



Chapter  
2!  
The PIV's  
helping  
hand  
...



There was one thing left  
for him to do:  
prepare, with his new  
quest companion, the Chargé.e  
de Valorisation, his hearing at the  
COMMISSION D'ENGAGEMENT  
...

to be continued  
...



Chapter 3

The Council

...

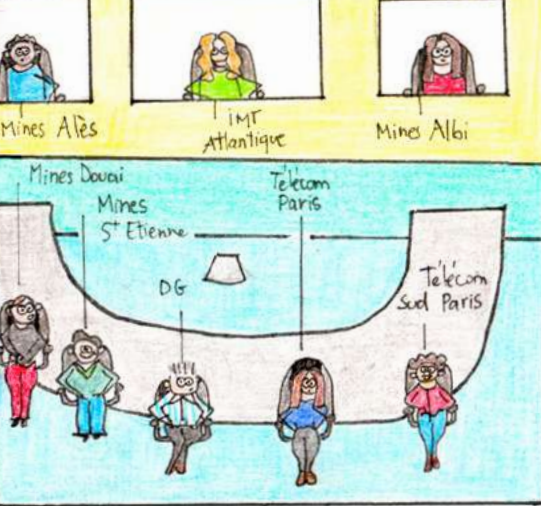
So the day of the CE came, and our hero was well prepared ...  
Ah! Welcome, Doctor A...



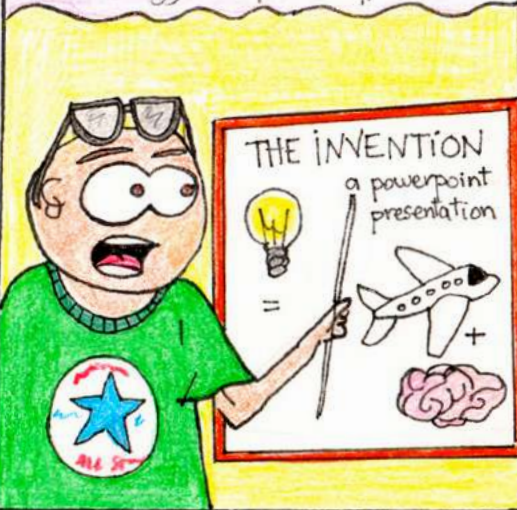
But who were ALL those people? And what did they want from him?  
... we knew you would come ...



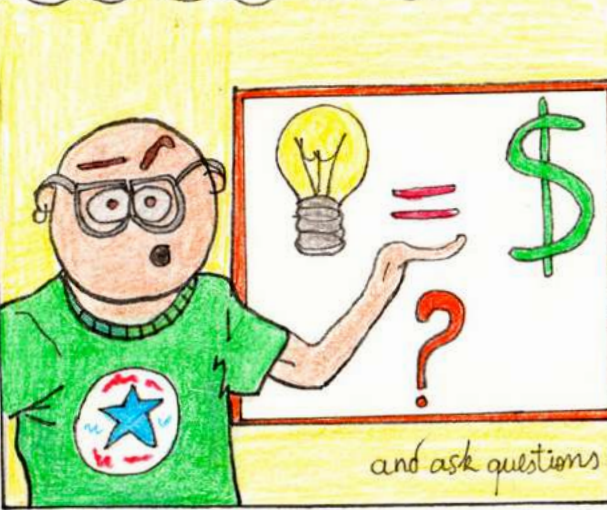
Relax! They are just IMT's representatives there to evaluate the school's best IP interests



And so DrA talked. And he presented his technology, its future applications...



... its potential social & economic outcomes ...



As Dr. A. left, the council started discussing...



Will our hero get to file his patent?  
Will the Commission d'Engagement approve his (re)quest?

To be continued...



