

# APTA

ANDES  
PACIFIC  
TECHNOLOGY  
ACCESS

CORFO



# Chilean Ecosystem History

15

years  
ago



The concept of technology transfer was established thanks to a big push from governmental agencies using several tools to try to promote these skills at Chilean universities and research centers.



**FONDEF**  
Fondo de Fomento al Desarrollo  
Científico y Tecnológico

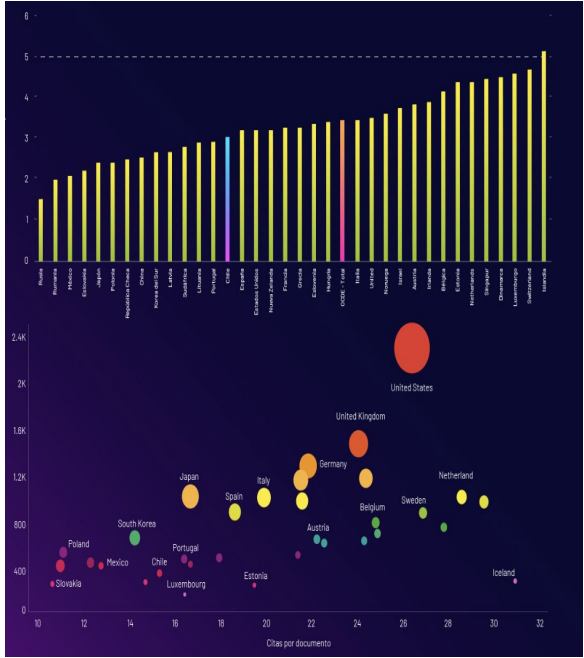
High quality of science is generated but there are not technologies transferred into the market.

**GAP**

# R&D Investment of OECD Members with Respect to GDP



## High Quality Research Citations



## History of The Ecosystem

Model Inspiration



TT Model



Knowledge-generating  
universities and institutions



## Development Stages

### Stage 1

Implementing Technological Management Skills  
and Creating Transfer and Licensing Offices

### Stage 2

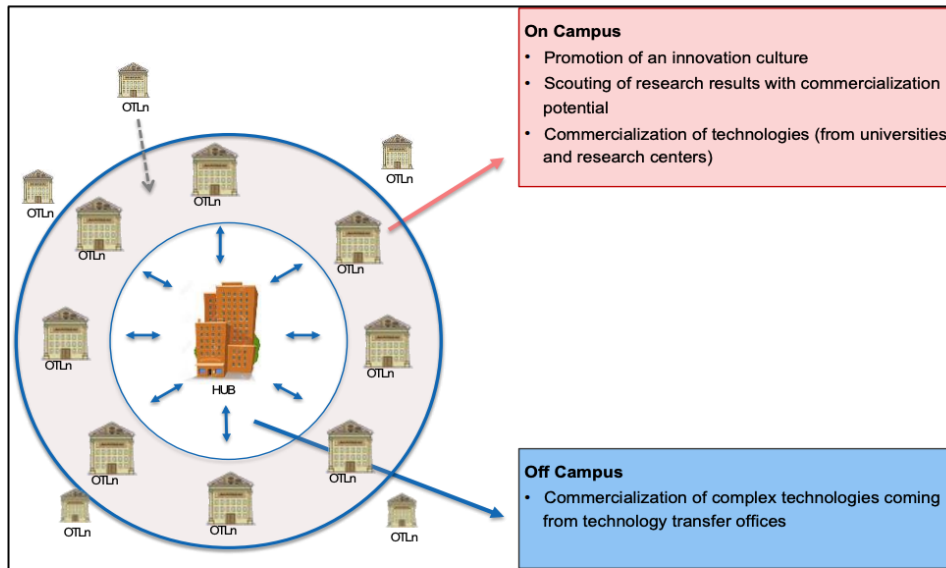
Consolidating Transfer and Licensing Offices

