

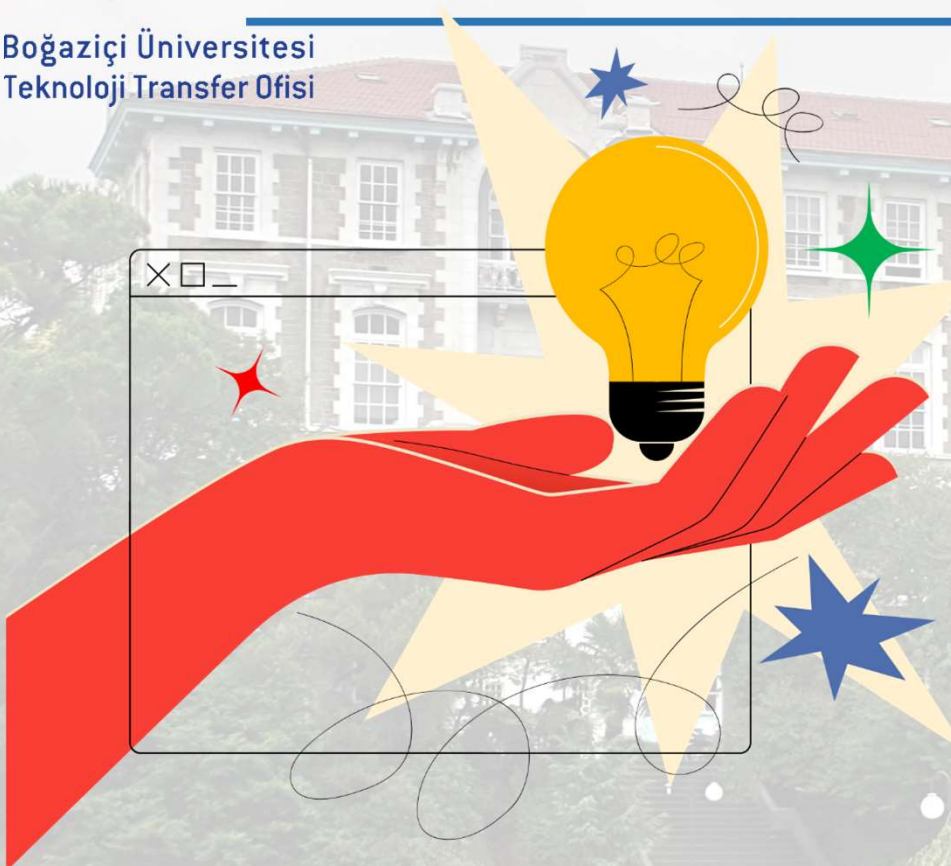


Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi



Boğaziçi University Technology Transfer Office Inc.

Dr. Volkan Özgüz
23.11.2023



Co-funded by the
Erasmus+ Programme
of the European Union



UNIVERSITÀ
DEL SALENTO



جامعة المرقب
ELMERGIB UNIVERSITY



جامعة الزاوية
University of Zawia



جامعة سرت
SIRTE UNIVERSITY





History



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

- Established with the support of TÜBİTAK 1513 program in December 2012.
 - Previously, there were separate offices for industry collaboration, research planning coordination, and patent. With the TTO project, all are combined under the TTO office.
 - The original office was located under the technopark but was effectively working under the Rectorate.
 - All financial and administrative activities were conducted through other units or affiliates of the University.
- **Incorporated as of 11 June 2018, according to the Regulation No 30263 dated 07.12.2017**
- After incorporation, industrial R&D projects and Intellectual Property management functions are conducted through TTO.
- Legal and financial responsibility lies solely with TTO throughout the process.
- The company's board structure is in accordance with the Higher Education Council Regulation (chaired by the Rector with six faculty members).

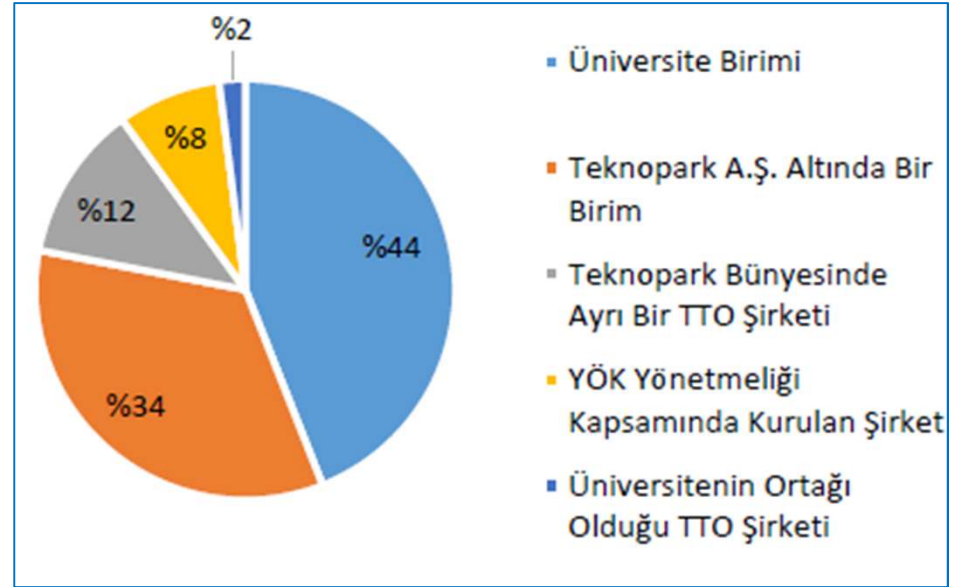


TTO Structures in Türkiye



Boğaziçi Üniversitesi
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- Unit of the university
- Unit under a Teknopark A.Ş.
- Corporation under High Education Council (YÖK) mandate
- Separate corporation with a Technopark management company
- TTO Corporation where university is shareholder



- Bogazici TTO is a **Corporation under YÖK mandate**

Kaynak: T.C. Sanayi ve Teknoloji Bakanlığı Stratejik Araştırmalar ve Verimlilik Genel Müdürlüğü tarafından yürütülmekte olan 2013K110600 No'lu "Yenilikçi Girişimcilik Araştırma ve Etki Analizi" adlı Kamu Yatırım Projesinin bir bileşeni olan "Teknoloji Transfer Ofislerinin (TTO) Etkinliğinin Değerlendirilmesi" konulu araştırma projesi raporu



Mission and Vision

Mission:

To transform Boğaziçi University's scientific and technological knowledge into economic and social benefits through specialized and high-quality service.

