



Instituto Pedro Nunes and its ecosystem

Coimbra – 143.500 inhabitants

Portugal´s 16th biggest city in population

200 kms north from Lisboa; 120 kms south from Porto



Coimbra: “sailing against the wind” of innovation and entrepreneurship

Predominance of public sector/services

2 major economy drivers: (public) University and University Hospital

“Floating” population (143.500 inhabitants, approx. 20.000 students)

Absence of strong companies and industries

Bigger industrial hubs in the center region (Leiria, Aveiro, Viseu)

Instituto Pedro Nunes: the CONTEXT

Coimbra University

- › 720 years old
- › Tradition in Law and Medicine
- › Strong in IT&Electronics, Biotech and Materials
- › 25.000 Students

Science & Technology Campus

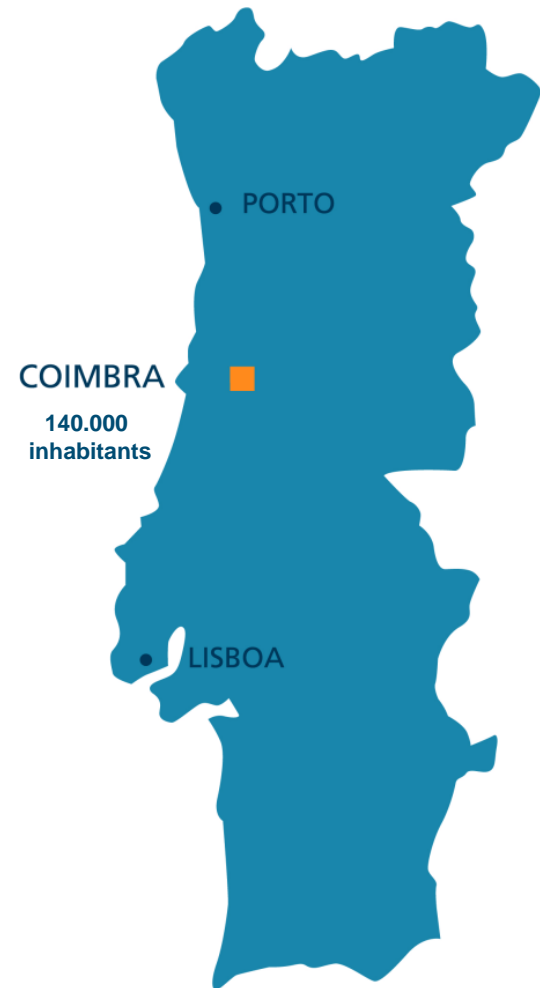
- › 8000 undergraduates
- › 1000 post-graduates
- › 650 teaching & research staff

Business / Institutional Environment

- › Emerging cluster of Tech-based industries
- › Excellence in the Health Sector

IPN location

- › Located in the Technology Campus of Coimbra University (POLO II)
- › Very near to the faculties of engineering and other research institutes
- › Neighbour of Polytechnic Institute of Coimbra



Instituto Pedro Nunes



Created in 1991 by the
University of Coimbra

Promotes innovation and
technology transfer between
academia and business.



