



**KTI**

Knowledge Transfer Ireland  
Where Research & Business Connect



**KTI**  
**IMPACT**  
**AWARDS**  
**2016**

#ktiawards

**The KTI Impact Awards** showcase the success in knowledge transfer carried out in Irish Higher Education Institutes and in publicly funded research organisations for the wider benefit of the economy and society.

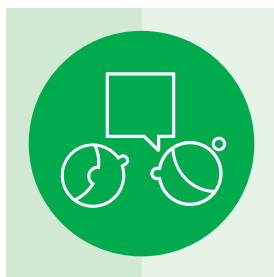
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Across seven categories this year, the awards recognise top performance in industry engagement and commercialisation of research. They pay tribute to the businesses and research organisations involved in this process of knowledge transfer. The awards also acknowledge and celebrate the technology transfer offices, industry liaison offices and their staff who make knowledge transfer happen.





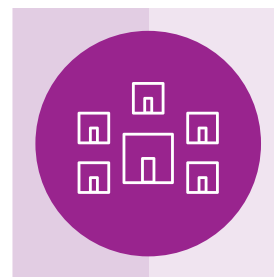
Research2Business  
Collaborative  
Impact Award



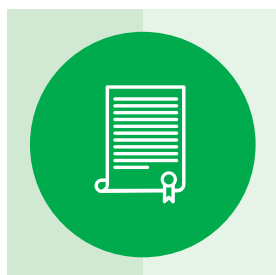
Consultancy  
Impact Award



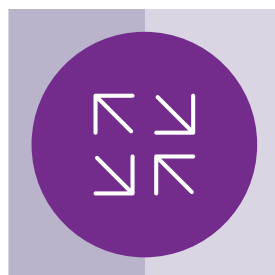
Licence2Market  
Impact Award



Spin-out Company  
Impact Award



Mature  
Spin-out Company  
Impact Award



Knowledge Transfer  
Initiative of the Year  
Impact Award



Knowledge Transfer  
Achiever of the Year  
Impact Award

**KTI IMPACT AWARDS 2016 JUDGING PANEL**

**Alison Campbell** (Panel Chair)  
Director, Knowledge Transfer Ireland.

**Mark Gantly**  
Managing Director, Hewlett Packard  
Enterprise, Galway.

**Ursula Hass**  
Chair of Swedish Network for Innovation  
and Technology Transfer Support;  
Associate Professor at Linkoping  
University and CEO of Padme AB.

**Nicki O'Connor**  
Research & Innovation Policy Manager,  
Higher Education Authority.

**Bill Kearney**  
Vice President Ireland Lab and Dublin  
Campus, IBM Analytics Group.

**David Owen**  
Chair of the Life Sciences Bridging Fund,  
Wales.

**Koen Verhoef**  
Head of the Technology Transfer Office,  
Netherlands Cancer Institute.

**David Winwood**  
Associate Executive Director for Business  
Development, Pennington Biomedical  
Research Center and President of the  
Association of University Technology  
Managers (AUTM).

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## Research2Business Collaborative Impact Award

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The Research2Business Collaborative Impact award recognises and celebrates researchers in Irish publicly-funded research performing organisations (RPOs) who have developed successful collaborative research engagement with the business community. Through these endeavours, researchers will have enhanced knowledge transfer and delivered impact for the businesses with whom they have worked and for their own organisation. The demonstrable impact from the collaboration success must have been realised in 2015 however, the collaboration itself may have occurred in prior years.

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## University College Cork collaborating with Statistical Solutions

Dr Brian O’Flaherty

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Cork-based SME Statistical Solutions has been working with Dr Brian O’Flaherty and his team at UCC since 2010. The company specialises in statistical analysis software used primarily for statistical calculations in medical trials. The original piece of work began with Dr O’Flaherty undertaking a detailed project to evaluate the company’s business model and suggest opportunities for growth. This resulted in a recommendation to diversify the company’s business and a full research collaboration followed that gave rise to an innovative new software analytics service platform product being developed, called PX. This product helps subscription based retailers in the publishing industry predict churn and has positioned Statistical Solutions for future growth in this sector. The software was licensed to Statistical Solutions who created a new company called PX Analytics to commercialise the software and the first products have already been sold. Through this collaboration, Statistical Solutions is now looking to double their subscription business within 18 months. Dr O’Flaherty has gained valuable insight into the area of entrepreneurship, business transformation, service innovation and the issues faced by SMEs. UCC has developed deep links with the company whose CEO, Mary Byrne now sits on the board of the IGNITE Graduate Business Innovation Programme and is involved in various aspects of the entrepreneurship space at UCC.