Vision:

To be the pioneering and leading Technology Transfer Office in Türkiye,

recognized for its added institutional value, management experience and practices



Values



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

Innovation, Team Spirit, Participatory Management

Taking science and technology as a guide



**Revenue-Oriented
Service**



**Professional Management
Financial Sustainability
Institutional**



**Business Development
Oriented
Approach**



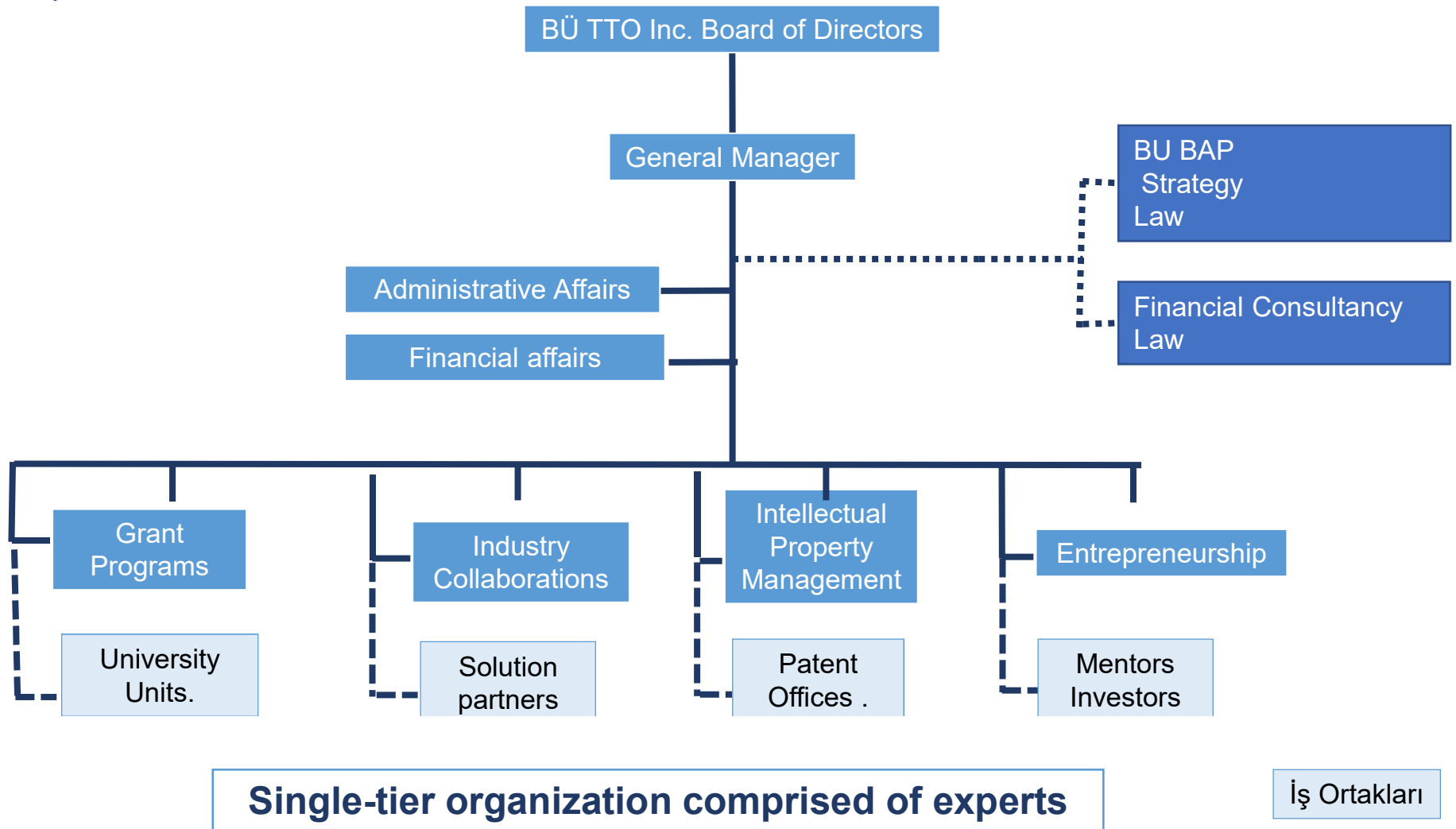
Solution Partnership Model



**Flexible Transition Between Modules
Horizontal Competence Approach**



Organization





Staff



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi



Volkan Özgöz
General Manager



Öznur Kaptan
National and
International Grants



Banu Eker
Industry
Collaborations



Bahar Öztürk
Industry
Collaborations



Türkü Çendeoğlu
Entrepreneurship



