



# HOW UM OFFICES WORKS WITH COMPANIES?

University of Murcia Office for the Transfer of  
Research Results (OTRI)

20/11/2025

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زانكوي پولىتېخنىكى مه ولىز  
ERBIL POLYTECHNIC UNIVERSITY



Project No.101179468

 Co-funded by  
the European Union

# MEANING OF TRANSFER



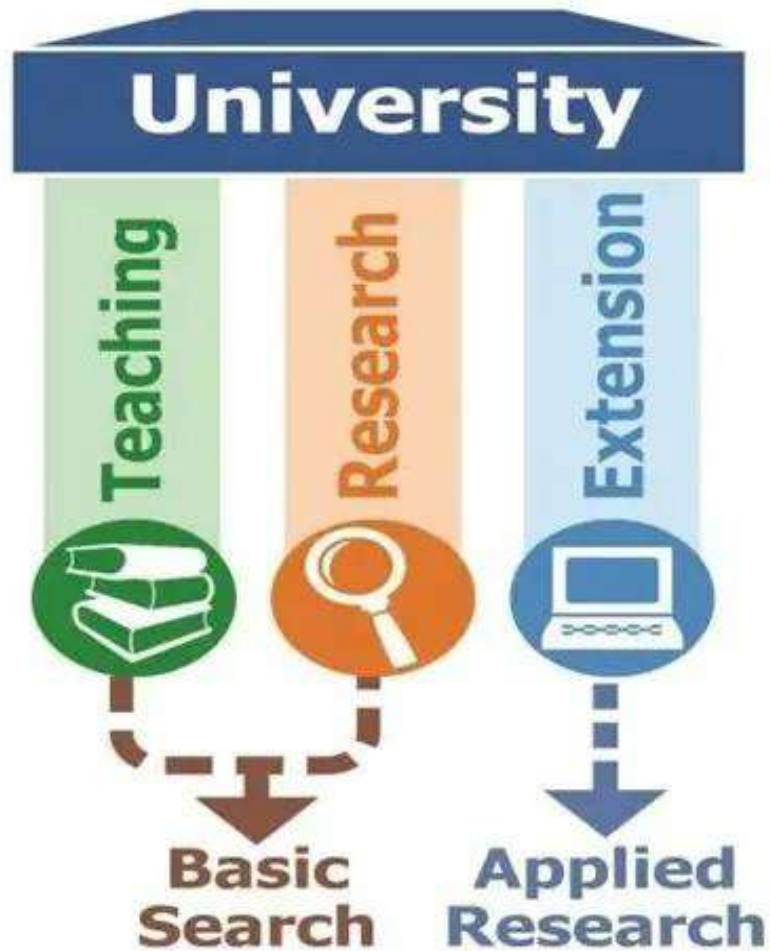
Relationship between research and its practical application to society



Promotion innovation and collaboration between the different agents in an environment



Transmission of knowledges and results to society, businesses and public administrations.



European regulations (EU recommendation 2022/2415) set out guiding Principles for the valorisation of knowledge, and Spanish legislation (Organic Law on Universities and the Law on Science, Technology and Innovation), **RECOGNISE the knowledge transfer as an essential function of universities.**

Together with teaching and research, it forms the **THIRD BASIC PILLAR (applied research).**

Serve as a platform for community progress and support the social transfer of knowledge.

## THE IMPORTANCE OF TRANSFER IN THE RESEARCH CURRICULUM AND IN THE ACCREDITATION SYSTEM

### Teacher evaluation programmes: ANECA



The National Agency for Quality Assessment and Accreditation, attached to the Ministry with powers over universities to improve the quality of the higher education system and ensure that quality standards are met, among other things.

It assesses the curricular merits of research, teaching, transfer and management both for access to certain teaching positions and university teaching bodies, and for the granting of salary supplements.

ACADEMIA

**The ACADEMIA programme** assesses the merits of research, teaching, transfer and management in order to obtain accreditation for access to teaching bodies.



**The National Commission for the Evaluation of Research Activity (CNEAI)** is responsible for evaluating research and transfer merits for six-year recognition.

Support from a **Transfer Advisory Committee**.