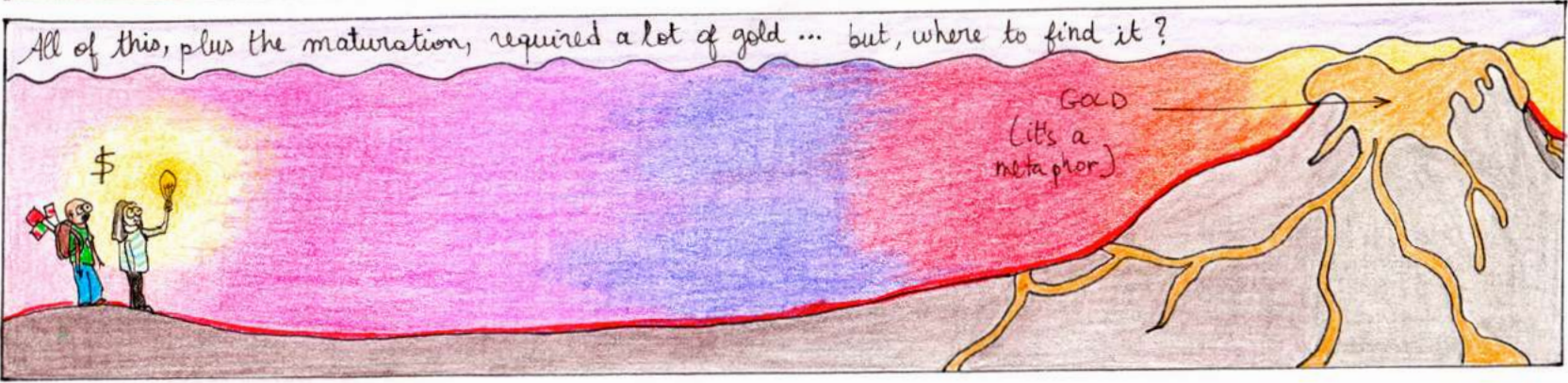
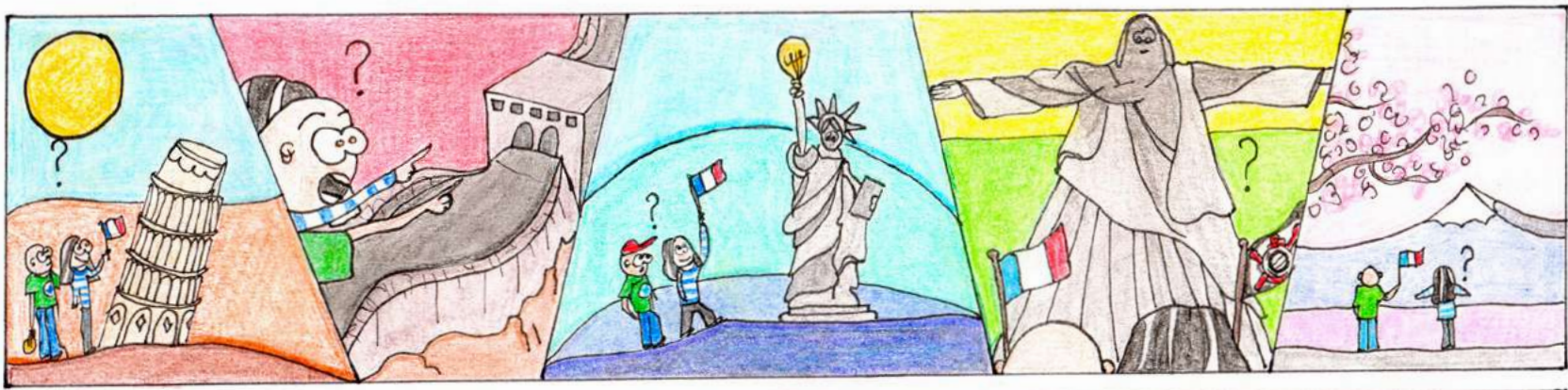
Chapter 4  
Protecting the Invention ...



A patent being a territorial right, it needed to be extended to every country where the invention needed to be protected

How to pick them?

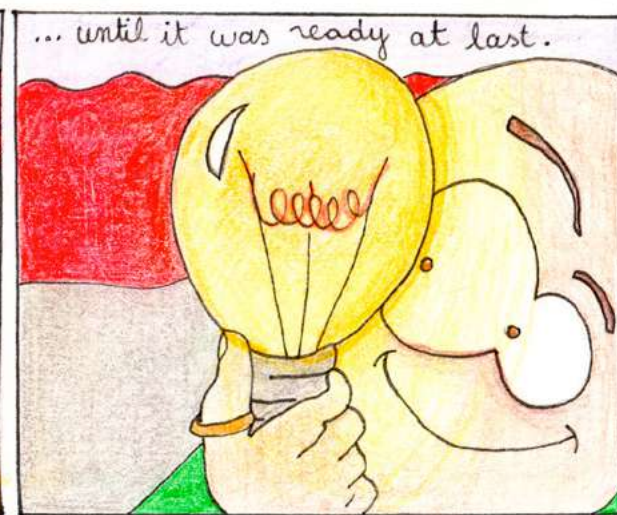
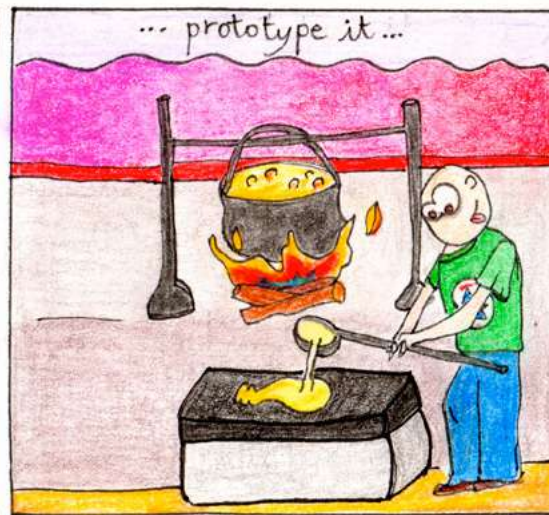
A market study is usually the most efficient way to know ...



