

Bridging the gap from research-to-high-technology ventures with experienced entrepreneurs - DTU Orbit (08/11/2017)

Bridging the gap from research-to-high-technology ventures with experienced entrepreneurs

t: The paper outlines an initiative undertaken to increase the number of spin-outs from a research university. The Bridging the Gap (BtG) model takes a systematic approach to identify and match experienced external entrepreneurs at a very early stage in the technological development process with university researchers to improve the technology spin-out process. The experiences, market insight and network connections of experienced entrepreneurs when combine with technical knowledge and capabilities of the researchers create a strong resource base for start-ups. This strong resource base can shorten the actual time taken to spin-out a technology and also increase the prospects for the emerging start-ups to achieve sustainable growth. The empirical evidence to support the model comes from two research departments at the Technical University of Denmark.

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Authors: Kramer Overgaard, M. (Intern), Murdock, K. (Intern), Jensen, M. L. (Intern), Broeng, J. (Intern)

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