

# NCP-IP Webinar

## Life Science Licenses

... beginnt in Kürze

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# Agenda

10:00 Begrüßung: Mag. Florian Frauscher, SC BMDW

10:05 Einleitung: Dr. Angela Siegling, aws Innovationsschutz

10:10 Keynote "Life Science Licenses": Dr. Gerda Redl,  
REDL Life Science Patent Attorneys

10:45 Vorstellung der aws Innovationsschutz-Förderung: Dr. Angela Siegling, aws

11:00 Vorstellung Life Science Austria: Mag. Sonja Polan, aws

11:15 Fragerunde

11:30 Ende



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# aws Innovationsschutz

Mit **aws Innovationsschutz** unterstützen wir Sie dabei, Ihre individuelle, geschäftsspezifische Intellectual Property (IP)-Strategie zu entwickeln – d.h. Ihr geistiges Eigentum zu erkennen, zu sichern, zu schützen und zu verwerten.



# IP-Strategie

Die **IP-Strategie** sichert das **Geschäftsmodell** und beinhaltet Maßnahmen zur **Nutzung geistigen Eigentums**, die das Unternehmen in die Lage versetzen,

- einen **exklusiven Wettbewerbsvorteil im Markt** zu generieren,
- **Premiumpreise** zu erzielen,
- und/ oder geringere Kosten als der **Mitbewerber** aufwenden zu müssen.

IP-Strategen erkennen, warum ein Kunde bereit ist, einen Premiumpreis zu bezahlen und analysieren, welche Produktmerkmale mit der erhöhten Zahlungsbereitschaft verbunden sind, worin die Alleinstellung besteht und sichern das Wertangebot mit IP-strategischen Maßnahmen.



## aws Innovationsschutz

### Branchen

Innovative, technologieorientierte Branchen

### Projektlaufzeit

bis zu 3 Jahre

### Zielgruppe

Start-ups, Spin-offs,  
Kleinstunternehmen, kleine und  
mittlere Unternehmen

### Was wird gefördert?

Schutzrechtsberatung, IP Strategie-  
Coaching, Schutzrechtskosten,  
Lizenzierung von Schutzrechten

### Bis zu

EUR 100.000,- Zuschuss

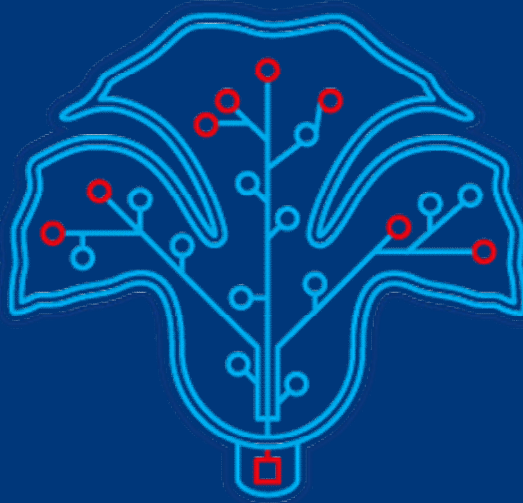
### Kontakt

[www.aws.at/aws-  
innovationsschutz/ip-termin/](http://www.aws.at/aws-innovationsschutz/ip-termin/)