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### FUNDING SOURCES INCLUDE

Enterprise Ireland.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing; Company Formation Support.

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## University of Limerick collaborating with Stryker Ireland

Dr Eamonn de Barra

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This collaboration between Dr Eamonn de Barra at UL and Stryker Ireland, a leading medical technology firm, began in 2011. Stryker had developed intellectual property for a novel dual paste hydroxyapatite bone cement concept but had encountered several technical challenges with product development. Dr de Barra and his team worked with Stryker to propose and test hypotheses that ultimately resolved several formulation and manufacturing process issues. This led to Stryker putting in place a team of 15-20 engineers, scientists, and technicians to transfer the knowledge and process derived from the work at UL into Stryker to commercialise the medical device DirectInject® - the world's first syringe loaded injectable tetra-calcium phosphate based cement product. FDA cleared and CE marked for clinical use, the material is designed to be injected directly into a bone defect. Upon injection it undergoes an in situ setting reaction, filling the defect and over time integrating with the native skeletal structure. The DirectInject® device is now being manufactured at Stryker's facility in Limerick and is expected to have a significant global business and clinical impact. The collaboration has benefited Dr Eamonn de Barra by increasing his understanding of the needs of industry in Ireland. The project enabled two-way transfer of knowledge between the research group and Stryker thereby growing the expertise of UL and Ireland's researchers in this field. It has resulted in additional funding from Stryker into Dr de Barra's group to support further training of researchers and industry leaders of the future.

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### FUNDING SOURCES INCLUDE

Irish Research Council; Industry Funding (Stryker).

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Commercialisation Training; Company Formation Support.

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## Waterford Institute of Technology collaborating with Boston Scientific, Schivo and Lisnabrin

Dr Ramesh Raghavendra

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This multi-party project leveraged the advanced 3D Metal Additive Manufacturing (AM) facility at the South Eastern Applied Materials Research Centre (SEAM) in Waterford Institute of Technology to build a collaboration with Boston Scientific (MNC), Schivo (Indigenous SME) and Lisnabrin (LEO client). 3D Metal Additive Manufacturing (AM) is an emerging technology that is widely forecast to revolutionise the factories of the future. The project, running successfully over 18 months, targeted the development of components whose geometry is sufficiently complex that they do not lend themselves to conventional machining techniques. As a result of this project, the South East region has been established as a centre of knowledge in the field of Additive Manufacturing (AM) in Ireland; Boston Scientific Clonmel has established itself as the leading knowledge centre for additive manufacturing within their global network. The formation of R&D capabilities at this facility has enabled advances in product fabrication and led to significant savings in development costs. Schivo has now formed Schivo 3D, a vertically integrated manufacturing and supply chain facility, providing 3D printing and manufacturing of components and assemblies to a variety of industries. Through its exposure to the technology and expertise in this project, Lisnabrin has laid the foundation for significant business growth through its ability to now offer customers solutions to problems through innovative designs or additive manufacturing post-processing services.

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### FUNDING SOURCES INCLUDE

Enterprise Ireland.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing.

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## Consultancy Impact Award



The Consultancy Impact Award recognises consultancy provided through an Irish publicly-funded research performing organisation (RPO), by its researchers, to a business or public sector organisation. The consultancy activity will have resulted in a demonstrable economic and/or public benefit. Recognising that it can take some time from providing the consultancy support to achieving an outcome, the consulting engagements put forward for this award may have taken place within the past five years.

