Who we are

ASTP   Association of European Science & Technology Transfer
Professionals, established 1999. More than 600 individual members
from 260 institutions and 42 countries, mostly from Europe,
independently funded, practitioners based.

Mission

Improve the TT/KT process by exchanging best practices & training TT/KT professionals from academia and industry

How are we doing it

Events   High standard of quality with approx. 700 participants per annum

Trainings   Fundamental, Advanced and Masterclasses

Tools   web site (hub for members services)

Annual TT Survey together with **AUTM**

Founding partner in **ATTP**

Growth of our membership

- **Members: approximately 80% academic, 20% business**

- **611 members (update July)**

- **37 Institutional members**

- **Covering Europe and abroad (USA, Asia, New Zealand)**

Board 2012 – 2013

ASTP Board members as per May 2012

Anders Haugland   *Bergen Technology Office, Norway (president)*
Marc Le Gal   *Université de Lyon , France*
Sara Matt-Leubner   *University of Innsbruck, Austria*
Christian Stein   *Ascenion, Germany*
Spela Stres   *Jozef Stefan Institute, Slovenia*
Maria Tavares   *FISEVI , Spain*
Koen Verhoef   *Netherlands Cancer Institute, the Netherlands*

management

- **Claar-els van Delft** — *General manager*
- **Jeffrey Blair** — *Business development & strategy*
- **Ancilla Sterrenburg** — *Network coordinator*
- **Arlyta Wibowo** — *Event coordinator*
- **Patrick de Jonge** — *Financial administrator*
- **Interns** — *Office support*

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Attendance of ASTP Events: practitioners in Bergen 2008

Annual events

Annual conference   *Best practices in transfer of Science and Technology*

(200-250 attend)   Held in various cities throughout Europe

Fall meetings   interactive, hands on, small setting, indepth,

(± 150 attend)   *Combined with the national network meetings (N3)*

    Held in various cities throughout Europe

National network meeting   *Exchange of ideas and knowledge among Europe*

N3   (+50 attend)   *national networks*

    Held in various cities throughout Europe

Training courses   2 cycles per annum / 80 particpants per cycle

    Held in various cities throughout Europe

Master classes   2 cycles per annum / 80 particpants per cycle

    Held at Schipohol Airport, Amsterdam

Appreciation of events by participants

Training Courses	avr.	Masterclasses	avr.	Annual Conference	avr.
Copenhagen 2006	8,5/10	**April 2009**	**8/10**	2002 Prague	8,8/10
Dublin 2007	**8,7/10**	March 2010 Business Development	8,7/10	**2003 Copenhagen**	**8,2/10**
Vienna 2008	8,9/10	**March 2010 Collaboration Agreements**	**8,2/10**	2004 Budapest	9,4/10
Copenhagen 2008	**8,7/10**	March 2010 Negotiation	8,7/10	**2005 Amsterdam**	**8,5/10**
Leuven 2009	8,8/10	**December 2010 Negotiation**	**9,6/10**	2006 Turku	7,4/10
Mallorca 2009	**8,6/10**	December 2010 Protecting Inventions	8,9/10	**2007 Heidelberg**	**8,4/10**
Leuven 2010	8,7/10	**March 2011 University Technology Licensing**	**8,7/10**	2008 Bergen	8,9/10
Barcelona 2010	**8,2/10**	March 2011 Financing spin-outs	6,5/10	**2009 Ghent**	**8,2/10**
Leuven 2011	8,9/10	**March 2011 Business Development**	**7,8/10**	2010 Paris	8,1/10
Ljubljana 2011	**8,5/10**	November 2011	8,9/10	**2011 Stockholm**	**8,5/10**
Leuven 2012	8,2/10	**March 2012**	**8,8/10**	2012 Berlin	8,2/10
Overall Average	**8,65/10**	**Overall Average**	**8,34/10**	**Overall Average**	**8,44/10**

members services

Exchange of expertise   Platform for exchange of best practices, annual events, access to an online discussion forum

