

A close-up photograph of a person wearing a VR headset, with a strong red color overlay across the entire image. The person's face is partially visible through the headset's opening.

Innovation Services



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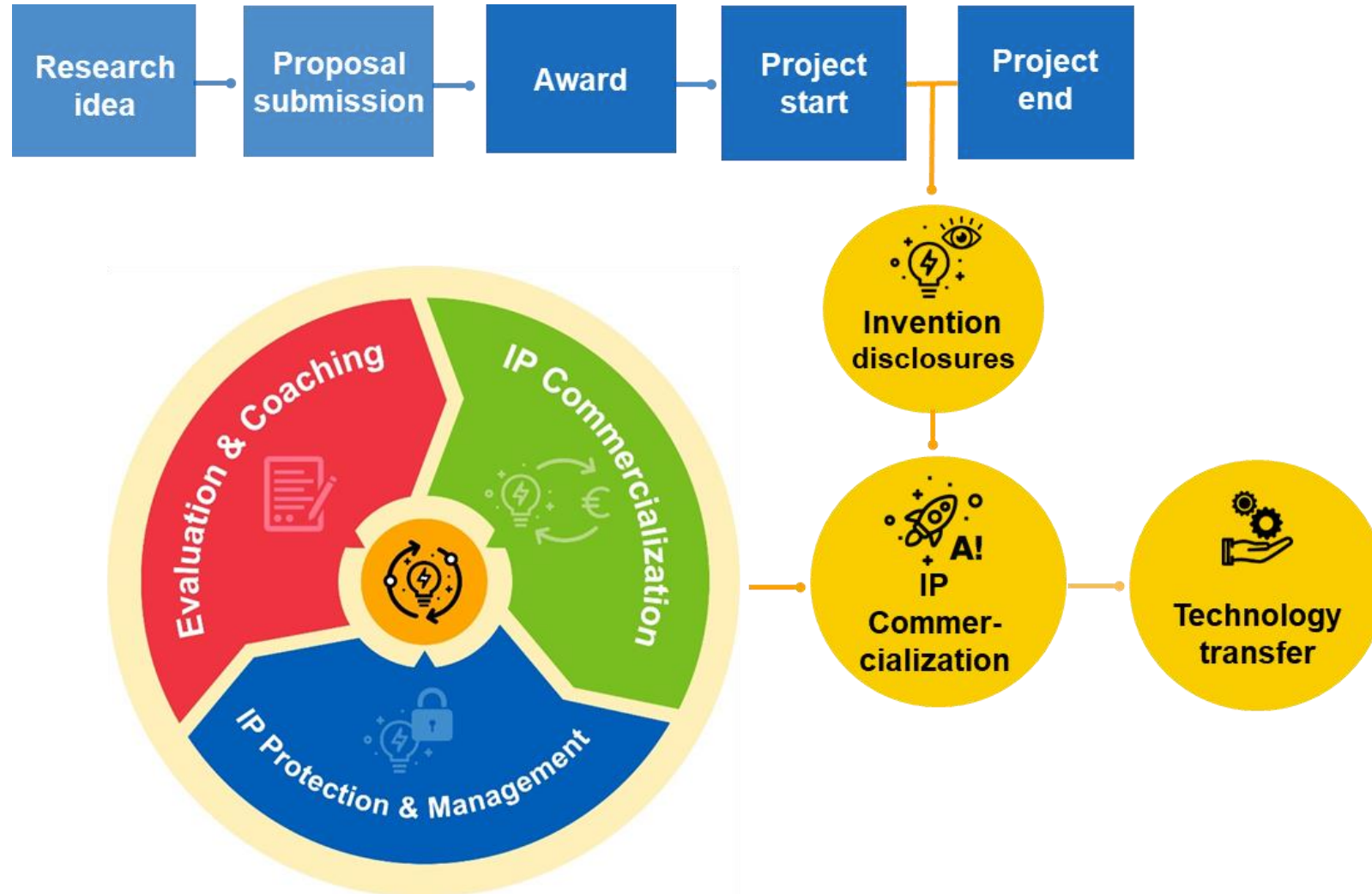
From Ideas To Impact™

Innovation Services

- **Innovation Services (IS)** manages commercialization of inventions, intellectual property and technology transfer at Aalto University
- The priority is to convert research results to positive societal impact through commercialization