## Royal College of Surgeons in Ireland and the HSE National Clinical Programme for Surgery

Prof Frank Keane and Mr Ken Mealy

This project has transformed clinical pathways and saved many millions of euro. Commissioned by the Health Service Executive (HSE) in 2010, Prof Frank Keane and Mr. Ken Mealy of the Royal College of Surgeons in Ireland (RCSI) acted as clinical leads to deliver the National Clinical Programme for Surgery (NCPS). The objective was to increase the quality of and access to clinical care in Ireland while reducing the cost associated with the provision of such care. Developing a structured programmatic approach, from design to implementation, outputs from the NCPS included new national Models of Care for Acute and Elective Surgery, a national database of surgical activity, the mapping of national surgical clinical pathways and associated key performance indicators and a process and performance improvement programme for operating theatres. In order to encourage surgeons, clinical directors and hospital managers to more actively participate in day to day performance and process monitoring a web-based software tool, the National Quality Assurance Information System (NQAIS), for hospitals has also been developed. The NCPS has contributed to significant improvements in surgical services in Ireland. When 2014 activity was compared to that of the baseline year of 2010 it was found that although the volumes of surgical patients treated had increased by 12%, bed day usage went down by 13.4% and average length of stay (AvLOS) by 6.1% giving a gross bed day saving of 117,264. This equates to a net saving of €22,162,803. Without such transformation, the cost of delivering 12% more patient care episodes would have been €217.6 million. The NCPS work programme has expanded the engagement between RCSI and the HSE. The RCSI Office of Research and Innovation intends to use the success of this work to inspire RCSI researchers and associated clinicians to expand RCSI's consultancy activities with business and other public sector organisations.

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## Trinity College Dublin and Monford Ag Systems

Prof Mike Jones, Dr Jake Byrne,  
Dr Hitesh Tewari, Dr Matt Saunders

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This project has resulted in a new, simple and effective way for feedstock management. While filming “Farmers – A Year on the Land”, filmmaker Stephen Lock recognised the opportunity to develop an accurate, inexpensive and easy-to-use grass measurement tool for farmers. He met Trinity’s TTO team to understand how he could engage with Trinity to validate his concept and develop a prototype. The TTO team made the connections. Monford AG Systems, had previously worked with Trinity in 2010, so there was an ideal fit with the multi-disciplinary team assembled from Trinity’s Schools of Computer Science & Statistics and Natural Sciences. Monford AG Systems develops innovative hardware and software solutions for measuring and recording agricultural activity, specifically in the area of natural feed measurement, combining mapping and wearable sensor technology, to measure grass growth. In 2011 they started the project that was key to developing the grass measurement product envisaged by Stephen Lock - the GrassOmeter. GrassOmeter utilises the latest sensor and computer technologies to make accurate grass measurement and recording quick and simple for any grassland farm. Using ultrasound to measure grass height as the farmer walks around a field with a device from which measurements are sent to the farmer’s smartphone using Bluetooth where an app will carry out the calculations. GrassOmeter is a complete mapping, measurement and management system for the grassland farm, cutting farming costs and giving animals the best quality feedstuff more of the time. Based on the consultancy with Trinity, Monford AG Systems launched GrassOmeter onto the market in 2015. The company has secured €1.4 million in funding, registered two patents including Trinity researchers as named inventors and hired an ex-Apple hardware designer as Head of Design. The sharing of the GrassOmeter data with the School of Natural Sciences has been beneficial to Trinity researchers and Prof. Jones provides ongoing consultancy advice. As GrassOmeter’s feature set is developing, Monford plans to undertake further research and development with Trinity.

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## University College Dublin and Hao2.eu

Prof Lizbeth Goodman

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Hao2.eu is a UK social firm promoting the use of the latest in creative and digital technologies for inclusive innovation. Hao2.eu has benefited from the wide range of high quality domain expertise available in UCD, which is not feasible to create in-house. The company, with 80% of staff with autism, has spent the last few years exploring the potential of 3D virtual world technologies. UCD’s Professor Lizbeth Goodman is well known as an expert in interdisciplinary Art-Technology initiatives with a specialism in the cross-over between disciplines and community engagement on a global scale. Professor Goodman drew on expertise at UCD’s SMARTlab, to offer the company advice in a variety of domains including artistic, creative, and technology. Partnering worldwide, Hao2.eu’s organisation has benefited from the expertise provided by artists, creators, and technologists to bring forward social innovation by observing tools, trends, methodologies and re-thinking them towards Hao2.eu requirements. It has used VR and 3D technology to empower people with some level of autism or Asperger’s to be more confident, learn life skills and future jobs skills so as to engage better in what are often impossible real world situations. Also as a result of this consultancy, UCD SMARTlab has grown in terms of numbers and range of domain expertise to provide companies such as Hao2.eu with expertise, knowledge, and guidance.

## Licence2Market Impact Award



The Licence2Market award is given in respect of a product or service that is active on the market or delivering customer benefit and value to the licensee. The product or service must be based on a licence to intellectual property rights (IPR) from the Irish publicly-funded research performing organisation (RPO). The product or service must have reached the market in 2015. Recognising that in some sectors it takes time for products or services to come to the market, the execution of the underpinning licence may go back several years.

