

About ITEK Pty Ltd

ITEK is 100% owned subsidiary of the University of South Australia and is responsible for developing commercial opportunities from research undertaken at the University of South Australia.

As the commercialisation company of the University, ITEK's primary objective is to deliver long term economic value, community benefit and provide a financial return to the University. These diverse benefits focus on applying knowledge to create and grow companies, products and services, establishing and developing collaborative opportunities with industry and building the University's commercial reputation.

Most research requires additional support, funding, business, legal and financial experience to successfully develop and bring to market. ITEK utilises a commercialisation process geared towards readying a technology for market entry and growth. In broad terms, a new technology or idea progresses through the following major phases:

1. Disclosure
2. Triage
3. Initial development
4. Scale up
5. Launch

What ITEK does

ITEK retains the critical capabilities and expertise necessary to bring a new idea, invention or technology to market. These include:

Commercialisation advice, planning and implementation strategies

ITEK's experienced team can provide guidance on licensing or establishing a new company to commercialise Intellectual Property (IP). Advice on the most appropriate commercialisation strategy to deliver IP/technology to the market is readily available to academic staff, researchers, students, inventors and companies.

Research collaboration networks and markets

ITEK has well established links and/or collaboration agreements with multiple organisations including research institutes and industry partners in various market segments. ITEK is a bridge between industry, government and the University. It identifies and understands markets and facilitates the development of relationships with industry partners.

Intellectual Property protection and management

ITEK has very strong relationships with major patent and trademark attorneys nationally, who assist with defining IP strategy and in registering IP on ITEK's behalf.

Pre-seed funding and investment

ITEK supports research projects through its own informal Catalyst Fund to achieve Proof-of-Concept (PoC) and prototype development. In addition ITEK has established relationships with the Trans Tasman Commercialisation Fund (TTCF) and other Australian Venture Capitalists (AVCAL) and Angel Investor groups for further funding.

Company formation, deal structure and growth

The correct company structure or business deal structure can be critical in protecting investors, inventors and shareholders. Guidance and practical advice is also available to researchers interested in the entrepreneurial and business aspects of bridging the academic/industry divide. ITEK supports company growth through the establishment of appropriate boards and management teams.

Legal advice/counsel

ITEK has an experienced legal counsel for advice covering all regulatory and legal aspects of commercialisation, including industrial contracts, IP licensing, patent reviews and Non-Disclosure Agreements (NDAs).

Accounting, royalty/licensing management and reporting

ITEK provides a range of accounting services to a number of Joint Venture and Spin-out companies it invests in. ITEK also manages the collection and distribution of royalties on behalf of inventors/researchers, investors and the University of South Australia.

Education and training

ITEK holds/delivers a number of workshops covering IP and commercialisation throughout the year. In addition it provides access to Knowledge Commercialisation Australia and the Australian Institute of Commercialisation courses and seminars.

ITEK Funding

ITEK Pioneer Grant Fund

The main purpose of ITEK's Pioneer Grant is to provide small funding grants that can be used for applied research without being tied to an immediate or short-term commercial outcome. A Pioneer Grant is aimed at providing a researcher with funds they can use to expand the boundaries of their research and hopefully help them uncover new or additional IP. A Pioneer Grant is considered an investment in a researcher and their work. Its objective is to help uncover future research intellectual property (IP) that can be commercialised.

Pre-Seed Funding

ITEK Catalyst Investment Fund

The ITEK Catalyst Fund is a competitive pre-seed fund accessible by University researchers and students for the specific purpose of moving IP from a laboratory example/idea to a more concrete proof of concept or prototype. The purpose of the fund is to help move the technology to a point where additional external investment in the IP can be achieved.

The process commences with a short Catalyst Investment Proposal outlining the problem solved, the technology, its advantages, market opportunity, unique benefits and risks.

\$30M Trans Tasman Commercialisation Fund

This collaborative venture aims to capture University research & take it towards commercialisation, creating successful spin out companies, that in turn create economic opportunities, competitiveness and growth regionally and nationally.

The Fund provides a new source of pre-seed capital to support agreed projects from inception to the point where they can be commercialised. The participating institutions include: The University of Auckland, Monash University, Flinders University, University of South Australia and The University of Adelaide.

About the University of South Australia

The University of South Australia is committed to educating professionals; creating and applying knowledge; engaging our communities; maintaining cultural diversity amongst its staff and students; and providing equitable access to education for greater numbers of people. In this way, UniSA continues to build on the long-standing traditions of its antecedent institutions.

The University of South Australia has five campuses comprising six major divisions throughout metropolitan Adelaide. The University has 2266 employees and 45,650 students including more than 5000 international students. Each year, 10,000 students graduate from the University of South Australia. In 2008, UniSA's research income was approximately \$50 million of which 75 per cent came from industry.

UniSA Research

UniSA has eight Research Institutes, 13 Research Centres and a range of committed research groups and individuals undertaking world-leading research into a range of areas including materials science and minerals processing, wireless communications, social sustainability, health and biomedical sciences, marketing science, sustainable systems and technologies, defence and complex systems engineering, and advanced manufacturing.

The University is a key partner in 10 Cooperative Research Centres and in major national and state-based initiatives, including the Australian Mineral Science Research Institute and Water Quality Research Australia. It is also a host and partner for facilities supported by the National Collaborative Research Infrastructure Strategy.

Visit: www.unisa.edu.au/research

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UniSA