Tuğçe Arda
Incubators



Ahmet Başer
Intellectual
Property



Ecem Başürün
Administrative
Affairs



Gamze Saçlı
Financial
Affairs



Hayriye Çeken
Office Support



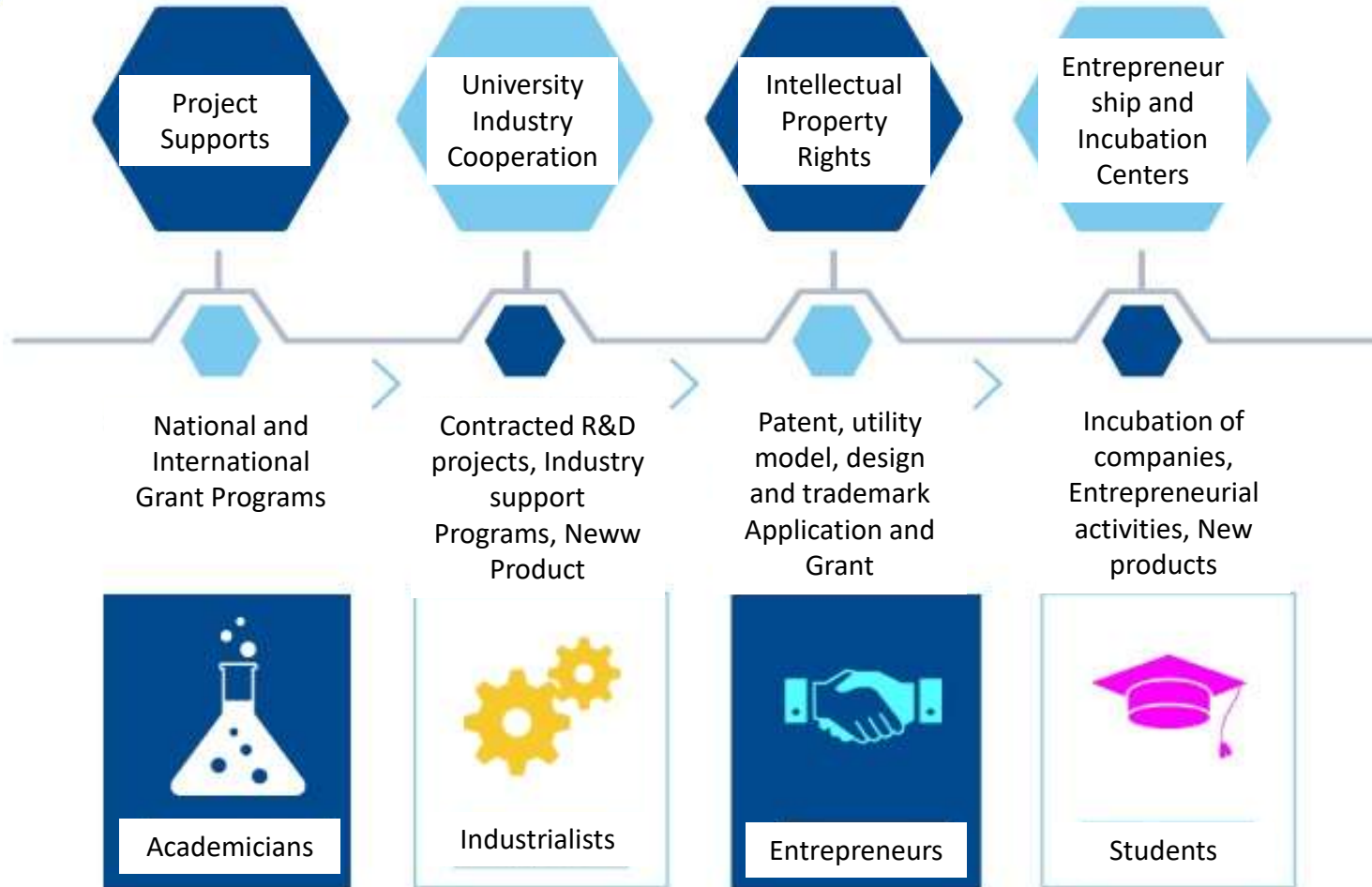
İlknur Elyıldırım
Intern



Berkant Kara
Intern



'TTO as a Platform'

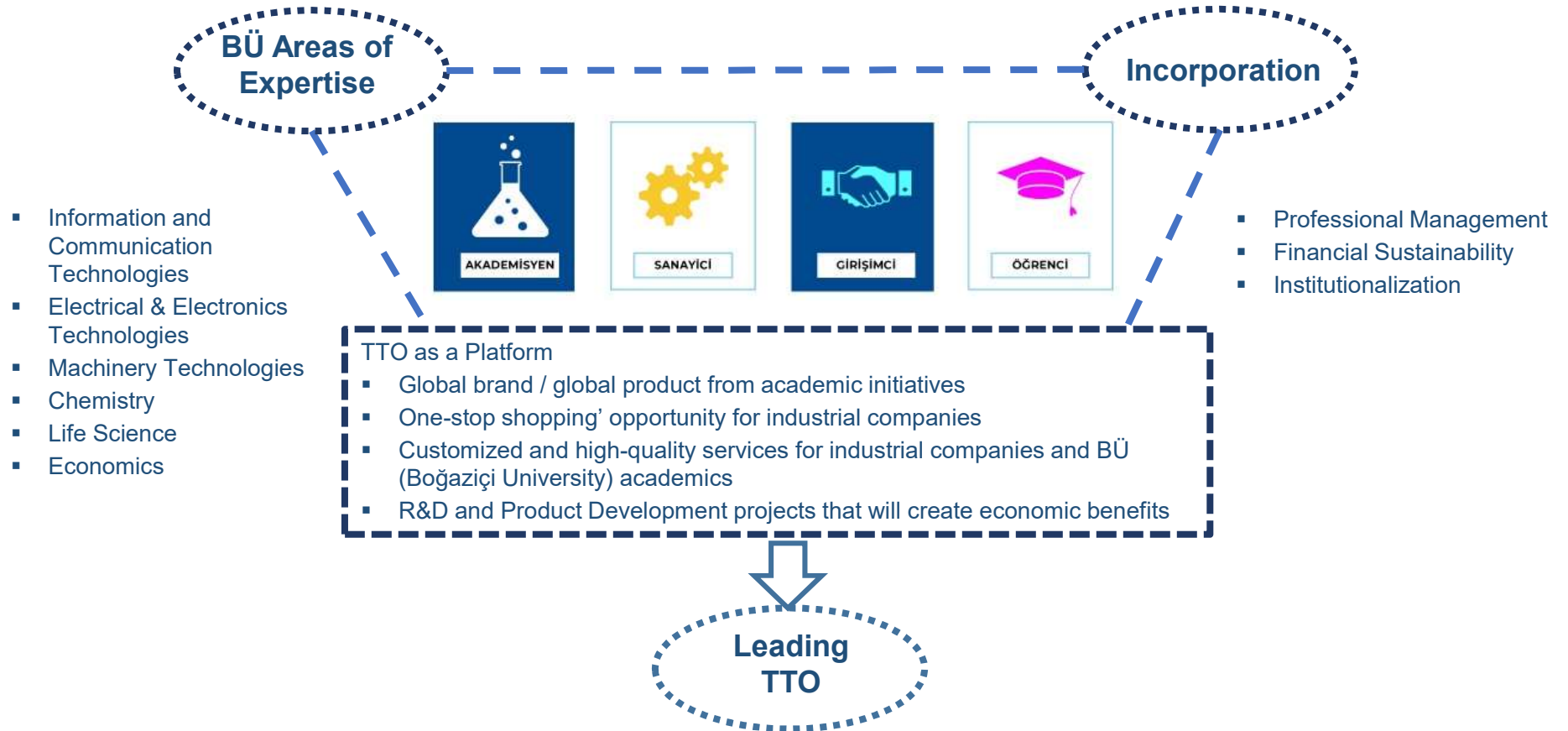




'TTO as a Platform'



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Interactive Management of TTO Activities

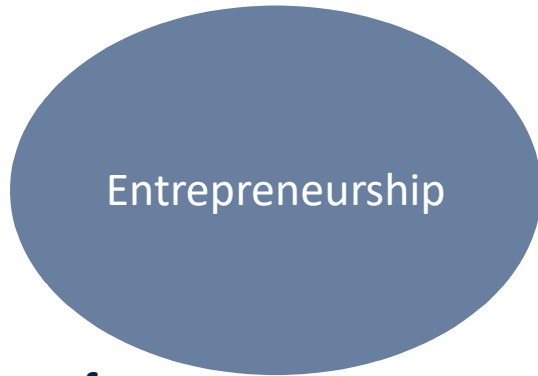


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Awareness Activities

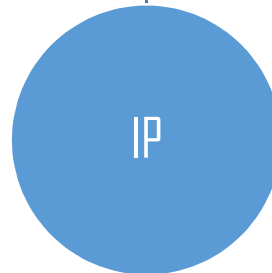


Industry Partnered EU Projects



Support for start-ups to
apply for TEYDEB projects

Commercialization Activities of
Patent Portfolio



IP contribution to industrial
Projects



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National and International Grant Programs



