



Spin-off reunião VRII CINDA, June 07th, 2023

INOVA UNICAMP

Unicamp Tech Transfer and Innovation

Renato da Rocha Lopes

Deputy Director Inova Unicamp



- Almost all areas of teaching/research
 - STEM, Health (hospital), humanities;
 - No Psychology, Law, and Veterinary

Funded mostly by the State of São Paulo,
approx USD600M

Staff: 7k


Faculty: 1.7k

UNDERGRADUATE

- 65 Academic Programs
- 3393 Admissions/year
- 21630 Total Students

GRADUATE

- 82 Master, 72 Doctorate
- 17750 students



Part of the University of Campinas, Inova Agency supports academics, researchers, staff and students in achieving **knowledge transfer and research impact**.

Our mission is to identify opportunities and to promote activities that **encourage innovation and entrepreneurship**, expanding the impact of knowledge and research in favor of a sustainable socioeconomic development.

INOVA UNICAMP IS MAINLY RESPONSIBLE FOR:

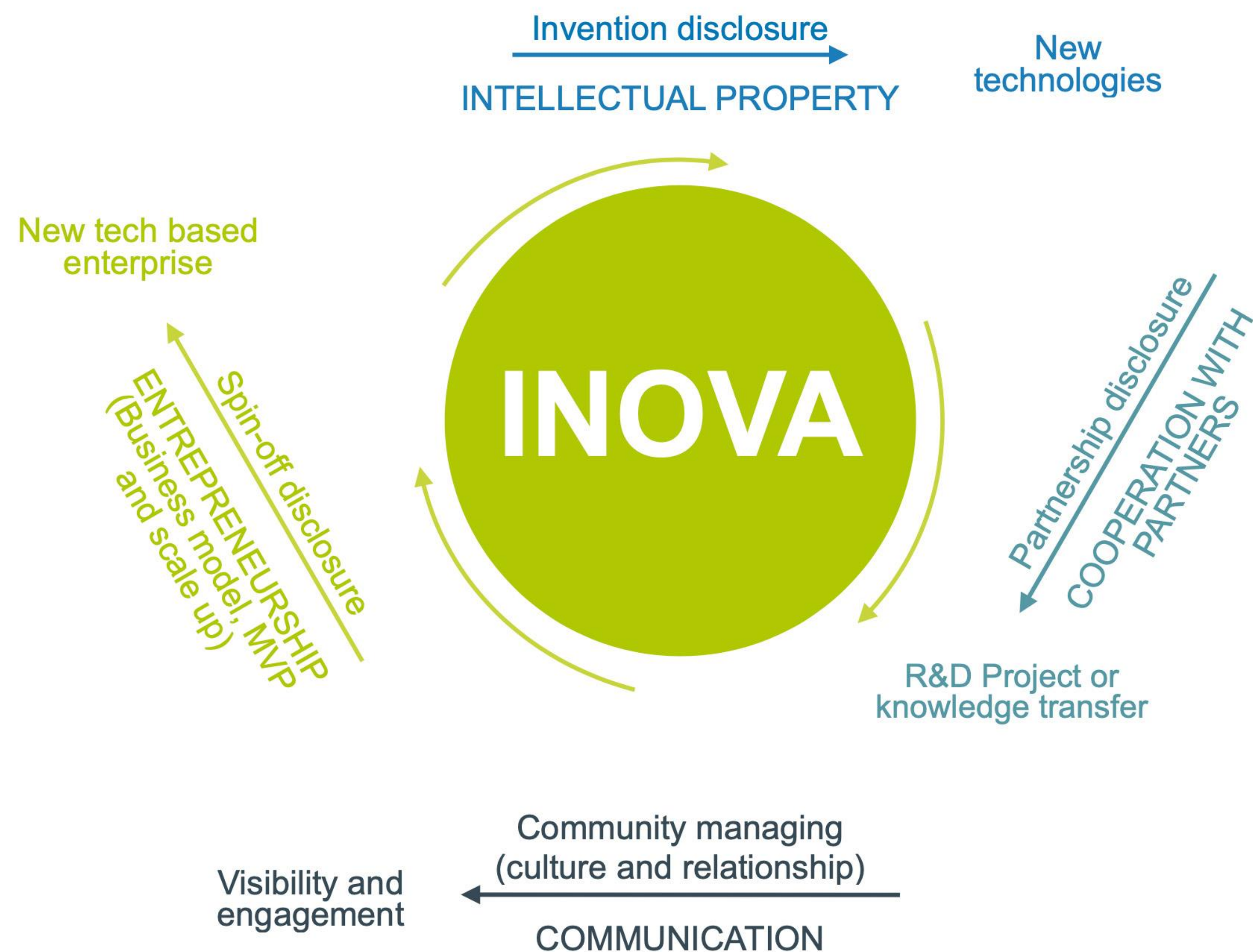
- Filing patent applications from Unicamp research;
- Achieving tech transfer through IP licencing;
- Helping to establish spin-offs;
- Managing Unicamp's Incubator (Incamp) and the Science & Technological Park,



INOVA UNICAMP IS MAINLY RESPONSIBLE FOR:

- Supporting R&D contracts with private or public partners;
- Promoting entrepreneurship inside Unicamp;
- Monitoring Unicamp alumni companies and promote networking;
- Disseminating the culture of innovation and entrepreneurship at the university and surrounding ecosystem.

