



InnoHEIs
Interreg Europe



UNIVERSITY OF SILESIA
IN KATOWICE



European Union
European Regional
Development Fund



Śląskie.

*Good practices of intermediary
between science and business –
SPIN-US Ltd.*

Przemysław Ziemski

Technology broker

przemyslaw.ziemski@us.edu.pl

19th-20th January 2020, InnoHEIs Meeting in Katowice

The place of the SPIN-US Ltd. in the University's ecosystem - its role in commercialization

wholly-owned subsidiary of the University of Silesia

SPIN-US mission

- is to be the leading technology transfer organisation in region
- to deliver value to clients to maximise economic benefits
- to assistance in creating new businesses and providing advisory and support
- To help technology providers and seekers to source, develop and commercialize innovations.



invento^o



Research infrastructure commercialization model in SPIN-US

Legal environment

ACT of 20 July 2018 The Law on Higher Education and Science

The higher education institution may, by way of an agreement, entrust a special purpose vehicle with:

- 1) the management of rights to the results or know-how referred to in sec. 1, in the scope of direct commercialisation;
- 2) the management of research infrastructure.**

In the case of the University of Silesia and SPIN-US relations, there is no infrastructure management contract. There is a model of flexible cooperation between the University's units and SPIN-US.

SPIN-US activities focused on the profitability - read net profit. The generated profit is reinvested in statutory activities (including infrastructural needs)

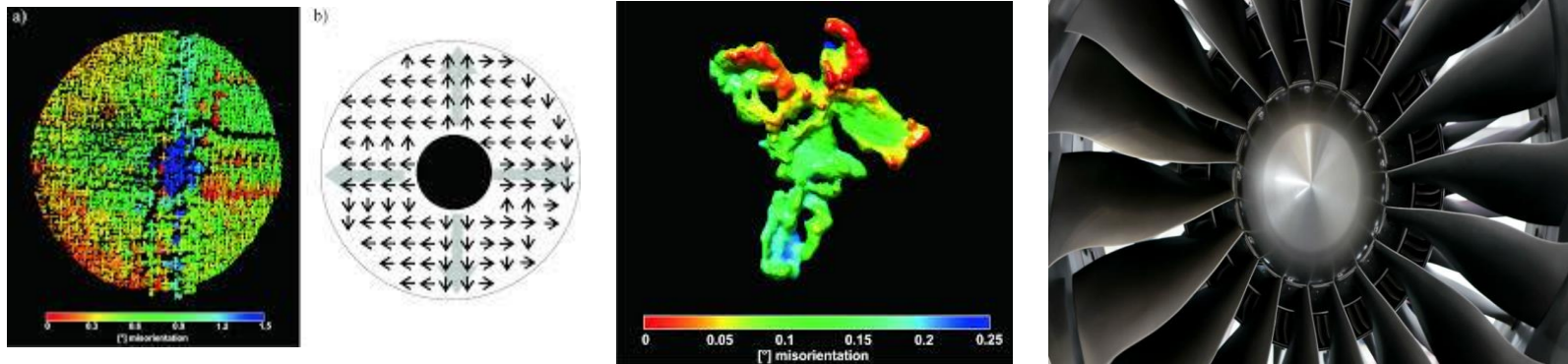
Other regulations with impact on infrastructure commercialization - New principles of scientific activity evaluation.

- Three assessment areas including -
(...) commercialisation of research and development work results or of the resulting know-how (this criterion does not apply to the arts) (..).

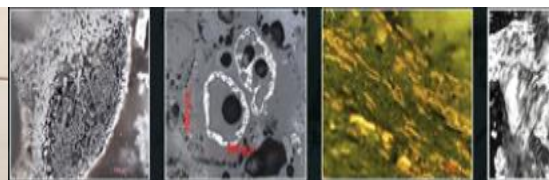
Research infrastructure commercialization model in SPIN-US

Case 1 – intellectual property as success factors

1. **PL420296 (A1) - Method for high-resolution imaging of monocrystals misorientation.** Specialized research with monopoly of use. Investment in an X-ray diffractometer



2. **Know-how – Microscopic petrographic analysis of fossil fuels as a determinant of the quality of coal, coke**



- Services for mining, coal, energy industry



Research infrastructure commercialization model in SPIN-US Case 2 – Demand innovation - designing the service to meet the needs of the business

Mineralogical analysis with the analysis of the bioavailability of heavy metals - X-ray diffractometer

Problem – Lack of complete information on the impact of post-mining waste on the environment.

An important source of heavy metals in the highly urbanized areas of Upper Silesia are old heaps, heaps related to the historical and current exploitation and processing of zinc-lead ores. Appropriate classification and recognition of the degree of toxicity of various types of waste will enable their reuse, safe processing, disposal or rehabilitation of their areas of occurrence, which will have a positive impact on all spheres of the natural environment.



Designing a new service combining chemical and biological methods. Measurement of bioavailability.



Research infrastructure commercialization model in SPIN-US Summary

Research infrastructure without a skilled worker has no value to be commercialized.

- If it cannot be rented, the service must be sold with the indirect commercialization of laboratory resources
- Don't sell research results ... sell their interpretation - business impact

Investment in equipment with potential for commercialization - seeking financing, investment in people.

- 3D printers
- High pressure chambers
- Microscope

Promotion of the activity of the academic community in the area of using the University's equipment resources.

Formalities with the service of the order / rental invisible to the researcher involved - an obligatory condition



InnoHEIs
Interreg Europe



UNIVERSITY OF SILESIA
IN KATOWICE



European Union
European Regional
Development Fund



Śląskie.

Thank you!

Questions welcome



@InnoHEIs