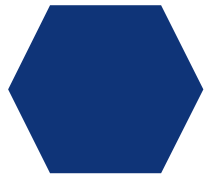


austria wirtschaftsservice



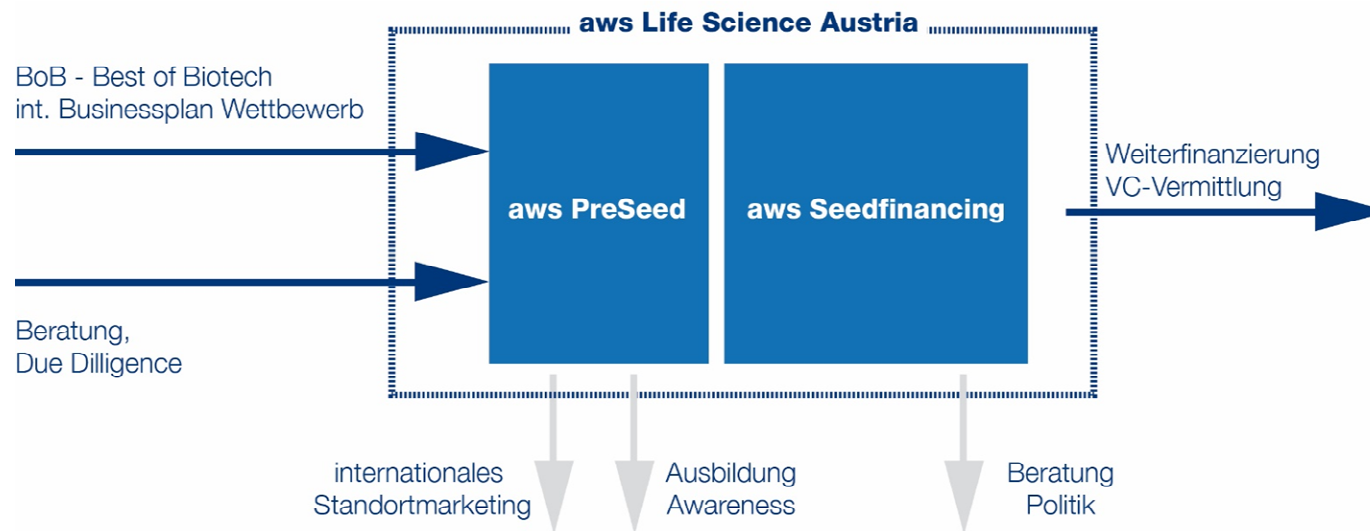
**aws Life Science Austria**

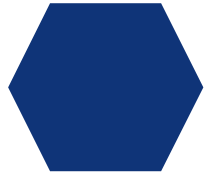
**Boosting innovation!**



# Programme

## aws **Life Science Austria**





# **aws Life Science Austria**

## Competition

- aws Bob – Best of Biotech

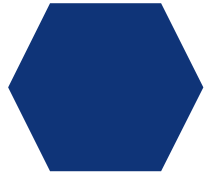
## Grants

- aws LISA PreSeed
- aws LISA Seedfinancing
- aws LISA Temporary Management

## Internationalisation

- aws LISA - Life Science Austria



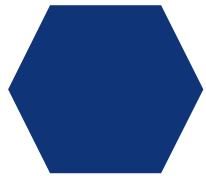


# aws **Life Science Austria**

## **BOB - Best of Biotech**

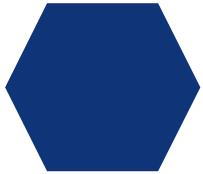
With its international business plan competition, aws BOB – Best of Biotech, aws encourages researchers and students in the area of life sciences to put innovative business ideas into practice. Win attractive prizes for the best business idea or business plan. Watch out! The next round will start in 2022.





# aws Life Science Austria Grants

| Product                              | Mode of funding         | Funding period   | Focus   |
|--------------------------------------|-------------------------|--|---|
| <b>aws LISA PreSeed</b>              | Grant up to € 200,000.- | up to 2 years  | High-tech start-ups in their pre-formation phase – Development of a marketable proof of principle/concept |
| <b>aws LISA Seedfinancing</b>        | Grant up to € 800,000.- | up to 12 years   | Formation and expansion of innovative high-tech companies   |
| <b>aws LISA Temporary Management</b> | Grant up to € 50,000.-  | 6 – 9 months<br>up to 1 year in cases of maternity leave | Temporary support from external experts   |