Support for National and International Grant Programs



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Services We Provide Before Project Application

- Announcement of Calls,
- Organization of Information Days,
- Consultation during the preparation of project budgets,
- Support for researchers in finding partners and collaborations for projects,
- Provision of relevant institutional and project data from the university,
- Communication with funding organizations,
- Monitoring of internal signature processes

Services We Provide During Project Acceptance

- Management of Grants & Consortium Agreements
- Internal signature processes,

Services We Provide During Project Execution

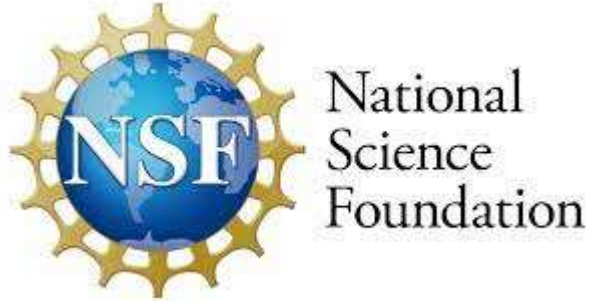
- Consultation in financial report preparation,
- Communication with funding organizations.



International Grant Programs Supported



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National Institutes
of Health





National Grant Programs Supported



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Contributions of Our Support to the University / Community



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

- Enables academics and researchers to develop and realize innovation-focused projects,
- Contributes to economic growth by transferring the developed innovative products and technologies to industry and society,
- Helps in developing international collaborations and creating a global impact,
- Offers opportunities to students for participating in research projects, gaining experience, and contributing to real-world problems.



Recent Achievements

- ✓ **Our university's first ERC project:** In 2023, the ERC CoG call Computer Engineering 'LifeLu' project (2 million euros),
- ✓ **6 Horizon Europe projects with a budget of 4 million euros:** 6 accepted and 3 reserves out of 24 applications",
- ✓ **The second phase of the 'NeurotechEU' project of European Universities:** BOUN budget 900,000 euros,
- ✓ **Our university's first coordinator role:** 'BIOTIN' MSCA COFUND project,
- ✓ **5 TÜBİTAK Bilateral/Multilateral Collaboration international projects** in 2023,
- ✓ **3 TÜSEB and 2 TÜBİTAK 1505-University Industry Collaboration projects:** total budget 6.1 million TL in 2023.



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Industry Collaboration



Industry Collaboration



- Contribute to the transformation of the scientific potential in the university into economic value by transferring it to industry,
- Bringing together the research and development activities of university researchers with industry,
- Creating industry-funded collaborations in line with the needs of the industry and facilitating interaction between industry and the university,
- Taking the initial steps for value-added, economically beneficial commercialization efforts with the industry.



Industry Collaboration

- Acting as a matchmaking and unifying bridge for R&D collaboration between university researchers and industry.
- Implementation of academic R&D projects on the industry side.
- Matching researchers with R&D requests from industry.
- Specialized service packages offered by TTO experts and/or solution partners to increase institutions' R&D capacities.
- Business development, sales development, academic matching, contract management.
- Project Management: Coordinating to ensure the realization and progress of all activities of the project, following the initial communicative and connecting role between researchers and industry.
- Exemption and accounting support in Technopark administrative processes.
- Contract negotiations within the scope of financial and intellectual property rights by TTO or the institutions' own approaches.

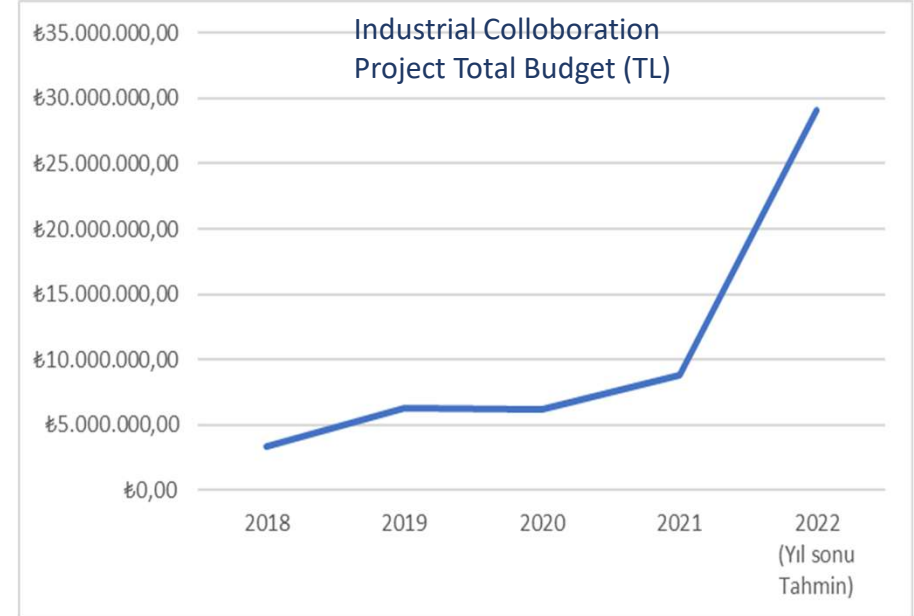


Industry Collaboration



Boğaziçi Üniversitesi
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- Annual tracking of 130 – 150 potential opportunities
- Average job conversion rate of 30%.
- Approximately 2.5 times increase in collaboration projects between 2022-2023.
- Better recognition of R&D areas of BÜ (Boğaziçi University) academicians
- Thematic focus with in industry verticals: Health, Defense, Sustainable Energy, Digital Transformation
- Clusters, networks, NGOs, etc., for industrial collaboration
- Focus on large-budget and international collaborations



Industrial Project Revenues are the most important resource for the sustainability of the TTO



Industry Collaboration



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Intellectual Property Rights



Intellectual Property Rights



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

Intellectual Property Unit;

- strives to enhance the social and economic impact of Boğaziçi University's research, knowledge base, and innovations,
- serves as a nexus, connecting diverse fields and sectors through the common thread of intellectual property.
- dedicated to transforming data, technical knowledge, and research outcomes into sustainable products, services, and solutions.
- proactive in developing policies informed by a deep well of knowledge,
- simultaneously encouraging creativity and the sharing of knowledge.
- aims to amplify the return on investment for intellectual assets derived from R&D activities.
- ensures that the knowledge produced has a broad market reach and conveys tangible benefits to society.
- by adhering to legal processes and regulations, the unit bolsters the university's reputation and solidifies its legal standing.