### Stage 3

Creating Technology Transfer Hubs

# Chilean Technology Transfer Model

Figure 1. On campus - off campus model of technology transfer



Source: Corfo, 2016

**ACHIEVING MORE TOGETHER...**



**ORGANIZATIONS THAT WORK TOWARDS A  
COMMON GOAL...**

**TO TRANSFORM SCIENTIFIC DISCOVERIES IN  
NEW BUSINESSES THAT IMPACT EVERYONE**

## BUILDING THE FUTURE MADEINNCHILE 2024



## WORKING AREAS

COMERCIALIZATION

ENTREPRENEURSHIP

TECHNOLOGY  
INDUSTRY

ARTIFICIAL  
INTELLIGENCE

CAPABILITY  
BUILDING



APT

COMMERCIALIZATION



## FILL THE GAP

To accelerate the negotiation and commercialization of technologies, developed by researchers from our partner institutions

Value proposition

### FINANCING

**US \$30K**

- Packing and upscaling
- Field testing and certifications
- Sample production
- PCT and national phases
- Other depending on the project

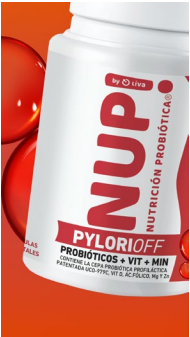
### FOLLOW-UP

- Active managing with **#HandsOn**
- Company connections
- Commercial deck
- Strategic alliances
- Technology-market fit

**Project Leaders**

**50% man & 50% woman**

SUCCESSFUL CASE





## SUCCESSFUL CASE



## SUCCESSFUL CASE FROM CHILE

**The Path That Led to a Global Patent**  
**Non-traditional drugs are electroceuticals**, which are not synthesized and do not enter the body through the traditional distribution in the circulatory system. “They are nanodevices that regulate the function of nerves at the level of the organs they control,” explains the professor. The term “nano” refers to devices that measure less than one millimeter. In this case, they are small stimulators placed on nerves that monitor the nervous activity of the ovary. 2016, the patent was licensed for development and application. **Verily**, a Google + Glaxo venture, which bought the patent and has since been in charge of experimentation on both animals and humans.

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Making healthcare  
more precise



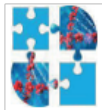
APTA

TECHNOLOGY  
INDUSTRY

# What we do in Technology Challenges Scouting

- We promote the **relationship** between the industry and the knowledge generating institutions.
- We identify and **connect** the main industry needs with the research, knowledge, development and innovation capabilities of APTA partners.
- We have scouted **more than 20 challenges** with different industries.

## Companies that have trusted in us



## BENEFITS OF OUR TOP CHALLENGES



Participation of an **EXPERT PANEL AND AUTHORITIES**.

**FRACCIÓN** is a **PHARMACY** soon to **GO PUBLIC**.

High media **POSITIONING** of the Challenge, **MOST VIEWED** topic in emol.tv, with over **400K VIEWS**.

**NETWORKING** with **NATIONAL AND INTERNATIONAL** experts.

This **METHODOLOGY** is the kick-off for other institutions to **MEASURE THE SOCIAL IMPACT** of technology transfer, entrepreneurship and other initiatives have in the community.



**Víctor Armijos**

Chief of innovation and development  
department at Sacyr Chile

*"What I highlight of  
working with APTA is its  
high commitment and  
professionalism in tech  
challenges scouting"*

Knowledge transfer with **NATIONAL IMPACT**.

Long term **ALLIANCE** for collaborative work and co-creation among institutions.

Inclusion of universities in the **OPEN INNOVATION MODEL** of Sacyr.

**POSITIONING** of Sacyr as an innovative company within the building sector in Chile and the region.

# KADAI

## Collaborate to win

KADAI wants to make an impact by solving real problems and future challenges, becoming a catalyst for market reach of Chilean AI technologies, with a focus on collaboration.



APT

ENTREPRENEURSHIP

## ENTREPRENEURSHIP – APTA BUILDER



A newly-designed program by APTA, based on Company Building methodology, aimed to promote and actively participate in the creation, development and growth of STEM entrepreneurship **#MadelINNChile™**



# ENTREPRENEURSHIP – APTA BUILDERS



**PABLO ZAMORA**

PhD, Scientist and entrepreneur, co-founder of NotCo, CEO of startups, adviser for BancoEstado and President of Fundación Chile



**PAMELA CHÁVEZ**

PhD, Scientist and entrepreneur, Founder of Domolif, and director of Fundación ForInnovación



**ALBERTO RODRÍGUEZ**

MD and entrepreneur, Founder of Levita Magnetics



**EDUARDO FUENTES**

Journalist, Producer and host in TV and radio, partner in TXS Plus



**FRANCISCO GUZMÁN**

Partner in Carey lawyers, and President of ACVC



**HERNÁN GONZÁLEZ**

MD, scientist and co-founder of GeneproDX



**NANCY PÉREZ**

Head of projects at CODELCO, and Director of ENAM



**ALEX SEELENBERGER**

Partner in Aurus Capital and CFO Vincerx Pharma

The background image shows a collaborative workspace with a blue overlay. It features a desk with a laptop, a mug, and various documents and sticky notes. Several people's hands are visible, working together on the documents. The overall scene suggests a professional meeting or a team working on a project.