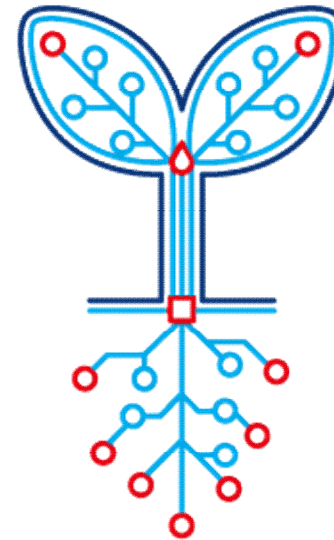
## aws **LISA Preseed**

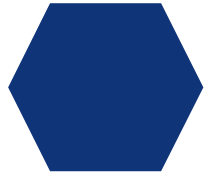
### Mode of funding

Grant up to € 200,000.-

### Fundable costs

Costs arising in connection with the implementation and realisation of novel projects including, for example, costs relating to the carrying out of studies and concept development and those relating to consumables and personnel.





# **aws LISA Preseed**

## Eligibility criteria

- High technology intensity & international novelty
- High chance of commercial success
- High commitment and risk-taking attitude of the founders-to-be
- Great market potential
- Pre-formation phase

## Type of funding

- Grant



## aws **LISA Seedfinancing**

### Mode of funding

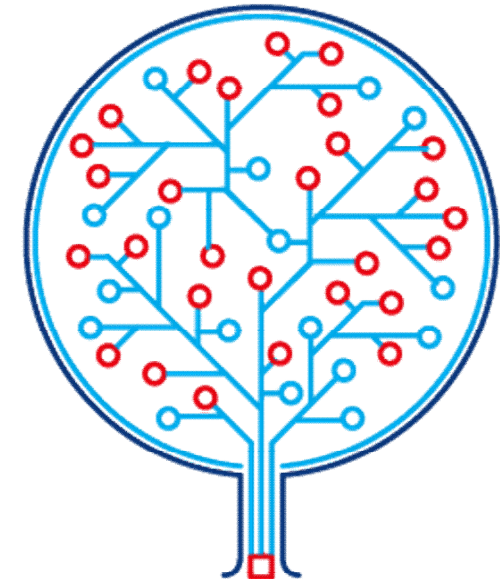
Conditionally repayable funding grant up to € 800,000,-. Repayment over several years as percentage of profits earned or at once in the case of a sale of the company

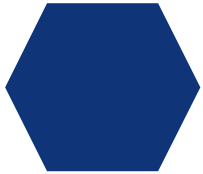
### Fundable costs

Founding and market development costs, payroll costs, market study and concept costs, external consultant fees, operating supplies, industrial property rights costs (patents, trademarks)

### Non-fundable costs

Non-specific costs such as purchases of real estate or vehicles or building construction costs.

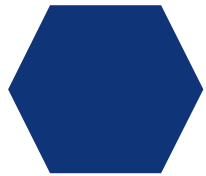




# aws **LISA Seedfinancing**

## Eligibility criteria

- Unique selling proposition (USP) through technology intensity and novelty on an international scale
- High growth potential
- High commitment and risk-taking attitude of the founders-to-be
- Worked-out business plan available
- No share of 25 percent or more held by any other company
- The start-up company is a small enterprise in the meaning of the definition of the European Union and is operative in a high-tech area



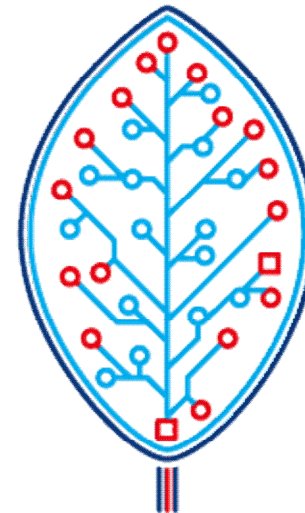
# aws **LISA Temporary Management**

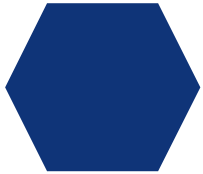
## Mode of funding

Grant covering up to 50 percent of the value of the advisory services rendered or a maximum of € 50.000,-