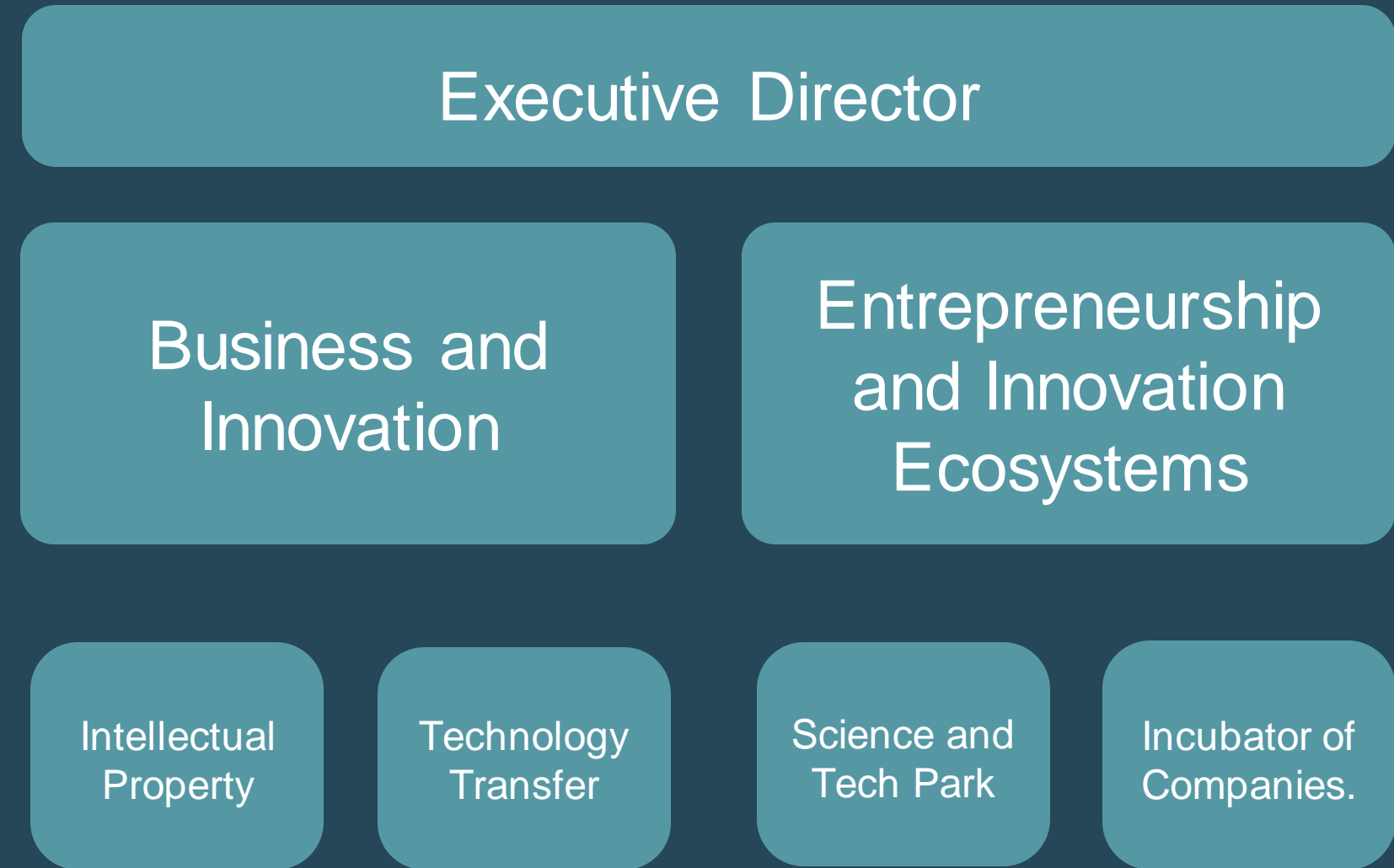




INOVA UNICAMP

● Divisions

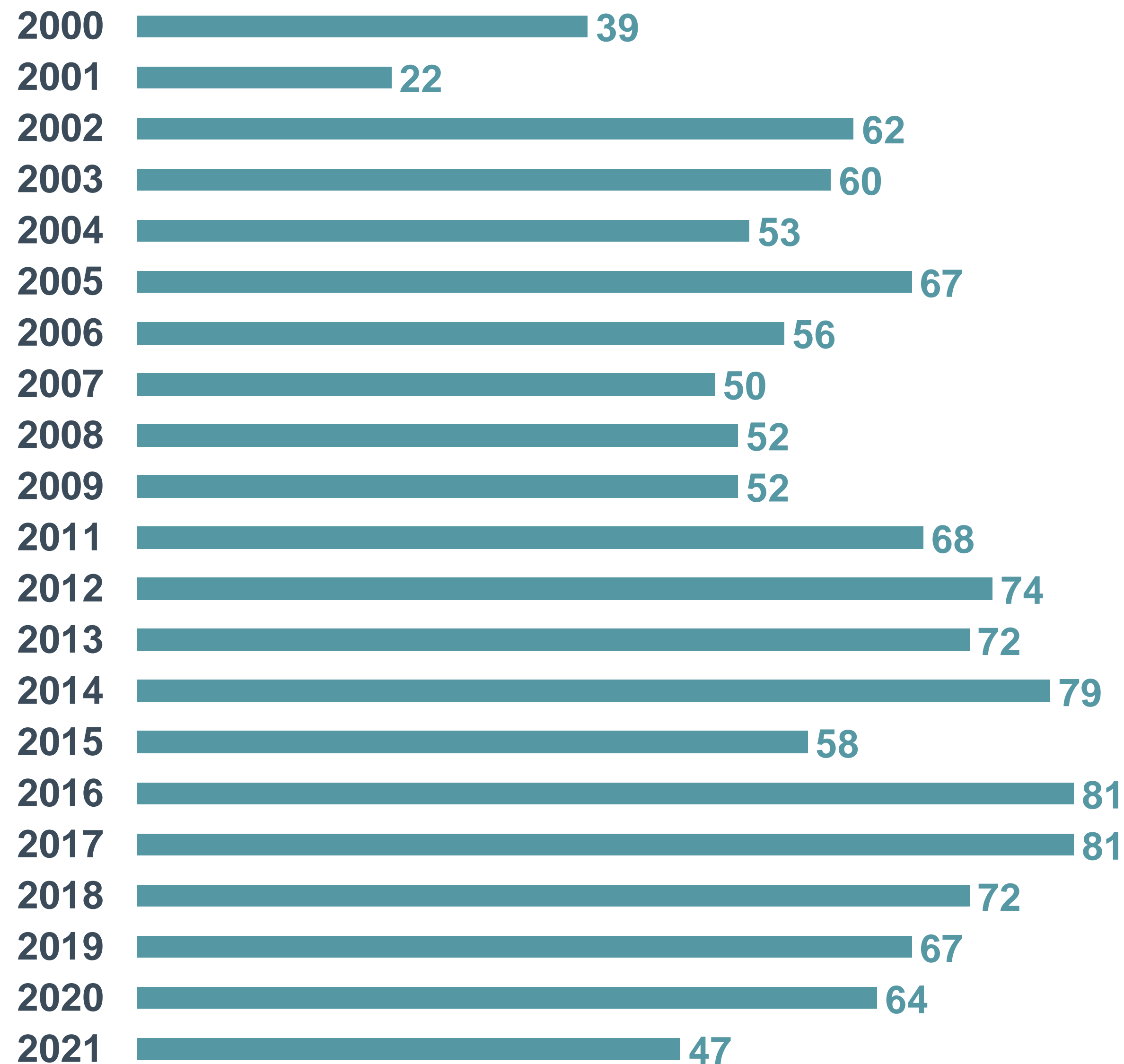
The leaders work together to promote an integrated ecosystem of innovation and entrepreneurship