Education   Professional education, workshops, site visits

Networking   Europes largest TTO community, informal meetings at our events
ASTP Linked-in group

Up to date information   Newsletters, membership directory, ASTP Survey, conference materials

Other services   Lower registration fees for our events as well as discounts on publications & materials of past events, select European TT and National Network events

Our strengths

- Professionalisation via exchange of expertise by top TT professionals throughout Europe
- Broad international scope
- Experienced TTO's, as well as the new comers
- For practitioners – by practitioners
- Core activity is to support the professionals
- Flexible organisation, short lines of communication, direct access
- Informal: ample time at all our events for networking, social programmes
- Events: high quality speakers with interactive programs covering daily-practise topics
- 11 years of experience in the first and largest European network of TT professionals

Collaboration

- Active collaboration with AUTM, Praxis Unico, KCT and ATMT in ATTP and with AUTM on Survey

- Co-promotional partnership with various organisations

- National networks Europe
  structural contacts with Reseau Curie (France), PraxisUnico (UK) , Norwegian network, Danish network, SwiTT (Switzerland), SNITTS (Sweden), Red Otri (Spain), UTEN (Portugal), Dutch network, Flemish network, Slovenian network and Austrian, German, Greece, Hungarian, Czech, Polish, Finnish, Irish community

Professional development
2,5 days - 20 CE points

Training courses
- last week of January
- second week of September

Fundamental
(40 places)

Fundamentals of technology transfer

Advanced
(40 places)

- Strategic Marketing of Intellectual property
- Advanced Lisensing Skills
- Building and Financing Spinouts
- Advanced Marketing and Deal Making
- Effective Negotiation in Technology Transfer
- Research & development collaborations
- Technology licensing: good practices & strategies

Professional development
one day, fly in & out - 7 CE points

Masterclasses

   - End of March

- Mid of November

Topics

- Start to negotiate

- Business finance for TT professionals

- Assessing technologies: "the good, the bad & the ugly"

- Managing an effective TTO team

- Financing spin-outs
- Technology licensing

- Business development

- Collaboration agreements
- Clinical trail agreements

Professional development packages

ASTP offers various educational packages with reduction offers to fit your needs:

- *Career package* for the individual TTO professional
- *TTO package* addressing the management of a TTO office
- *Development package* for institutions, funding -agencies or national networks

On Site Training

ASTP training given at your location on the topics you choose, by highly rated trainers. We act as broker, matching your training needs with the right trainer.

- * half-day, one day and two days courses
- * standard and customized courses available
- * high quality TT trainers
- * classes of up to 35 participants
- * RTTP recognition (CE points)
- * We match the trainer with topics

With this service we hope to add yet more value to our members and the KTT community as a whole. Contact Jeffrey Blair at ASTP for more information or for an intake by phone or e-mail.

ASTP events fall 2012

* Training courses

Barcelona, Spain 24 – 26 September 2012
20 CE points each

Topics: - *Fundamentals of technology transfer (basic)*
          - *Creating successful spin-outs (advanced)*

* Fall conference

Lyon, France, 25 & 26 October 2012
10 CE points each

Business models in and for Technology Transfer: see brochures

ASTP events fall 2012

* Masterclasses

Schiphol airport, the Netherlands, 15 & 16 November 2012
7 CE points each

Topics: - *Licensing agreements*
            - *The complex licensing deals: the need for flexibility*
            - *Conflict resolutions*
            - *Post licence agreements portfolio management*

Founding partner of the
Alliance of Technology Transfer Professionals

alliance of technology transfer professionals

together with

Background ATTP

- Technology transfer is increasly viewed as a profession

- Professions require certain things:
  - a body of knowledge
  - a professional body
  - a recognised path for career profession

Supported by members
(surveyed 2009)