## Fundable Costs

Consultancy expenses incurred for a time-limited deployment of external expert





# aws **LISA Temporary Management**

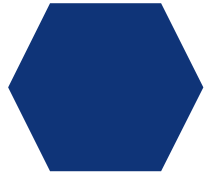
## Eligibility criteria

- Approved aws Preseed or aws Seedfinancing grant
- Critical know-how deficit in the start-up enterprise
- Realistic chances of successful implementation
- Sustainable transfer of know-how to the enterprise warranted
- Concrete need for action and existing implementation plan

## Type of funding

- Grant





## **aws LISA - Life Science Austria**

LISA international marketing supports the Austrian life science scene in its efforts towards internationalisation in cooperation with the Austrian Life Science cluster organisations. It acts as an image multiplier on the international market, by positioning Austria at leading international trade fairs and gives aspiring Austrian life science companies and research institutions a more prominent presence on the international market under the common umbrella brand. "LISA" is also used as a portal for interested parties from all over the world and is the number one contact for all matters concerning cooperation and support of projects and companies in the field of life science in Austria. Mehr Informationen auf [www.lifescienceaustria.at](http://www.lifescienceaustria.at)



# **aws Innovationsschutz**

## **Kontakt**

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**aws Innovationsschutz**

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**Mag. (FH) Sonja Polan**  
**NCP-IP/Life Science Austria**

**T +43 1 501 75 - 510**  
**E [s.polan@aws.at](mailto:s.polan@aws.at)**

**Reden wir über Ihre Schutzrechtsthemen!**

**aws-Innovationsschutz IP-Termin**

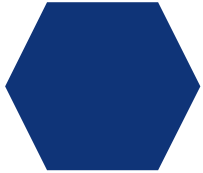
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**aws-Innovationsschutz**

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**Nützliches zum Schutz von Geistigem Eigentum**