## ***“SEXENIO DE TRANSFERENCIA”***

- **Pilot project for an evaluation system that recognises the impact and visibility of knowledge and innovation transfer in the university and research field.**
- **Recognize the transfer activity carried out by teaching and research staff at universities and public research centers.**





# OTRI\_UMU



**LINK**  
between  
**Researchers  
&  
Companies  
=  
TRANSFER**

## HOW?

The OTRI contributes to the collaboration between the University of Murcia and companies through:

- ☐ research contracts
- ☐ collaborative projects
- ☐ partnership agreements
- ☐ licensing agreements



# OTRI STRUCTURE

The OTRI at the University of Murcia (UMU) has a multidisciplinary team of professionals, with approximately fifteen qualified professionals who are experts in knowledge transfer.

The staff reports to the Vice-Chancellor's Office with responsibility for technology transfer.

The OTRI is structured into one main area with three sections:

- Contract and Patent Management
- Entrepreneurship
- Promotion



## ONE DAY IN THE OTRI

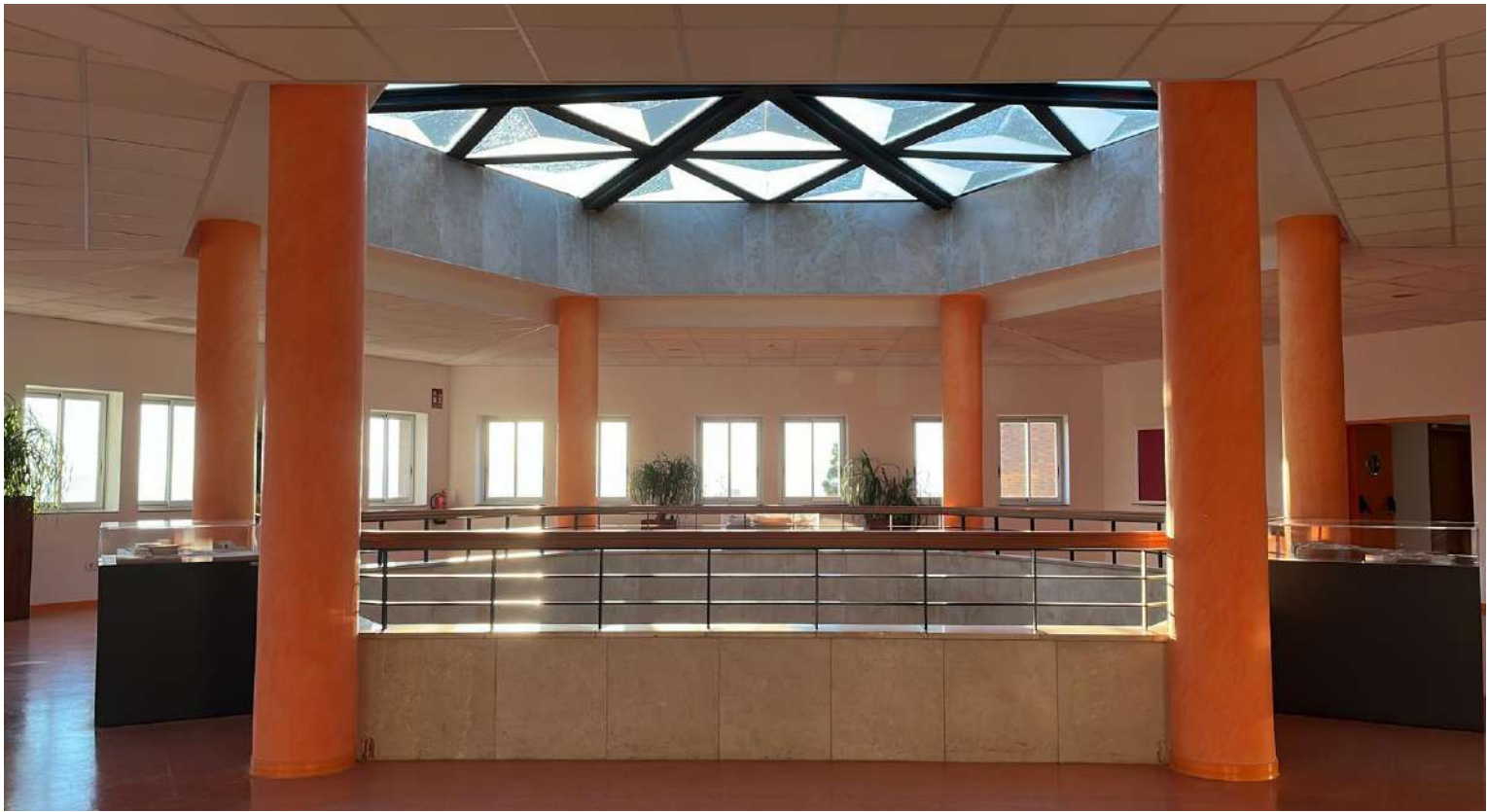
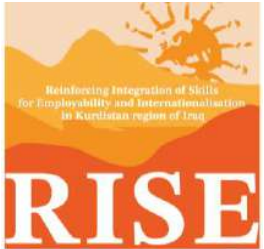