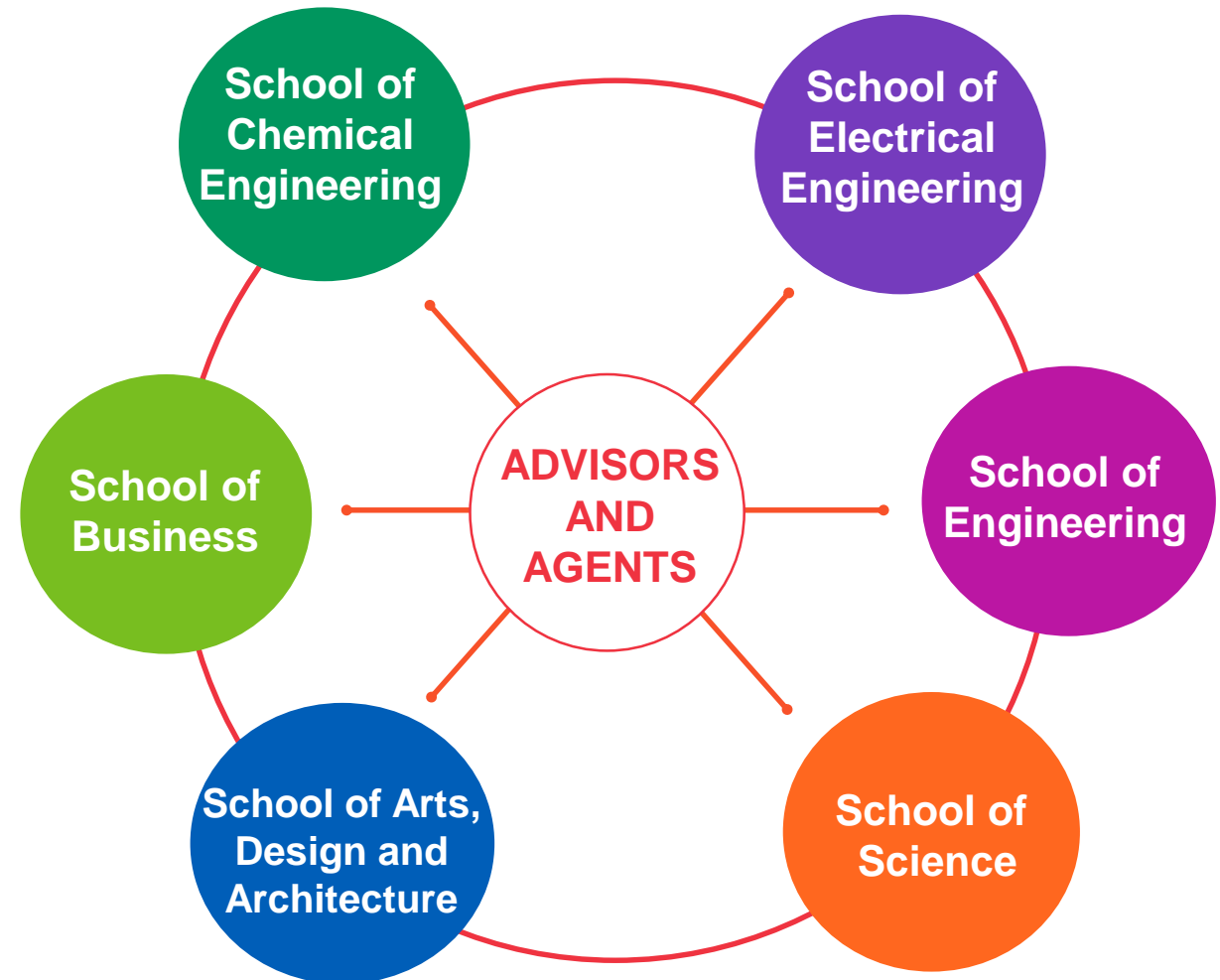


Innovation Services and research activities



Innovation advisors and agents

- Innovation advisors and agents operate at school departments
- Innovation advisors evaluate, develop and transfer research results to commercial use in close collaboration with researchers
- Innovation agents support, match, and encourage researchers with their inventions



Service staff

- **Innovation Coordinator manage invention process and facilitate innovation activities in Aalto University**
- **Patent Coordinator administrate patent portfolio of Aalto University**
- **Innovation Services is managed by the Head of Innovation services Matti Korpela**