Intellectual Property Rights



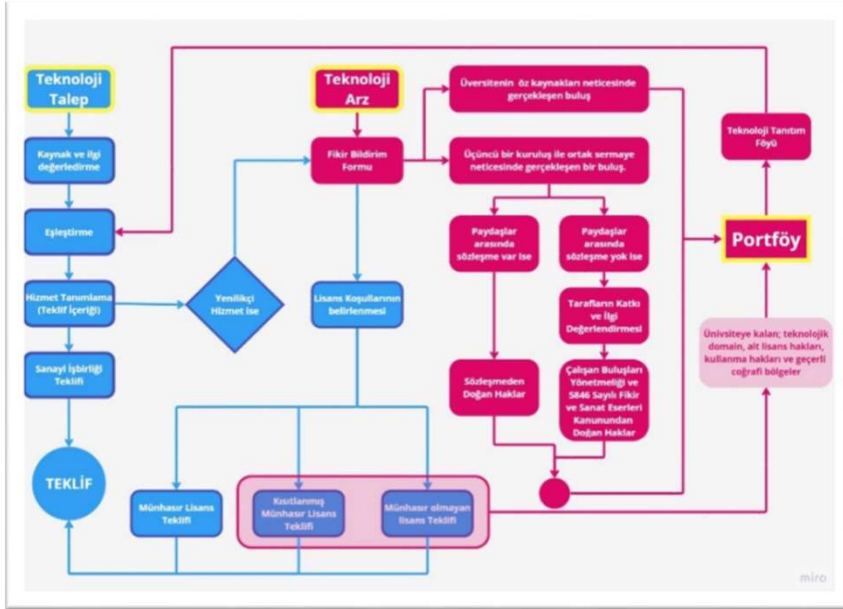
- Assesses the potential of ideas for invention applicability,
- Assists with the completion of the Invention Disclosure Form (IDF),
- Conducts preliminary research and market analysis to inform IDFs,
- Creates content and provides secretarial services for the University Intellectual and Industrial Property Commission,
- Facilitates application and protection processes through coordination between inventors and the patent Office,
- Enhances the Industry and Entrepreneurship team's efforts in commercialization,
- Participates in the Intellectual and Industrial Property Board,
- Facilitates for university policy studies and the deployment of implementation instruments,
- Oversees the management of university trademarks,



Intellectual Property Rights



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Teknoloji Transfer Ofisi



- manages the intellectual property portfolio and oversees related financial transactions,
- develops commercialization strategies and performs patent valuation analyses,
- incorporates Intellectual and Industrial Property clauses into industry project contracts as required,

- develops intellectual property sharing strategy for R&D projects,
- manages the addition of R&D project outputs to the portfolio,
- assesses intellectual assets by technological fields and geographical regions to provide a competitive edge in the relevant area needed by the parties,



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

2023 Boğaziçi University IP Portfolio



- ✓ total of **94** patents
- ✓ **56** of which are international patents
- ✓ **22** patents are licensed to 4 different companies in the form of patent families
- ✓ License income of **395,000 TL** in 2023
- ✓ **4** national and **5** PCT applications in 2023
- ✓ **5** grants decisions and **9** positive research reports



2023 Boğaziçi University IP Portfolio



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi



Sağlık Teknolojileri

- Tıbbi Cihaz Takibi İçin MR Düzeneği
- Bir Anten GönDESİM Yöntemi
- Biyosensör Uygulamaları İçin Anten Entegre Edilmiş Bir Biyosensör ve Ölçüm Yöntemi
- Kolonoskopi Amaçlı Bir Medikal Cihaz
- Obstrüktif Uyku Apnesi Tedavisinde Kullanılan Bir Ağzı İçin Aparat
- Split-Ring Resonator-Based Strain Sensor on Flexible Substrates for Glaucoma Detection,
- Biomedical Pressure Sensing System
- Bir Balonlu Pektus Bari
- Bir Bar Şekillendirme Cihazı ve Yöntemi
- Interventional MRI Compatible Medical Device, System and Method Gıyilebilir Esnek Meme Bobini
- ASC Specks in Cancer Immunotherapy
- Beden İçeri Elemanlar ile Beden Dışı Elemanlar Arasında Veri Akışını Sağlayan Bir Sistem ve Yöntem
- Biyopsi İğnesinin Konumunun MRG Altında Tespit Edilmesini Kolaylaştıran Bir Sistem
- BMP İnhibitörlerinin Mol Gebelik Tedavisinde Kullanımı
- Eretil Disfonksiyon Hastalığının Derecelendirilmesinde Kullanılabilen Noninvazif Sistem
- Rijiditenin Değerlendirilmesi İçin Mobil Bir Aparat Sistemi



Makine ve İmalat Teknolojileri

- Endüstriyel Robotlar İçin İki Serbestlik Dereceli Bir Tutucu Sistemi
- Tek Parçalı Yapıya Sahip Geliştirilmiş Çarpma Kutusu
- Tampon Girişi ve Üretim Yöntemi
- Çoklu Malzemeli Denge Çubuğu ve Üretim Yöntemi
- Bir Şaft ve Üretim Yöntemi
- Bir Mafsal Mekanizması
- Bir Titreşim Yalıtım Sistemi



Elektrik Elektronik ve Haberleşme Teknolojileri

- Bir Anten Sinyal Emici
- Çoklu Serbestlik Dereceli Manyetik Eyleyici Entegre Edilmiş Atomik Kuvvet Mikroskobu
- Bir Akıllı Kart Sistemi
- Pasif Matris Format Halinde Dizili Elektrik Elemanların Değerlerinin Tam Olarak Bulunmasını Sağlayan Bir Sistem
- Çok Katlı Seralar İçin Bir Işıkdandırma Sistemi Tanım Seracılık



Malzeme ve Kimya Teknolojileri

- Bir Anten Sinyal Emici
- Çoklu Serbestlik Dereceli Manyetik Eyleyici Entegre Edilmiş Atomik Kuvvet Mikroskobu
- Bir Akıllı Kart Sistemi
- Pasif Matris Format Halinde Dizili Elektrik Elemanların Değerlerinin Tam Olarak Bulunmasını Sağlayan Bir Sistem
- Çok Katlı Seralar İçin Bir Işıkdandırma Sistemi Tanım Seracılık



İnşaat Teknolojileri

- Bir Anten Sinyal Emici
- Çoklu Serbestlik Dereceli Manyetik Eyleyici Entegre Edilmiş Atomik Kuvvet Mikroskobu
- Bir Akıllı Kart Sistemi
- Pasif Matris Format Halinde Dizili Elektrik Elemanların Değerlerinin Tam Olarak Bulunmasını Sağlayan Bir Sistem
- Çok Katlı Seralar İçin Bir Işıkdandırma Sistemi Tanım Seracılık



Bilgi ve İletişim Teknolojileri

- Bir Anten Sinyal Emici
- Çoklu Serbestlik Dereceli Manyetik Eyleyici Entegre Edilmiş Atomik Kuvvet Mikroskobu
- Bir Akıllı Kart Sistemi
- Pasif Matris Format Halinde Dizili Elektrik Elemanların Değerlerinin Tam Olarak Bulunmasını Sağlayan Bir Sistem
- Çok Katlı Seralar İçin Bir Işıkdandırma Sistemi Tanım Seracılık



Case for IP Licensing



VACCIZONE

TUBİTAK 1702 project application was made with two license agreements between Vaccizone and Boğaziçi University, and it was entitled to be supported. Vaccizone will pay the fees required by the license agreement with the support of TÜBİTAK.

