

What are the factors of success of academic spin-off projects (ASO)

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1. Context of the research

The first and second academic revolutions gradually transformed universities into organizations that are responsible not only for teaching, but also for conducting research and contributing to regional development through multiple ways. A new mission, "Tech transfer" or "knowledge transfer" is born from those two revolutions : transferring results from the academic world to the industrial sector and society.

As one of the various forms of academic entrepreneurial activities, academic spin-offs (ASOs), also commonly known as university spin-offs (USOs), are considered important mediators in achieving this mission (Miranda et al. 2017b).

2. Scope of the thesis

The general goal of the thesis is to analyze the factors of success and the barriers for academic spin-off project

The thesis is willing to those factors and barriers at three different levels :

- (1) Micro-level → researcher and spin-off level (skills, academic performance, management skills,...)
- (2) Meso-level → university-level (support of the university, university network, research orientations...)
- (3) Macro-level → regional and national level (regional economic development, support programs,...)

Scope :

- ✓ University spin-offs, already created and/or project in maturation
- ✓ Spin-offs and spin-offs from Belgian and European universities
- ✓ Qualitative and quantitative studies

3. Article currently in development

Based on Ferry & al, 2018 : the researchers conducted quantitative analysis on 132 spin-off from Italian universities. The paper highlight the following intriguing result :

«...spin-offs with a larger endowment of patents obtained before foundation, surprisingly, grow less on average »

Salvatore Ferri, Raffaele Fiorentino, Adele Parmentola, Alessandro Sapia, (2018) "Patenting or not? The dilemma of academic spin-off founders", Business Process Management Journal

→ **Replication of this quantitative analysis** for Spin-off from the universities of the Walloon Region

→ **Link between patent portfolio and business performance of the spin-offs**

→ **3 datasets :**

- « LiEU » database of all Walloon ASO
- « Espacenet » patent database
- « CBE » financial information of the ASO

4. Collaborations

- ✓ **Universities**
- ✓ **Laboratories**
- ✓ **Researchers-entrepreneurs**
- ✓ **Structure of maturation : incubators, accelerators, ...**
- ✓ **R&D early-stage investment funds**
- ✓ **Public entities providing financial and/or other form of support**
- ✓ **ASO**
- ✓ **...**