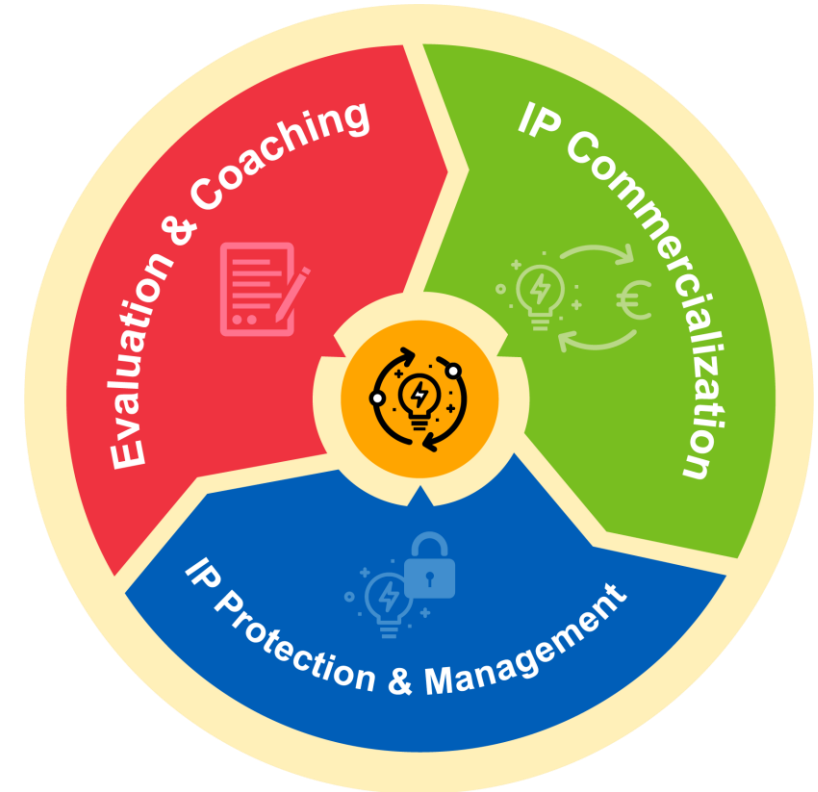
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Key focus areas

Market analysis
Innovation potential
Team & partnering

IP strategy
Value creation
Concept development

Financial resources
Go-to-market strategy
Technology transfer



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Startup Center #businessgenerator

