts between researchers and/or research organizations with other organizations, where:

- licensing constitutes the sole subject of the contract (licensing agreements), or
- licensing is included within a contract (e.g., research & development contracts, co-development agreements).

(b) RESEARCH & DEVELOPMENT AGREEMENTS:

Agreements between researchers and/or research organizations with businesses or other entities, for the joint development of technological solutions for the market, utilizing research results or researcher know-how.

(c) SPIN-OFF PREPARATION:

Entrepreneurial ventures by researchers to exploit their research results or know-how in the form of Spin-Off Companies, for University Faculty Members or Researchers at Research Centers.

2.2. What is “Technology Transfer Acceleration”?

The Program offers “**Technology Transfer Acceleration**” on all the above actions and transactions. More specifically, it provides to Professors or Researchers and the Technology Transfer Officers hands-on advisory support and practical assistance on specific challenges in the preparation of a technology transfer activity, at specific challenges of its “maturation”, thereby strengthening their readiness for the commercial exploitation of their research.

Support is provided through advisory support, experiential learning, and hands-on assistance.

2.3. Fields of Support

Depending on the needs of each research team, support may be provided in areas such as:

1. Organizational requirements of a new exploitation initiative (know-how or IP).
2. Intellectual Property Management (relations between inventors, patent renewal).
3. Other industrial property rights beyond patents (e.g., utility models).
4. Definition of copyright ownership of a scientist (beyond patents, what else?).
5. Licensing and other ways to exploit a patent/IP right [Freedom to Operate licenses, co-development].
6. Decision-making criteria to identify and select businesses for research exploitation partnerships (R&D Agreements)
7. Preparation for the requirements of research exploitation collaborations with businesses
8. Planning & preparing a collaboration agreement with a business.
9. What business negotiations require and what stance is most effective.
10. How to communicate your innovation to businesses.
11. How to finance technology maturation for greater readiness for exploitation (e.g., EIC Pathfinder, co-development, etc.).
12. Intellectual property which is exploited by a Spin-Off and forms of licensing or transfer of such IP.
13. Pricing of technological products and/or services in a Spin-Off.
14. Why (*and when*) to establish a Spin-Off.
15. Requirements for establishing a Spin-Off.
16. Requirements for the viability of a Spin-Off company against its particular challenges.

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17. Attracting or building relationships with Spin-Off customers (long-term agreements, community building).
 18. How to present your technology or technological venture (Spin-Off) to non-scientific audiences.
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3. Method of acceleration support

3.1. Individualized Support

Each Researcher, or research team working on a specific research result, intellectual property, or know-how, receives **tailored support** for maturing their planned Technology Transfer action. We provide advisory services, collaborative design, and practical exercises to strengthen their readiness and support the maturation of their specific Technology Transfer Action.

3.2. Support Activities

(a) Support consists of **Acceleration Sessions** and **asynchronous support**. Sessions may be held in person or online, in spaces or platforms jointly agreed upon by the Beneficiary Teams and the Program Manager.

(b) The Acceleration Sessions, following the Program Manager's methodology, combine capacity building with the provision of essential knowledge and information. They may include:

- **Advisory Sessions:** guidance on specialized issues,
- **Collaboration or Collaborative Design Sessions:** support for decision-making on critical matters and joint review, assessment, and co-development of materials, reports, or documents,
- **Practical Training Sessions:** (a) scenario-based simulations of hypothetical situations, or (b) simulations of transactional or business negotiations.

(c) **Asynchronous support** is provided via email, chat platform messages, or short phone calls (up to 15 minutes). It may include:

- written or audio explanatory notes after reviewing materials or data,
- provision of key information in the form of messages.

3.3. Time dedicated

Support provided by the Program Manager throughout the Support Cycle includes:

- **6–8 hours of sessions** (as per §4.1). Depending on the subject, sessions may last from 30 minutes (short issues) up to 120 minutes.
- **2–4 hours of asynchronous support per team**, depending on the specific

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needs of each group and the requirements of their Technology Transfer Action.

Overall support per Beneficiary Team will last from **30 days up to the completion of the Support Cycle**, depending on each team's special needs, the requirements of the intended Technology Transfer Action, and their availability.

3.4. Joint Support of Researchers and Technology Transfer Officers

Researchers working on a research result, intellectual property, or know-how targeted for exploitation, together with the Technology Transfer Officers supporting them, will receive **joint support** according to their roles, forming a unified Beneficiary Team for that specific result, IP, or know-how.