INTELLECTUAL PROPERTY

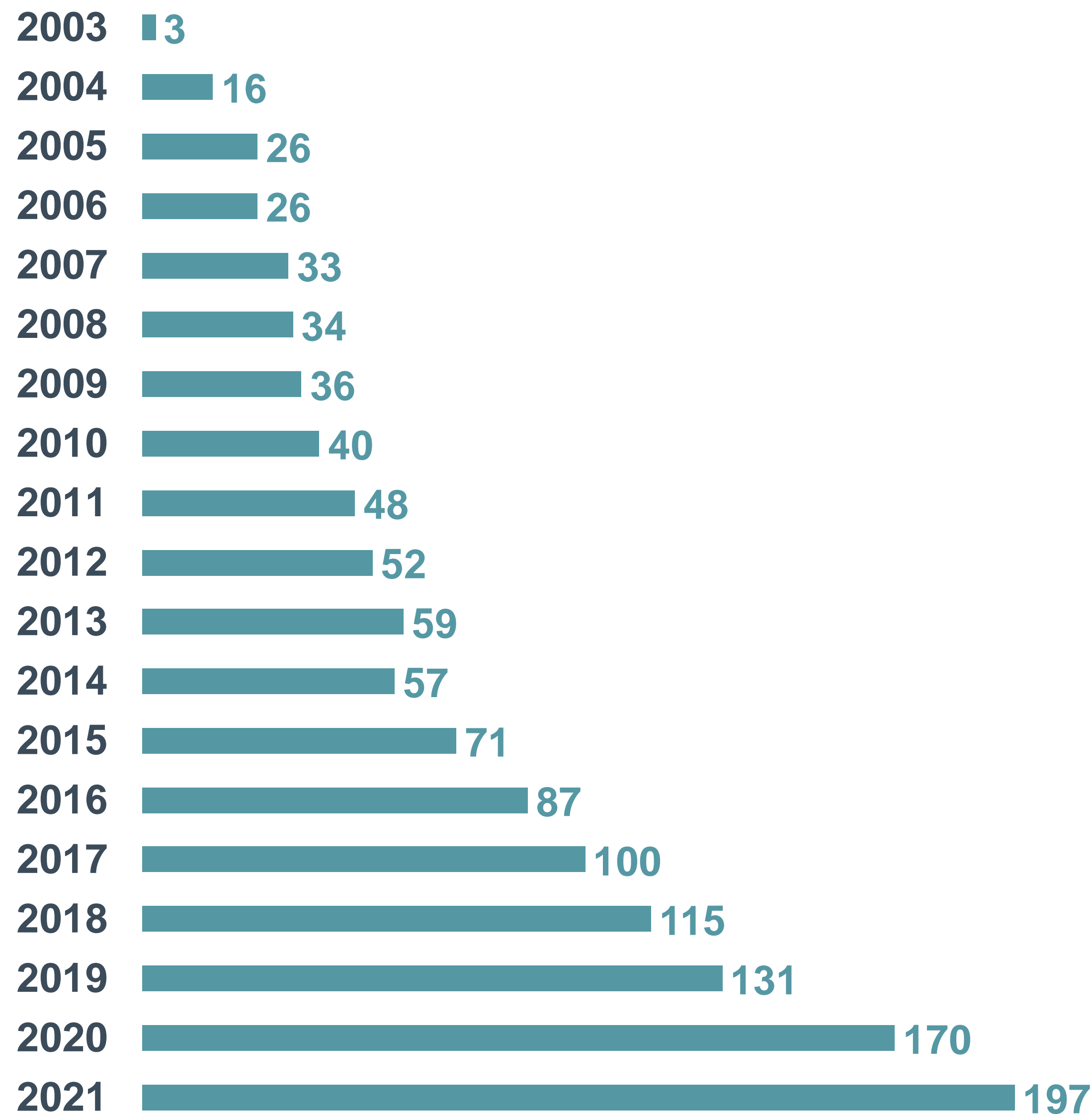
- Patent Application (INPI)

