

ASTP Peer Review of KTTOs by Critical Friends and our experience

Dr. Christian Stein, CEO Ascenion GmbH

TechnologieAllianz Annual Conference, Frankfurt, 20. March 2019

Peer Review by Critical Friends

What is it about?

- TTO evaluation between professionals
- a service for the members and by the members of ASTP-Proton
 - maintain high quality standards
 - improve your performance
 - benchmark against practices across the sector
 - provide credibility for your work



ASTPPROTON Peer Review
by critical friends

What do you get?

After the review you will:

- Understand the strengths and uniqueness of your work, and receive recommendations on how to further maximize impact and effectiveness
- Receive input on potential weaknesses, with advice on how to address these
- Get suggestions for possible development in order to complement your current services and strengths
- Gain insight into alignment of your capacity with your strategies



Meet the Critical Friends



Christian Stein

Ascenion GmbH
Germany



Heather Thompson

University of Chester
United Kingdom



Jens Fahrenberg

Karlsruhe Institute of
Technology
Germany



Tom Hockaday

Isis Innovation Ltd.
(2006-2016)
United Kingdom



Anders Haugland

BTO
Norway



Karen Laigaard

University of Copenhagen
Denmark



Sara Matt-Leubner

University of Innsbruck
Austria



Paul Van Dun

KU Leuven
Belgium



Steven Tan

Nascent Ventures
The Netherlands



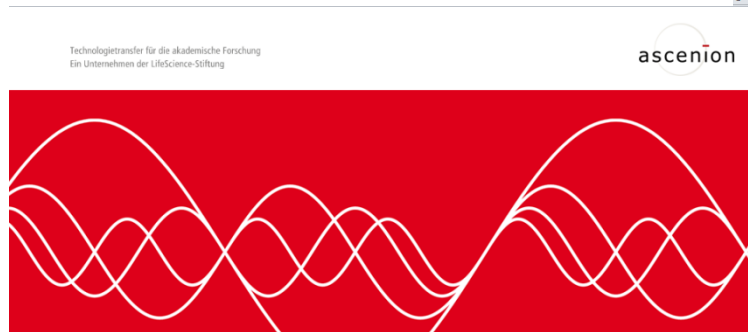
Jörn Erselius
Max-Planck-Innovation
Germany

How is it done?

Your operations will be reviewed in a 3 step evaluation process:

1. Selected evaluators study materials provided by you

- Self assessment sheet
- Facts and figures about TTO (highlights, activities, proceeds, turnover/profit, business planning, organizational structure etc.)



Peer Review by a Critical Friend

Ascenion: Facts and Figures 2016

Christian A. Stein / Natascha Reinert / Susanne Letzelter

	A	B	C	D	E	F	G	H
Self-assessment of fundamental characteristics of target TTO								
This sheet will be filled in by the head of the target TTO as a pre-requisite for ordering the service from ASTP-Proton.								
Purpose:								
1. To provide the experts with some defining characteristics, as a framework for their analysis, to ensure cost-effective use								
2. To support the accumulation of neutral data into an ASTP-Proton controlled database -- that will, eventually, hold useful								
3. To add value to the customer, by providing a framework for self-assessment and self-reflection.								
Financial and structural data:								
Financial statements (current year + 5 preceeding)								
TO internal profile and relative priorities/focus:								
Contract Management / Industry Liaison 10%								
Conducting research or other scientific work 0%								
Writing applications / supporting scientists 10%								
Educating students and external training 5%								
Disseminating knowledge (incl. Easy Access IP) 5%								
Sourcing ideas & missioning for innovation on campus 5%								
Doing consulting 10%								
Following up on running liscense agreements 5%								
Managing / coaching spin-off companies 20%								
Hard core techtrans activites (incl. idea assessment) 30%								
100%								
TO external profile -- funding:								
National government -- programs and projects 1%								
EU and other public programs 3%								
Own institution/university 0%								
Consulting 30%								
Commission 66%								
Commercial income from selling share, IP and liscenses 0%								
100%								
Self-assessment of inherent dilemmas --> Internal tradeoffs								
Culture: Entrepreneurial ("Doing the right things") 40% -vs- 60% Procedural ("Doing								
Organizational focus: For profit (generate maximum financial profit) 60% -vs- 40% Dissemination of k								
Value prop: Value creation for external investors/industry 60% -vs- 40% Provide service to 1								

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2. Evaluators conduct necessary interviews

- Two days agenda with interviews performed in February 2017

Agenda

Peer Review by a Critical Friend

16 – 17 February 2017, Munich

AGENDA day 1 February 16, 2017



Schedule	Topic	People	Place
09:00–11:00	Presentation	Christian Stein	Conference Room
11:00–11:30	Interview Finance / Controlling	Christian Stein Natascha Reinert	Conference Room
11:30–12:30	Spinovator Fund	Samuel White Christian Stein	Conference Room
12:30–13:30	Lunch		Passaparola Kaiserstraße 47 80801 Munich
13:30–14:30	Life Science Foundation	Nicolaus Steenken Ronald Mertz	Conference Room
14:30–15:30	Director Munich o structures o process	Stefanie Possekel	Conference Room
15:30–16:30	Legal Counsel o structures o process o QA	Thieß Matzke	Conference Room
16:30–17:30	Director Berlin BIH Charité Max Delbrück Center etc.	Elisabeth von Weizsäcker	Conference Room
17:30–18:00	Summary conclusion Planning Day II	Paul van Dun, Jörn Erselius, Anders Haugland, Tom Hockaday, Christian Stein	Conference Room
18:30	Dinner		Le Cézanne Konradstraße 1 80801 Munich

AGENDA day 2 February 17, 2017

Schedule	Topic	People	Place
09:00–10:00	Discussion	Paul van Dun, Jörn Erselius, Anders Haugland, Tom Hockaday, Christian Stein	Conference Room
10:00–11:30	Technology Management & Case Studies	to be selected: H. Müller/S. Scheek T. Förster/D. Baumjohann R.Cordes/S. Heim (Braunschweig) T. Stachelhaus (Hamburg)	Conference Room (Skype?)
11:30–12:30	Equity Management How it works QA	Anja Zimmermann	Conference Room
12:30–14:00	Lunch		Schwabinger Wassermann Herzogstraße 82 80796 Munich
14:00–15:00	Summary & Discussion	Paul van Dun, Jörn Erselius, Anders Haugland, Tom Hockaday	Conference Room

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3. Evaluators deliver a confidential written report to you

- Executive summary and full report in May 2017

Things to consider

- Costs from 8.000 to 12.000 Euros
- About one week of preparatory work
- It's also a lot of work for the reviewers: pamper them!



A decorative background for the top half of the slide, consisting of a dark red field with a pattern of lighter red hexagons and triangles. Some hexagons are outlined in a glowing yellow-gold color, and a few vertices are marked with small, bright yellow-gold dots.

Thank you for your attention

Christian Stein

Ascenion GmbH

www.ascenion.de