INSTITUTO PEDRO NUNES



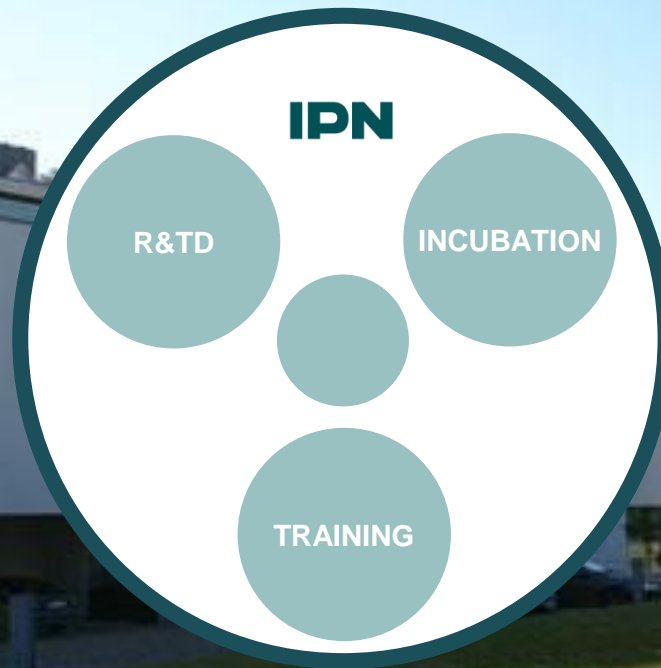
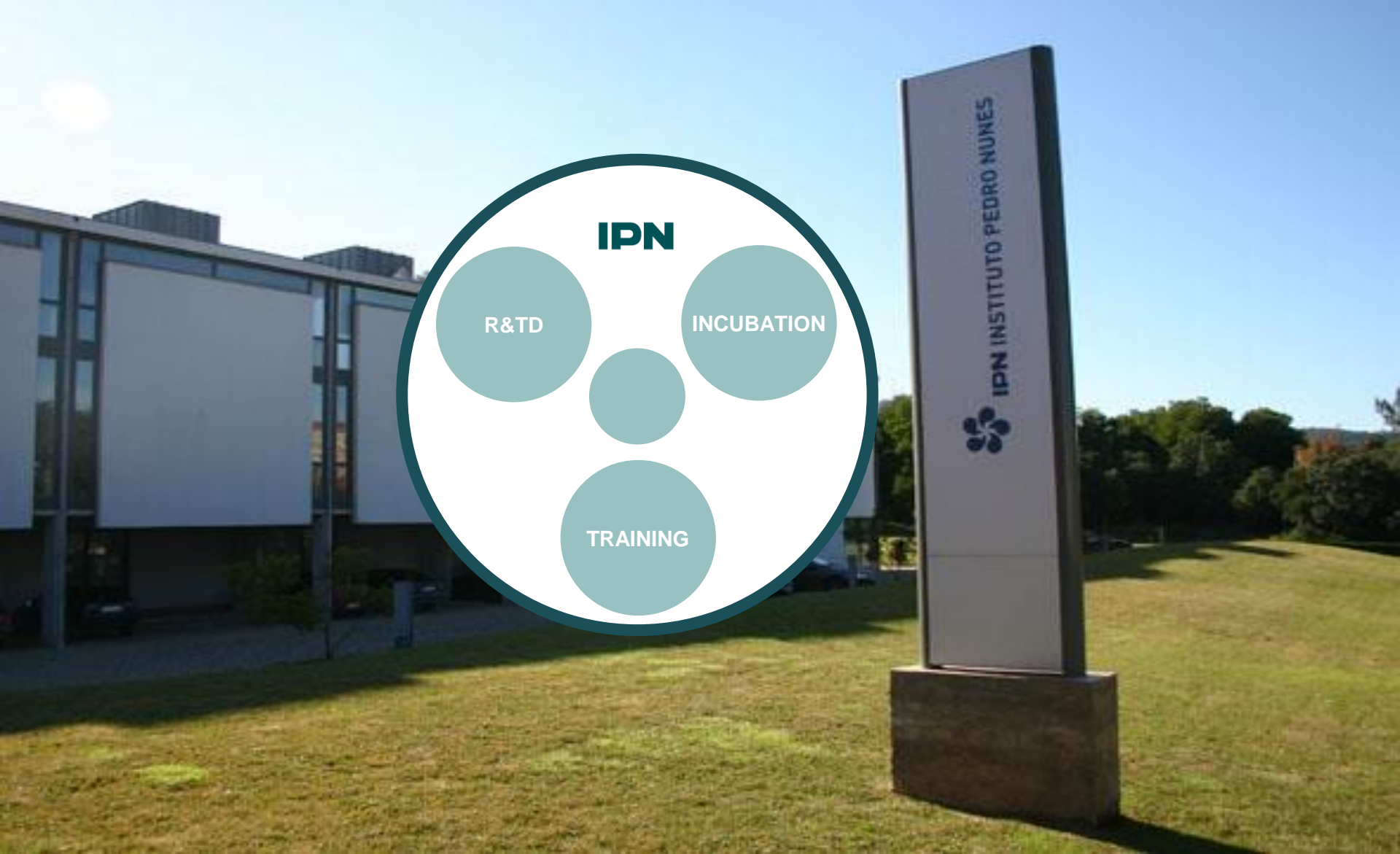
PRIVATE NON-PROFIT ASSOCIATION

45 associates

- R&D Entities
- Public Organizations
- Municipalities
- Industrial Associations
- Private Companies