1.276
IP PORTFOLIO
2021



TECHNOLOGY TRANSFER

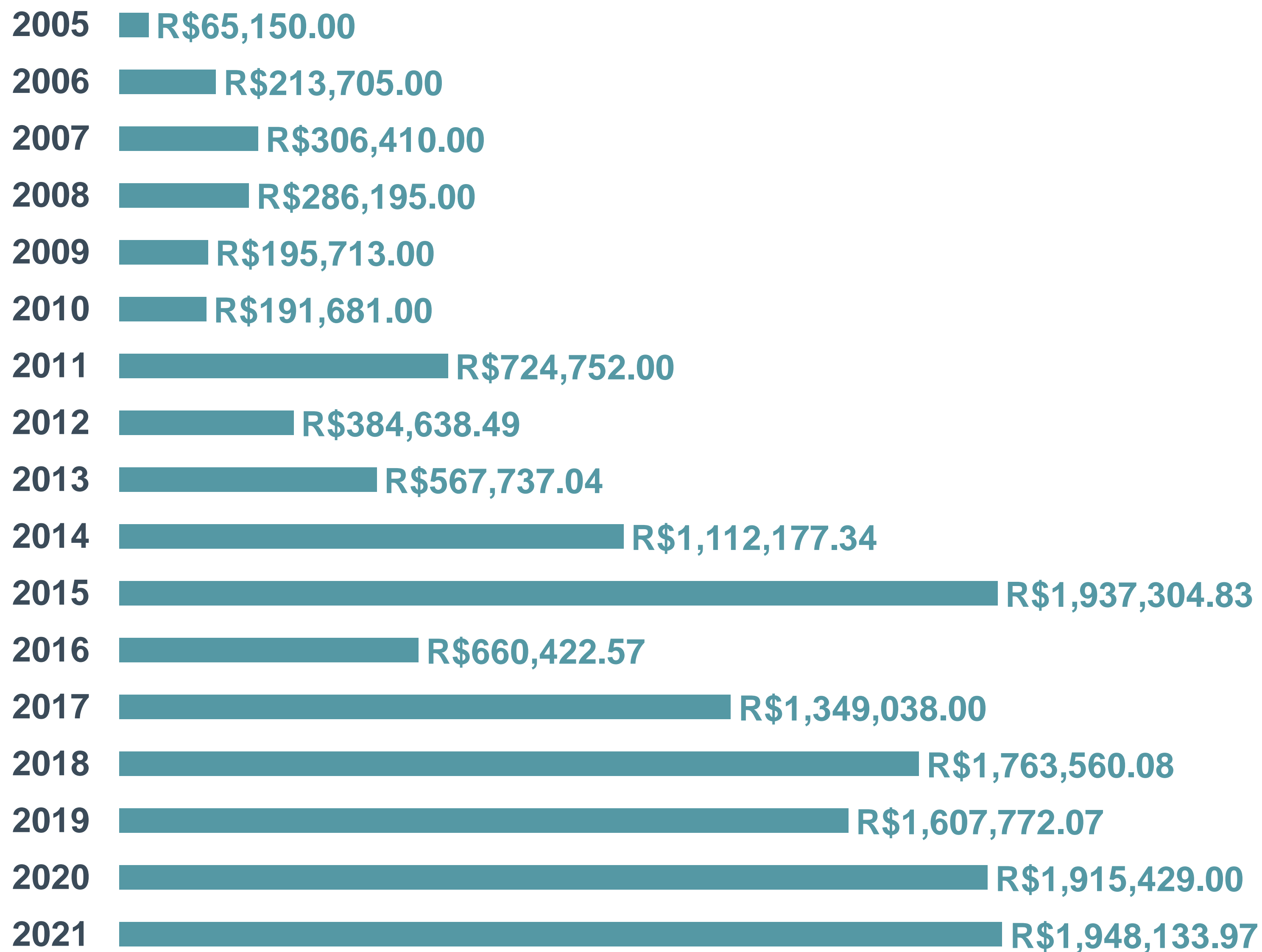
- Ongoing Licenses



