

**UT Austin | Portugal** INTERNATIONAL COLLABORATORY FOR EMERGING TECHNOLOGIES, CoLAB



## ■ Welcome Note from UTEN Directors

Building on Year 3 programs and activities and an increasing number of Portuguese participants and international partners, UTEN looks forward to a productive Year 4 as we continue to work to meet our primary objective of working with Portuguese TTO managers and staff to build a professional, globally competitive, and sustainable national TT network. Year 4 UTEN programs and activities will continue to:

- Focus on organizing regional, national, and international networking events (workshops and conferences), provide value-added training (international internships and on-site on-the-job mentoring), and conduct TT relevant observation and assessments (Annual UTEN Portugal Report and surveys and case studies).
- Build sustainable and value-added partnerships and networks nationally within Portugal and between UTEN Portugal and UTEN Austin and other international partners including MIT, CMU, and Fraunhofer as well as new participants.
- Bring international experts to teach, mentor, and provide "hands on" training focused on important and relevant themes and topics requested by Portuguese TTOs and their regional and national stakeholders.
- Provide in-depth "In-Situ Mentoring" to "complete the transfer" of prior training and to establish professional and globally connected TT Poles within Portugal
- Expand the UTEN Network with new entrants by providing on-the-job training at increasing numbers of Portuguese universities, polytechnic institutions, and research centers as well as reinforcing knowledge transfer with existing UTEN partner institutions

We look forward to your participation in the final UTEN workshop and training event of 2009: Two Technology Licensing Workshops --- One at UL (December 14 and 15) and the 2nd at UPIN (December 17 and 18).

Finally we would like to thank all the Portuguese TT managers and staff who have supported and participated in UTEN events during the past year and we look forward, with your continued support, to expand the UTEN network nationally and internationally and to continue to provide excellent, value-added programs and activities as well as to achieve successful technology commercialization results.

José Mendonça  
INESC Porto/Portugal

David Gibson  
UT-Austin

### MARK YOUR CALENDARS:

- **1ST UTEN TRAINING WEEK LICENSING AND NEGOTIATION** - December 14th to 18th – Lisbon, Portugal – For more information please go to <http://www.utaustinportugal.org/Events.aspx?event=259>
- **APPLICATIONS TO UT AUSTIN DEADLINE** – Varies but earliest is December 15th – Austin, Texas, USA - For more information go to <http://www.utaustinportugal.org/Events.aspx?event=258>
- **APPLICATIONS FOR DIGITAL MEDIA PHD AT UNIVERSITY OF PORTO (SECOND SEMESTER)** – December 20th – Porto, Portugal - For more information go to <http://www.utaustinportugal.org/Events.aspx?event=260>.
- **ABSTRACTS SUBMISSION FOR MATHEMATICS SUMMER SCHOOL DEADLINE** – January 5th – Coimbra, Portugal – For more information please visit [http://www.mat.uc.pt/~isma2010/?menu=abs\\_submission](http://www.mat.uc.pt/~isma2010/?menu=abs_submission).

# COLAB News Center

## UT Austin | Portugal Program represented at IST's International Day



Pedro Madeira and Diogo Gomes at UT Austin | Portugal Booth.



Diogo Gomes presents Colab's activities to the audience.

The UT Austin | Portugal Program was represented at IST's International Day 2009. The event took place on November 25th, at IST's Salão Nobre and all of the international partnerships that have programs with the university were present at the event.

Diogo Gomes, Mathematics Director of the Program, made a presentation of UT Austin | Portugal's activities and programs with IST and Pedro Madeira, Executive Director of the Program, was present at the UT Austin | Portugal booth to answer the students' doubts and questions about all the areas involved in the partnership.

## UT AUSTIN | PORTUGAL Media Ground opens in Lisbon

The UT Austin | Portugal Program has opened its Media Ground space for students. The room is located at Building VII of FCT/UNL and it is open from Monday to Friday, from 9:30am until the students need it.

The Media Ground has office space ready to accommodate each student's needs: internet, a board, projecting and printing facilities and also a shares meeting room with the CoLab office."

If you want to use the office space, please send us a request to [sofia.santos@fct.mctes.pt](mailto:sofia.santos@fct.mctes.pt).

## THE UTEN CORNER S&T COMMERCIALISATION

### 1ST UTEN TRAINING WEEK: Licensing and Negotiation 14 to 18 December 2009

Universidade de Lisboa (University of Lisbon) and Universidade do Porto (University of Porto) were the two selected locations for the first UTEN Training Week. Two identical workshops, the first in Lisbon (on 14 and 15 December) and the second in Porto (on 17 and 18 December), will be held during the week of 14-18 December.

Rick Friedman (Associate Director for Licensing for the Office of Technology Commercialization at the University of Texas at Austin) and Max Green (Licensing Specialist for the Office of Technology Commercialization at the University of Texas at Austin) are the two experts on Technology Transfer key areas who will provide advanced, hands-on training in Licensing and Negotiation. Rick Friedman and Max Green intend to prepare university technology transfer professionals to efficiently and effectively negotiate and close deals that can advance their institution's mission and build solid relationships with licensees.

The learning objectives of the workshops include: familiarization



with fundamental negotiation concepts; groundwork for negotiations; management of the licensing process; research and analysis of the licensee, marketplace, value chain and profit model; and the increase of negotiating leverage.

The morning of both workshops' first day will be opened to 40 participants, while day one's afternoon and the entire day two will be limited to 10 participants.

