

RedOTRI Universidades

Information Brochure

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What are OTRI?

OTRI –*Oficinas de Transferencia de Resultados de Investigación*– (Research Results Transfer Offices) are **interphase structures** whose main purpose is to promote relationship between university research and companies in order for them to profit from its R&D capabilities, together with the results from university research activity.

OTRI came into being thanks to the General Secretariat for the R&D National Plan's efforts, with the launching of the first R&D National Plan by the end of 1988, with the view of defining an active role for OTRI, vital for the National Plan's goal of merging the industry into a dynamic innovative process.

The main **instruments** available to OTRI to fulfill its task are the following:

- 1) Research and technical support deals to profit from scientific and technical capabilities of university researchers.
- 2) Collaborative R&D projects and the various sources of public funding associated to obtaining marketable results.
- 3) Strategic alliances with other organizations focused on profiting from scientific capabilities and university research results.
- 4) Protection of research results through copyright laws and alternative means for the protection of university intellectual and industrial property rights.
- 5) Licensing of copyrights and university research results.
- 6) Creation and development of knowledge-based corporations associated to universities.
- 7) Promoting and liaising with corporations and other institutions.

RedOTRI Universidades

RedOTRI was created on March 1997 by the CRUE -*Conferencia de Rectores de las Universidades Españolas*- (Spanish Universities Rector's Conference). Its purpose was to promote and disseminate the essential role of Spanish universities in the context of the National System for Innovation. RedOTRI was established as a permanent working group of the CRUE's R&D Sectorial Commission on 1999.

Currently, RedOTRI involves 58 university members and 3 public research institutions transfer units acting as associated members. University OTRI boast 349 technicians, according to the 2004 Survey. This amounts to a significant rise as compared to last year's 294 figure.

RedOTRI Objectives

- ✓ Promote OTRI development and the professionalization of its personnel.
- ✓ Encourage RedOTRI networking through the development of activities, instruments and services of common interest.
- ✓ Increase universities' visibility in EU's programs and activities.
- ✓ Advise the R&D Sectorial Commission on those issues which have a bearing on the interaction of university research with other agents of the National Innovation System.
- ✓ Assist the Administration in conjunction with other social and economic agents to favour the interaction of university and industry.
- ✓ Contribute to the development and ingraining of a university image that acknowledges its key role in socio-economic development and in the industrial modernization process.

Structure and Organization

RedOTRI's structure resembles that of an association, with a **Plenary** of Directors and OTRI Representatives, where all member universities are represented, thus constituting its main decision making and debating body.

The **Permanent Commission**, which is elected biannually, comprising a coordinator and four spokesmen, is responsible for the monitoring of RedOTRI working program.

RedOTRI counts on a **Technical Secretariat**, physically located at CRUE's headquarters.

Working Groups

The cooperation amongst RedOTRI members and networking interaction boil down to the following **Working Groups**:

- ➔ **Working Group OTRI-School**: its purpose is to contribute to OTRI professionalization, organizing specialized formative courses and developing supporting methods. It is responsible for the coordination and carrying out of the yearly **RedOTRI Training Plan**, whose second edition, currently operative, comprises 12 formative actions. Among them, worthy of note, is **OTRI's Course for Young Professionals**, a milestone in the training process of OTRI's recently hired technical personnel.
- ➔ **Working Group on Technology Commercial Appraisal**: its main goal is to prove and test methodologies for the evaluation of the marketing potential of those technologies and innovations generated from universities and public research institutions. In its midst the

creation of the so-called *-RedVALORI-* *Red de Evaluación del Potencial de Innovación de Resultados de Investigación* (Network for the Evaluation of Innovation Potential of Research Results), based on an interaction scheme between industrial sector experts and members of RedOTRI.

- ➔ **Working Group on KT indicators:** launches and manages the instruments that allow for an accurate measurement of OTRI activity. Moreover, it is responsible for devising and implementing the **RedOTRI Annual Survey**, whose main purpose is to monitor the transfer of knowledge from Spanish universities and the role of OTRI in the whole process.
- ➔ **Working Group on Spin-off:** it purports to support and implement initiatives that will explore new means to create New Technology Based Firms (NTBF) in Spanish universities. The **UNIEMPRENDIA** project was launched in 2004. It is an open call annual program designed both to aid in the development of new NTBF's arising from the university environment, and to professionalize and organize a *Professional's Network for NTBF* in Spanish KT Offices.
- ➔ **Working Group on European Projects:** its purpose is to contribute to boost Spanish university research group's involvement in European R&D programs by developing mechanisms that will ensure the highest possible degree of professionalization in any assistance provided by OTRI in this context.

Other Activities

RedOTRI Annual Conference: the RedOTRI's main event which allows OTRI professionals to share experiences and plan new strategies. It constitutes the appropriate forum to explain RedOTRI initiatives and its operative role in the National Innovation System context.

PlataOTRI: is the cooperative software tool for RedOTRI professionals, a service complete pack with virtual library, distribution lists, forums, schedule, group work space, etc...

