

Annex No 1. to the Letter of inquiry No. DA/12/06/2021

Wroclaw, 2nd June 2021

DETAILED DESCRIPTION OF THE SUBJECT MATTER OF THE CONTRACT

The training should be planned for a group of about 20 participants. The training should include a theoretical overview and practical training (case studies, discussions, presentations) of the review of various possibilities for commercializing scientific innovations developed in research organizations or universities. Participants should learn about IP valuation methods, how to evaluate and compare different innovation initiatives

- I. The scope of the subject of the contract (each part) includes in particular::
 1. Preparation of the training program (based on the information contained in Section II), and based on the competencies and skills acquired by the Training Participants described in Section III.
 2. Number of participants - 20 people.
 3. The training should include elements of theory and practice, approximate interactive, engaging way participants. The final training program must be approved by the Ordering Party.
 4. The Contractor is required to provide to the Employer Training Program not later than 30 days after signing the contract.
 5. The contractor for the service should ensure the implementation of the training service by a qualified and experienced trainer/expert, who must be approved by the Ordering Party and should be fluent in English and be indicated in the tender form. The trainer/expert will be responsible for creating the final version of the training program and will oversee its implementation
 6. The Contracting Party reserve, that 10 hours of training, will carry out only one trainer. In the case of justified absence of the trainer to conduct training on a given day, the Contractor is obliged to ensure the presence of another coach who has the experience and professional qualifications, at least the same as a coach, which was indicated in the offer, based on which the selection of the Contractor.
 7. The creation and delivery of printed training materials covering the entire content of the training for each participant (and one additional copy of the Ordering Party) and provide electronic versions of these materials. The Contractor will be required to mark all training materials and other materials accompanying training (eg. Evaluation forms,

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diplomas/certificates) logos of the project, the EU, the EIT Raw Materials and information on co-financing from EU funds.

8. The electronic version of training materials for the participants should be sent to inspect the Employer, at least 5 working days before the training and should be approved by him.
9. Conducting the training approved by the Contracting Authority: the schedule of the training program and training materials provided by the Contractor.

II. TRAINING SCOPE:

1. Commercialization of scientific technologies — analysis and comparison of partnerships, sales, licensing and spin-outs as possible routes.
2. Developing a business case — identifying future opportunities.
3. Business development roadmap — creating a practical action plan.
4. TRL (Tech readiness level), IRL (Investment readiness level) and CRL (Customer readiness level) as tools and metrics to assess and communicate the technical, business and social maturity of scientific innovation.
5. Innovation Due Diligence — method and its implementation.
6. Systematic technical and commercial assessment of scientific innovations and IP developed at research organizations.
7. Valuation of IP — importance, concepts and methods.
8. Introduction to investments — types and stages, introduction to negotiations.
9. Management of innovation projects and portfolios — methods and practical tips.
10. Barriers to technology transfer and university-business cooperation: organizational, operational and cultural aspects.

III. PARTICIPANTS:

1. Scientists, students from Polish and foreign, working in scientific institutions located in Europe and wanting to improve their skills in the commercialization of scientific solutions, technology transfer and IP protection.
2. The training will be attended by 20 participants.

IV. GAINED COMPETENCIES:

1. Ability to assess and compare licensing, sales and startup as commercialisation routes for research-based innovations.
2. Ability to make a quick assessment and develop a plan for a research-based business case..
3. Ability to make a short plan for improving a business plan along with defined future steps..
4. Ability to assess innovations using TRL, IRL, and CRL.
5. How to assess and strategically develop innovations, when more time and resources are available (as compared to the above-mentioned quicker methods).
6. Ability to summarise key aspects of an invention in a way that is used e.g. by TTOs
7. Ability to understand the main differences in valuation methods.

8. Ability to anticipate which investment stage and type may be relevant for own innovations. Improved ability to prepare for discussions for investor meetings with relevant questions and content.
9. Ability to use systematic tools for comparing different innovation projects with each other and capacities to manage an innovation project portfolio.
10. Ability to recognize and understand different perspectives in technology transfer and commercialisation of scientific innovations, leading to the ability to defend and develop own capacities for commercialisation.

V. **PLACE AND TIME FOR THE TRAINING:**

1. The training will be held between 15th and 19th of November 2021, 10 training's hours, stationary in Miskolc, Hungary or online.
2. The place of training and the form of the training depend on the situation of the COVID-19 pandemic development and the restrictions prevailing in European countries.
3. The contractor covers all costs related to the implementation of the subject of the contract, which he will have to bear, in particular the costs of materials for participants, travel and accommodation costs of the trainer.

PREZES Zarządu

Radosław Pilut

PROKURENT

Magdalena Król