**APTA**

**APTA CAPABILITY  
BUILDING**

# DEVELOPMENTS FOR THE ECOSYSTEM

**APTA**





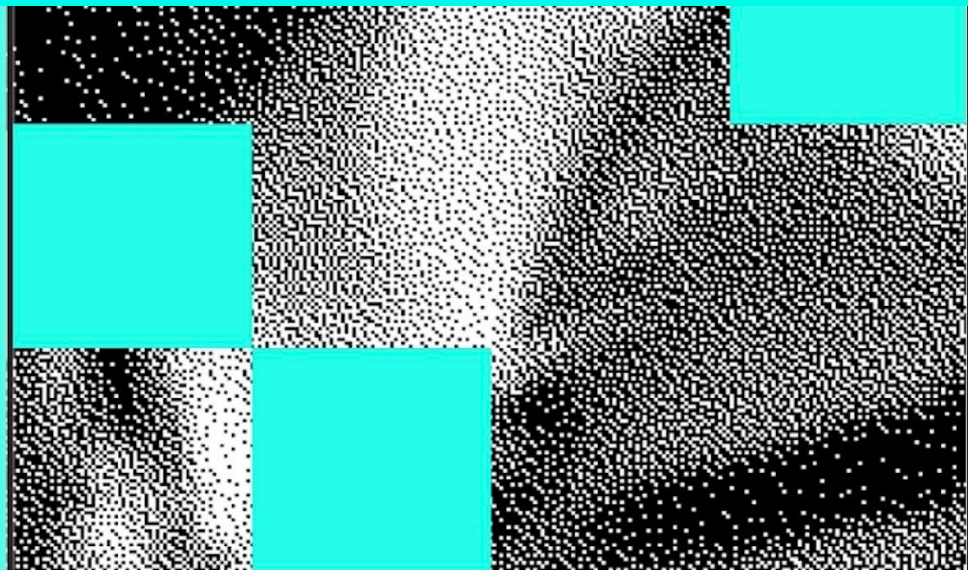
APT

Artificial  
Intelligence

# APTA 56



APTA



**Do you want to be  
part of the Brains  
of the future?**



Chile launched its National AI Policy in 2021, in order to position as the most advanced AI country in Latin America by 2031.

However, we know that there are still major challenges to address in an emergent ecosystem like ours.

Seeks to catalyze innovation with AI in the corporate world and the public sector through the creation of capacities to position Chile as the most AI-advanced country in Latin America.

## LINES OF WORK OF APTA 56



### Capability Building

We generate enabling capacities in Chilean universities to increase the impact of AI-based technologies.



### Acceleration

We articulate the virtuous link between the industry and our R+D capabilities in AI to accelerate the market arrival of innovative solutions.



### Corporate Venturing

We generate opportunities for access to capital and relevant clients so Chilean ventures can take off and consolidate their operations.

## EXPECTED RESULTS

### APTA 56

We generate impact through the creation of local capacities to promote the arrival to market of AI-based technologies and through the orchestration of the virtuous link between the industry and the R+D capabilities in AI.



Sales



Licences



Accelerated  
Startups/Spinoffs

## NEXT STEPS

- Benchmark of different technology transfer IA models.
- Participation in the 1<sup>st</sup> Latin American AI Index.



- KADAI Challenge

## ¡Join Us in Shaping the Next Generation of AI!

HUB APTA is developing a survey that seeks, characterizes and segments researchers and teachers related to artificial intelligence in Chile.

Click here to answer



APTA



APTA > 56

¡Join Apta 56!  
Discover the power of AI

Hub APTA is conducting a characterization survey of national AI entrepreneurship capabilities. If you are an entrepreneur, professional or have skills in the field of AI, we invite you to participate in this initiative.