### Trinity College Dublin

#### Graphene Licences to Thomas Swan

A number of licence agreements were executed between Trinity College Dublin and Thomas Swan in 2014 and 2015 which relate to graphene and other two-dimensional (2D) material. Thomas Swan, a UK-based fine chemical manufacturing company, has since launched both Graphene and Boron Nitride products on the market. These products are now recognised globally as the best in class materials and were featured as the cover story of Chemical and Engineering News under the headline "Graphene Global Race to Market". The intellectual property that was licensed to Thomas Swan was developed during a collaborative research project between the company and a team led by Professor Jonathan Coleman at Trinity College. Targeted at the market requirement for large volume, single atom thick graphene sheets of materials for a wide array of high value end products, the research resulted in two associated process patents which Trinity has made available to Thomas Swan through an exclusive licence to graphene production and a non-exclusive licence to Transition Metal Dichalcogenides (TMDs). This Trinity technology has also resulted in a separate, non-exclusive license to a multi-national company and growing interest from industry for additional research collaborations in relation to 2D materials. Trinity's Technology Transfer Office was heavily involved in this process from the initial expression of interest to the contract negotiations and management of the commercialisation and patenting strategy for the project outputs.

#### FUNDING SOURCES INCLUDE

Fully industry-funded project; Follow-on funding from Science Foundation Ireland TIDA.

#### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing.



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## University College Cork

### Probiotic Strain Licence to Alimentary Health Ltd

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In 2002 UCC licensed the patent to the strain Bifidobacteria Infantis as part of the establishment of Alimentary Health Limited (AHL). The intellectual property and the strain were developed in the laboratories of Professor Fergus Shanahan. Professor Gerry O'Sullivan and Professor Kevin Collins at UCC. The strain, isolated from resected human gastrointestinal tract, was shown to have significant immunomodulatory effects following oral consumption in humans. UCC filed a patent in 1999 that has been granted in Europe and the US and the year 2015 saw major milestones for Alimentary Health. It launched the product, Alflorex® into the UK markets as a treatment for Irritable Bowel Syndrome through its partnership with Day Lewis Pharmacies. Alflorex®, developed by AHL over several years, builds on Align® a product developed by AHL and Proctor and Gamble (P&G) that has been sold in America by P&G under license from AHL. The Align® brand became the biggest selling probiotic supplement brand globally in 2015. On the home market, Alflorex® won Best Irish Pharmacy product in 2015 and became Ireland's top selling probiotic supplement in 2015. Alimentary Health was awarded the US-Ireland Research Innovation Awards in the SME category also in 2015 by the American Chamber of Commerce. The TTO at UCC has managed the business relationship between the company and UCC since 2002 and was responsible for establishing the company and negotiating initial terms of the licence to the company and shareholding agreement. In the interim the TTO has successfully negotiated the licensing of two further technologies to the company.

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#### FUNDING SOURCES INCLUDE

Enterprise Ireland; IRC.

#### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing.

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## University College Dublin

### Multipath Technology Licence to Bio-Medical Research Ltd

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A patent application was filed by UCD in 2009 relating to a methodology for stimulating and effectively re-educating the muscles of the pelvic floor using external surface electrodes in subjects with stress urinary incontinence (SUI). The intellectual property arose from a research collaboration with Bio-Medical Research (BMR) Ltd that was led by Professor Brian Caulfield at the UCD School of Public Health, Physiotherapy and Sports Science. It was licensed to the company which incorporated the technology into a novel electrical muscle stimulating (EMS) device. Following the licensing of UCD's rights in the technology known as Multipath, the technology was further developed and validated by the company with approximately 500,000 treatment cycles being completed with zero adverse incidents. This led to the successful launch of a branded product, Vital Compact, in 2014. The device has been shown to be significantly better than conventional EMS devices in reducing or ablating the symptoms associated with SUI and it is having a positive clinical impact with affected patient groups. The product is widely recommended by leading urologists, gynaecologists and physiotherapists. Sales to date have primarily been in Germany, Ireland and the UK. In 2015, the company started to sell directly to patients via the internet and sales are growing through this channel and there are plans to launch in the US. UCD's TTO at NovaUCD has played a central role in managing the relationship with BMR throughout the interaction having initially negotiated the collaborative research agreements, undertook due diligence on the invention disclosures, filed the patent applications and then negotiated the terms of the licence agreements.

