TECHNOLOGY TRANSFER PROFESSIONALS IN Australia

Why is knowledge transfer SO IMPORTANT?

Economic Good | Public Good | Innovation | Job Creation | Competitiveness

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What does a TTP ACTUALLY DO?

- Identifies partners & collaborators
- Assesses market potential
- Educates on IP and commercialisation processes & requirements
- Negotiates commercial agreements
- Finds investors and R&D funding
- Commercialises IP
- Arranges IP protection for research
- Forms spin-off, start-up companies

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Over **315** TTPs in Australia (in 2013)

26 Registered TTPs

11 Certified Licensing Professionals

TTPs are located in:

Universities | Research Organisations | Co-operative Research Centres

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TTPs are commonly known as:

BDM Accountant *Senior Commercial Engagement Manager* Analyst *Director* Leader Business Development Chief Operating Officer **Commercialisation Manager** Legal Counsel *Deputy Director* IP Manager CEO Business Development Manager *Corporate Lawyer* *Commercialisation Associate* Associate Director

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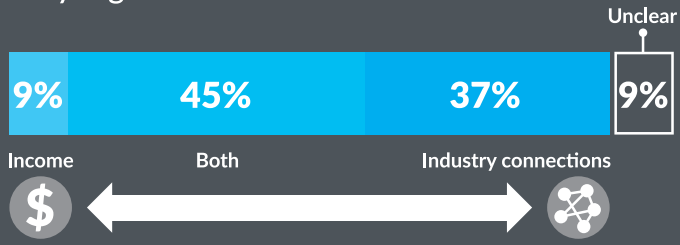
Why organisations commercialise



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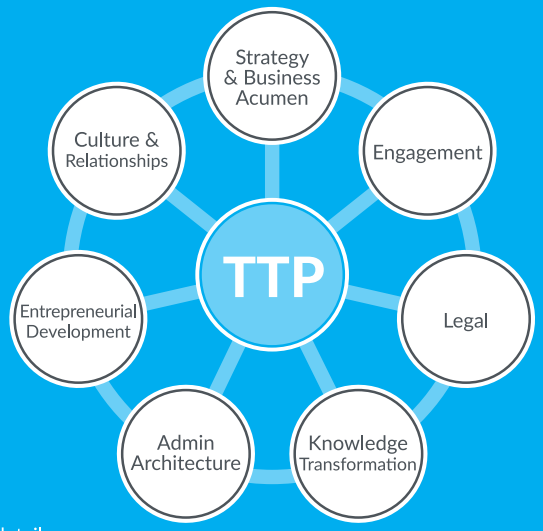
Competencies to commercialise research



More detail outlined in report

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TTP career stages

Early	Mid	Senior
<3 Years experience Part of a team Working to guidelines & policies	Responsible for team Scopes & manages projects Manages deals & assesses risk	Leadership of TTO or teams Responsible for decision making Mentors teams

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How we measure up

	Current Strengths	Areas for Development
Observed by TTPs	Teamwork Qualifications & Experience Strategy & Results	Social Media Marketing & Relationships Legal
Observed by Stakeholders	Intellectual Property Qualifications & Experience Knowledge Transfer	Communication & Influence Business Acumen Strategy & Results

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For further information please refer to the report

Knowledge Transfer In Australia: Is there a Route to Professionalisation?

Page numbers as referenced

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