to be continued ...



Chapter  
5  
The  
First  
Quest  
...



ready... for what?

to be continued...



Chapter  
6  
The  
second  
quest  
...

The invention needed to be valorized: licensed, spread. So they went, guided by the étude de marché, to find a suitable client.

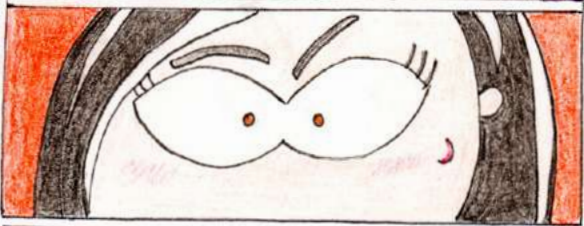
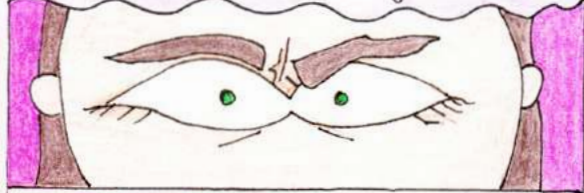


One of them was amazed by such genius



It's beautiful!

So the negotiation began ...



... until the agreement was drafted & sealed,



and the invention traded for a vast amount OF GOLD



But where would all that gold go now?

to be continued ...



Chapter  
7  
Sharing  
the  
Wealth  
...



First, the protectors of the invention took their share ...

Then, 8% was reinvested in the PIV's activities ...

50%

50%

The remaining wealth was equally shared between the School & the inventor(s) ...

35%

TAXES  
(STATE)

This wealth fed the labs, and helped with the creation of many more inventions, research & innovation quests ...

The Canal & its many brilliant schools



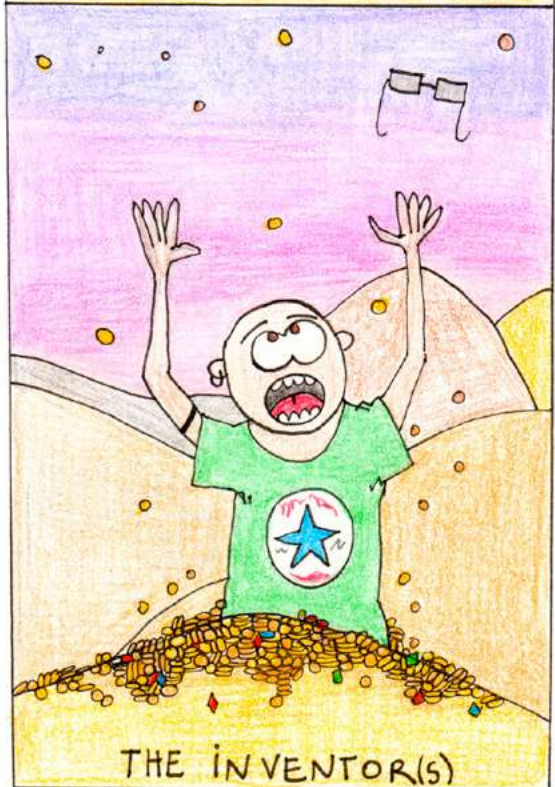
other potential inventors,  
other potential heroes to this quest

IMT

TELECOM PARIS

35%

TAXES  
(STATE)



THE INVENTOR(S)

The End?

The adventure could stop here.  
But will it? To be continued ...

TELECOM  
Paris



IP PARIS



Chapter 8  
The Start UP  
&  
The Concours Scientifique  
...

Dr A decided he wanted to make sure that his invention was used by someone who **REALLY** understood it. And who could do that better than **HIMSELF?**



That was when he was introduced to the **CONCOURS SCIENTIFIQUE**, a way for him to **BOTH** create & work for his newly created start up, and continue his beloved Professor activities. Helped by the PIV, he became a Professor AND an entrepreneur.