TECHNOLOGY TRANSFER

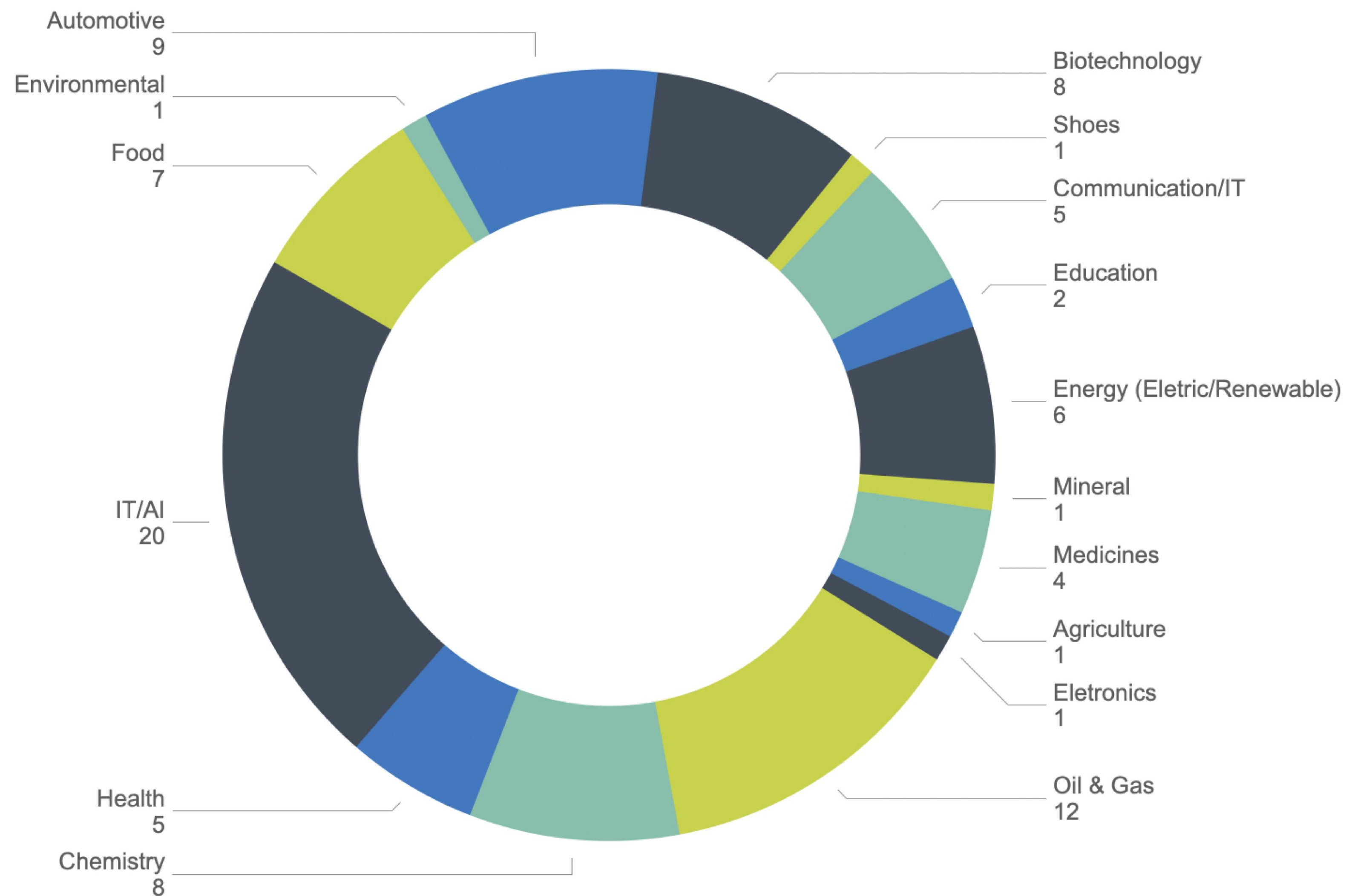
- Income from Licensing (royalties inclusive)