The first UTEN training week is organized in collaboration with the University of Texas at Austin - Office of Technology Commercialization (UT-OTC), UT Austin | Portugal Partnership, Universidade de Lisboa, Universidade do Porto, and the International Partnerships Program of the Science and Technology Foundation (FCT).

For more information, please contact Sónia Pinto, UTEN Portugal Assistant, ([sonia.pinto@utenportugal.org](mailto:sonia.pinto@utenportugal.org)).

**UTEN** Portugal  
University Technology Enterprise Network

## ■ UTEN LIVING - Learning Case Example for US On-shoring

Since August, UTEN staff members have worked hand-in-hand with technology transfer representatives for UNL, including Dina Chaves, regarding Paper-e transistor technology. A large part of Summer 2009 efforts focused on living case technology transfer examples. Technology managers from Portugal were exposed to new communication technology evangelization methods for sourcing interest in their technology. Paper-e's UNL technology representatives, utilizing UTEN@Austin methods, successfully developed and pursued early stage contacts and commercialization discussions with dozens of companies, organizations and subject matter experts. Key outcomes from initial efforts include an exploratory National Science Foundation collaborative draft (currently in process) with Vice President of Research at UT Dallas, Dr. Bruce Gnabe. Given UT Dallas expertise in organic transistors and experimental materials as well as considerable industry linkages, it is likely that future collaborative research will be pursued.

Paper-e representatives are in continued coordination with UTEN staff regarding this effort and are learning critical grant writing and collaboration models with US research institutions as a part of this experience. Recent commercialization efforts on the part of UTEN staff have produced several interesting industry linkages for this exciting technology, specifically with Texas Instruments where the technology is being considered for intake into the world renowned Kilby Laboratories for future development. Paper-e representatives from UNL will continue to be a part of this exciting living case, gaining key experience through direct interface with the technology transfer value chain. Key Texas participants were Heath Naquin, Assistant Program Manager, UTEN@Austin ; Robert Robb, Associate Vice President for Technology Commercialization, UT-Dallas; and Dr. Bruce Gnabe, Vice President for Research, University of Texas at Dallas.

## ■ DINA PEREIRA, PEDRO SERRÃO AND MIGUEL CARVALHO visit Austin and Dallas for UTEN training and networking

On November 16-18, 2009, Dina Pereira and Pedro Serrão from the technology transfer office, University of Beira Interior, visited Austin and Dallas for UTEN training and networking.

During these visits, they received training on the UTEN RapidScreen and MarketLook methodologies while working on their assessments of two UBI technologies. They also met with UTEN staff and technology transfer partners for discussion of technology transfer office practices and planning for future Texas-based internships. While visiting the University of Texas at Dallas, Dina, Pedro, and Miguel Angelo Carvalho of U. Minho reviewed the UTD Venture Creation Model with Associate Vice President, Bob Robb while discussing the steps necessary to build a robust technology commercialization infrastructure and supporting programs. During the visit they also became aware of common areas of interest and discussed potential internship opportunities for 2010 as well as ways to collaborate with UTEN in the future.



Dina Pereira, Pedro Serrão, Miguel Carvalho and Eli Mercer

The Portuguese visitors also met with Vice President for Research, Dr. Bruce Gnabe, and toured the newly constructed Natural Science and Engineering Research Laboratory (NSERL). Dr. Gnabe explained the research and strategic goals of the university and discussed how targeted investment in R&D coupled with collaboration across the university system can support successful commercialization. Participating staff, consultants and partners from UTEN@Austin were Cliff Zintgraff, Program Manager for Technology Development; Heath Naquin, Assistant Program Manager; Eli Mercer, Program Manager for Training and Internships; Don Jarrell, consultant; from the IC2 Institute; Robert Robb, Associate Vice President for Technology Commercialization; and Dr. Bruce Gnabe, Vice President for Research, University of Texas at Dallas.

## ■ ONGOING OPPORTUNITIES

### Digital Media:

#### INTERNSHIP OPPORTUNITIES IN AUSTIN COMPANIES (DIGITAL MEDIA)

We have recently updated our internship program and encourage graduate students and early-career professionals interested in gaining hands-on experience working at Austin-based companies to apply. The program includes airfare to Austin, housing for up to 3 months, health insurance, and visa fees. We also list interns as "visiting researchers" at the University of Texas, which grants them access to the university library system, gyms, and other campus amenities as well as the city bus system. Those interested in applying can find more information about the program, including application procedures at <http://colab.ic2.utexas.edu/dm/internships/>.

Applications may be submitted at any time, but the minimum time for processing and placement is 4 months, so those interested must plan ahead.

Internships will last a minimum of 6 weeks, and interns will be placed at digital media companies in Austin. During their time in Austin, interns will not only have the opportunity to learn about the digital media industry through their internship assignment, but will also be able to participate in professionalization and leadership training with University of Texas students enrolled in the Digital Media Leadership Program.

#### Useful links

[www.utaustinportugal.org](http://www.utaustinportugal.org)

[www.fct.mctes.pt](http://www.fct.mctes.pt)

[www.utexas.edu](http://www.utexas.edu)

[www.ic2.org](http://www.ic2.org)

[www.ati.utexas.edu](http://www.ati.utexas.edu)

[www.austin-chamber.org](http://www.austin-chamber.org)

<http://colab.ic2.utexas.edu/dm/>

[www.utenportugal.org](http://www.utenportugal.org)

We want to hear from you! Want to share your doubts and concerns about something you read? Want to see other topics featured in next month's newsletter? Want to contribute with articles or art? Please send all your feedback to [sofia.santos@fct.mctes.pt](mailto:sofia.santos@fct.mctes.pt).