Team

IPR

Funding

Partnering

Business Model

Sales

Marketing

Go-to-market

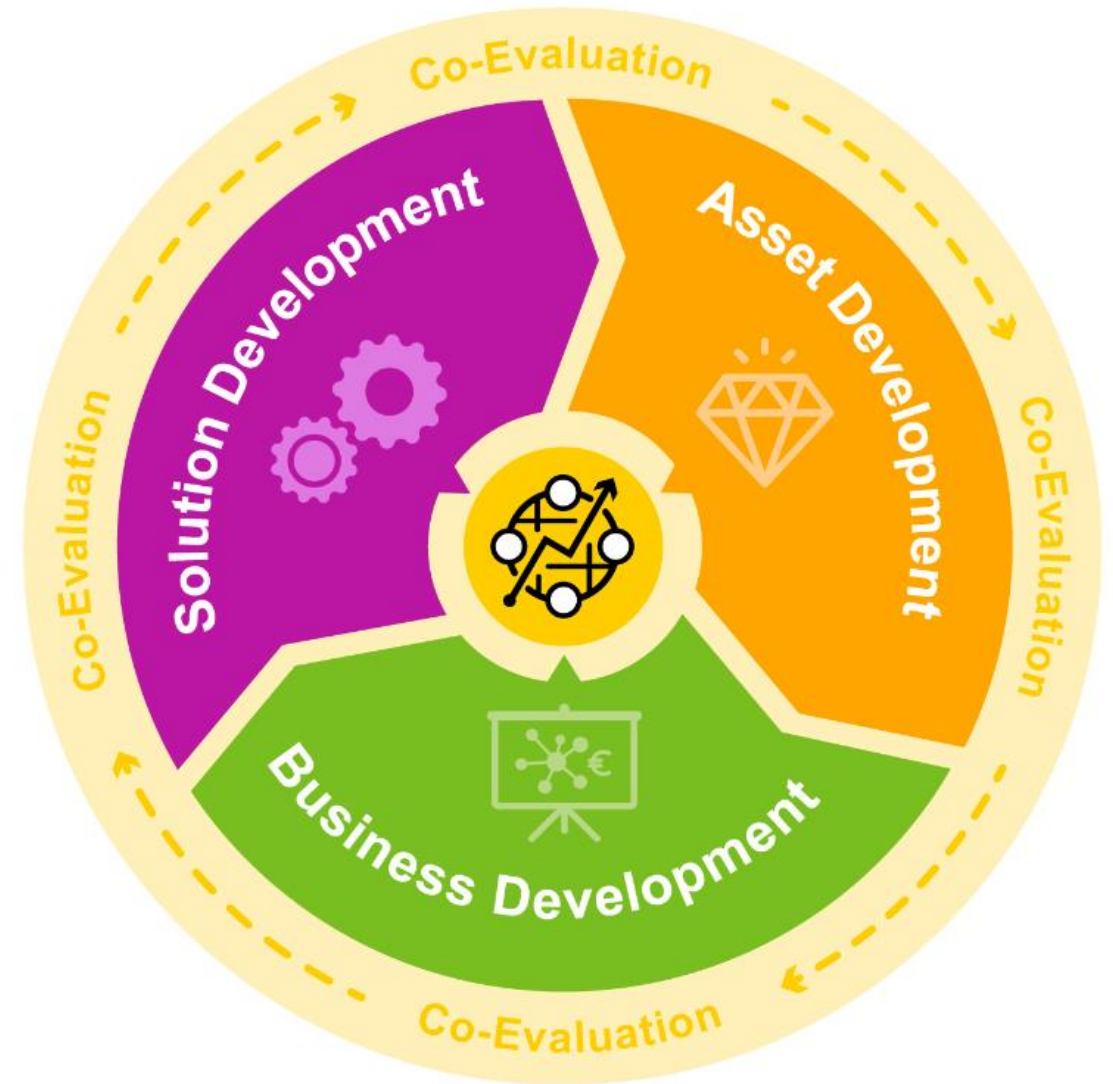
Technology

Proof of Concept

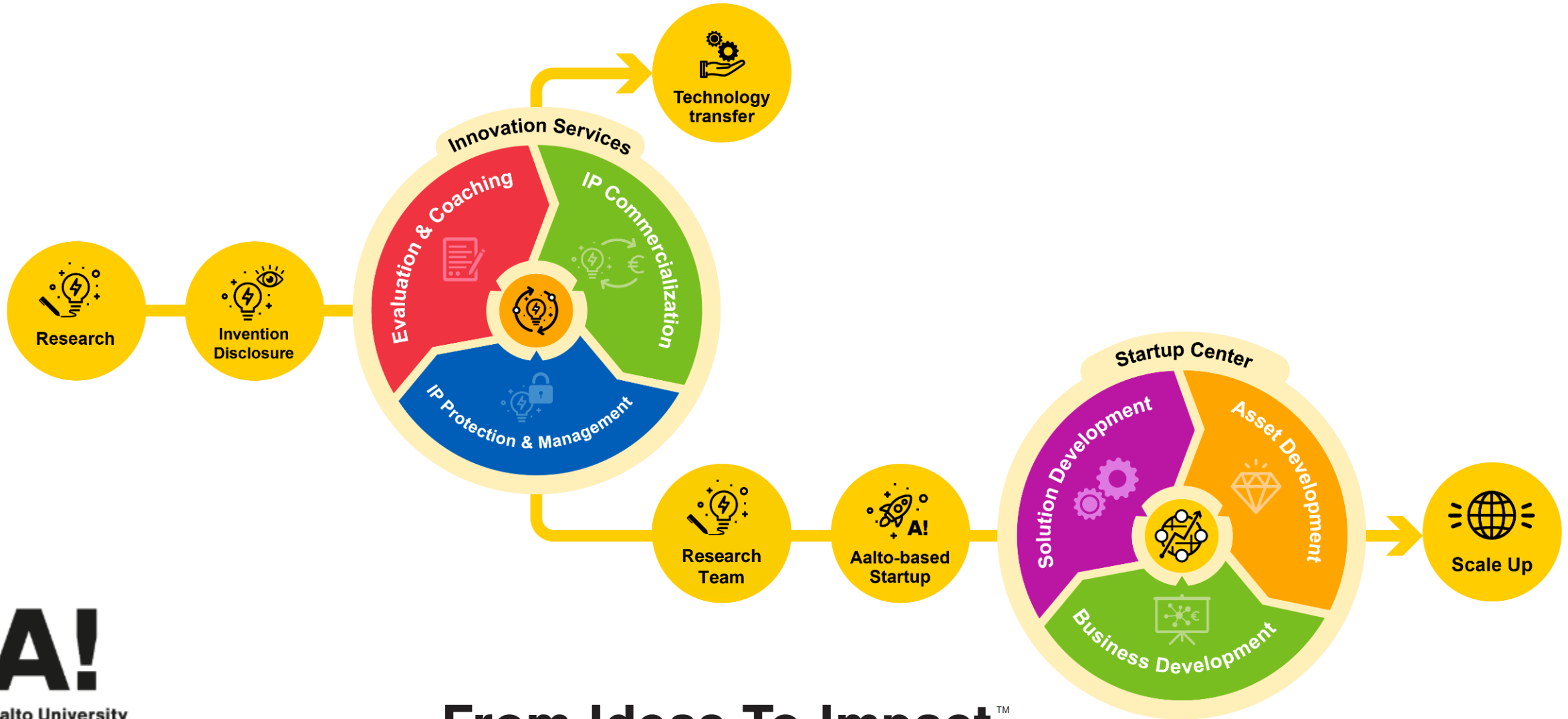
Proof of Relevance

Mass Production

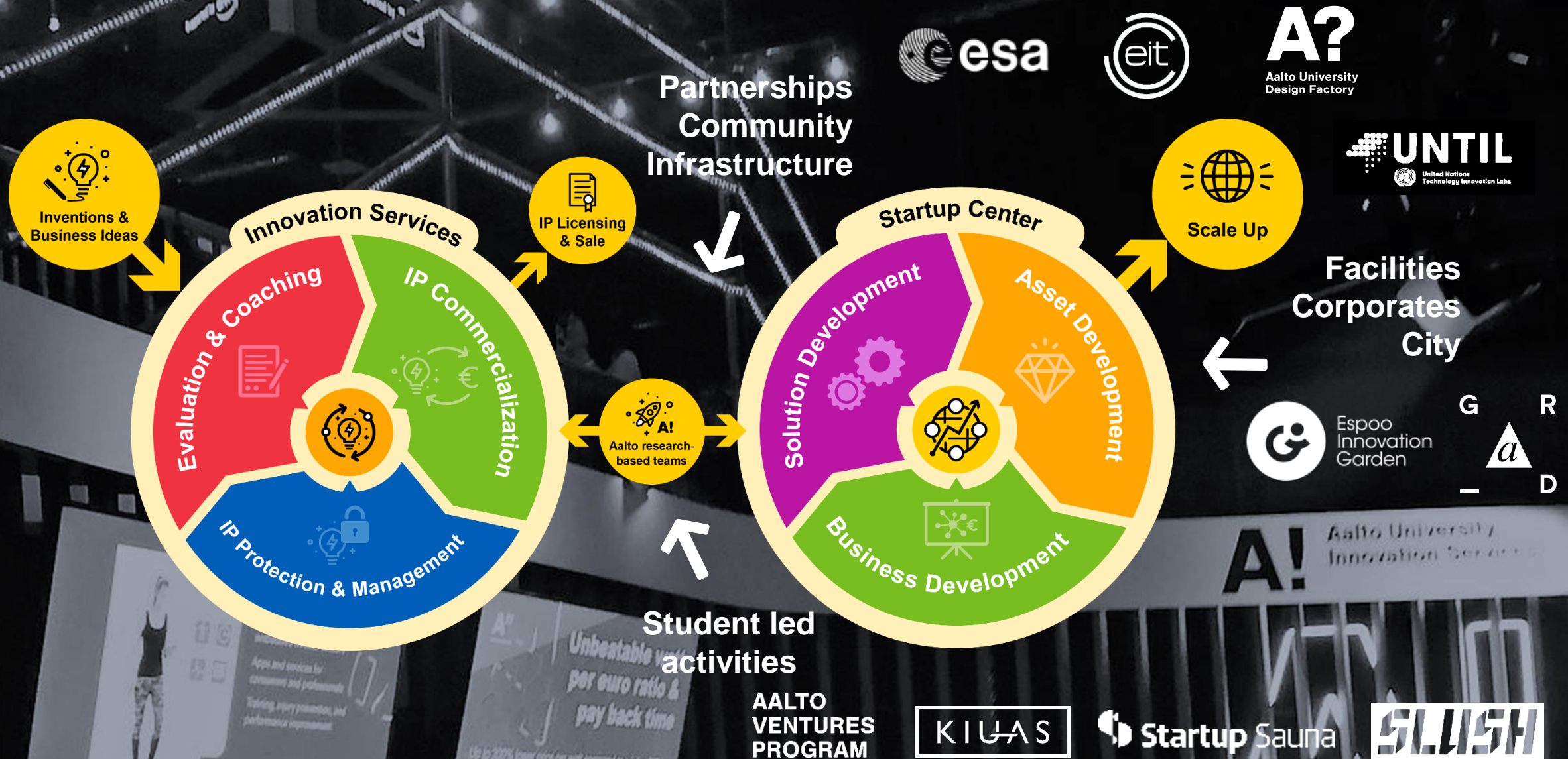
MVP



Innovation Services and Aalto Startup Center



Aalto innovation ecosystem



Highlights - *Innovation Ecosystem*

Cumulative 2013 - 2017

Number of
commissioned
projects with
companies

1041

70 to 100

companies
are founded every year
in our ecosystem

MIT has rated Aalto's
