

I. Public Summary

In the past six months, I worked on my Science-Based Business (SBB) internship in business development at the Technology Transfer Office (TTO) of the Erasmus Medical Center (Erasmus MC). Erasmus MC is the largest university research hospital in The Netherlands, with more than 60 research departments and around 13.000 employees. In this context, the mission of the Erasmus MC TTO is “to promote valorization of findings by fostering the interaction of Erasmus MC inventors with academic institutions, funding organizations and industry, to secure ownership thereof, and to disseminate these findings, thereby creating societal exposure, economic value, and income to invest in further research, better education and excellent patient care”. In other words, the Erasmus MC TTO offers support to Erasmus MC researchers and clinicians in creating value from all the inventions and findings originated within the institution, and it helps to make new developments available for society and industry. Since this is a medical institution, all the inventions and findings are related to the medical industry, including novel biological findings, medical treatments and tools, and innovations in care.

Business development is a crucial step in technology transfer because it is the starting contact point for any valorization (value-creation) process. At the TTO, this unit is where the possibilities of licensing and launching new developments to the market are evaluated, and managed to be commercialized. This unit manages and supports the processes of out-licensing and/or co-development with third parties, supports the process of setting up spin-off companies, and provides support concerning legal, financial and administrative affairs. In this unit is where I performed my SBB internship working as a business developer, mainly focusing on a project of valorizing biological materials developed at Erasmus MC. This project was aimed increase the technology transfer output of the organization, by exploring business development opportunities in biological materials developed in-house and by promoting valorization of this unexploited sector within Erasmus MC.

In this internship, my core objectives were finding new business opportunities in biological materials developed at Erasmus MC, and managing and supporting business cases concerning both biological materials and other technologies. In order to find new business opportunities, I screened and scouted for these opportunities in departments and their research groups, and I searched for publications of the last five years from the principal investigators of the groups. Based on that search, I contacted researchers to promote valorization of materials they developed and tried to engage them in exploring valorization possibilities. Concerning the task of managing and supporting cases, my activities mainly consisted in assessing the materials in terms of commercial potential (e.g. advantages and uses of the material, market research) and commercialization restrictions (e.g. legal restrictions, ownership, previous agreements, etc.), and later, in valorizing the material, which included marketing the material and contacting potential industrial partners (through e-mail or in conferences) that may be interested in getting access to the material either through licensing, sponsored research or other type of commercial agreement.

With this internship I contributed to the organization through my work in several aspects. First, I took care and manage old and new cases concerning technology transfer at the TTO. I organized the