~US\$
400.000
PER YEAR



86
R&D
CONTRACTS
SIGNED IN
2021

● US\$ 14 million from contracts with private companies in 2021



- SOME PARTNERS IN R&D OF UNICAMP

SAMSUNG

HITACHI
Inspire the Next

Rhea
Biotech

Enercan
Campos Novos Energie S.A.



Eurofarma
Ampliando horizontes

BAESA
ENERGÉTICA BARRA GRANDE S.A.

SANDES
PROJETOS E IMPLEMENTAÇÃO DE TECNOLOGIA

NTU

Ceran
Cia. Energética Rio das Antas

JW
EQUIPAMENTOS

OLib
Organic Libraries

Padtec

cosméticos do bem

CSC
ENERGIA

CPFL
ENERGIA

FEÍTIÇOS

Entourage
PHYTO LAB

Cargill

Takase & Dias
Engenharia
Serviços de Engenharia e Software

Agricef
Soluções tecnológicas inovadoras

Biovet

HOBBOX

BR
PETROBRAS

Metrohm

Foz do Chapecó
Foz do Chapecó Energia S.A.

INNOVATION ENTREPRENEURSHIP

DISCIPLINA
AM 0037

Courses and Workshops

Intellectual Property and
Entrepreneurship training for
Unicamp's students



Innovation Award

Unicamp's inventors
with tech transfer
contracts are awarded



Incubation Program

Incubation and pre-incubation
programs for technology-
based companies. No need
to be affiliated with Unicamp

INNOVATION ENTREPRENEURSHIP

National Challenge Competitions



High School Students

Work with a sustainable development goal of the United Nations to create a business model; receive advice from experts



Undergraduate and Graduate Students

Sign an NDA; work with a technology from Unicamp to create a business model; receive advice from experts (entrepreneurs and inventors)

UNICAMP'S SPIN-OFF COMPANIES



INDICATORS

Number of *Spin-Offs*:

65 active companies

Annual Revenue:

R\$ 127.4 Million

Jobs created:

