



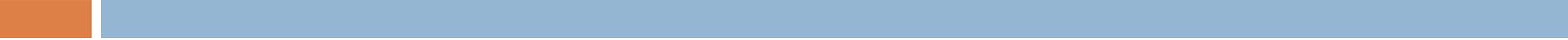
*Knowledge transfer and IP management  
at universities and public research organisations  
in Greece*

Knowledge Transfer Study workshop

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# Outline



- *How is knowledge transfer achieved*
- *Facts on Greece: a moderate innovator case*
- *The legal framework*
- *Incentives*
- *Individual cases IP,*
- *Conclusions and Challenges*

# The basic features of knowledge transfer

- Market demand: the success story and model for imitation
- The informal way
  - ▣ “Enlightened” individuals: exceptional cases
  - ▣ Informal linkages
- Policy making: interventions diminishing risks and costs, which may or may not be successful

# Key facts

1. Greece is a “moderate innovator” in the Innovation Union jargon; this means there is a research system in place but technology transfer is limited
2. GERD/GDP is 0,57% stagnant; BERD/GDP is 0,16% declining
3. Research productivity is above EU average and improving in terms of publications (109%) but below EU average in terms of citations (76%) and marginal in international patenting

# The enabling environment

- The creation of the “Special Accounts of Research” in the mid ‘80s: paving the way to formalise links with significant success cases and increasing problems of control and bureaucracy
- The basic law for IP sharing (60%-40%) and the discretion of HEIs and ROs

# IPR policy

- The law for the commercial exploitation of IPRs by universities and research centres: the researcher owns 60% of the IPR and the research organisation 40%.
- Each HEI/RO is expected to create its own internal rules
- Government owned results are in theory freely available, however there are not mechanisms facilitating access or dissemination.
- The new law 4009/2011 for HEIs foresees the establishment of a unit in each institution that will be responsible for IPR issues. These units could also undertake other responsibilities, which are usually part of the mandate of a Technology Transfer Office.

# Support schemes

- Programme “Collaboration” supports consortia of HEIs, public research organisations and companies for performing research in national priority areas (€93m in 2009; €68m in 2011)
- Innovation Vouchers (€8m)
- Spin off/spin out
- Support for TTO in universities and research centres; they failed to produce tangible results and only few are active in real TT
- The new law reorganising HEIs foresees the involvement of the private sector in the management board; this may forge informal links

# Results as yet

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- Special accounts: generation of revenue and creation of linkages in the top institutions
- Impact of IP so far has been poor (EW 2011)
- No visible results of support schemes
- No external and transparent evaluations

# Conclusion: lack of knowledge transfer is part of the current Greek problems

- Market demand: low and diminishing
- The informal way: success stories
  - ▣ Forthnet (spin off)
  - ▣ Nickel (double roles)
- Policy making: blind copying, neither evaluations nor persistence

Knowledge transfer often takes place despite rather than because of policy intervention

# Challenges

- Take advantage of what has worked rather than demolish it (Special Accounts of Research)
- Support successful linkages (what is the right approach to informal linkages?)
- Policy making: monitor, evaluate, follow the recommendations, copy intelligently, persist