- Wide range support for development of professional recognition mechanisms

- Greatest support amongst the younger/newer members of tech transfer

- Strong view that development of the profession is happening and that we must take a leadership role

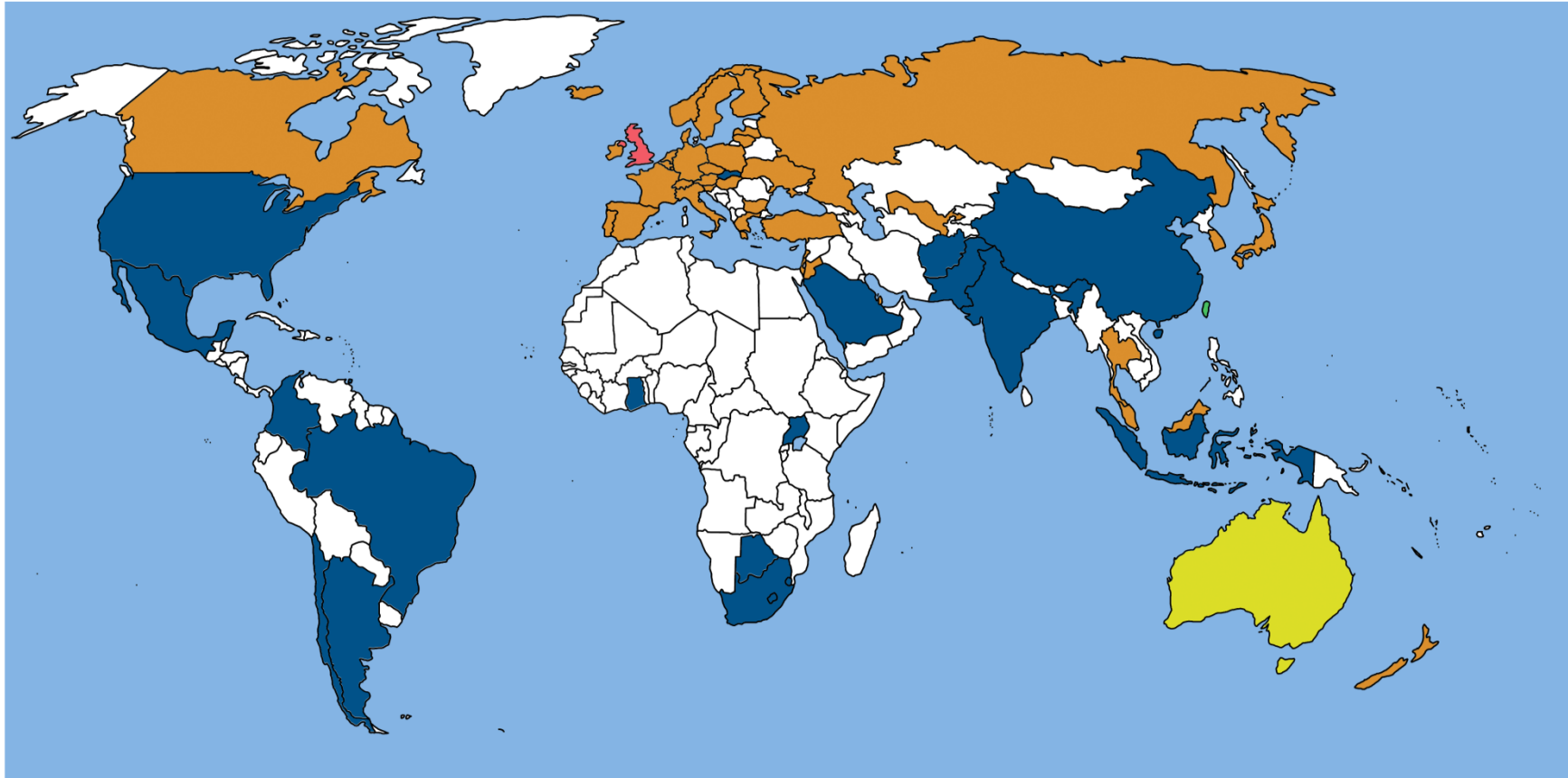- Strong view that development of the profession must be led by practioners

