



UNIVERSITÀ
DI TRENTO



The new Regulation on Start-ups

Crash Course on Intellectual Property protection and valorization – June 16th 2021

The new Regulation on Start-ups

START-UP: what is a START-UP?



A startup or start-up is a company or project undertaken by an entrepreneur to seek, develop, and validate a **scalable economic model**.

While entrepreneurship refers to all new businesses, including self-employment and businesses that never intend to become registered, startups refer to new businesses that intend to grow large beyond the solo founder.

At the beginning, startups face high uncertainty and have high rates of failure, but a minority of them do go on to be successful and influential.

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What is an **academic START-UP**?



An academic start-up is a new entrepreneurial initiative conceived and developed by enhancing research results carried out in the university, and/or enhancing skills acquired in the university environment.

The academic start-up staff has a close link with the University.

In the new Regulation on Start-ups of University of Trento we have **3 types** of academic start-ups:

1. ***Start-ups***;
2. ***Research Start-ups***;
3. ***Student Start-ups***.

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Reference legislation at national level:

DECREE August 10th 2011, n.168 of the MINISTRY OF EDUCATION, UNIVERSITY AND RESEARCH (MIUR)

Regulation concerning the definition of the **criteria for the participation of university professors and researchers** in companies such as university spin-offs or start-ups in implementation of the provisions of article 6, paragraph 9, of law no. 240.

It defines the general directives regarding:

- *Subjects proposing university spin-offs and start-ups*
- *Procedure for setting up university spin-offs or start-ups*
- *Discipline of incompatibilities*
- *Discipline of conflicts of interest*
- *Transitional and final provisions*

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The Regulation on Start-ups of the University of Trento defines **Procedures, Requirements** and **Processes** to support the creation of entrepreneurial initiatives connected with the University.

The Regulation provides the main steps necessary to arrive at the accreditation of a business project from the University of Trento.

Webinar's SCOPE:



to give a general overview about the **main changes** introduced in the **new Regulation** on Start-ups of the University of Trento.

On the **2nd December 2020**, the new University Regulation on Start-ups was approved.

The approved version of the Regulation can be downloaded on the University site at the following link:

<https://www.unitn.it/norme-regolamenti/348/ricerca-e-prodotti-intellettuali>

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Main Regulation Changes:

- In the new Regulation we have **2 possibilities** for Accreditation:
 1. A new start-up can apply for university Accreditation at the time of its constitution; Art. 4
 2. A start-up already established but not more than three years old can apply for University Accreditation.

- **3 types** of start-ups for which Accreditation can be requested:
 1. Start-ups
 2. Research Start-ups Art. 2, 3 and 4
 3. Student Start-ups

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1. START UP

Any business entity in which the University may be a shareholder and **aiming at developing, producing and trading** innovative goods and services that are the results of the University's research activities and to which the applicants gave their contribution.

2. RESEARCH START UP

Any business entity in which the University may be a shareholder and **aiming at developing pre-competitive innovative products and services** that are the results of the University's research activities and to which the applicants gave their contribution.

3. STUDENT START UP

NEW!

Any business entity that arises during the training course at the University on the initiative of university students or doctoral students and whose business strategy is based on **innovative goods and services** designed and developed by **enhancing** the knowledge and skills acquired in the university environment.

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Main Regulation Changes:

- Strengthening of the "**Preliminary phase**" in the accreditation procedure with the request for prior approval by the **Board of the Department / Interdepartmental Research Center** to which the Proposers belong.

Art. 6 co. 4

- **New requirements** for the composition of the shareholder structure: in the case of Start-ups and Research Start-ups, the sum of the company shares of the Proposers must be equal to at least **30%** of the share capital, while in the case of Student Start-ups, at least **75%** of the capital.

Art. 5 co. 1 and co. 3

- **New conditions in reference to the intellectual property** of the research results carried out by the Start up as part of the research conducted at the host facility (Department / Center): **joint ownership** in the case of protectable Intangible Assets.

Art. 14 co. 3

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- **STEPS** of the “**Accreditation Process**”:

1. Start-up proponents contact the **Office for the Valorisation and Impact of Research**;



2. Evaluation of the **Board of the Department**;



3. Approval of the **Start-up Committee**;



4. Evaluation of the **Academic Senate**;



5. Final approval of the **Board of Directors**.



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- The Regulation on Start-ups defines:
 1. **Requirements** that a Start-up must have in order to obtain Accreditation (for example in a “student start-up”, the shares of the company must be at least 75% owned by the students involved);
 2. **Roles and Positions** that proponents could have within the Start-up when they are also members of the University (for example professors, researchers, Phd students ...):
 3. **Relations** between “Academic Start-ups” and the University (for example the services, resources and facilities made available to the start-up);
 4. **Duration and Monitoring** of the Start-up Accreditation (maximum duration: 5 years).

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- The University of Trento provides academic start-ups with:
 - **working spaces** and the use of services/equipment under a specific agreement with the Department;
 - support in **business planning**;
 - information about **funding instruments**;
 - information on **enterprise creation**;
 - support on **Intellectual Property**;
 - **patronage** and use of the UniTrento logo;
 - institutional link with professors and research groups;
 - assistance in **pre-incubation** and **market-potential assessment**;
 - **possible entry** into the company by the University with capital investment.



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Thanks for your attention!

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