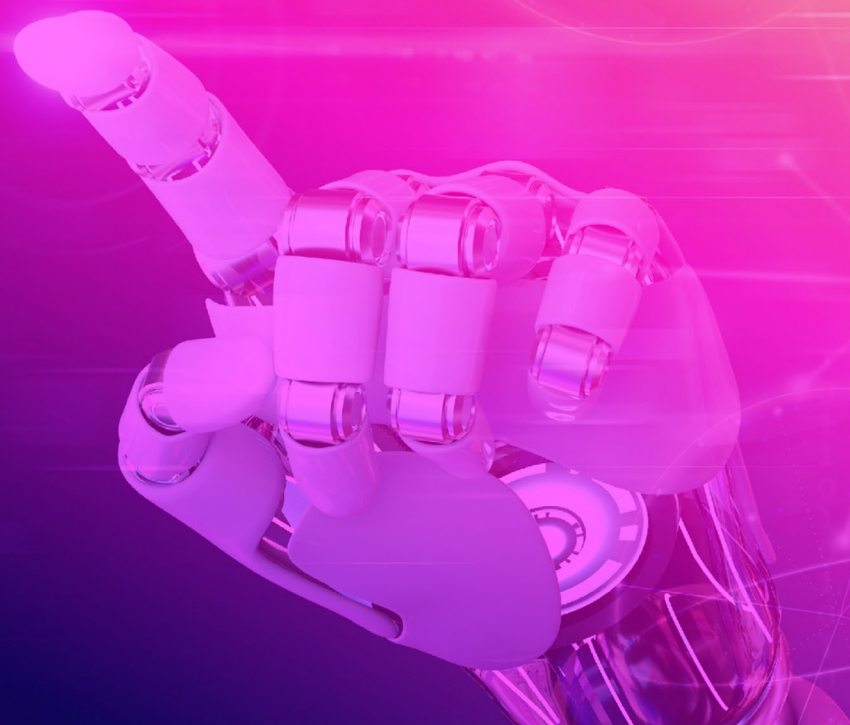
[Click here to answer](#)