# WHERE OTRI UMU IS?




**Campus Universitario  
de Espinardo  
30100 Murcia  
otri@um.es**

[um.es/web/otri/](http://um.es/web/otri/)









# WHAT OTRI OFFERS?



OFICINA DE TRANSFERENCIA  
DE RESULTADOS DE LA  
INVESTIGACIÓN






UNIVERSIDAD  
DE MURCIA


[Inicio](#) [Acerca de la Otri](#) [Investigadores](#) [Empresas](#) [Normativa](#) [Actualidad](#) [Buzón de sugerencias](#)

OTRI > Investigadores


## Investigadores




Oferta tecnológica




Protección del conocimiento




Contratos




EBTs



Ayudas y subvenciones



Sexenio de Transferencia



Proyectos de Transferencia

<https://www.um.es/web/otri/investigadores/-spinoff>


# OTRI TASKS

## How the work of the OTRI translates


- ❖ **Assisting researchers in preparing contracts (art. 60)**
- ❖ **Assisting in transfer project applications, budget review, consortium agreements**
- ❖ **Monitoring and managing contracts, projects**
- ❖ **Financial justification of grants**
- ❖ **Support with patent application procedures or intellectual property protection**
- ❖ **Processing and setting up spin-offs**




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OTRI > Empresas


## Empresas




Oferta tecnológica



Histórico de patentes




Casos de éxito




Ayudas a empresas




Contratación de servicios




Noticias




Consultores de I+D+i



Boletín para Empresas



Oportunidades I+D



Escaparate tecnológico

# OTRI TASKS with COMPANIES

- ❖ **Identification of experts:** Helps companies find the most suitable researchers for their technological needs.
- ❖ **Knowledge transfer:** Facilitates collaboration between universities and companies by formalising contracts and other agreements.
- ❖ **Promotion of technological offerings:** Disseminates the catalogue of technologies and research results available for transfer to society
- ❖ **Intellectual property and exploitation Patent management:** Manages the protection of intellectual property (IP) resulting from R&D, including patent processing.
- ❖ **IP valuation:** Works to ensure that research results can be used and exploited commercially.
- ❖ **Business support and entrepreneurship Technology-based companies (EBT):** Assists in the process of creating and consolidating EBTs.
- ❖ **Dissemination activities:** Organises conferences and benchmarking activities so that companies can learn about the latest trends and best practices. OTRI - University of Murcia

**The University of Murcia is the most important research resource in the Region of Murcia**  
*accounting for almost 60% of the region's research capacity*

- Nearly 2,75e researchers
- More than 363 Research groups
- More than 131 Transfer groups



# MAIN ECONOMIC SECTORS IN THE REGION OF MURCIA





## KEY FACT

### According to latest PYME Report

- 21 companies from Murcia lead business growth in Spain.
- The degree of internationalisation and exports of Murcia companies is above the national average.
- SMEs from Murcia stand out for their innovation, quality and diversity.