**<https://www.discoverip.at/>**



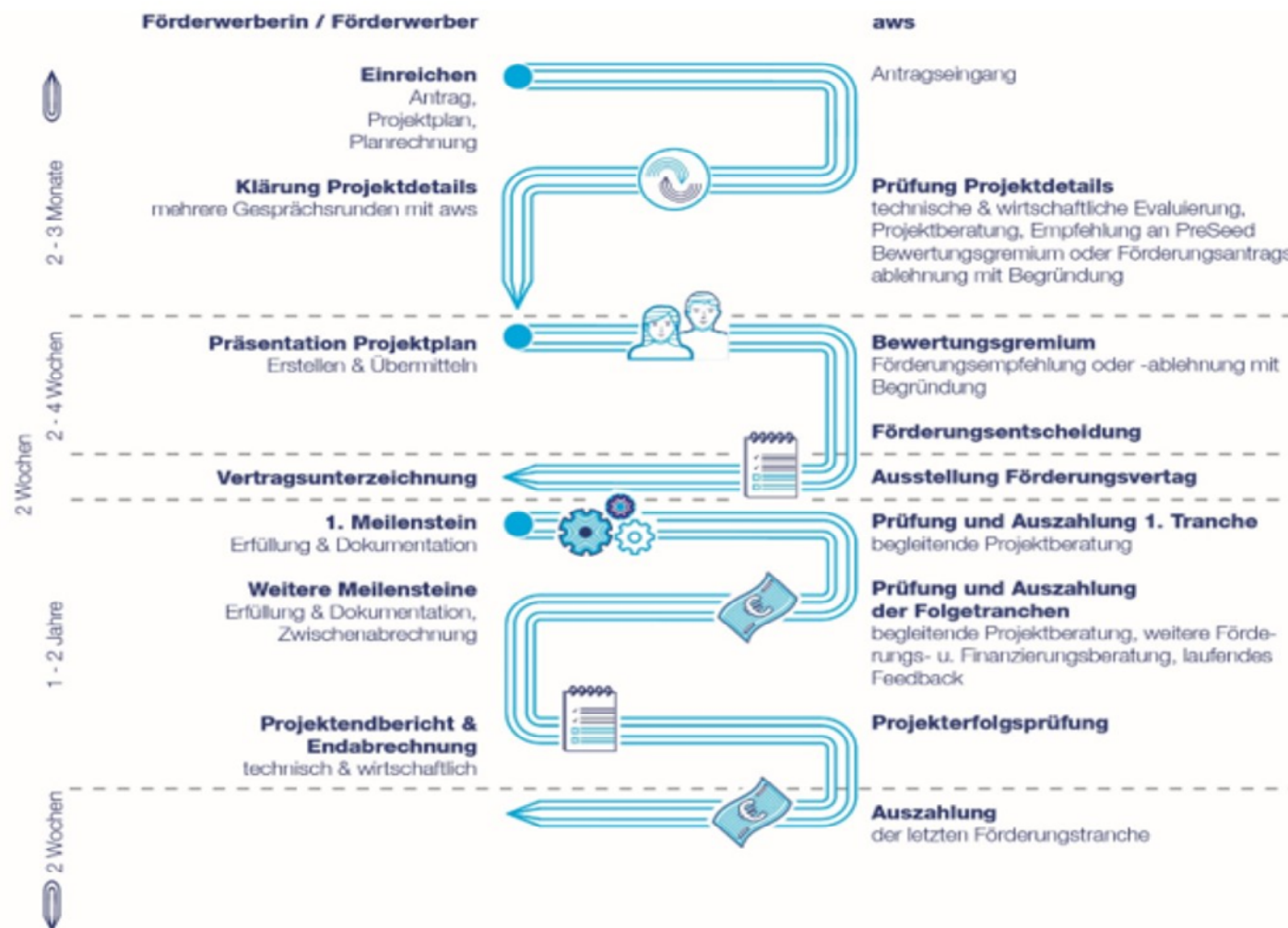
**Vielen Dank für Ihre Aufmerksamkeit!**

