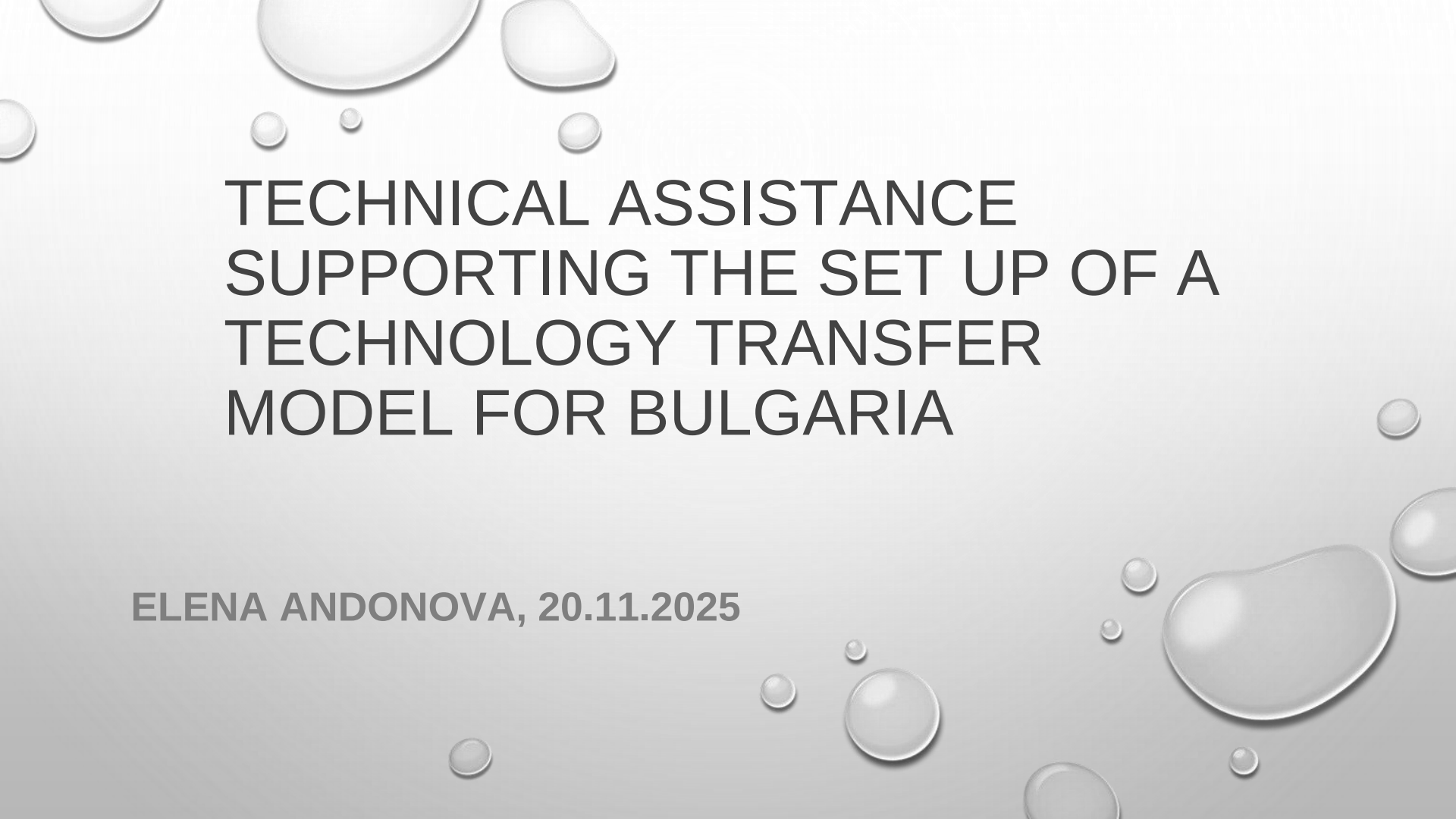


The background of the slide is a light gray gradient, decorated with numerous realistic water droplets of various sizes. Some droplets are large and prominent, while others are small and subtle. They are scattered across the slide, with a higher concentration in the top and bottom right areas.

TECHNICAL ASSISTANCE SUPPORTING THE SET UP OF A TECHNOLOGY TRANSFER MODEL FOR BULGARIA

ELENA ANDONOVA, 20.11.2025

INTRODUCTI ON



Falls under the PRIDST addressing Bulgaria's strategic needs in the areas of research, scientific infrastructure, innovation, digitalization and cybersecurity.



Pillar Technology and Knowledge Transfer aiming to enhance TT capacities at existing TTOs and strategic ROs, promote IP commercialisation awareness and activity.



