



LTU BUSINESS AB

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The Office of Technology Commercialization

ltubusiness.se



LULEÅ
TEKNISKA
UNIVERSITET



**LTU Business AB (est 1983) is the largest
business development company in northern Scandinavia,
non-profit and fully owned by Luleå University of Technology**



Our service offering

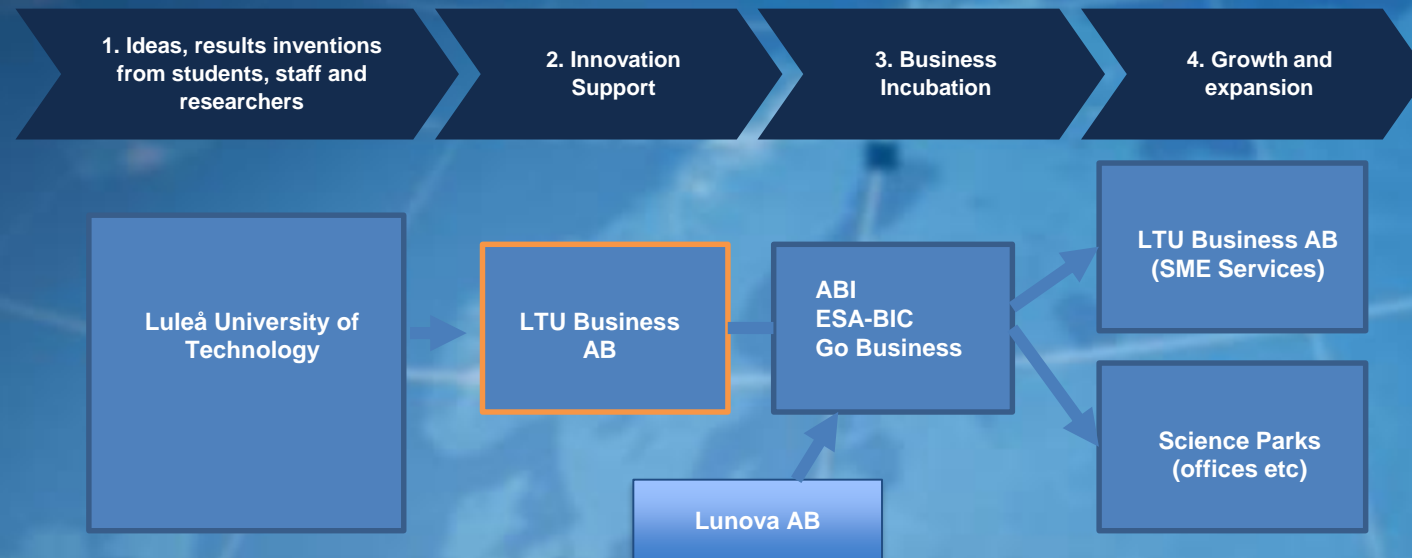
We offer services in **Innovation management**, Business development and Professional education.

In addition to being the Office for Tech Commercialization for Luleå University of Technology, we serve private and public sector clients across Europe.

Example clients: RISE, EIT RawMaterials, Skellefteå Kommun



THE LTU INNOVATION ECOSYSTEM



MedSense

Researcher Kerstin Ramser develops a new tool for cancer diagnostics with big potential.

Result:

LTU Business develops a patent and IPR-strategy.

