



研究及知識轉移服務處
Office of Research and
Knowledge Transfer Services



香港中文大學
The Chinese University of Hong Kong

INFORMATION SESSION FOR TSSSU 2019-20

9 OCT 2018

PERKINS HO
HEAD, ENTREPRENEURSHIP & SOCIAL INNOVATION
OFFICE OF RESEARCH & KNOWLEDGE TRANSFER SERVICES (ORKTS)

CONTENT OF THIS SESSION

- Learn About TSSSU
- Are you ready?
- Apply for TSSSU

LEARN ABOUT TSSSU

HKD4,000,000
PER INSTITUTION

HKD500,000
AT MAX.
PER YEAR

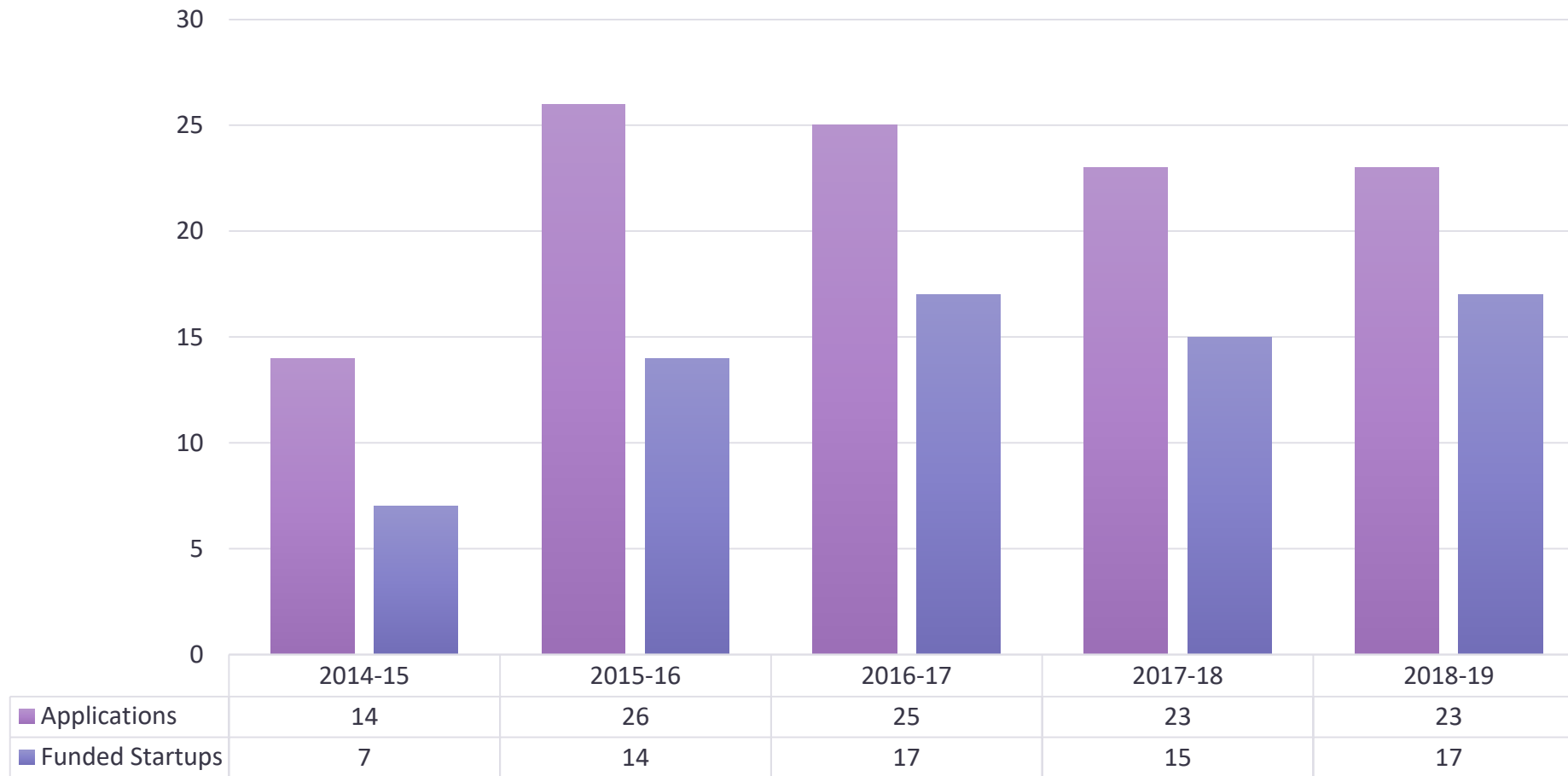
3 YEARS
AT MAX.