- Fixed incomes to be obtained through licensing total: 1,723,768 TL (2022 TL values)
- Payment distributed over the years
- A 2.5% royalty fee as per the contract in 2023
- Typically, productization begins after 5 years



Case for IP Licensing



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- In 2021, RS Research was granted an exclusive license by the decision of Intellectual and Industrial Property Valuation Commission
- Generally, productization begins after 5 years.



US 20220152216A1

(19) **United States**

(12) **Patent Application Publication** (10) **Pub. No.:** US 2022/0152216 A1
(43) **Pub. Date:** May 19, 2022

(54) **ANTIBODY-POLYMER CONJUGATES** (30) **Foreign Application Priority Data**
(71) Applicant: **BOGAZICI UNIVERSITESI, Istanbul** (TR) Jul. 30, 2019 (TR) 2019/11542
(72) Inventor: **Rana Sanyal, Istanbul (TR)** (51) **Int. Cl.**
(21) Appl. No.: **17/587,667** **A61K 47/68** (2006.01)
(22) Filed: **Jan. 28, 2022** **A61K 45/06** (2006.01)
A61K 47/58 (2006.01)
(52) **U.S. Cl.**
CPC **A61K 47/6883** (2017.08); **A61K 47/6803** (2017.08); **A61K 47/58** (2017.08); **A61K 47/6855** (2017.08); **A61K 45/06** (2013.01)
(57) **ABSTRACT**
The present invention relates to antibody-polymer conjugates which have high drug carrying capacity and which can realize active targeting thanks to the antibody existing thereon.
(63) Continuation of application No. PCT/TR2020/050674, filed on Jul. 29, 2020.

Related U.S. Application Data





Outcome-Oriented IP Management



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Original Evaluation Methodology

- Original patent commercialization analysis consisting of qualitative assessment techniques developed by the European Patent Office
- Valuation cooperation with the Turkish University-Industry Collaboration Platform (USIMP)
- Inventor interviews and customer validations
- Early informing of potential licensee companies
- Enhancing the TRL levels of projects through industry partnership projects

teknoloji patent lisans

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Patent Ön Analiz Parametreleri (IP Score – Qualitative Evaluation Parameters)

A. Patent:
Türkiye'de patent süreci devam etmektedir. Henüz resmi bir araştırma raporu Kurumdan ulaşılmamıştır. Ancak buluşçu öğretim üyesinden sağladığı bilgilere göre teknoloji tamamen yeni bir yaklaşım olan pasif titreşim sönümlenme prensibinin bir örneğidir. Türkiye ve PCT başvurusundan sonra beklenecek ülkelerde tescil olma ihtimali yüksektir. PCT başvurusu ve denemek duma bir araştırma raporuyla birlikte bu kritere ilişkin ticarileşme potansiyel önemli ölçüde artacaktır.

Legal status
Legal position of strength
Patent status
Patent term remaining
Geographical coverage
Breadth of claim

B. Teknoloji:
Buluşçu öğretim üyesi tarafından **laboratuvar** ortamında başarılı bir prototip denenmiş ve çalışılmıştır. Teknolojik geçerliliği ilişkin skorların arttırılması için buluşun mutlak ticari bir prototipinin belirli bir hedef sektörde geliştirilmesi ve sonuçlarının değerlendirilmesi gerekmektedir. Bu bağlamda BOUN TTO tarafından çeşitli firmalarla iletişime geçilmiş olup Dalgaçiran Kompresör firmasıyla somut bir iş birliği yönünde adımlar atılmaya devam etmektedir.

Technology
Unique technology
Substitute technology
Dependent on license agreements
Testing of the invention
Production of infringing copycat products
Production skills/equipment
Pre-commercial term of development

A1	Patent status	What is the status of the patent?	2	2020/02632, (21.02.2020) –PCT başvurusu için KI: 21.02.2021
A2	Legal position of strength	What is the patent's legal position of strength?	2	Yalnızca başvuru öncesi TTO olarak bir araştırma yapılmış olup Resmi araştırma raporu henüz ulaşılmamıştır.
A3	Patent term remaining	For how long is the patent still valid?	5	Yurtdışındaki 20 yıllık koruma süresi PCT başvurusu ile başlayacaktır.
A4	Breadth of claim	How broad and comprehensive are the patent claims?	3	İstisnalar çok geniş olup, yeniden düzenlenmesi gerekebilir. Ancak temel bir buluş olduğundan geniş bir kapsamla tescil edileme olasılığı yüksektir.
A5	Geographical coverage	Does the patent's geographical coverage include the relevant markets?	3	Karar verilmesi gereken konular: PCT başvurusu ve PCT sonunda ülkeler geçişler
B1	Unique technology	Is the invention a unique technology?	5	Buluş temel bir teknoloji olup birçok farklı sektörde uygulama alan bulabilecektir.
B2	Substitute technology	Is the invention technically superior to substitute technology?	4	Çok sayıda teknolojiye göre çok büyük avantajlar sağlanmaktadır.
B3	Testing of the invention	To what extent has the invention been tested?	2	Bir prototip ve akademik makale ile çok temel testleri üretilen sistemler çalışılmış göstermektedir. Ancak henüz belirli bir sektörde uygulaması yapılmamıştır.
B4	Production skills/equipment	Does the patented technology call for new skills, qualifications, or production equipment?	2	Çok temel bir buluş olduğundan sektör uygulama ve buralarda üretim süreçleri bakımından tamamen yeni bir yaklaşım gerektirecektir.
B5	Pre-commercial term of development	How much time is required before patented technology can be commercially worked?	1	Ticarileştirme öncesi 2 yıldan daha fazla bir geliştirme sürecine ihtiyaç olacaktır.
B6	Production of infringing copycat products	Are infringing copycat products easy to produce?	2	Buluşun gerçekleştirilmesi ve kopyalanması için bir akademik bilgi gerektirmektedir. Kopyalanmasını zor olacak değerlendirilmektedir.