Founding associations (2010)

- Association of University Technology Managers (AUTM)

  – Representing 2978 Members 50 countries

- Association of European Science and Technology Professionals (ASTP)

  – Representing 627 Members 43 countries

- PraxisUnico (PrU)

  – Representing 164 members and 2000 individuals

- Association of Technology Managers in Taiwan (ATMT)

  – Representing 400 members

- Knowledge Commercialisation Australasia (KCA)

  – Representing 400 members

ATTP global coverage

Training and qualifications

- Career technology transfer members will be provided with valuable training and submit a final case study to be considered

- Experienced industry professionals will produce a comprehensive case study demonstrating their experience and qualifications
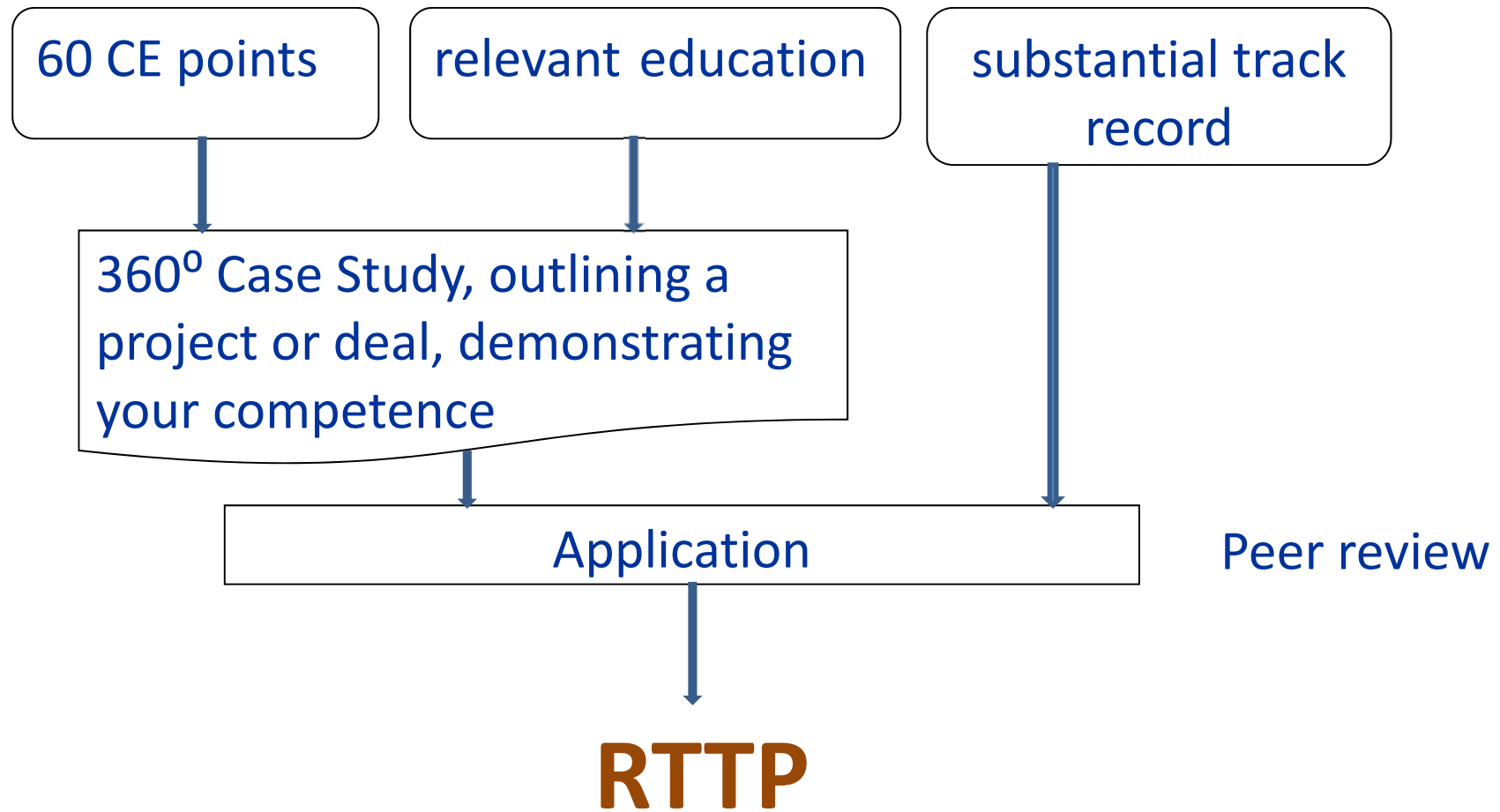
Routes to registration

