



UNIVERSITÀ  
DEGLI STUDI  
DI PADOVA



# Unismart at a glance

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***Managing Director***

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# The University of Padova at a glance



MORE THAN **180**  
PATENTS



OVER **30** INVENTIONS  
EVERY YEAR



**500**  
NEW RESEARCH  
CONTRACTS EVERY  
YEAR

**3000+**



PROFESSORS &  
RESEARCHERS

**32**



DEPARTMENTS

**150**



LABS

**41**



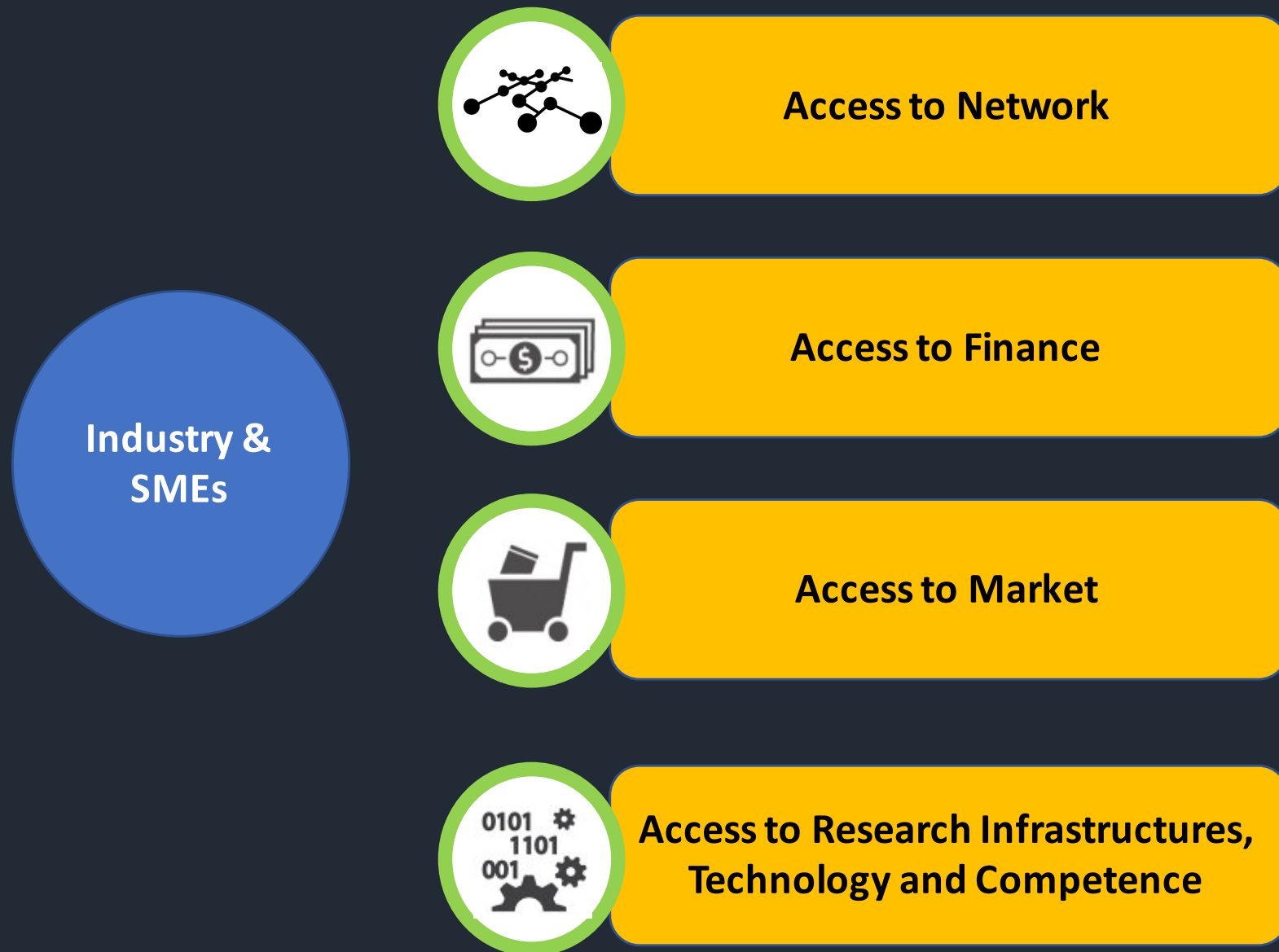
RESEARCH  
CENTRES

**63.000**



STUDENTS

# Our value proposition



# A proactive interface

**Talk business to business and science to scientists!**



# Our services & revenue streams

**IP com-  
mercialisation**

**Innovation  
Consulting**

**Contract  
research**

**Collaborative  
Research  
at high TRL**



**Building a Community as Open Innovation eco-system**

# The operational model

Scientific  
Excellence  
Impact on Society



**Top-Down**



**Community & Mkt Mgr  
Project Managers**



**Bottom-up**



Market needs  
Business & Profit



Large  
Companies



Industrial  
Associations



Knowledge  
mediators



Start-ups  
& spin-offs



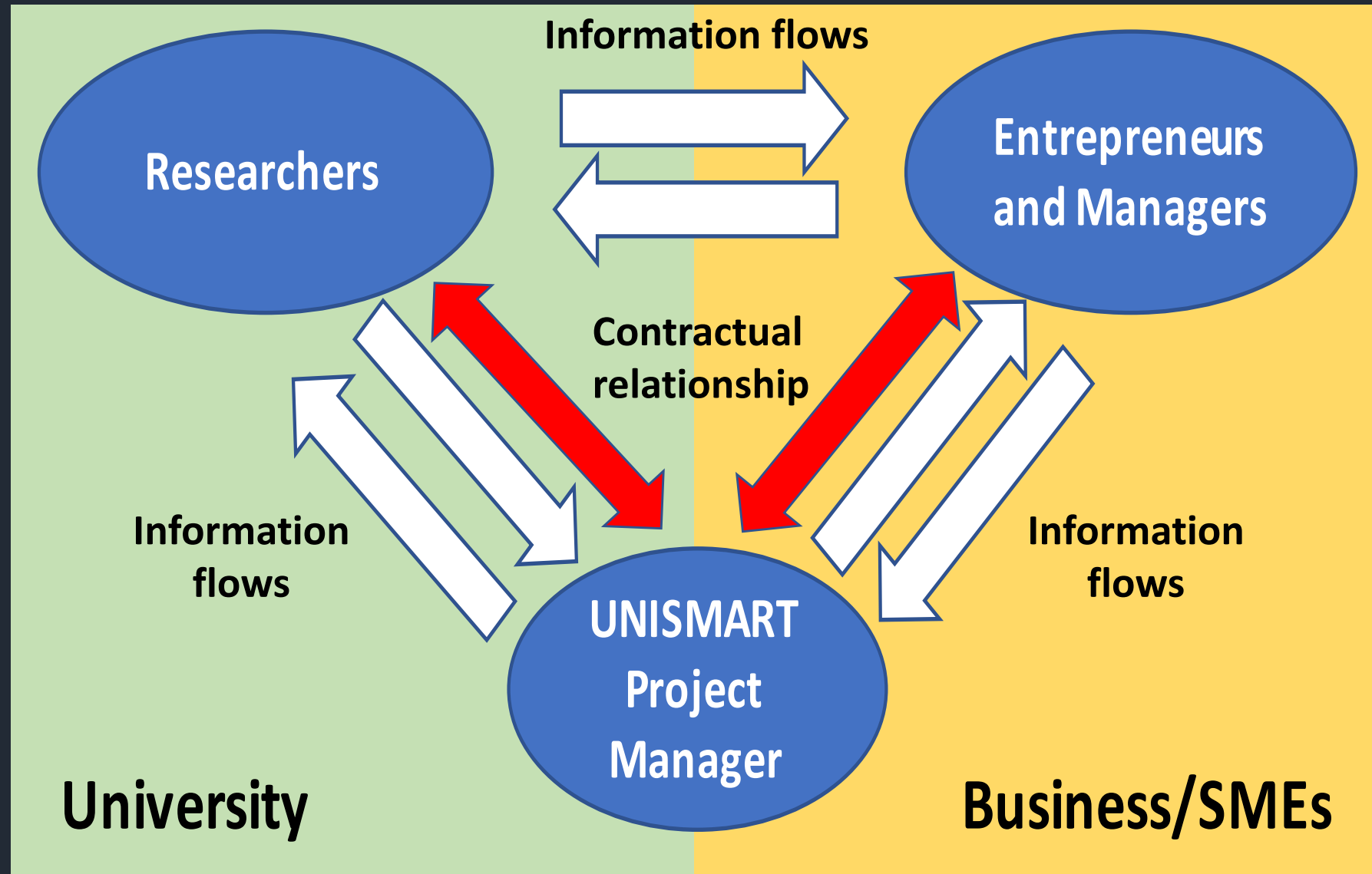
Small  
Businesses



Banks &  
Investors

**Institutional  
Stakeholders  
& Innovation Networks**

# The project management approach





# The Unismart Community (in continuous expansion)



Members up to September 2018 - Latest  
members can be found at [www.unismart.it](http://www.unismart.it)



# Achievements and KPIs

**IP com-  
mercialisation**

**3 IP license  
agreements over  
1,2 Meuro (1 case  
engaging a second  
University)**

**Innovation  
Consulting**

**Projects portfolio over 2 Meuro  
engaging 1/3 of the 32 University  
Departments and Centres**

**Contract  
research**

**Collaborative  
Research  
at high TRL**

**5 successful EU  
projects**



## **Additional KPIs**

**3,000+ companies receiving our newsletter  
1,000+ companies approached through events and direct contacts  
300+ bilateral meetings with companies and researchers  
40+ presentations at events**

# An effective tool for internationalisation



## University-Industry Interaction Conference

June 20-22, 2018, London, UK



Submit your abstract

# Financial sustainability





# Committment and People are key!





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