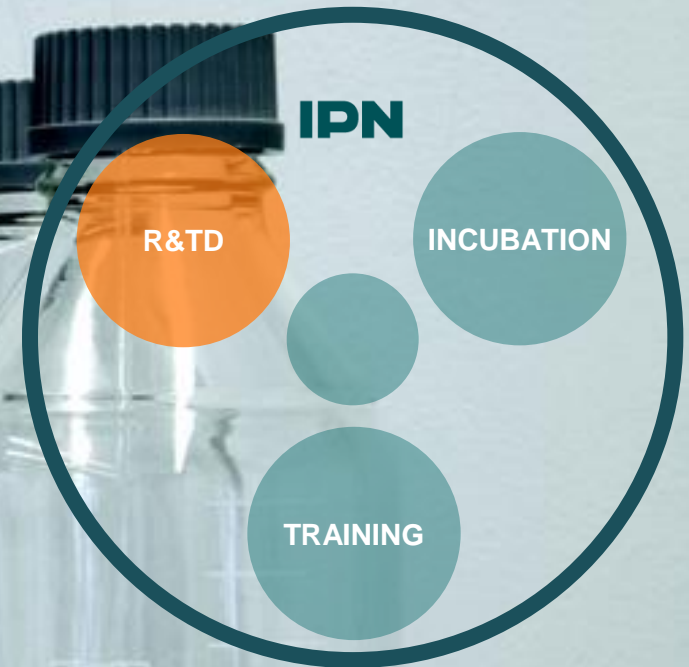


Instituto Pedro Nunes



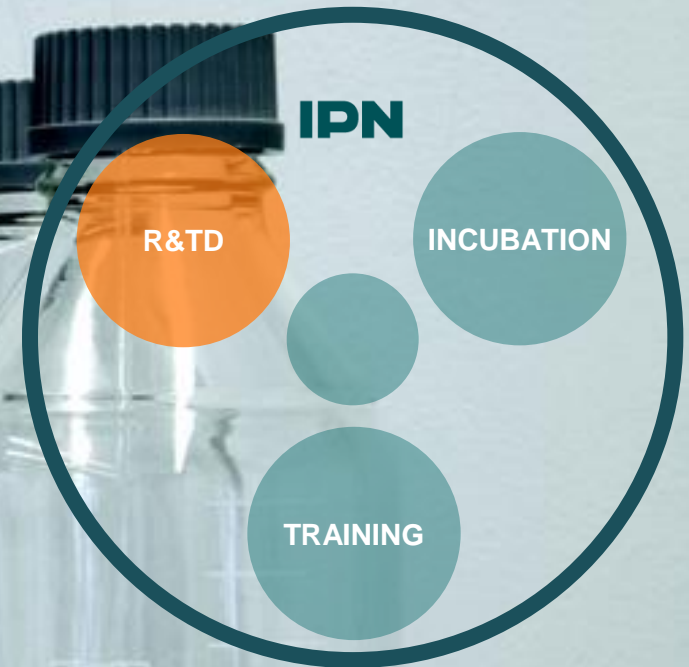


- › LAS – Laboratory for Automation and Systems
- › LED&MAT – Laboratory for Wear, Testing and Materials
- › LIS – Laboratory for Informatics and Systems
- › LEC – Laboratory for Electroanalysis and Corrosion
- › LABGEO – Geotechnical Laboratory
- › FITOLAB – Phytopathology laboratory





Some major projects





We develop products and services for the mobility market, catalyzing the consortium companies and other partners to create web-based services.

f 44

6

f Gosto

Tweet



We develop products and services for the health market, catalyzing the consortium companies and other partners to create web-based services.

17

1

Gosto

Tweet



Mind.Care



BodyInteract



Metabolic.Care



Be.Aware



Physical Rehab



We.Can



We.Can Connect



PremoGeoU

IPN's partnership with ESA –European Space Agency

Our goal strengthening the competitiveness of the Portuguese space industry by supporting and facilitating the transfer of space technologies to non-space markets

18 proposals received

9 PROJECTS

6 Demonstrators

3 Feasibility Studies

7 different non-space markets automotive, logistics, renewable energy, pipeline insulation, medical devices, railway, UAVs

8 beneficiaries: 7 companies, 1 R&D center

RTD LABORATORIES – SOME FIGURES

18 YEARS OF TECHNOLOGY TRANSFER (1994-2013)

- RTD projects and technology transfer contracts > **250**
- Number of clients > **350**
- Weight of international projects
2000 - 17%
2012 - 49%