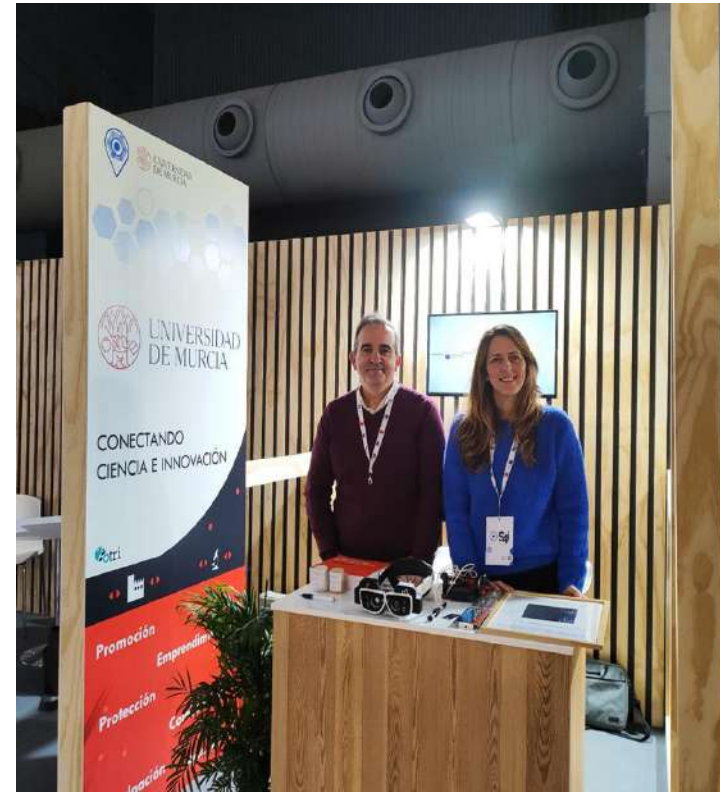
The OTRI is the **GATEWAY** that allows companies in the Region of Murcia

- ✓ To contract with the most important technological partner in the region
- ✓ To provide solutions to their R&D&I problems
- ✓ To enhance the value of their investments in research
- ✓ To participate jointly with researchers from the University of Murcia in public calls for proposals
- ✓ To obtain licenses for patents or know-how owned by the University of Murcia
- ✓ To find out if there are any knowledge offerings or lines of research close to the current market that could be useful in production or service provision processes.



## Business to Business (B2B)

# The OTRI attended the 2024 Science for Industry (S4i) event.







**The OTRI presents UMU patents at the first edition of the ‘Patents for Innovation’ fair, held in Madrid in October 2022.**



**The OTRI promotes the scientific and technological capabilities of the UMU at the TRANSFIERE Forum in Malaga in May 2025.**



# The OTRI participates in the Murcia Food 2025 event



## UMU-Business working breakfast to promote collaboration with the livestock and animal health sector.

The initiative, organised through the OTRI, brought together more than 40 companies and some 30 researchers to present services, transferable technologies.

The new 'UMU Resource Guide for the Sector' was presented.

### Desayuno UMU-Empresa: Sector ganadería y salud y bienestar animal

Lugar: Salón de Grados.  
Facultad de Veterinaria.  
Campus de Espinardo-Murcia.

Conoce de  
primera  
mano:

- Las tecnologías, servicios y líneas de trabajo desarrolladas por los investigadores de la UMU
- Los diferentes mecanismos y recursos para materializar la colaboración Universidad-Empresa

Networking - Café al final del acto

7 de febrero  
de 9h a 11h

Información e  
inscripciones:  
<https://lc.cx/ONJgDh>

Organiza:

 UNIVERSIDAD  
DE MURCIA

 otri



## The UMU addresses how to protect inventions related to Artificial Intelligence in a one-day conference

**The event reinforces UMU's commitment to adequately protecting research results involving the use of AI**

With the aim of promoting a strong culture of industrial property and effectively protecting research results, on 11 June 2025 the University of Murcia held a conference entitled 'The protection of inventions related to Artificial Intelligence', organised by the Vice-Rectorate for Economics, through the Office for the Transfer of Research Results (OTRI).





# SUCCESSFUL CASES

## IT & TECHNOLOGICAL AREA





- ❖ **Scorpion Cybertechnologies**, the new spin-off from **UMU** that will revolutionise cybersecurity training.
- ❖ **BLEECKER**, spin off specialises in developing solutions for optimising logistics processes through the use of computer vision and artificial intelligence (AI).

**Both UMU spin-offs ‘Scorpion’ and ‘Bleecker’ win an award at the Santander X Spain Awards 2025**

# Promoting team UMU



PhD Computer Engineering  
and Technology

PhD Information and  
Communications Engineering

# SUCCESSFUL CASES

## HEALTH AREA



# Promoting team UMU



**PhD. María Pilar Coy Fuster (Physiology Department)**

**PhD. Analuce Canha Gouveia (Physiology Department)**

**PhD. Rafael Latorre Reviriego (Comparative Anatomy and Pathological  
Anatomy Department)**



# DUFIC

**Patented intrauterine device that allows the collection of pure uterine fluid without causing endometrial damage or requiring uterine lavage. DUFIC is designed to facilitate more accurate and reliable diagnoses in pathologies such as endometrial cancer, chronic endometritis, embryo implantation failure and imbalances in the uterine microbiota.**