Funded 38
TSSSU COMPANIES

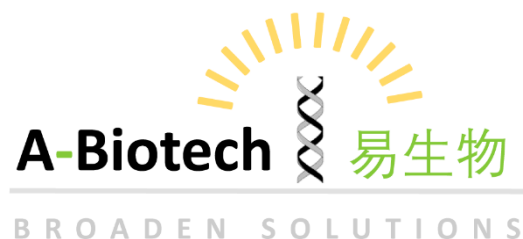
TSSSU companies are not owned by CUHK but they facilitate the transfer of CUHK technologies into innovative applications for society.

APPLICATIONS VS. FUNDED STARTUPS



TSSSU COMPANIES 2019-18 (16)

▪ Health Care/Biotechnology



▪ Education



▪ IT/Engineering



https://www.itf.gov.hk/l-eng/TSSSU_directory.asp

BENEFITS VS. RESPONSIBILITIES

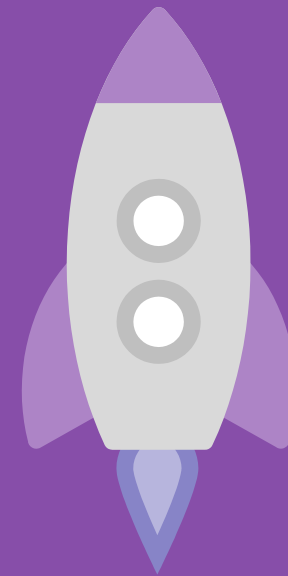
Benefits

- Dual application to HKSTP's Incubation Program (optional)
- Funding
- Mentorship from our experienced business consultant
- Access to potential investors
- Access to InnoHub in Shenzhen Research Institute

Responsibilities

- Timely submission of required documents (e.g. reports, Milestone Summary)
- Attend at least 5 training sessions offered through Pi Centre
- Join CUHK startup and investor matching events
- Succession Plan
- IP Clearance

ARE YOU READY?



TEN QUESTIONS TO ASK YOURSELF

1. What are your motives?
2. Do you have an idea that you are deeply passionate about?
3. Do you have a co-founder who will join you?
4. Do you have the right team to take this on?
5. Are you comfortable with risk?
6. Can you afford to live on a small income for years?

TEN QUESTIONS TO ASK YOURSELF

7. Do you mind working way harder than ever before and under much more stressful conditions?
8. Do you really want to go for years without great benefits, long vacations, work-life balance, etc.?
9. Do you need outside validation?
10. How well do you deal with rejection, and how much grit do you have to pick yourself up and make something out of nothing?