innovation ecosystem
among the

top-5

rising stars in the world

875

number of invention
disclosures (-2018)

157

number of technology
transfers

Technology Transfer

Technology transfer

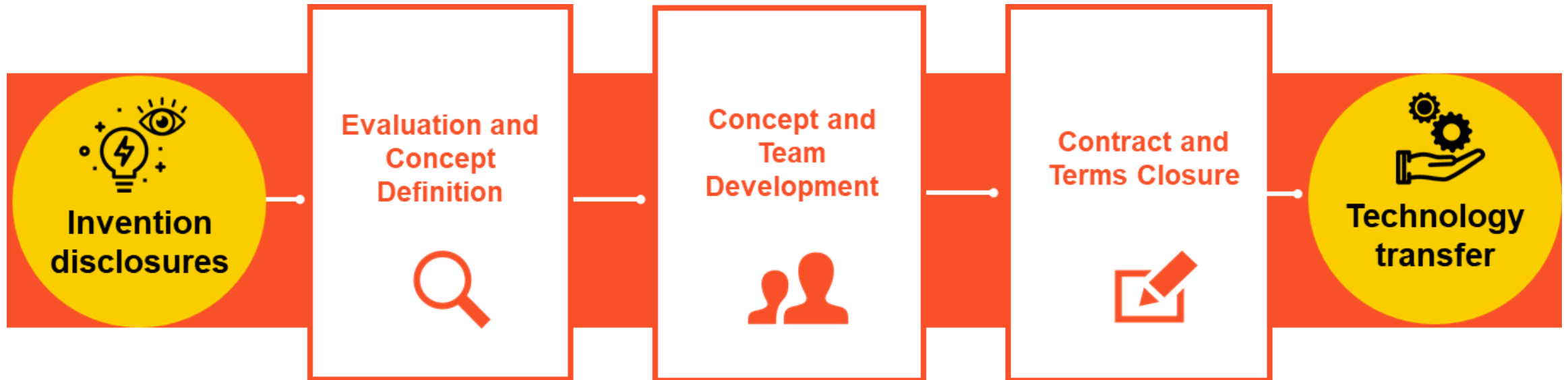
- The aim of Aalto University is to promote the protection and beneficial utilisation of *inventions* for inventors, the university and society
- Innovation Services manage and implement *technology transfer* according to the commercialization policy of Aalto University



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Steps for commercialization



Aalto technology transfer models



Transfer of IP to an
existing company

- **Fast track**

- Agreed transfer of ownership or license to existing company as a result of commissioned research

- **Sale of IP for the lump-sum**
- **Licensing**

Transfer of IP to a
spinout company

- **Equity IP-assignment**

- Shares are taken as exchange of assignment of Aalto owned IP

- **Sale of IP “Pay-as-you-grow”**

- Transfer ownership for a fixed percentage of annual turnover assignment of Aalto owned IP



Successful Business Finland funding (TUTLI)