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi



Entrepreneurship



Entrepreneurship

- Entrepreneurship incubation, maturation and acceleration support,
 - Application, selection-evaluation processes, mentorship, training, maturation, commercialization services,
 - Execution of TÜBİTAK - BİGG (Individual Entrepreneurship),
 - Incubation management,
 - Incubation Centers:
 - South Campus – DreamBU,
 - Kandilli Science and Technology Building (Deep Tech Center),
 - Cube-Beyoğlu,
 - BÜDOTEK Incubation Center,
 - Coordination with Technoparks and management of exemptions.
-



Entrepreneurship

- First and Leading Investment Based Entrepreneurship Support Program
 - Project management
 - Co-investment Program - Entrepreneurship Acceleration Studies
 - Consultancy
 - Training / Project Writing Support
 - Supports for Boğaziçi University Students
 - Support for the transition to the idea project,
 - Directing to entrepreneurship programs, partnering with and/or supporting programs,
 - Announcements / Seminars / Awareness Days
-



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Entrepreneurship



Consultancy Services

- Supports for Technopark Incubation Centers
 - Application, Evaluation, Management and Alumni processes
 - Startup Establishment, Tracking, Needs Analysis, Financial Projection Development, Presentation Preparation, Road Mapping, Investment Presentation, Guiding Investors, Trainings, Mentoring
- Supports for Companies Established in Collaboration with Academicians/Students
 - Acceleration Program Packages
 - Creating Supports for Entrepreneurs
 - Marketing/Investment Processes / Investment Readiness Trainings
 - Developing Trainings Based on the Needs of Companies



TÜBİTAK BİGG - Individual Entrepreneurship Program



Boğaziçi Üniversitesi
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- Tailored to entrepreneurs, prepared with an educational model, both online and offline application training program
 - Modular, output-focused online training
 - Entrepreneur performance tracking mechanism
- Customized mentorship and organized tracking mechanism
 - Graduates of the TÜBİTAK mentor training program, a pool of 60 skilled mentors + active use within the BÜ ecosystem
 - Mentors' interaction, guidance
- Business plan and model establishment and evaluation services
- Diverse perspective and expertise, jury composed of individuals from different backgrounds
- Joint planning processes with large companies that will provide market access and potential customers
- Mentorship, business plan and model consultancy personalized by the BİGG team, triple control, support and guidance
- **Success rate: 50%**





TÜBİTAK BİGG - Individual Entrepreneurship program



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

- Implementing agency since 2018
- The acceptance rate of selected enterprises for Tübitak support is 50%
- New "DreamBiGG" in 2023
- An approach aimed at increasing the success rate by considering investor opinions in the early stages of the process, with stronger partners and a broader stakeholder network





Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi



DreamBU Pre-Incubation



- Workspace and support program for Student Entrepreneurs
- Support for student interaction programs prepared by the Bright Student Community
- Support for idea-phase startups participating and winning in Pitching Day competitions
- Support for the Fire Up program
- Preparation of training programs according to the needs of startups
- Inclusion in mentorship – consultancy processes
- Thematic direction of entrepreneurs to acceleration programs



Incubation and Entrepreneurship Acceleration



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

BUDOTEK
TEKNO PARK

- 5 enclosed, 1 open office
- 300 m² area with a 55-person capacity
- Acceptance and evaluation of incubator companies
- Monthly performance reviews with a changing count of 15 to 18 startups
- Equity-Based Crowdfunding Activities
- Weekly training and seminars





Incubation and Entrepreneurship Acceleration



Boğaziçi Üniversitesi
Teknoloji Transfer Ofisi

Kandilli FNN Incubation

- Over 800 m² of open office and social space
- 80-person capacity workspace
- Access to R&D and GLP laboratory facilities at the Kandilli Deep Technology Base





Incubation and Entrepreneurship Acceleration



Boğaziçi Üniversitesi
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KANDİLLİ DEEP TECHNOLOGY BASE – KANDILLI HEALTH



- Activities coordinated by ISEK (İstanbul Health Industry Cluster)
- Kandilli Deep Conversations, Medical Device Workshops
- Support for entrepreneurs in the health sector with LIFESCI tests, imaging, and technical services to provide a unique contribution in Turkey
- Collaboration with FONBULUCU, FONLA BÜYÜSÜN to accelerate health sector entrepreneurs



Bu proje Avrupa Birliği ve Türkiye Cumhuriyeti tarafından finanse edilmektedir.
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Yaşam Bilimleri KOBİ'lerinin Küresel Rekabetçiliğini Arttırmaya Yönelik
Ar-Ge Destek Laboratuvarları Projesi

R&D Support Labs for
Life Sciences SMEs Toward Global Competitiveness Project

Boğaziçi Lifesci
KANDİLLİ DERİN SOHBETLERİ / KANDİLLİ DEEP TALKS - 3
PROGRAM / AGENDA 21 Eylül / September 2022



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Incubation and Entrepreneurship Acceleration



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- TTO, İSEK, and Technopark Istanbul collaboration
- Biotechnology incubator at Technopark Istanbul Cube Incubation's top floor
- 12 independent wet labs with special benches that can be used separately
- 8 GMP-compliant modular clean rooms





Incubation and Entrepreneurship Acceleration



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CUBE BEYOĞLU

- Turkey's first thematic satellite incubation center in collaboration with Technopark Istanbul, Beyoğlu Municipality, Istanbul Technical, Boğaziçi, and Middle East Technical Universities
- Focus areas: Games, AR/VR, Simulation, Digital Art, Mobile Application.
- A historically restored venue in the city.
- A total of 440-person working space across 3 floors.

teknopark istanbul | BEYOĞLU BELEDİYESİ | BOĞAZIÇI ÜNİVERSİTESİ | İTÜ | ODTÜ | cube incubation

Ekosistemin Güçlü Oyuncuları Bir Arada

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Oyun, AR/VR, Dijital Sanat Simülasyon ve Mobil Uygulama Odaklı
Girişimcilerini Bekliyor!