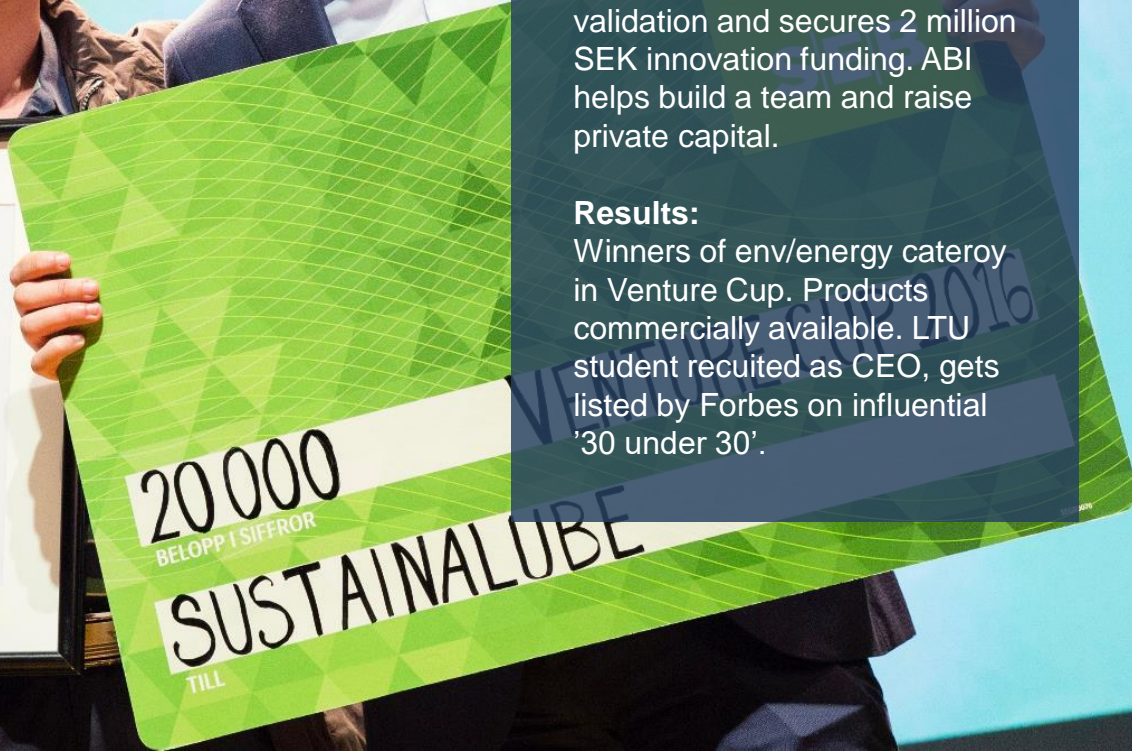


SustainaLube

Research group develops lubricant based on Glycerol. LTU Business does market validation and secures 2 million SEK innovation funding. ABI helps build a team and raise private capital.

Results:

Winners of env/energy category in Venture Cup. Products commercially available. LTU student recruited as CEO, gets listed by Forbes on influential '30 under 30'.





Det är som en dröm
för en forskningsingenjör.

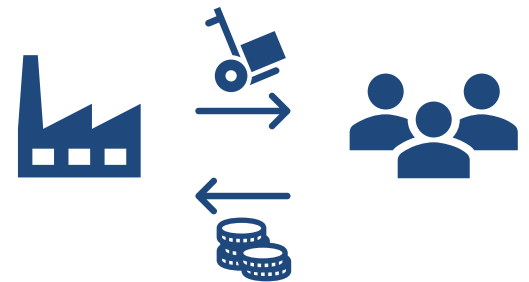
Identification and Verification of Intellectual Assets