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#### FUNDING SOURCES INCLUDE

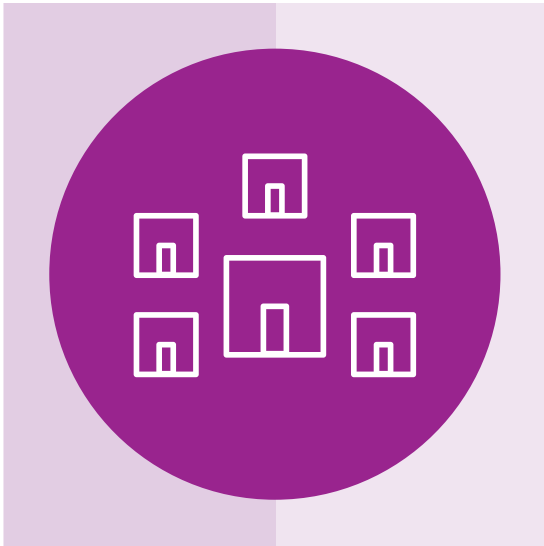
Enterprise Ireland; Industry Funding (BMR).

#### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing; Commercialisation Training; Funding Application Support.

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## Spin-out Company Impact Award



This Impact award recognises a spin-out company from an Irish publicly-funded research performing organisation (RPO) that has achieved a successful and “significant event” in 2015. The award celebrates both the company success and its heritage in the RPO, including the support provided by the TTO. A spin-out company is one that is based on RPO research and at the time of formation was dependent on the exploitation of specific intellectual property rights (IPR) of the RPO. The RPO may have/had equity in the spin-out and will have licensed IPR to the company.

## AventaMed DAC – Cork Institute of Technology

Academic Founders: John Vaughan and Olive O’Driscoll

AventaMed is an award-winning spin-out from the Medical Engineering Design and Innovation Centre (MEDIC) within the Cork Institute of Technology (CIT). It is a medical device company focused on simplifying Ear, Nose and Throat (ENT) surgical procedures to reduce healthcare costs and improve patient safety. The company’s first product is a medical device which places grommets in childrens’ ears, without the need for a full general anaesthetic. In September 2015, AventaMed closed a €1.3 million funding round. This funding has allowed the founders of the company to take up full-time positions at AventaMed and move the business into the Rubicon Centre, CIT’s business incubator. It has enabled AventaMed to design, develop and certify its Quality Management System to comply with the medical device ISO 13485 standard. AventaMed has grown its team and is focused on completing clinical studies on the product and obtaining regulatory approval. The funding will also allow the company to develop its sales and distribution channels to make the product available to ENT surgeons worldwide. The Industry Liaison Office (ILO) in CIT was instrumental in the successful application for Enterprise Ireland Commercialisation Funding which supported the early development of the product. Once the initial concept had been developed, the CIT ILO managed the invention disclosure and patent strategy. Subsequently the ILO facilitated the creation of the campus company and negotiated a licence agreement to the intellectual property and a shareholders agreement in which CIT took a minority shareholding.

### FUNDING SOURCES INCLUDE

Enterprise Ireland; Intertrade Ireland Seedcorn Competition; Local Enterprise Office Cork; Cork BIC.

### TTO/ILO SUPPORT

Relationship Management; Intellectual Property Strategy & Management; Licensing; Company Formation Support; Funding Application Support.

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## Kastus Technology Ltd - Dublin Institute of Technology

Academic Founder: Dr Brendan Duffy  
(DIT)

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Kastus Technology Ltd has launched a ground-breaking technology aimed at controlling the spread of hospital “superbugs” such as MRSA and E.coli. This anti-microbial coatings technology, which can be applied to a range of surfaces including glass, ceramics, plastics, steel and wood is the culmination of nearly 10 years of DIT-led research. Towards the end of 2015 Kastus launched its first product, Kastus Glass, based entirely on intellectual property licensed from DIT. In addition, the technology underpinning the product was granted a UK and US patent in late 2015 with other territories pending. Kastus’ modus operandi is to sub-license the technology to large multinationals who manufacture components that most individuals come in contact with such as computer and smart device screens, door handles and toilet seats – all of which are widely recognised as being vectors for the transmission of hospital superbugs. The relationship with the spin-out company is enduring and researchers in DIT’s Technology Gateway CREST are actively involved with Kastus in coating customer samples, the scale up on manufacturing and investigating new products and environments in which the coatings can be applied. The Technology Transfer Office at DIT has been at the core of commercialising this technology. The office assisted in the original funding application process to build out the technology, it supported the spin-out of the technology and implemented an agreed patent strategy to match the needs of the spin out company as well as providing ongoing advice on technology development and product refinement.