**The device is currently undergoing clinical validation and CE marking, backed by funding obtained through competitive calls for proposals from entities such as the "la Caixa" Foundation and the Seneca Foundation.**

## **GYNETOOLS, S.L.**

**The new spin-off from the University of Murcia that will revolutionise gynaecological diagnosis with 100% non-invasive technology and high potential for clinical application.**

**Its main focus is on pathologies such as endometrial cancer, embryo implantation failure, imbalances in the uterine microbiota and other uterine conditions with significant diagnostic challenges.**

**Video by Professor Analuce Canha  
Goiveia on the role of the OTRI in the  
success of her research group's  
investigations.**

**[https://wetransfer.com/downloads/c4fb  
d9954d9a2db838a0195188ea606d202511  
19172054/fdb3fc3dfe12c046efa5149b5cc  
0848520251119172249/5da7b3](https://wetransfer.com/downloads/c4fb<br/>d9954d9a2db838a0195188ea606d202511<br/>19172054/fdb3fc3dfe12c046efa5149b5cc<br/>0848520251119172249/5da7b3)**



# SUCCESSFUL CASES

## AGRICULTURE & FARM AREA





# UMU researchers develop rapid test to detect inflammation in pigs



<https://www.um.es/interlab/en/salilab-umu/>

**Video by professors Jose Joaquín Cerón Madrigal and Silvia Martínez Subiela about the laboratories that have been set up based on their research and to promote the work they do to potential interested companies or institutions.**

**<https://www.um.es/interlab/en/salilab-umu/>**

# Promoting Team UMU



Jose Joaquin Ceron Madrigal

**Director Interlab-UMU**



Silvia Martinez Subiela

Head of the Biochemistry Section, Head of the WEB  
and Scientific Outreach



# OTRI UMU IN FIGURES

Source: Annual Academic Course 24-25 Memory



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ERBIL POLYTECHNIC UNIVERSITY