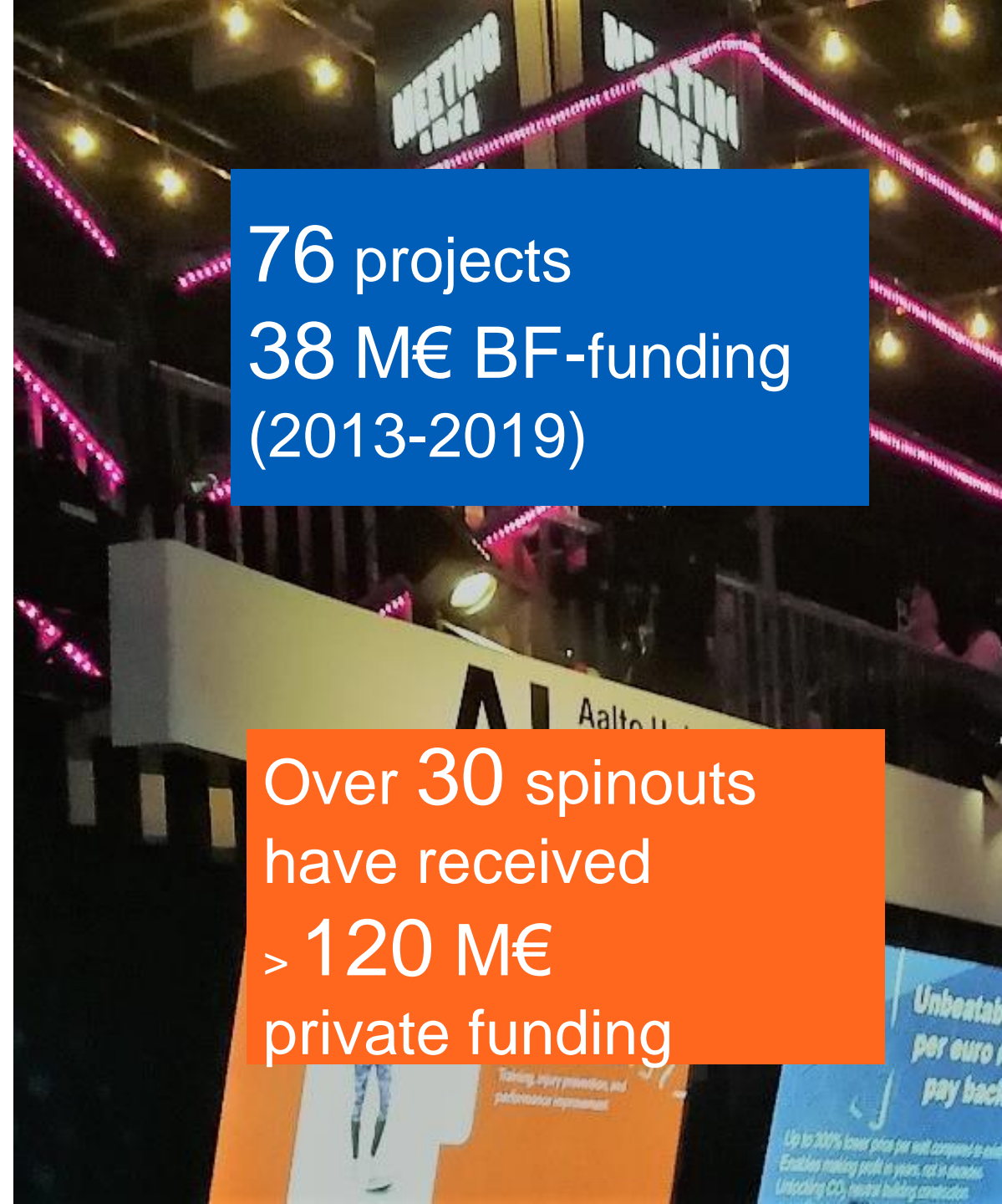
- Business Finland (BF) provides funding for projects that aims to commercialize a research idea (TUTLI, Tutkimuksesta Liiketoimintaa)
- Innovation Services coach Aalto-based research teams with the application and manage commercialization process in collaboration with the team
- The research teams led by Innovation Services have had a high success rate in receiving funding and commercializing research idea



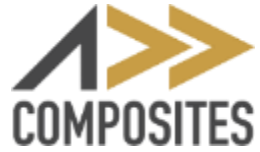
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76 projects
38 M€ BF-funding
(2013-2019)

Over 30 spinouts
have received
> 120 M€
private funding



Selected success stories



Minima



PRINERGY



SYNOSTE



SURGIFY

MACULASER

ICEYE



IONCELL



Reaktor
Space Lab

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