Nachbericht und Folien: <https://www.ncp-ip.at/>

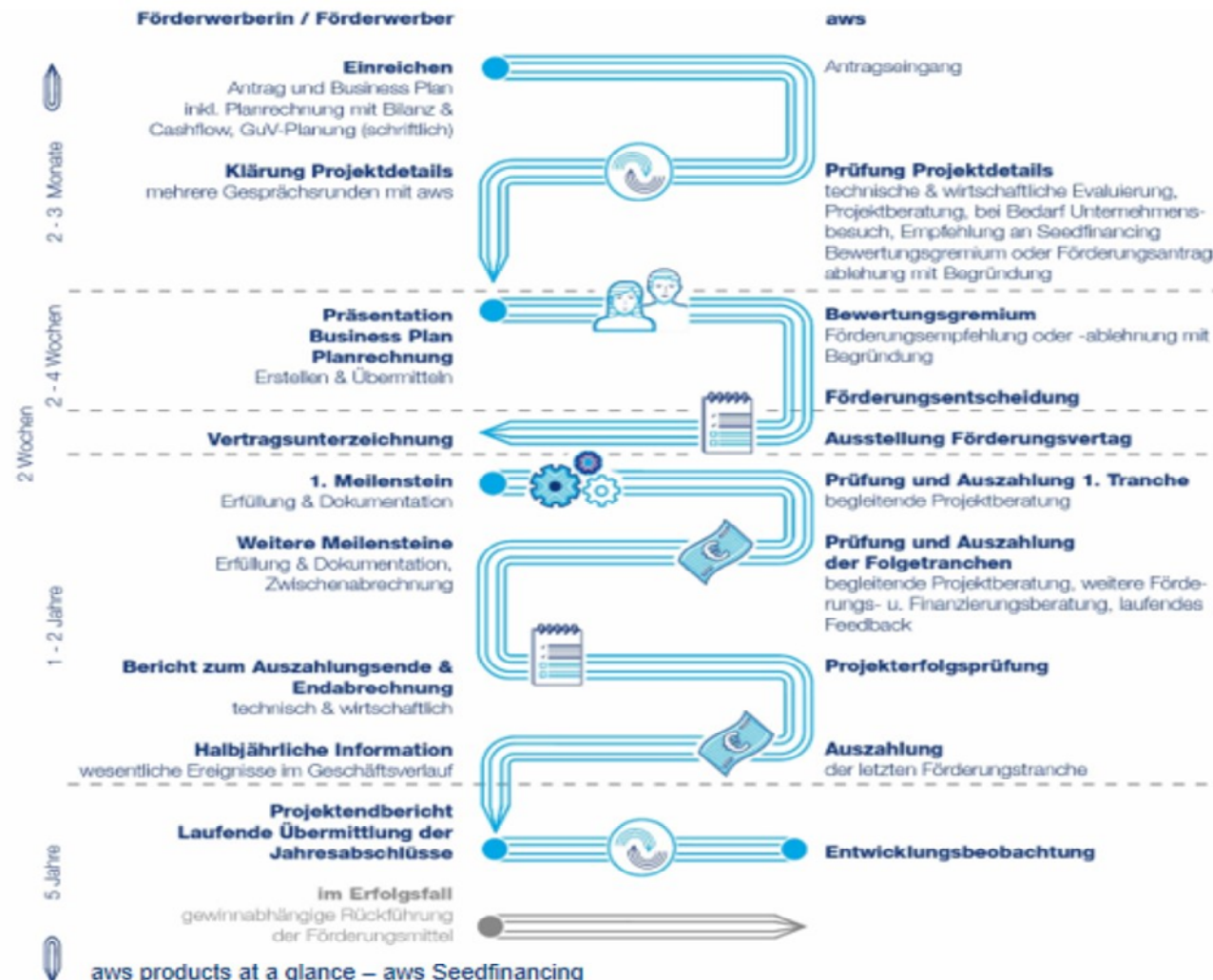
Nun: Fragerunde

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# Process Flow aws PreSeed



# Process Flow aws Seedfinancing



# TRC (Translational Research Center)

- Aws arbeitet mit BMDW seit 2008 an der Etablierung eines TRC für Österreich
- Ein TRC identifiziert, beauftragt und finanziert die geeigneten Entwicklungsprojekte inkl. IP-Übergang an das TRC
- Quelle dieser Entwicklungsprojekte sind Universitäten, außeruniversitäre Forschungseinrichtungen
- Ziel ist es, diese kommerziell zu verwerten (Lizenzvereinbarungen mit Pharmafirmen, Sale, Startup-Gründung etc...)
- Fonds: KHAN-I Technology Transfer Fund GmbH & Co KG im Juni 2019 in Dortmund errichtet
- Investoren: European Investment Fonds (EIF), Max-Planck-Förderstiftung (MPF) und aws
- Fondslaufzeit 20 Jahre, davon 5 Jahre Erstinvestitionsphase
- Investitionsfokus: frühphasige Projekte in der Arzneimittelentwicklung (80% aus AT und DE)
- Fondsmanagement verfügt über 10 Jahre Track Record mit erfolgreicher Verwertung von ähnlichen Projekten in Pharma- und Biotechbereich (Peter Nussbaumer, Bert Klebl, Michael Hamacher)
- Zielgröße des Fonds: 60 MEUR
- Wings4innovation GmbH: 100% Tochter des Fonds in Österreich

KHAN-I

# Aws arbeitet seit 2009 an der Etablierung eines TRC

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