- **Route I:** designed for those early in their technology transfer career
> 60 Continuing Education Credits & brief (1000 words max) that provides an overview of your technology achievement

- **Route II :** for mid-career technology transfer professionals with 3-5 years experience
> a brief (1000 words max) that provides an overview of your technology achievement

- **Route III:** for practitioners with significant years of experience and a demonstrated track record of achievement and contribution to the profession
> Hand in a short CV or resume that demonstrates your experience in TT

Demonstrated competence

60 CE points	relevant education	substantial track record

360° Case Study, outlining a project or deal, demonstrating your competence

Application

Peer review

RTTP

Application process

- online

- applications considered by an international

  panel of practioners

- $ 250 administration charge

- no annual fees

- 4 reviews a year

- next review date – the 18th of October 2012

Benefits to you

- YOU will be recognised as a registered professional

- YOU will have the gold standard recognition amongst

  your peers

- YOU will have an internationally portable qualification

- YOU will be linked in to the practioners network around

  the world

- YOU will have a powerful qualification to add to your CV

History

- 2008, MoU by ASTP, ATMT, AUTM, KCA, PrU

- May 2010: launch of ATTP with 5 founding associations in Paris

- Spring 2012: SNITTS joined the alliance

- Number of current applicants: 111 'RTTP's (June 2012)

Latest developments

- CLP and ATTP regard their systems as being complementary

- CLP will consider ATTP approved CE-points for their CLP recertification, on topics of
  - Licensing
  - Technology transfer
  - Technology commercialization

- New TT associations are being invited to join the alliance

How to become a member of ASTP

ASTP membership is open to individuals who are involved in the transfer of science and technology. There are two types of individual memberships:

academic members are individuals within universities, academic hospitals and non-private research institutes.

Any other professionals not employed at universities, academic hospitals or non-private research institutes but who are involved in the transfer of science and technology can apply for a business membership.

The annual fee for members as per 2012 follows the calendar year and is as follows:

Individual academic membership: € 250,-
Individual business membership: € 375,-
Institutional memberschip
National Network (group) membership

How to become a member of ASTP

Institutional membership

	Academic member	Business member
individual membership	€ 250	€ 375
≤ 5 people	€ 950	€ 1450
≤ 10 people	€ 1450	€ 2200
≤ 20 people	€ 2500	€ 3900
> 20 people	€ 3000	€ 4500

National Network (group) membership

If a national network has a structure so it can act as a central billing contact, ASTP sends one invoice to the network. The network has to apply for this kind of membership and ASTP will make an offer. The fee depends on the number of people in the national network (the more individuals a network consists of, the cheaper the fee per member).

Please also note that membership of ASTP remains on an **individual** base. The institutional packages are meant to offer a discount for larger numbers of members associated within a single organization and to simplify the invoicing and collection of the membership fees. In all cases, the individual members' names remain required.

Thank you for your attention
We look forward to welcoming you to ASTP!

www.astp.net