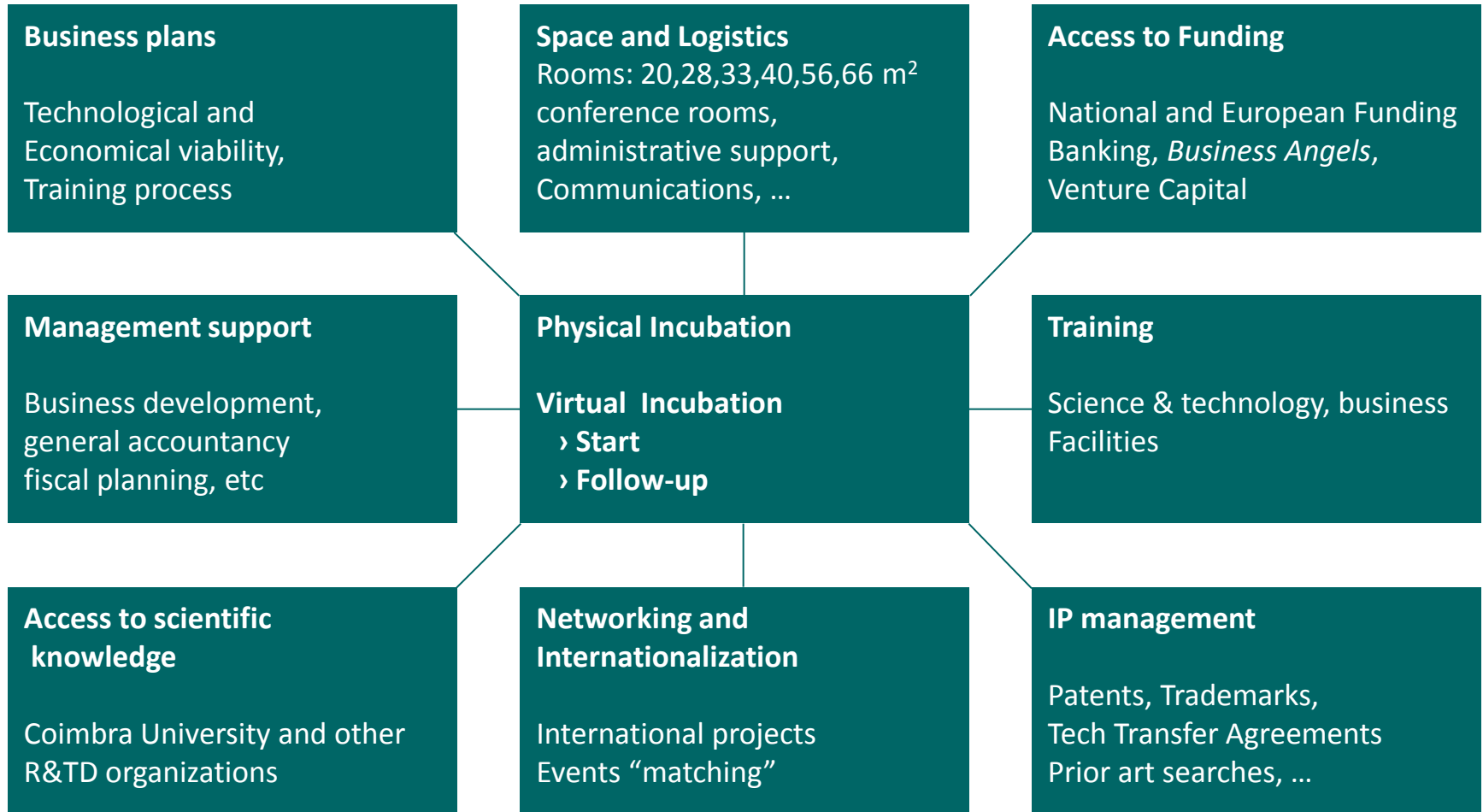


IPN

R&TD

INCUBATION

TRAINING





15 YEARS OF INCUBATION (1996-2013)

Created Companies > 200

Spin-offs U. Coimbra > 65%

General Survival Rate > 75%

Combined Turnover (2012) > 75 M €

Exports > 35%

Direct Qualified Employment > 1.800

BUSINESS INCUBATOR – CASE STUDY #1



CRITICAL SOFTWARE

Information Technologies for Critical Systems

PROMOTORS

- 3 PHd students
- Informatics Department –
University of Coimbra

CONTEXT

- Software for critical systems
- Projects for industry - national
and international (NASA)

RESULTS

- Jobs created > **400**
- % exports / Revenue **70%**
- R&D Expenses / Turnover 12%
- N° *spin offs* created: **5**
- Delegations in **EUA, UK, Brasil,
Roménia, Mozambique**

BUSINESS INCUBATOR – CASE STUDY #2



WIT Software S.A.