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### FUNDING SOURCES INCLUDE

Enterprise Ireland; Industry Funding.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation Intellectual Property Strategy & Management; Licensing; Company Formation Support; Funding Application Support.

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## Surgacoll Technologies Ltd - Royal College of Surgeons in Ireland

Academic Founder: Prof Fergal O’Brien

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Surgacoll Technologies is a venture capital-backed company that spun out of the RCSI to commercialise a portfolio of implantable orthopaedic products. The company’s lead product, HydroxyColl™, is a medical implant designed to replace the use of a patient’s own bone tissue when repairing bone damaged by trauma or cancer. In November 2015, the company was successful in obtaining CE Mark market approval for HydroxyColl™. This highly significant regulatory approval milestone now enables the company to launch HydroxyColl™ on the market in all European Union countries, facilitating revenue generation and securing the future of this young company. This has paved the way for FDA approval in the USA and will serve as the basis to obtain commercial authorisation for the product in other geographic areas. It has enabled Surgacoll to enter into agreements with a number of key distribution partners in Europe, it has directly led to a number of strategic partnership opportunities with key orthobiologic MedTech companies and has dramatically improved the company’s fundraising potential. The Office of Research and Innovation (ORI) at RCSI has been providing ongoing support to Professor O’Brien, the founder of Surgacoll, since 2007. The ORI was instrumental in managing the intellectual property portfolio, carrying out research to identify the market, validating the start-up opportunity and identifying the business partner. Subsequently the office assisted in the creation of the company in 2012, managed licensing of the technologies and has since played an ongoing role in supporting company development.

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### FUNDING SOURCES INCLUDE

Enterprise Ireland; Science Foundation Ireland; Health Research Board; European Research Council; Venture Capitalists & Angel Investors.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing; Company Formation Support; Funding Application Support; Equity Agreements.

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## Mature Spin-out Company Impact Award

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This is a new award category this year, reflecting the “significant events” that have occurred in 2015 for spin-out companies that are at a later stage of corporate development. As with the Spin-out Company Impact Award, this award celebrates both the company success and its heritage in the RPO, including the support provided by the TTO.

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## Logentries – University College Dublin

Academic Founders: Dr Trevor Parsons  
and Dr Viliam Holub

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In October 2015 Rapid7 Inc. (NASDAQ:RPD), a leading provider of security data and analytics solutions, acquired Logentries, a UCD spin-out company, for an aggregate purchase price of \$68 million. Logentries emerged from UCD’s Performance Engineering Lab (PEL) in the UCD School of Computer Science, specifically from a collaboration between PEL and IBM which led to the creation of the ‘Real Time Correlation Engine’ (RTCE). RTCE had traditionally been applied for security and compliance purposes but Dr Trevor Parsons and Dr Viliam Holub, having worked on the project with IBM, recognised potential applications for RTCE in other areas ranging from IT operations to web marketing. They developed the original version of an innovative cloud-based solution for searching, visualising, and analysing machine data and this led to the establishment of Logentries. In 2012, Logentries secured \$1 million in seed funding which was followed by a further \$10 million funding round in 2013. The investment facilitated the deployment of an innovative cloud-based solution that was five-to-ten times faster than competing solutions and at a lower cost. The company rapidly grew to 70 employees serving more than 3,000 customers in over 65 countries and analysing 100 billion discrete events per day. UCD’s TTO at NovaUCD has a well-established relationship with PEL and supported various funding applications that helped to develop the expertise in RTCE. The TTO led negotiation of the collaborative agreements with IBM and supported the company through its NovaUCD Campus Company Development Programme. The TTO also led the review and negotiation of the investment agreements on behalf of UCD throughout the significant funding rounds that took place in 2012 and 2013.

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### FUNDING SOURCES INCLUDE

Enterprise Ireland; IRC; Polaris Venture Partners; Floodgate; Frontline Ventures; RRE Ventures.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Commercialisation Training; Company Formation Support; Funding Application Support; Equity Agreements.