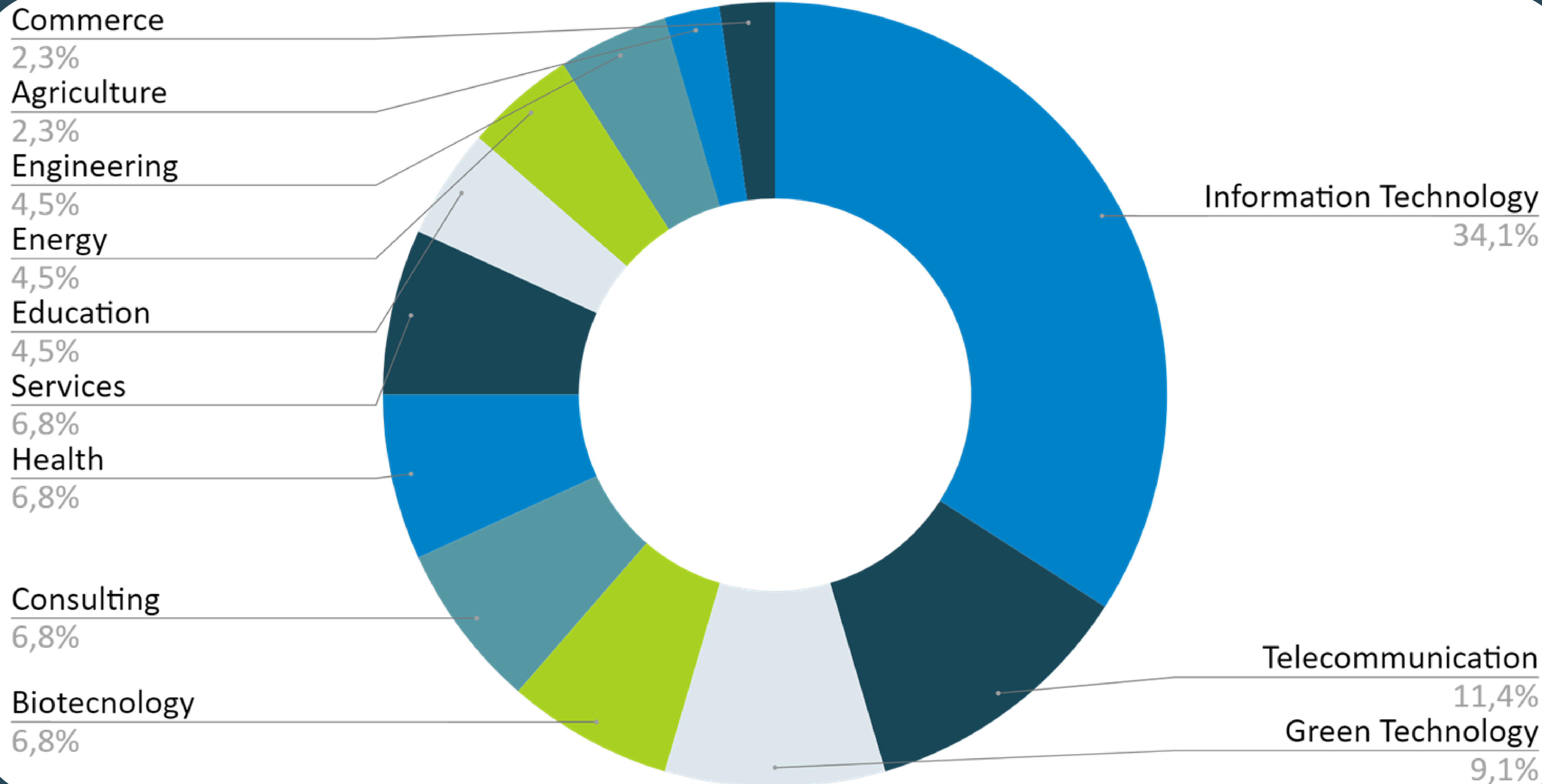
1.533 work places

Institutions/Colleges:

- | | | |
|----------|---------|----------|
| • FEQ | • PRG | • FECFAU |
| • FEAGRI | • IB | • FT |
| • FEEC | • IG | • FCA |
| • FCM | • IMECC | • IC |
| • IFGW | • IFCH | • FEA |
| • FEM | • IE | • IQ |



SPIN-OFFS' ACTIVITY AREAS



SCIENCE & TECHNOLOGY PARK SPIN-OFF CASES



Kalamazoo Natural Solutions aims to be part of the hop production chain, providing solutions for growers and industries, and at the same time, adding value to the Brazilian hop products through innovative technologies, concerned with social and ecologically correct aspects.



Plasmotech is a startup focused on food preservation processes using Cold Plasma technology.

UNICAMP SCIENCE PARK

- **44 companies** (17 incubated), distributed in 6 buildings;
- **34%** of the companies work with IT
- **685** direct jobs - 66,4% in R&D positions
- Startups and Incubated companies revenues in 2022: **US\$ 13,5 mi**



UNICAMP SCIENCE
& TECHNOLOGY PARK



● UNICAMP ALUMNI COMPANIES



UNICAMP ALUMNI COMPANIES

Some numbers in 2022



1293

REGISTRED
COMPANIES



1061

ACTIVES
COMPANIES



62

ACADEMIC
SPIN-OFFS



+44 mil

DIRECT JOB



R\$19,3bi

REVENUE
PER YEAR

Partner Company

GRIAULE: IMPACT ON BIOMETRIC SYSTEMS WORLDWIDE

20
YEARS OF
PARTNERSHI
P



João Weber, CEO of GRIAULE

- **Griaule** keeps improving its facial, fingerprint, palmar and iris recognition technologies through technical and scientific cooperation projects with Unicamp.

Graduated company from Unicamp
Technology Based Companies
Incubator (INCAMP)

Partner Company

GRIAULE: IMPACT ON BIOMETRIC SYSTEMS WORLDWIDE



4.000
CUSTOMERS
IN MORE THAN
70 COUNTRIES

Griaule's palmar recognition technology

- Griaule has won two contracts in the United States worth a total of US\$82.5 million—one with the Department of Defense.

In 2019, Griaule was chosen by the US Department of Defense (DoD) to provide an identification system for the storage and certification of biometric data for 55 million Iraqi citizens as well as another 30 million people in Afghanistan. In the same year, the Arizona State Department of Public Safety chose Griaule's biometric technology to assist police investigations and perform criminal background checks for public officials.

Licensing

MEDICINE FOR FIGHTING CANCER



Professor Nelson Caballero (IQ) and Professor Wagner José Fávaro (IB)

- The technology branded as **Oncotherad** was licensed exclusively for the spin-off formed by the professors of Unicamp who are the inventors of this immunotherapy.

Licensing Agreement was celebrated. The academic isn't manager or administrator in the company so he didn't need to be licensed.