Innovation – when a solution fulfils a need

My work



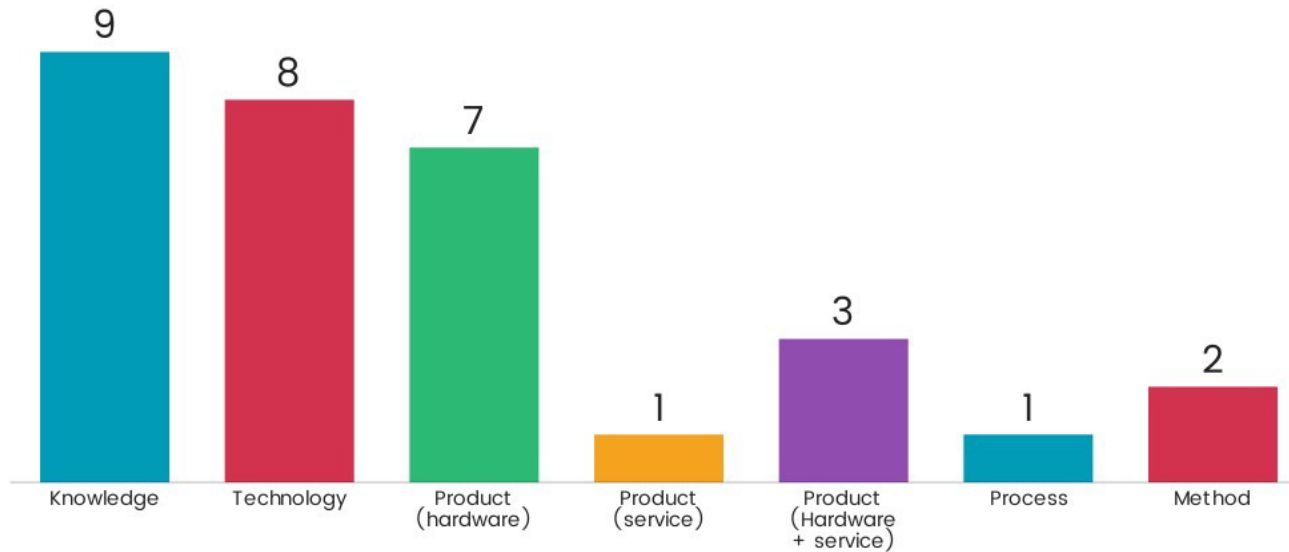
Service / Product
creating value



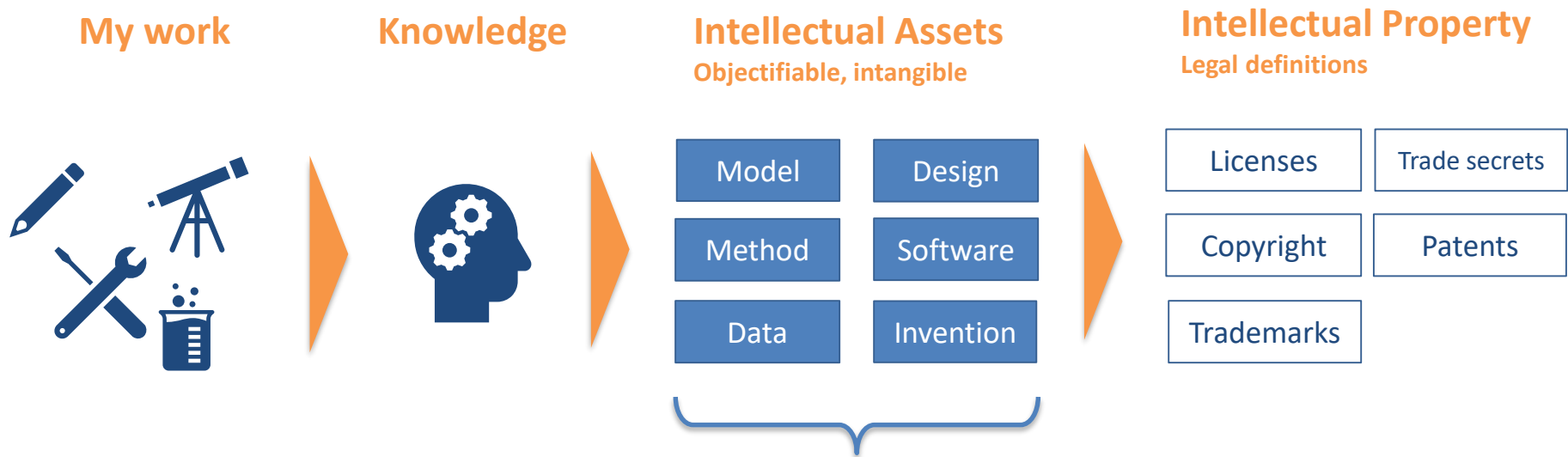
Your data from SIF #4

What is the outcome of the project?

Mentimeter



Start small – know your Intellectual Assets



IA Definitions courtesy of
Innovationskontor Väst (Chalmers)
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Start small – know your Intellectual Assets

Asset Name	Type	Ownership	Description	Utility	Relation to other assets	BG/FG/Other
Finger Joint	Design	LTU & LERMAB <i>(Needs clarification in case of commercialization)</i>	Design of finger joint profiles for welded joints	Replacement of current finger joint solutions for gluelam beams	<i>Tar coating to improve joints?</i>	FG
CT/MRI for weld analysis	Method	LTU	The use of CT/MRI for wood weld analysis. <i>Not mentioned in your inventory, but I find this relevant as an asset.</i>	Weld analysis tool for research. Quality assessment/assurance in production environments		FG
Weld X-ray Image Processing	Method	LTU	Image processing method developed specifically for the analysis of wood weld properties. <i>This was mentioned by Owe during the session... Right?</i>	Automation of weld analysis for research and quality assessment/assurance purposes	CT/MRI for weld analysis	FG
Chessboard welds	Method	LTU & LERMAB <i>(?)</i>	A method to adapt the welding machinery to achieve chessboard like joint profiles.	Interior design (furniture, decoration, accessories etc).		FG
Tar coating	Method	LTU	Applying a tar coating to the weld surfaces to improve the water resistance of welds	Outdoor construction materials	<i>Finger joints improved by tar coating?</i>	FG
VOC emission data	Data	LTU	VOC emission measurements (using welded samples)	Health and Safety declarations of products including wood welds.	All commercial applications of wood welds are likely to be subject to rules and regulations regarding Health and Safety.	FG
Wood Weld FEM	Model	LTU	3D Finite Element Model of wood welds enabling simulation and prediction of thermo mechanical performance of welds	Tool for research on wood welding.		FG
HF Welding	Invention	LTU	A wood welding technique based on magnetic fields (HF) rather than mechanical movement. <i>This is currently an idea or a research topic rather than an existing result/concept.</i>	All wood welding applications		Other