49% of Capital Shares **MAX** = need to find an associate

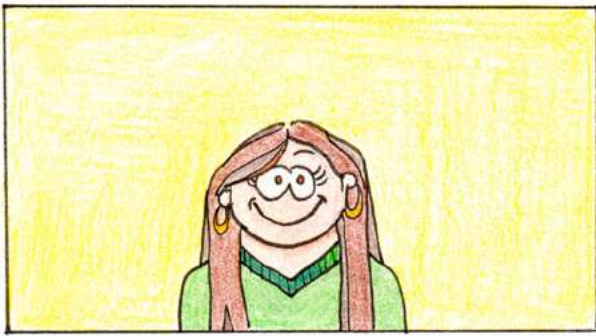
50% of the time AT SCHOOL  
50% of the time AT HIS START UP

SCHOOL & same status & same salary \$  
START-UP can be paid up to 73343 € /yr.

up to 10 yrs. of C.S.

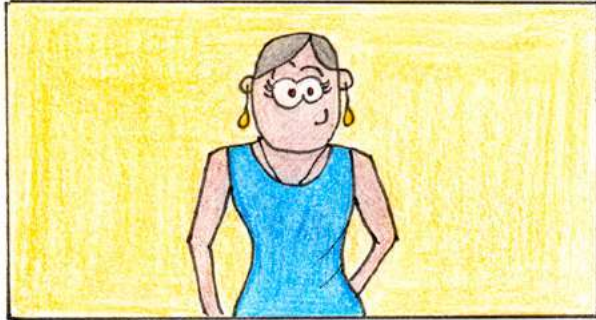
At the end of the C.S, Dr. A can choose to sell his shares of the company ... or leave the school.





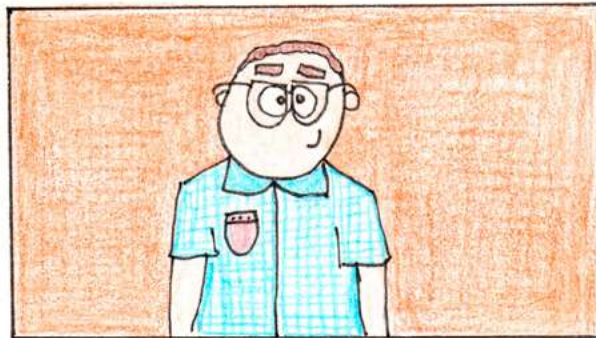
**CRISTINA BAYONA PHILIPPINE**  
Responsable du PIV

She comes from the ruthless world of Intellectual Property lawyers and she knows her stuff. She knows every procedure, every lab and its researchers. She leads the team and makes sure your projects go smoothly.



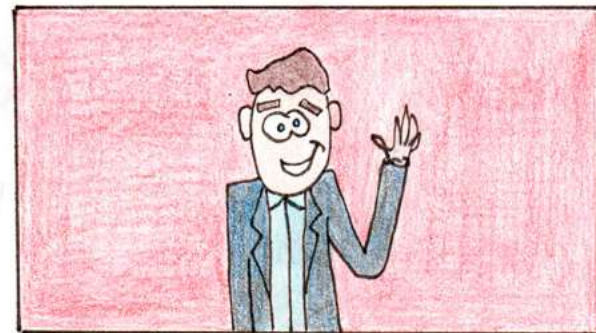
**LYDIA MUKUNA**  
gestionnaire Brevets

She is our sentinel -and has her eyes everywhere: every patent deadline you'll approach, every Réponse au Rapport de Recherche you'll make, every POA you'll take, she'll be warning you



**PHILIPPE EFFANTIN**  
Chargé de Valorisation

Philippe is our business asset. He comes from the Ecole de Commerce de Strasbourg. He worked for years in a big banking institution and for the regional innovation agency (IdF) before he joined the team in 2018



**PIERRE VISTE**  
Chargé de Valorisation

Pierre, with his PhD in Optics & Nanotechnologies, brings a technical insight to the team. He is also familiar with the world of one of our closest partner, the SATI, having worked there for years.



**AÏDA JAÏDANE**  
Chargé de Valorisation

Aïda completes the team with her expertise in Intellectual Property. She is particularly keen on Open Source Softwares, projects & how to valorize them. She is also the proud mother of these adorable comics.

- THE P.I.V. -

Pôle Propriété Intellectuelle et Valorisation  
valorisation.transfert@telecom-paris.fr

Mai 2020