PROMOTERS

Led by researcher FCTUC

Development Team originated in LIS-IPN (2000)

CONTEXT

· Know-how acquired in projects with Vodafone, Orange, Deutsche Telekom, other global telecoms

RESULTS

- Jobs created > **150**
- % Exports / Turnover **75%**
- R&D Expenses / Turnover **20%**
- Global firm

199

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81

Twitter Tweet

29

in Share

0

reddit

0

+1

0

Submit



+ Follow (160)

TECH | 2/03/2014 @ 12:42PM | 692 views

Feedzai Brings Machine Learning And Data Science To Payment Fraud

+ Comment Now + Follow Comments

The US fight against payment fraud got a new player last week as [Feedzai](#), a data science company based in [Europe](#), launched in the US with a system that uses real-time, machine-based learning to prevent fraud.

Founded by aerospace engineers and data scientists, the company says it is the only fraud prevention solution available for omnichannel commerce. Fraud prevention has to work across all channels, because that's the way consumers buy, said Nuno Sebastiao, the company's CEO.

This Week In Credit Card News-Possible Data Breach At Michaels, Thefts Not Stopping Card Use

"The consumer may buy online, then at a physical store and then through a mobile. We need to collect as much as possible from all these channels. We look at the network of payments as a whole."

Rather than working from rules and patterns, Feedzai uses machine learning, he added. So as a new channel comes online, Feedzai starts to ingest data from it and begins to make inferences.



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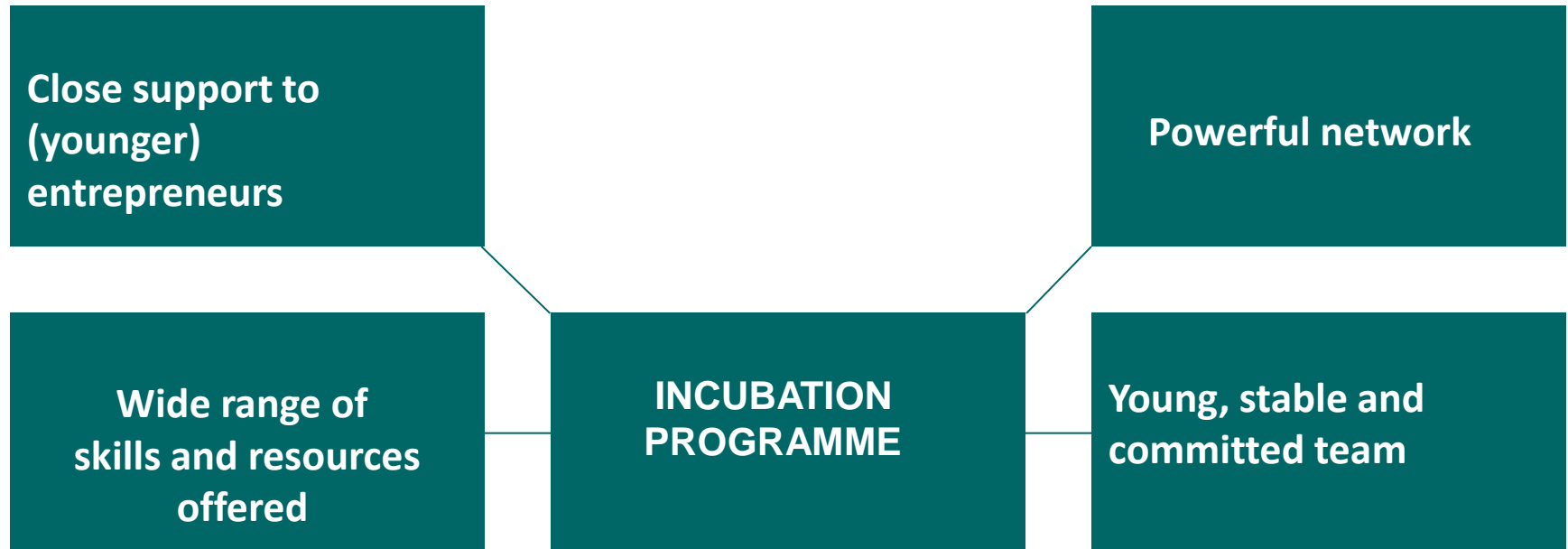
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INCUBATION FORCES – Targeting young innovators!