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## Powervation - University of Limerick

Academic Founder: Dr Karl Rinne

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Founded in 2006, UL spin-out company Powervation was established based on research undertaken at UL by Dr. Karl Rinne, Dr. Eamonn O'Malley, and Dr. Anthony Kelly, within the Circuits & Systems Research Centre, Department of Electronic and Computer Engineering. The research resulted in patented technology which enabled companies to improve the energy efficiency of their information processing equipment. In July 2015, Powervation was acquired by Japanese electronic parts manufacturer ROHM for US\$70m (€64m) in an all-cash deal. In acquiring Powervation, ROHM which is a top 25 global semiconductor company, strengthened its product offerings in the rapidly-growing cloud, data-center and communications infrastructure markets. Powervation has become a fully owned subsidiary of ROHM and the centre in Cork has become the global design centre for digital power. New product development and expansion into new markets is planned with scope to significantly expand the current workforce. The trade sale yielded a financial windfall for UL which will be shared with the inventors and will enable UL to further develop the growing campus innovation ecosystem. The Technology Transfer Office (TTO) at UL was involved throughout the development of the underlying technology. The office provided support to researchers for funding applications and developed and implemented a successful patent filing strategy. The office also led negotiations to agree intellectual property license agreements with the company. Post spin-out the TTO managed the UL shareholding in the company and was involved in negotiating investor agreements throughout a venture funding rounds involving in excess of €30m in investment.

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### FUNDING SOURCES INCLUDE

Enterprise Ireland; Intel Capital; VentureTech Alliance; Scottish Equity Partners; Braemer Energy Ventures, 4th Level Ventures; Semtech Corporation.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing; Company Formation Support; Funding Application Support; Equity Agreements.

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## Swrve - Trinity College Dublin

Academic Founders: Dr Steve Collins and Dr David Gregg

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In 2015, Swrve (trading as New Game Technologies in Ireland) closed an investment round of \$30 million solidifying its position as a serious player in the global marketplace. New Game Technologies was founded in 2007 as a Trinity Campus Company by ex-Havok founders Dr Steve Collins of the School of Computer Science and Statistics and Hugh Reynolds. Branded as Swrve New Media, it is the world's leading mobile marketing automation platform, pioneering the fast-growing mobile engagement marketing space. The 2015 investment has created 45 new jobs, enabled the acquisition of adaptiv.io to further Swrve's predictive marketing capabilities and has facilitated Swrve to reach over one billion installs of their product. Swrve has since ranked 420 in Inc. Magazine's 2015 Annual Inc. 500, an exclusive ranking of the fastest-growing private companies. It has also tripled its global customer base across global enterprise brands and processes 271 billion user events per month across its platform making it one of the most widely used mobile marketing platforms in the world. Throughout the process, the Technology Transfer Office at Trinity has worked closely with Swrve founders since 2006. The office managed the exclusive licensing of computer code from Trinity that led to the creation of the spin-out company and subsequently supported the company by assigning the intellectual property from Trinity to Swrve in 2010. The company remains engaged with Trinity and the TTO is involved in managing the ongoing relationship.

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### FUNDING SOURCES INCLUDE

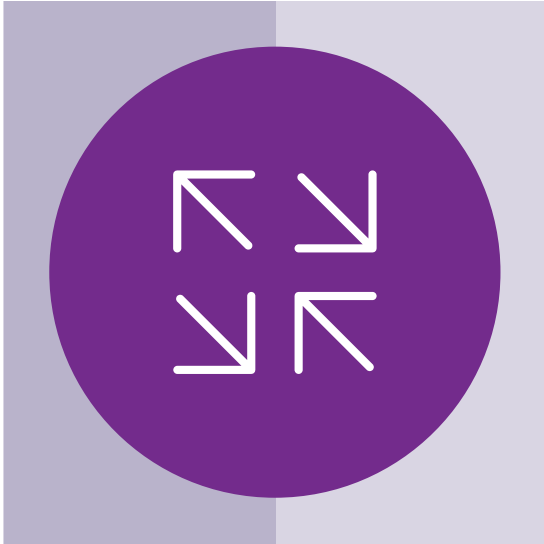
Enterprise Ireland.

### TTO/ILO SUPPORT

Relationship Management; Contract Negotiation; Intellectual Property Strategy & Management; Licensing; Company Formation Support; Funding Application Support; Equity Agreements.

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## Knowledge Transfer Initiative of the Year Impact Award



The Knowledge Transfer Initiative of the Year award recognises a commitment to the continuous development within the Technology Transfer Office (TTO) or Industry Liaison Office (ILO) - a term used within the Institutes of Technology sector. The scope of the initiative is broad and for the TTO to define. The initiative must have taken place in 2015 and should reflect how the TTO is pushing forward with knowledge transfer.