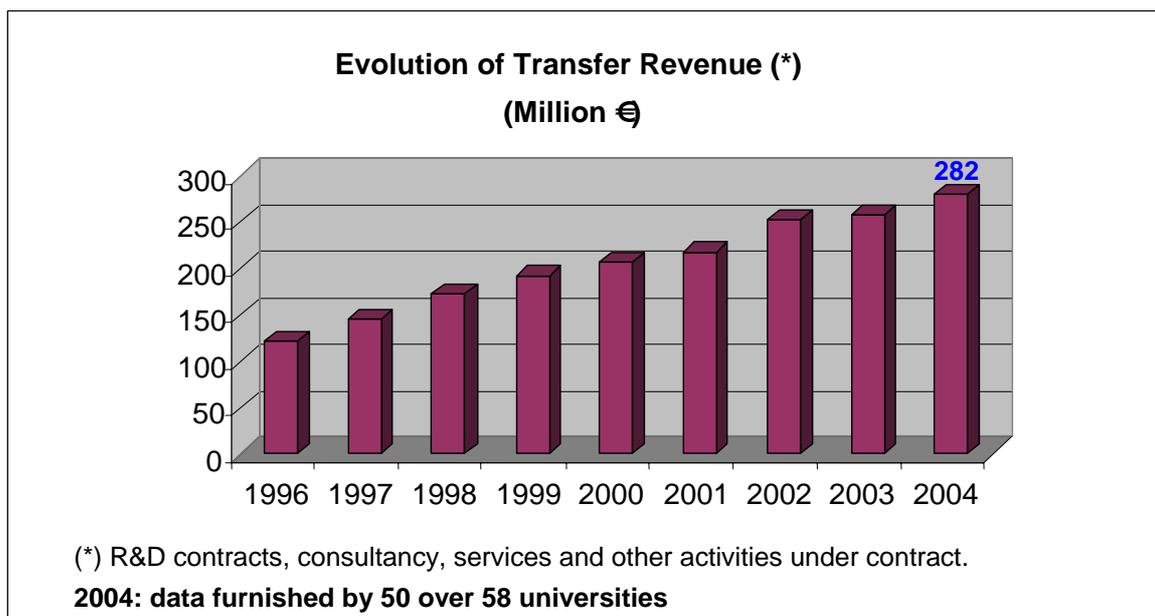
Some Activity Indicators

They have been created based on the information obtained from RedOTRI Survey.

1) Contracts with companies and other public and private entities

This indicator has traditionally constituted a basic instrument for the role of OTRI, ever since it appeared on the Spanish Innovation System scene.

The sustained growth of this indicator, which soared from 100M € in 1996 to 281M € in 2004, is good enough proof of the consolidation of this activity among university research groups and OTRIs.

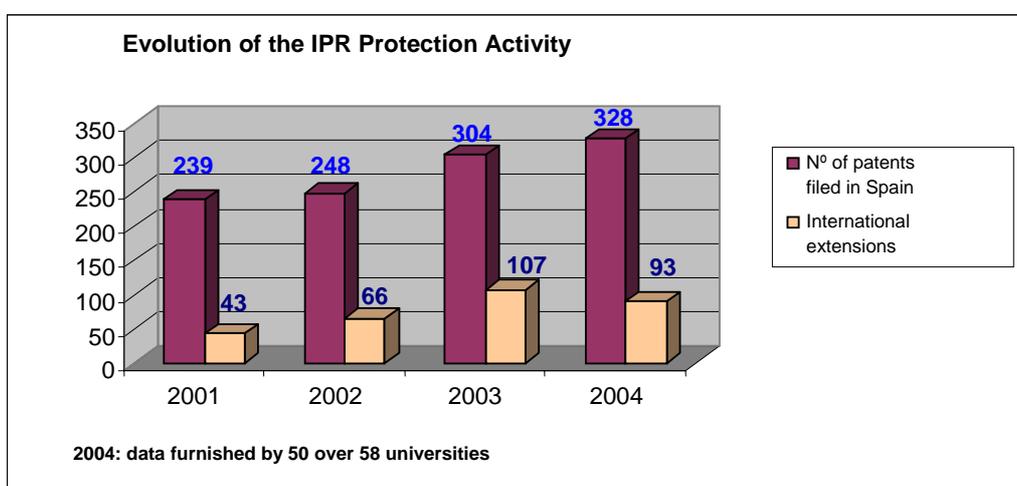


The 2004 balance reveals a 9% growth in the total volume under contract, reaching 281,3M €. 81% of this volume comes from 9,821 R&D and consultancy contracts, and the remaining 19% from technological services.

286M € must be added to this figure, allocated to public programs supporting collaborative corporate R&D, such as the EU Framework Program, PETRI, PROFIT and other analogous programs arising from Autonomous Communities.

2) Protection of research results and licenses

OTRI are gradually gaining conscience of how important it is to furnish an adequate protection for research results. The gross number of priority patents filed in 2004 by such institutions was 328, 90 of which were extended internationally.



Worthy of note is the growth in the number of licenses in 2004, be it for patents, software or know-how. Thus, licensing contracts have moved from 78 to 143 and returns in this chapter have discreetly risen from 1,69 to 2,78M €, which, although still too low, is nevertheless significant and indicates a growing interest in Knowledge Transfer based on results rather than on capacities.

3) New Technology Based Firms

Despite of the fact that it is a domain in an early stage for OTRI, the development of NTBF from the know-how and inventions issuing from the university environment elicits new interest in Spanish universities.

In 2004, 90 of such corporations were created, roughly the figure for the preceeding year. OTRI assisted 67 of these, as various universities have established specific units to stimulate NTBF creation. Besides these 90 spin-offs, the network has identified some 167 other corporations, which although not directly indebted to university knowledge, have nevertheless sprung from it. It is usually the case of university graduates who have decided to start their own line of business.