The Future: TECBIS



IPN Business Accelerator

“Final destination” for high-growth tech-based companies
With global activity

Past Incubated companies and/or “mature” companies
First companies installed on May 2014



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FROM IDEAS TO MARKET

***IPN VCI as an integrated support unit for
innovation***



- 1. Spin-off creation support**
- 2. Intellectual Property**
- 3. Technology Commercialization**
- 4. Co-financed projects drafting, submission and management (FP7, H2020, PT specific measures)**



Spin-off creation

Managing activities of tech-based entrepreneurship promotion

Support of spin-off company creation by University members: teachers, researchers, students, scholars



Intellectual Property

Support to:

- Teachers, researchers and students from Universities
- Innovators/entrepreneurs in general
- Companies

In **IP matters**: prior art searches, trademark/patent/design protection training



Tech transfer and commercialization

Support to tech transfer – Activities and actions towards the market; consultancy on licensing, financing, other relevant support to tech transfer

Co-Financed R&D Projects – Networking, consortia building, drafting and submission of financial proposals, calls management at EC (FP7, H2020) and national level

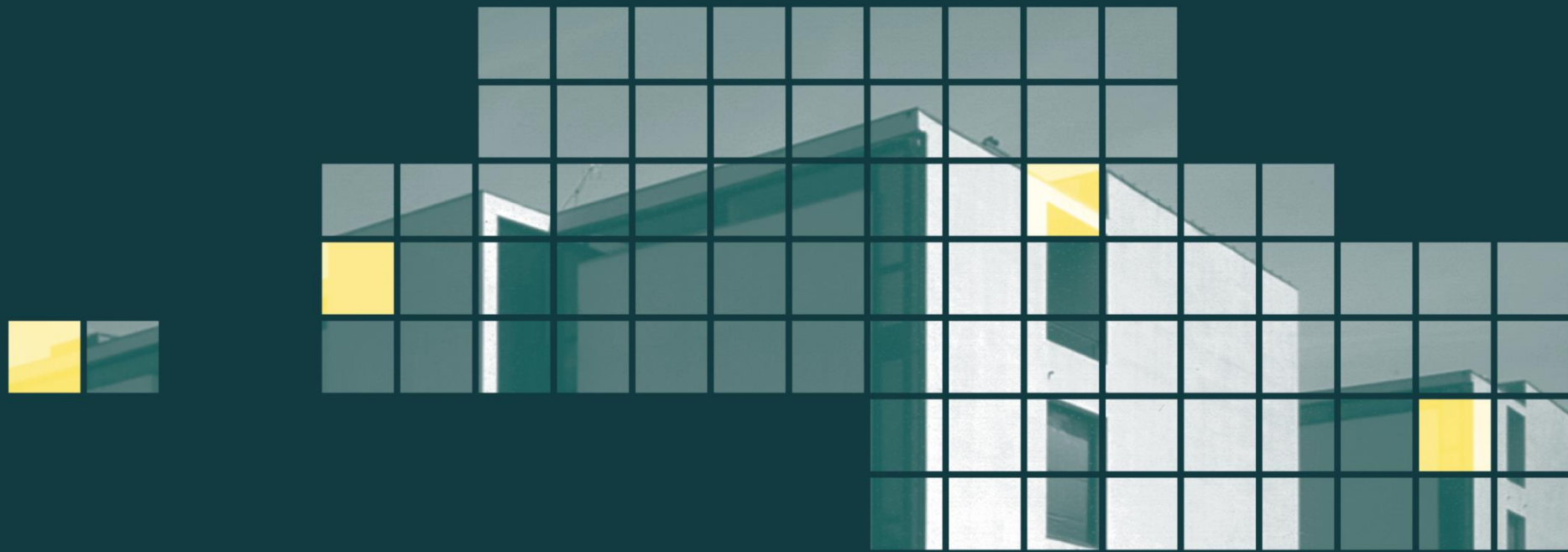
Coimbra Innovation trail



Consequences?

EC Study
(10/2012)





Thank you for your
attention!



José Ricardo Aguilar

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