## Royal College of Surgeons in Ireland Building a Knowledge Transfer Culture

In 2014 RCSI launched its new Office of Research and Innovation (ORI) incorporating commercialisation and industry engagement functions with the Research Office. A new team was recruited with the goal of working with RCSI PIs to ensure that RCSI research is given the best opportunity to make economic and societal impact through the provision of customer-orientated industry engagement and research commercialisation services to researchers and industry partners. The new team quickly recognised a step-change was required in RCSI researcher engagement in knowledge transfer activities in order to achieve this goal. *"Building a Culture of Knowledge Transfer at RCSI"* was a new strategic initiative launched by the team in 2015 to bring about this change. The initiative centered on three thematic areas, namely (1) empowering RCSI Researchers (2) recognising and celebrating research commercialisation and industry engagement success and (3) streamlining research commercialisation and the industry engagement process. The impact of this strategic initiative is profound against the baseline. It is evidenced by RCSI having exceeded the 2015 targets that it set for knowledge transfer by between two and three-fold. Industry income has increased more than four-fold from 2014 levels to €1.2M (cash and in-kind), licence option and assignment agreements increased over four-fold and industry agreements increased seven-fold in the same period. Over three-quarters of the RCSI PI base are now being actively supported by the team.

### FUNDING SOURCES INCLUDE

Enterprise Ireland (TTSI).

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## Trinity College Dublin

### Innovation Model for New Ventures

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With a legacy of successful spin-outs dating back to the 1980s, Trinity recognised that the next spin-out had no greater chance of success than the last and that there was a need to establish a structured, holistic approach for start-ups, campus companies, and spin-ins to enable inventors and entrepreneurs have the best chance of success. To enable this vision Trinity developed a strategic partnership with Dublin BIC and jointly created a new role of 'Start-up Development Manager'. A full review of the journey from idea to new enterprise was undertaken and interlocking supports that cover the full range of entrepreneurial challenges have been established. Trinity now has a robust innovation model that includes a structured pipeline and staged supports including IDF review by external mentors; a "brain trust" of industry experts for early engagement to advise and consult before and during feasibility and commercialisation award activities; an Entrepreneurs-in-Residence programme; a new accelerator programme (LaunchLabs); a new co-working space for new enterprises; a Trinity Angel Syndicate to fund the trough of disillusionment and the establishment of a seed fund in partnership with UCD. This initiative has transformed the way in which Trinity supports new company formation and engages with the entrepreneurship environment. Trinity is now externally connected and focussed internally on providing significant supports and a structured learning approach which ensures each new company has an improved chance of success.

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#### FUNDING SOURCES INCLUDE

Enterprise Ireland (TTSI).

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## Maynooth University

### Knowledge Transfer Maturity Framework

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Maynooth University leads an Enterprise Ireland funded technology transfer (TTSI) consortium with partners Waterford IT, Athlone IT, and IT Carlow. Management of the consortium means using different levels of assistance and development or training at each partner site. To help define the evolution of Knowledge Transfer/Technology Transfer quality of each the consortium partners and the consortium as a whole, Maynooth University Commercialisation Office has taken from the ideas of "Technology Readiness Level" and "Maturity Frameworks" used in several industries to define a "Knowledge Transfer Maturity Framework". This framework helps to establish each of the consortium member's current development stage, what has been achieved and what needs to be accomplished in order to move up the maturity (or efficiency, or value) curve. It also helps define the consortium's strategy for Knowledge Transfer/Technology Transfer advancement in terms of key target areas, how deficiencies are identified and subsequent improvements are developed. The Maturity Framework maps each of the relevant KT activities undertaken. As such, the consortium-wide shared strategy is designed for each of the partners to move up the maturity curve, in each aspect of Knowledge Transfer/Technology Transfer. Knowing the current quality maturity position of each partner and having a framework for development is the key to this novel quality management tool that allows the Maynooth Consortium to advance its maturity and perform at a higher overall standard.

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#### FUNDING SOURCES INCLUDE

Enterprise Ireland (TTSI).

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# Knowledge Transfer Achiever of the Year Impact Award

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The Knowledge Transfer Achiever of the Year award recognises the personal achievement of a staff member in a TTO or ILO who has made a significant contribution to the business of that TTO or ILO. This category is open to any individual in any role at the TTO or ILO who is below Director or Head of Technology Transfer level. The nominated person must hold a current role in 2016 within the TTO or ILO. There is no shortlist for this category. The winner will be announced at the awards ceremony 2016.