Letter to a would be entrepreneur by Maynard Webb - Former CEO of LiveOps and COO of eBay:
<https://medium.com/s/story/dear-founder-maynard-webb-advice-excerpt-letter-to-a-would-be-entrepreneur-baeb0235ab88>

TECHNOLOGY READINESS LEVEL (TRL)

MedTech	
TRL 1	Basic Principles Observed
TRL 2	Technology Concept Formulated
TRL 3	Experimental Proof of Concept in Vitro and in Vivo Research Models
TRL 4	Proof of Concept Demonstrated in Defined Laboratory/Animal Models
TRL 5	Product Development Plan
TRL 6	Phase 1 Clinical Trials
TRL 7	Clinical Safety and Effectiveness Trials in Operational Environment
TRL 8	Overall Risk-benefit Trials
TRL 9	Medical Device can be Distributed or Marketed

TECHNOLOGY READINESS LEVEL (TRL)

Physical Sciences & Engineering	
TRL 1	Basic principles observed
TRL 2	Technology concept formulated
TRL 3	Experimental proof of concept
TRL 4	Technology validated in lab
TRL 5	Technology validated in relevant environment
TRL 6	Technology demonstrated in relevant environment
TRL 7	System prototype demonstration in operation environment
TRL 8	System complete and qualified
TRL 9	Actual system proven in operational environment

APPLY FOR TSSSU

PERSON-IN-CHARGE (PIC) AND TEAM MIX

PIC

- Full-time Students (either UG or PG) or
- Full-time teaching staff at professoriate grade or
- Alumni graduated within the last 12 months

TEAM MIX

- Research Staff, part-time student, non-CUHK individuals can be **team members** only
- Team members who are staff members and also alumni/students will be considered as staff members
- The number of team members including PIC of the Company must be **at least two** and can include alumni and non-CUHK individuals

REGISTRATION OF COMPANY

- The applicant must be a company already registered under the Companies Ordinance for no more than 24 months before the date specified by ITC, i.e. 1 Feb 2019.
 - Earliest registration date: 1 Feb 2017
- The 24-month eligibility requirement does not apply to a start-up which is recommended for the TSSSU funding for the second or the third year.

SHAREHOLDING STRUCTURE

- Active members of CUHK (current full-time students, professors, or alumni graduated within the last 12 months) should be the effective majority of shareholders, holding more than 50% of the shares of the Company.

CUHK RELATED TECHNOLOGY AND IP

- Ideas originated from CUHK students and/or professors are preferred
- Intellectual Property (IP): “INDICATE ONLY” the technology involved and IP ownership in Section D of Annex A (the application form)
 - Your future investors will have big concern about IP and we want to get you prepared in advance

ENDORSEMENT

- CUHK staff (PIC and team members) should seek [Departmental & Faculty endorsement](#) via the Appendix to Annex A
 - More information about Outside Practice (OP) and Outside Business Activities (OBA) will be provided to you by the representative of Human Resources Office in the next part
- CUHK-student or alumni PIC should seek [Departmental endorsement](#) via Section F of Annex A

SUBMISSION

Application Documents

1. Application form (Annex A) (PIC and Team mix, share structure, declaration of IP, Milestones, Budget, endorsement)
 2. Business Proposal
 3. Certificate of Incorporation and Business Registration (copy)
 4. CV of all team members
 5. Agreement on royalties or IP rights with collaborating party (if any)
- The application form, with endorsement and supporting documents as listed in Section C of Annex A in **hard copy**, must arrive in ORKTS at Rm 301, Pi Ch'iu Building by **5:00pm on Thursday, 29 Nov 2018**
 - Online submission (**compulsory**) by **29 Nov 2018**:
<https://cloud.itsc.cuhk.edu.hk/webform/view.php?id=5939245>



IMPORTANT DATES

1 Apr 2019 – 31 Mar 2020

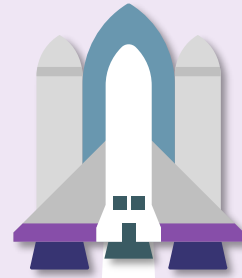
Funding Period (start date subject to receipt of ITC's approval)

12-13 Dec 2018

Interview by Vetting Panel

29 Nov 2018

Internal Deadline



**1st or 2nd week of
Jan 2019**

Announcement of Results

5 Dec 2018

Announcement of Shortlisted
Applicants for interview

20 Sept 2018

Call for Application

CONTACT US

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THANK YOU!
Q&A