Intellectual Assets

- Structured approach to management of background / foreground
 - Knowing what you have
 - Making active decisions regarding your assets
- Disseminate your research
- Be better prepared for project collaboration
- **Strong foundation for innovation and commercialization**

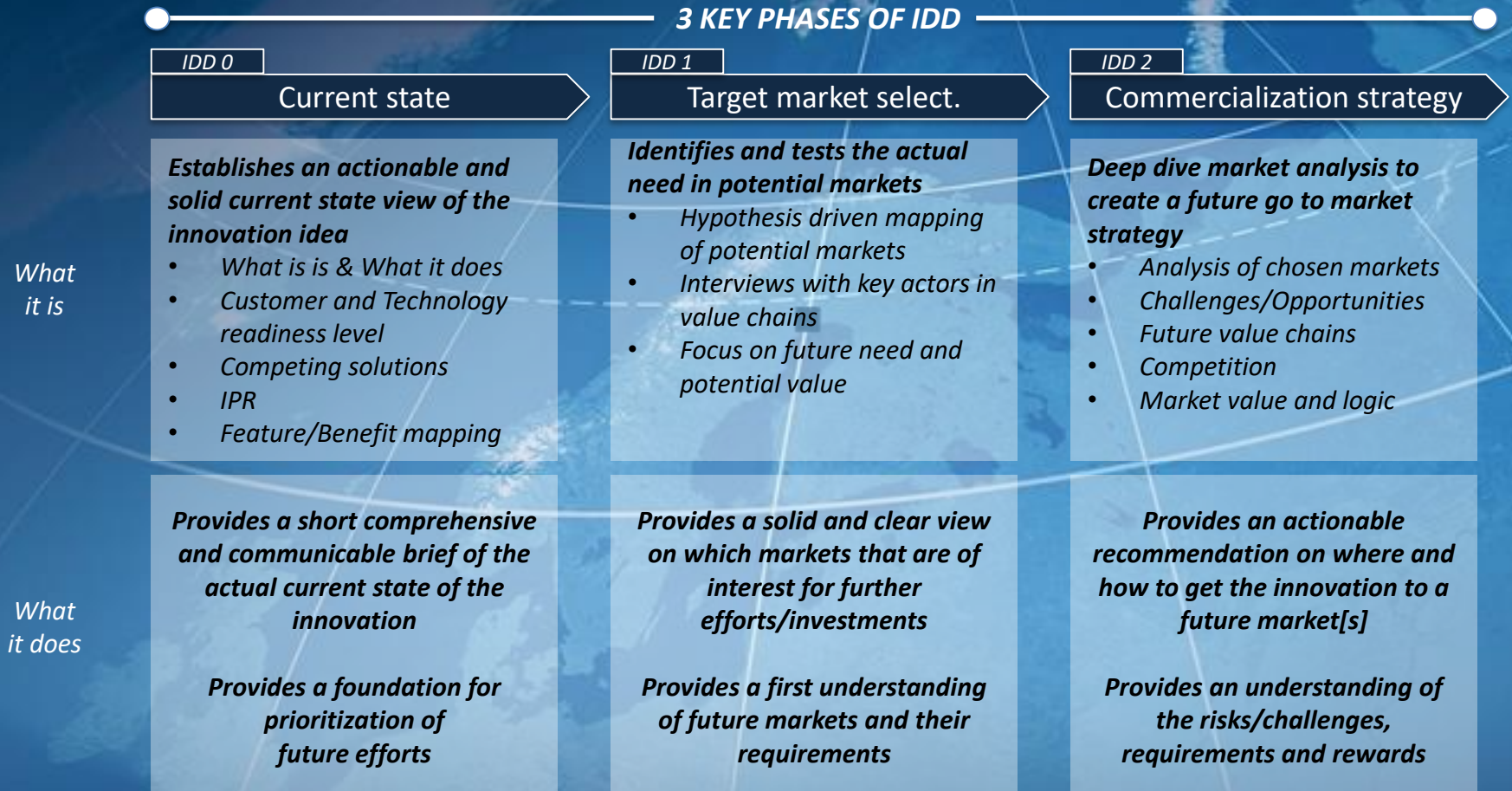
Innovation Due Diligence

incremental assessment of future potential over 3 phases



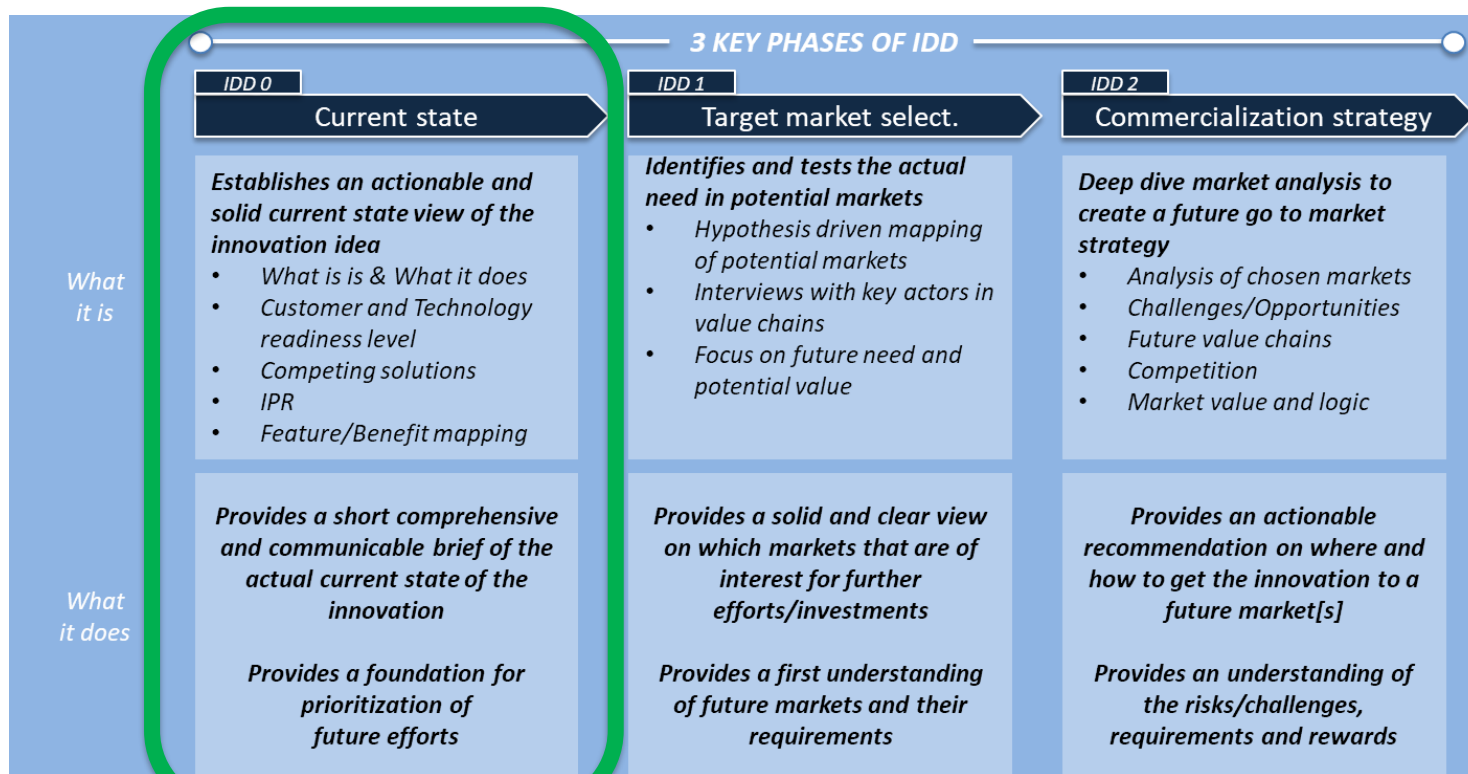
Innovation Due Diligence - IDD

3 KEY PHASES OF IDD



Workshop Introduction

- A continuation of the work done at previous SIF's
- Try out some of the methods used by LTU Business



Tools

- Real-time documentation using online tools
- One laptop per group
- Resources found at
 - www.ritspace.se/events

SPACE INNOVATION FORUM #5, NOV 15 2017

workshop canvas – Technology Brief [IDD0 – Current State]

Title
< <i>name it and frame it</i> >

Group members	
Name	Organization

Problem / Need

< In one sentence, describe **what problem is solved** (or need fulfilled) and if possible also for **who** >

Description

< Answer **what it is** and **what it does** using max 50 words – avoid tech jargon and **how**>

Main benefits

< Describe the most important/valuable benefits. Be specific, quantify where possible >

1. *Benefit*
2. *Benefit*
3. *Benefit*

Main benefits

Competitor	Competitor Advantages	Competitor Disadvantages	Your Advantages

Hypothesis to be verified

< Identify key hypothesis to be verified >