Licensing

INTENDED FOR THE PREVENTION AND SIMULATION OF EXPLOSION SCENARIOS



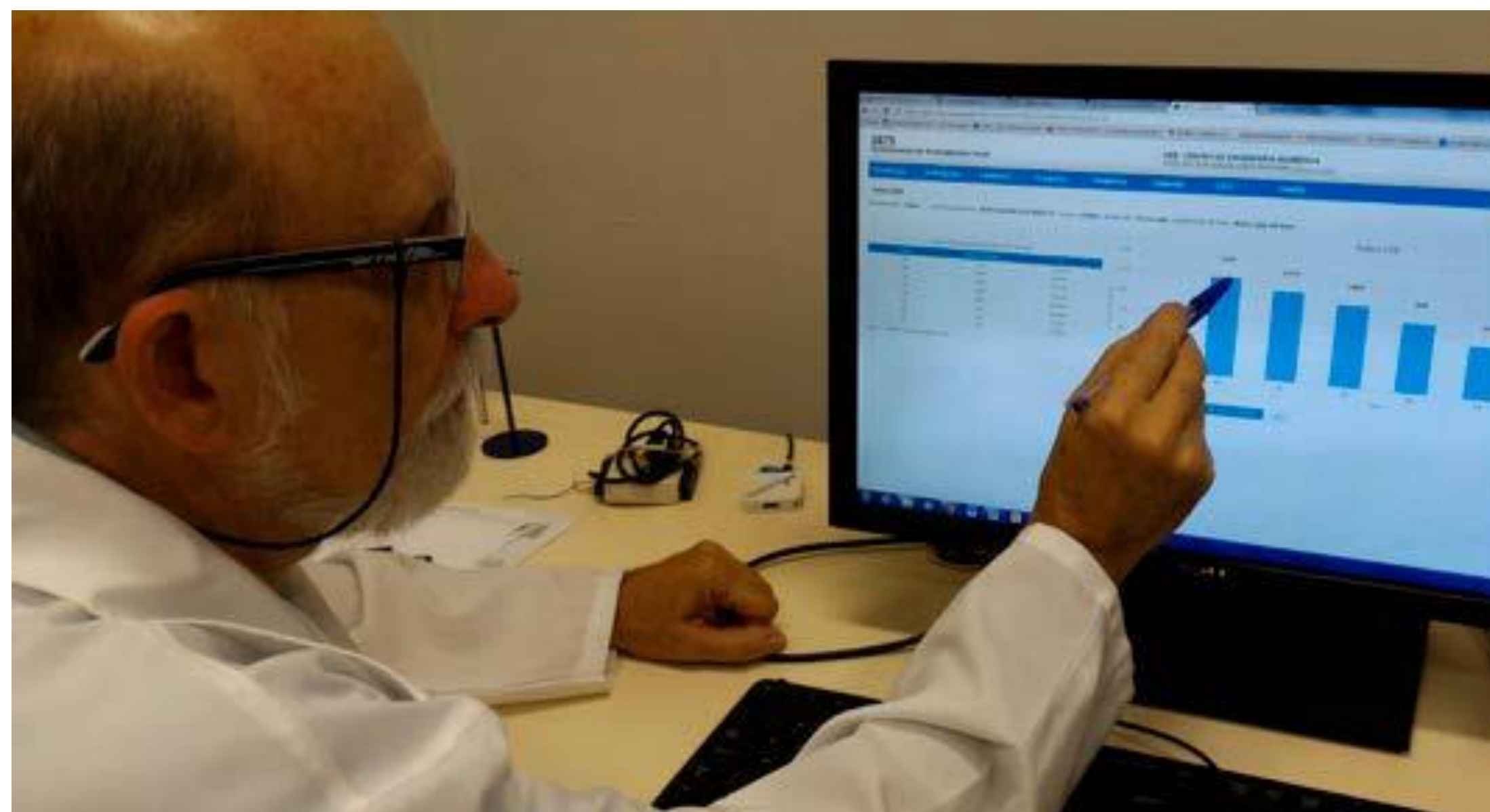
Sávio Souza Venâncio Vianna

- **Stokes** Software calculates overpressure in accidental explosions in chemical industries. It calculates explosion scenarios, create simulations to predict a possible explosion and damage.

Non-exclusive licensing of the computer program: BR 51 2019 001347 6

Licensing

SOFTWARE FOR MANAGEMENT FOR HEALTH TECHNOLOGIES (GETS)



Professor José Wilson Magalhães Bassani (CEB/FEED/Unicamp)

- The system was licensed by Inova Unicamp for the largest network of public university hospitals in Brazil in 2020 (40 medium and high complexity reference centers of the SUS).
- Gained prominence with the increased use of life support devices during the pandemic;
- Day-by-day monitoring of thousands of medical-hospital equipment.

“GETS brought us control, standardization and the possibility of obtaining quick information for strategic decision making in the hospital” said Eng. Gustavo de Castro (HC UFES).



Thanks for your attention!

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