#madeINNChile™

APTA

APTA

DESAFÍO  
KADAI  
COLABORAR  
PARA GANAR



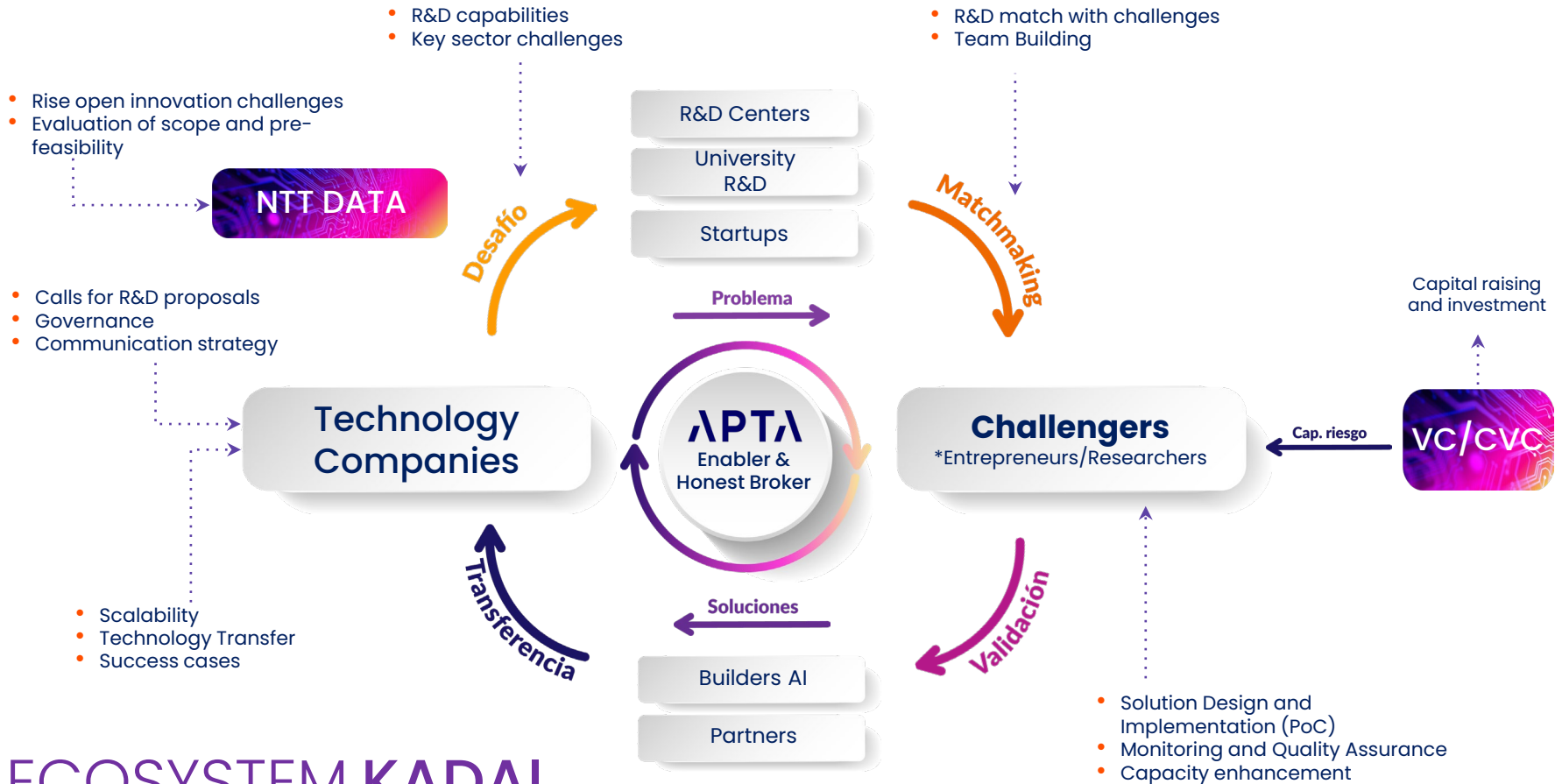
NTT DATA

CORFO

# KADAI Collaborate to win

KADAI seeks to generate impact through the solution of real problems and future challenges. We want **more Chilean technologies** based on Artificial Intelligence to reach the market, having **collaboration** as its main axis.

KADAI arises to generate a new culture that promotes the resolution of real problems with innovative approaches in AI.

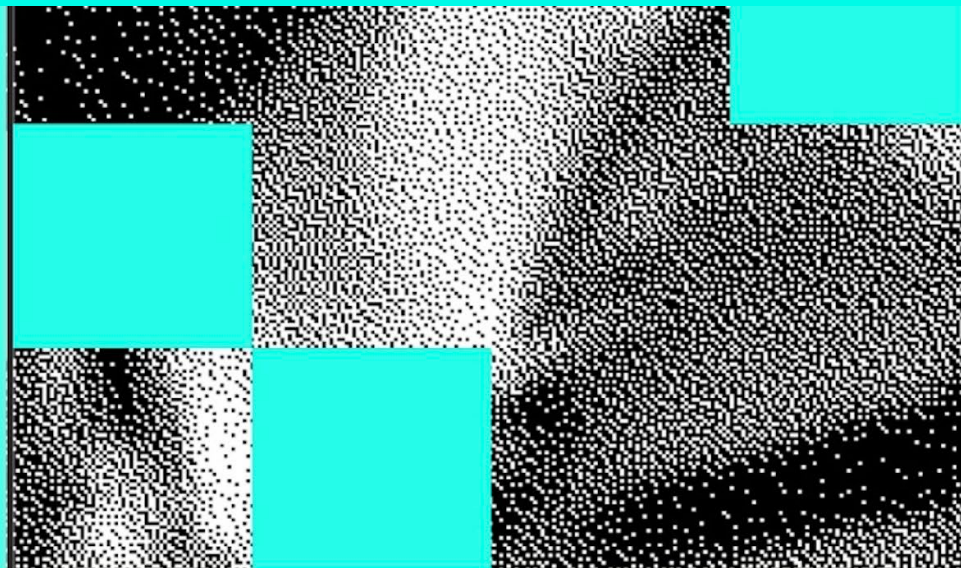


# ECOSYSTEM KADAI

# APTA 56



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**Do you want to be  
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of the future?**

Seeks to catalyze innovation with AI in the corporate world and the public sector through the creation of capacities to position Chile as the most AI-advanced country in Latin America

KNOW OUR TECHNOLOGIES

NEWS AND COLUMNS

# APTA

[www.hubapta.com](http://www.hubapta.com)



[info@hubapta.com](mailto:info@hubapta.com)



in



CORFO