Goal is to create a connected system with a clear leading body, a central unit to foster effective and transparent communication between various partners and stakeholders.

OBJECTIVES

Strategic guidance in further development of the technology transfer ecosystem in Bulgaria

Opinion on the possible structure for a coordinating TT entity

Advice on how to improve TT connectivity in the country

Specific recommendations for implementing Hub and Spoke model

Recommendation on training needs and models to enhance the capacities for TT in Bulgaria

TIMING OF THE ASSIGNMENT





RECOMMENDATIONS ON AREAS

THE MODEL

ACTUAL SET UP STRUCTURE

MAIN ACTIVITIES OF THE HUB

MAIN ACTIVITIES OF THE SPOKES

TARGETING CAPACITY

**OPERATIONAL AND
IMPLEMENTATIONAL**

REVIEW OF EXISTING REPORTS AND DESK RESEARCH

Strategic Evaluation of the Bulgarian Centres of Competence and Centres of Excellence



Strategic Evaluation of the Technology Transfer and IPR Protection Systems of Bulgaria, Croatia, and Romania and Recommendations for Their Enhancement



Other reports



Benchmarking several unique models of TT systems across the EU as well as worldwide

STRUCTURED INTERVIEWS



Strategic stakeholders: Ministry of Innovation and Growth, Ministry of Education and Science, Sofia Tech Park, Fund of Funds, leading ROs and Universities



International players who have participated in the the set up and managements of innovation systems and models



TT practitioners and consultants

RECOMMENDATIONS - THE MODEL

Confirmed the need for setting up a Hub and Spoke Model for TT in the country

The Hub and Spoke model will act as a National structure for technology transfer activities, serving universities and ROs in Sofia, as well as in all regions of the country

Combination of market pull and technology push strategy

Predominantly top down approach to TT governance aiming at stimulating bottom up entrepreneurship and initiative

The Hub is planned to be at Sofia Tech Park and about 12 spokes to be selected on a competitive basis



RECOMMENDATIONS - SET UP

Set-up workshop to ensure interests are aligned between the Hub and the Spokes

Governance strategy and operations procedure to ensure the efficient flow and execution of requests for support

Communication strategy to be prepared for both internal and external stakeholders

Ensuring the right capacities at the Hub and the Spokes 'are in place'

Key Performance Indicators prepared so that the performance of the Hub and the spokes can be monitored

Sustainability - capturing the 'low hanging fruit'



EXAMPLE: PROPOSED GOVERNANCE

STRATEGY

BOARD COMPOSITION

FORMAT

ROLES AND RESPONSIBILITIES

RECOMMENDATIONS - ACTIVITIES
AND SERVICES
FOR THE HUB



Setting up a TT network, a joint forum with a policy angle



Increasing activity between Industry and Academia for technology transfer purposes as well as for contract research



Providing targeted capacity building Programmes

EXAMPLE: A HOLISTIC APPROACH IN CAPACITY BUILDING

Training

To cover all essential phases of the technology transfer process and will target:

- Researchers
- TTOs
- Administrators
- University leadership

Skills

Through practice::

- Secondments
- Exchanges
- Mentoring services
- Intensive project work

To progress projects across TRL and build critical mass of TT professionals

Professionalisation

Certification by ATTP for members of TTOs to ensure that there are technology transfer managers trained to the highest standard for technology transfer practice

RECOMMENDATIONS - ACTIVITIES AND SERVICES FOR THE HUB



Internationalisation services



Policy support and removal of administrative burden - lean approach to commercialisation



Financing services, collaboration with the Fund of Funds for strategic investments in validated, high potential early stage projects

EXAMPLE: SUPPORT TO INTERNATIONALISATION SERVICES

SOFTLANDING

CONSORTIA FORMATIONS

GLOBAL IP SERVICES

CROSS BORDER TT ENGAGEMENTS

RECOMMENDATIONS - MAIN ACTIVITIES OF THE SPOKES



Regular reporting
and data feeds



Presenting request
for
services/support



Providing support
to local entities
outside the spoke



Communicating
success
stories/case
studies/achievements



Participate in the
annual forum and
other Hub
organised events



Provide access to
their networks and
skills to other
spokes and
universities/RO

RECOMMENDATIO
NS - OPERATIONAL

Developing Capacities

- Number of staff
- Qualifications of staff
- Roles

Timeline, development, monitoring

- Induction, six months
- Execution
- KPIs in place
- Evaluation, last six months

POSSIBLE FOLLOW-ON ACTIONS



Supporting the Hub and Spoke model during operations in a 'hand holding' way



Detailed evaluation of technical capacities of Bulgarian research focused entities, policies, procedures and organisational practices



Detailed IP Audit to acknowledge the available IPRs in Bulgaria and perform valuation/market potential validation

THANK YOU