HOW TO CREATE A SPIN OFF IN THE UNIVERSITY

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INDICE

✓ What is a spin-off Company?
✓ What types of spin-off companies are there? Academic vs Corporate
✓ Spin-off companies at the university
✓ What are the main reasons for the University and for researchers for creating spin-off companies
✓ Common mistakes committed by founding members of the spin-off
✓ Barriers and possible solutions for researchers in the creation of a spin-off company
WHAT IS A “SPIN OFF”?
CORPORATE SPIN OFF
UNIVERSITY SPIN OFF.....
3 requirements to create a spin off

• A research output must exist and it must belong to the university.
• At least one of the founders must be a researcher involved in the generation of this output.
• There needs to be a signed contract between the university and the spin off for transferring the technology or the knowledge produced.
REASONS TO CREATE A SPIN OFF
JUST TO PUBLISH PAPERS?
COMPETITIVENESS/LOCAL ECONOMIC DEVELOPMENT
To keep talent and to foster employment
Personal and Professional Fulfilment
And why not earn money...and become filthy rich?
HOW DO WE TRANSFER KNOWLEDGE?
HOW DO WE START?
FINDING A NEED IN A MARKET
Business Model Canvas (BMC)
BMC Wise King

Asociaciones clave

Actividades clave

Propuesta de valor

Relaciones con los clientes

Segmentos del mercado

Recursos clave

Canales

Estructura de costes

Fuentes de ingresos
BMC / Lean Canvas

Problem
Solution
Unfair Advantage

Key Metrics
Channels

Cost Structure
Revenue Streams
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<th>PROBLEM</th>
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- **KEY METRICS**
  - + alternatives

- **CHANNELS**
  - + early adopters

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<th>COST STRUCTURE</th>
<th>REVENUE STREAMS</th>
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LEAN CANVAS
Lean Canvas, Handy tool when the risk and uncertainty is very high.

BUSINESS MODEL CANVAS
Tool to design new strategies in an existing company, or in a traditional sector.

BUSINESS PLAN
To make a study to know if our company is viable or not. REQUIRED in UPV.

FINANCIAL STUDY
A study to know the potential incomes and profit of our Company.
TYPES OF SPIN OFF-UPV

It depends on the way that the knowledge transfer is done.

- UPV PARTNER
- ROYALTIES
- MIX
BEFORE THE LOU LAW IN 2007, THERE WERE SOME LIMITATIONS

EJERCICIO ACTIVIDADES PRIVADAS PDI:
Ley 53/1984 de Incompatibilidades • Artículo 12.1 b) y d):
Los profesores universitarios que tienen la condición de funcionarios: (catedráticos y profesores titulares de Universidad, catedráticos y profesores titulares de escuelas universitarias)

NO PUEDEN:

• No pueden tener más del 10% del capital de empresas privadas (Cuya actividad tenga que ver con su actividad docente, investigadora...)

• Pertenecer al Consejo de Administración o ser Administradores de estas empresas privadas

TEACHERS AND RESEARCHERS COULDN’T OWN MORE THAN 10% OF THE COMPANY OR BE PART OF THE MANAGEMENT BOARD.
AFTER the 2007 Law REFORM if the university is a partner of the SPIN OFF

- The researcher-founder can own more than 10% even if the activity of the Company is similar to the carried out for the university.
- Researcher can be member of the Management Board.
- Researcher can request a temporary leave of absence of up to 5 years to work on the spin-off, without losing his job or privileges in the university.
- The researcher can also combine his activity in the university with a part-time contract in the spin-off, and without any reduction in his university salary.
IF UPV IS A PARTNER:
ADVANTAGES

10%
More than 10%
Management Board
Temporary Leave

Part-time contract in the Spin-off
Spin-Off UPV Label
Incubation at CPI
CREATION PROCESS

- Ask for Information
- Spin-off proposal
- Research Result
- Business Plan
- Negotiation with UPV
- Governing Bodies UPV
6 COMMON MISTAKES....

- University Professor as the Company CEO
- To use the Company to research
- To try to sell something to a Chinese speaking Swedish
- Living on my own
- Football Team
- We don’t need marketing, we have the best product
Top Barriers in the creation of a Spin-Off
Lack of Financial resources
Legal Issues
LACK OF BUSINESS KNOWLEDGE AND EXPERIENCE
Possible solutions....
IF WE LACK RESOURCES

FOUNDERS FAMILY FRIENDS FOOLS
PUBLIC FUNDING: IVF, ENISA CDTI....
INVESTORS?

- Accelerator
- Business Angel
- Venture Capital
  (TECHTRANSFER UPV)
- Equity Crowdfunding

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FONDO DE TRANSFERENCIA DE TECNOLOGÍA
TECH TRANSFER UPV, F.C.R.

CONÓCENOS  CONVOCATORIA  INVERSORES  MENTORES Y PARTNERS  NOTICIAS  CONTACTO

1 Cercanía al ecosistema de generación de proyectos.
El modelo se asienta igualmente en una estrecha colaboración y
respeto con el actual ecosistema emprendedor de la UPV.

2 Instrumento de financiación.
Herramienta de financiación de proyectos innovadores.

3 Asesoramiento y apoyo en materias de management
y en materias técnicas

4 Coinversión
Búsqueda de instrumentos de coinvésion públicos y privados. 

Nuestro objetivo es invertir en 21 proyectos (spin outs) a través de un fondo de
capital riesgo de hasta 6 millones de euros de patrimonio y un horizonte
temporal de 7 años.
Cada año emitiremos entre 2 y 3 convocatorias con el objetivo de seleccionar
entre 3 y 7 compañías por año.
SOLUTION: LACK OF BUSINESS SKILLS

TRAINING IN BUSINESS MANAGEMENT
SOLUTION: LACK OF BUSINESS SKILLS

SUPPORT IN THE CREATION AND DEVELOPMENT OF THE BUSINESS MODEL
WE HELP THE SPIN OFF BUILDING THE DREAM TEAM

SOLUTION: LACK OF BUSINESS SKILLS
A good entrepreneurial team...

- 2-4 people, not to fight alone
- Leader (CEO) partner.
- Key Role partners (CTO, CMO, SALES...)
- Capital Investors.
LEGAL BARRIERS

LI, LCTI, LES, LE
LEGAL ISSUES

CURRENT LAWS IN SPAIN

LI / LOU / LOMLOU / LES / LCTI / LPAP / LCAP

WHAT WE NEED

DEVELOPMENT

CREATION LAW FOR TECH-BASED COMPANIES

FAST PROCESS TO CREATE TECH-BASED COMPANIES
IDEAS-UPV: SERVICES

- Mentoring
- Business Plan
- Access to Funding
- Team BUILDING
- Networking
- Development
SPIN-OFF – UPV PARTNER
SPIN-OFF – UPV NOT PARTNER
THANK YOU.

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