Başvuru için
cubeincubation.com

www.tto.boun.edu.tr

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Entrepreneurship



- Gaining sales or as an asset over a long and regulation-intensive process
- **Incubation and accelerator** areas to encourage entrepreneurs in deep technology fields
- National and/or international collaborations and applications for funds for sustainability
- Equity-based crowdfunding to encourage entrepreneurs to get early investments
- Aimed at increasing sales capacity with one-on-one mentorship and training, and accelerating commercialization with **national and global market research**

	2018	2019	2020	2021	2022	2023 (on ay)
# of Business Ideas	21	63	47	47	73	53
# of Established Startups	2	6	10	11	10	6



Entrepreneurship – Partial List of Startups



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DATAFORS YAPAY ZEKA ANONİM ŞİRKETİ
LENS TEKNOLOJİ A.Ş.
VİROSTEM BİYOTEKNOLOJİ SANAYİ VE TİCARET A.Ş.
STEMXR YAZILIM VE BİLİŞİM ARGE HİZMETLERİ DANIŞMANLIK YAYINCILIK TİCARET ANONİM ŞİRKETİ
VAHAA DİKEY TARIM ÇÖZÜMLERİ VE TEKNOLOJİ ANONİM ŞİRKETİ
İNSİGMA MÜHENDİSLİK DANIŞMANLIK VE TİCARET ANONİM ŞİRKETİ
METAWISE YAZILIM ANONİM ŞİRKETİ
CODESWİTCH YAZILIM BİLİŞİM VE DANIŞMANLIK ANONİM ŞİRKETİ
ACT SCİENTİFİC BİLİŞİM İMALAT İTHALAT İHRACAT SANAYİ VE TİCARET LİMİTED ŞİRKETİ
NUTZENTECH TEKNOLOJİ ARAŞTIRMA GELİŞTİRME SANAYİ VE TİCARET ANONİM ŞİRKETİ
HİSARTECH YAZILIM ARGE MÜHENDİSLİK SANAYİ DANIŞMANLIK TİCARET LİMİTED ŞİRKETİ
SELEK ARGE VE İNOVASYON LİMİTED ŞİRKETİ
VEVALABS TEST VE DOĞRULAMA YAZILIM ÇÖZÜMLERİ ANONİM ŞİRKETİ
YUNA TEKNOLOJİ A.Ş.
PLANTY GIDA VE İÇECEK ANONİM ŞİRKETİ
VNF ANALİTİK YAZILIM VE DANIŞMANLIK ANONİM ŞİRKETİ
HİWELL TEKNOLOJİ ANONİM ŞİRKETİ
ARTIFEYE TEKNOLOJİ LİMİTED ŞİRKETİ
BBA TEKNOLOJİ
HİSTORİA YAZILIM BİLİŞİM VE DANIŞMANLIK LİMİTED ŞİRKETİ
WEDO BİLGİ TEKNOLOJİLERİ A.Ş.
MOTUSMEC MÜHENDİSLİK ARAŞTIRMA GELİŞTİRME DANIŞMANLIK TEKNOLOJİ LİMİTED ŞİRKETİ
TERMOSİM TERMAL MÜHENDİSLİK LİMİTED ŞİRKETİ
TURDUSWORKS BİLİŞİM TEKNOLOJİLERİ LİMİTED ŞİRKETİ
PARIETA DİL TEKNOLOJİLERİ YAZILIM ANONİM ŞİRKETİ
BİOACT FARMA İLAÇ ÜRETİM ANALİZ ÖZEL SAĞLIK HİZMETLERİ MEDİKAL PAZARLAMA İTHALAT İHRACAT SANAYİ VE TİCARET LİMİTED ŞİRKETİ
CORFELIX AI BİLİŞİM VE YAZILIM ANONİM ŞİRKETİ
ADSİSTENT İNTERNET TEKNOLOJİLERİ REKLAMCILIK VE YAZILIM HİZMETLERİ LİMİTED ŞİRKETİ
TENERGİ ENERJİ TEKNOLOJİLERİ ANONİM ŞİRKETİ



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Training and Support



Training and Support

TTO offers seminars, customized educational packages , and experience sharing to technoparks, other TTOs , personal and institutional entrepreneurs

✓ **Additional source of Revenue for the TTO**

PRE INCUBATION

- Technology Transfer Mechanisms
- Introduction to Entrepreneurship
- Business Models
- Preliminary Patent Search
- IP Based Technology Transfer
- Patent Application Strategies
- Support programs and proposal preparation

INCUBATION AND BEYOND

- Market and Competition Analysis
- Startup Law – Partnership Agreements
- Presentation & Pitch Deck Preparation
- Strategies for Market Entry
- Business Plan Preparation
- Support programs and proposal preparation



Traning and Support – IP



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Teknoloji 1

- Basic IP rights
- Competitor and IP search
- Patent Literacy
- Straegies for Patent Application , know how and trade secrets
- Ownership for Institutional inventions and the rights of workers
- Ownership for muştı-institutonal or publicly supported inventions
- Strategies for negotiating licenses
- Preparing Claim set and specification
- Patent based entrepreneurship
- Fundemantals of patent violation and litigation
- Uniter Patent System
- Standart Essential Patents
- TS EN ISO 56002 Inovasyon Management System
- Management of Patent Portfolios



Training and Support



ÖZEL EĞİTİM PAKETLERİ	
SAĞLIK ALANINA ÖZEL EĞİTİM PAKETİ	
1	MDD, IVD, MDR, IVDR, FDA, KYS Hakkında Bilgilendirme Eğitimi
2	Tasarım Regülasyonu
3	Tasarım Verifikasyonu ve Validasyonu (Biyoyumluluk, Elektriksel güvenlik testi, Klinik Gelişim Planı)
4	Tıbbi Cihazlar için Mentorluk Eğitimi
SAĞLIK ALANINA ÖZEL LABORATUVAR KULLANIM EĞİTİM PAKETİ	
1	Mikroelektronik - Biyomedikal Temiz Oda
2	Kimyasal Lab. Kullanımı
3	Sağlık / İlaç Lab. Kullanımı
4	Lab Güvenliği ve İş Sağlığı
SÜRDÜREBİLİRLİK EĞİTİM PAKETİ	
1	Karbon Ayak İzi
2	Karbon Sertifikasyonu
3	Döngüsel Ekonomi



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Concluding Remarks



- **Commercialization and Licensing : the weakest link for the sustainability of TTOs**
- **Transfer and Commercialization are completely different functions**
- Commercialization requires many different expertises based on the sectors, investors and the nature of start-up
- Commercialization depends heavily to the execution capabilities of the entrepreneurs and may develop outside of the TTO's control
- The commercialization of academic developments requires more resources beyond the capabilities of TTOs
- The commercialization of deep-tech ideas is a very complex and lengthy exercise
- The success of IP based commercialization depends both on the interests of the players in the industrial sector and the management of administrative and legal processes



Looking in the Future

TTO can be considered as a bridge

- The successful utilization of a bridge, depends not only to the strong construction of the bridge but also the presence of valuable assets on both side
- The ideas incubated on the academic environment can only be turned into effective value-added economic and social impact if cultural and economical conditons are present
- TTOs are **technology miners** but the successful utilization of the raw materials requires further processing outside of TTO, after the early and initial pre-processing by the TTOs





.....Thanks



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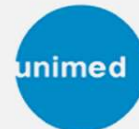
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