

## Faces &amp; Places

## TECHNOLOGY TRANSFER

**HEPTech takes research out of the lab**

The third annual symposium of the High-Energy Physics Technology Transfer Network (HEPTech), held on 19 to 25 June and hosted by Romania's Horia Hulubei National Institute of Physics and Nuclear Engineering, brought together early stage researchers in high-energy physics and related scientific domains to discuss how to take their research out of the lab. Seventeen participants from nine European countries met entrepreneurs and experienced scientists to learn how science can impact society.

The topics covered intellectual-property rights and their protection, national and European funding sources for research and innovation, incubators in support of business ideas and start-ups, and rules of collaboration in physics. "Win-win" negotiation techniques were the focus of a role-play exercise to help students define business objectives, identify the interest of the other party and find a creative solution to a negotiation problem. Entrepreneurship case studies such as the Raspberry Pi and TravelTime platform API of iGeolise revealed how developments in research are transformed into marketable products.

The last two days of the symposium saw young researchers undertake exercises in preparing pitches, networking at a meeting, and introducing each other. Experts guided



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*Participants of the HEPTech symposium with their CERN helmets.*

them through the secrets of where to find potential investors, how to attract their attention and how to identify the market share of their potential product and bring it to market.

HEPTech was created by CERN Council in 2006 to enhance and broaden the impact

of particle physics on society, and its members are Technology-Transfer Offices of CERN Member States. The fourth HEPTech symposium will take place in Darmstadt, Germany, hosted by GSI Helmholtzzentrum für Schwerionenforschung, on 12 to 16 June 2017.