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Universita

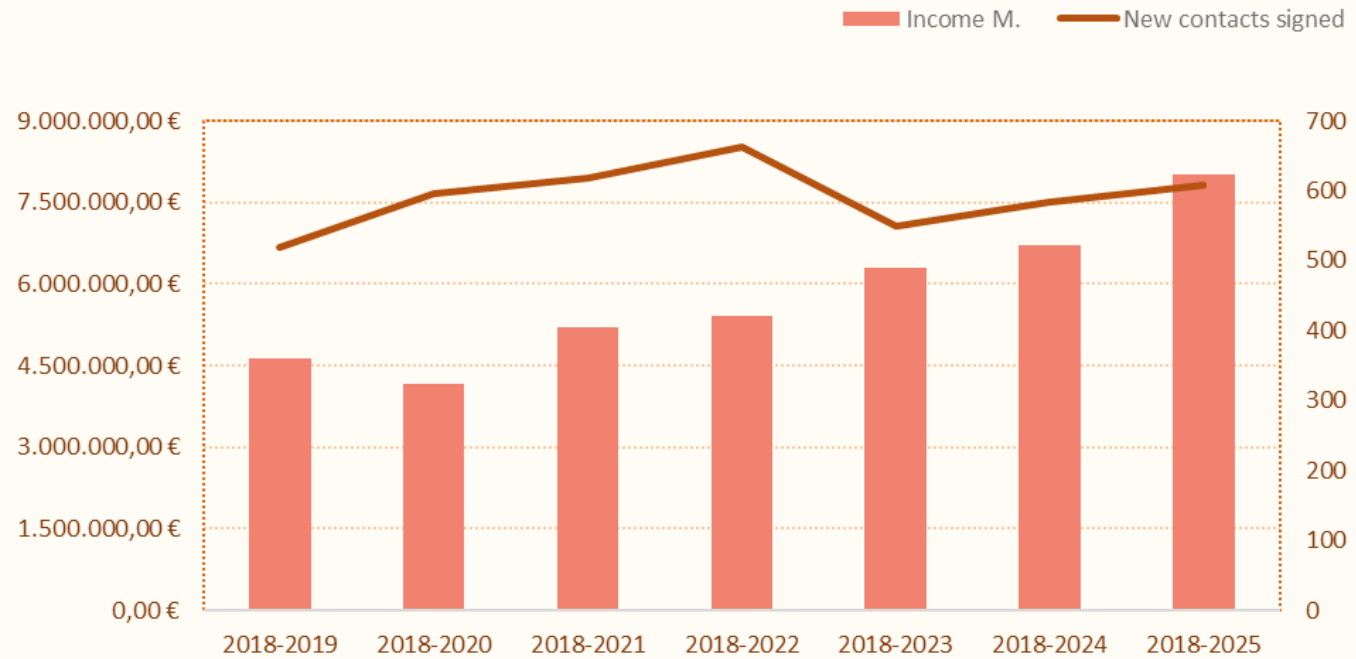


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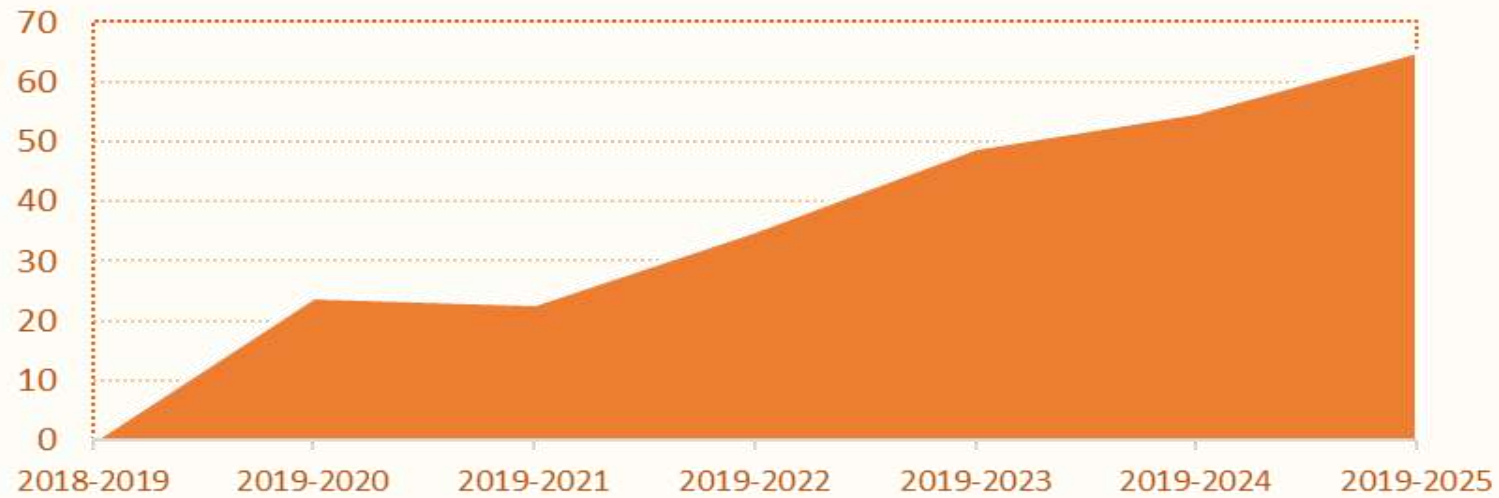


## Evolution Income and new contacts signed



## Evolution projects managed

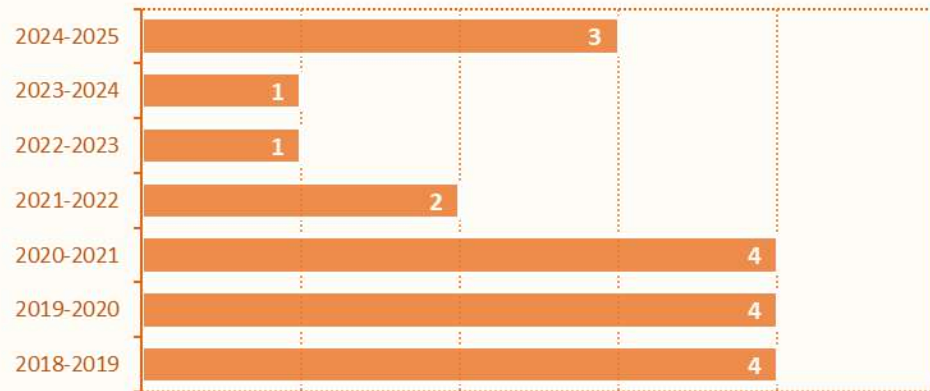
■ Nº Projects managed



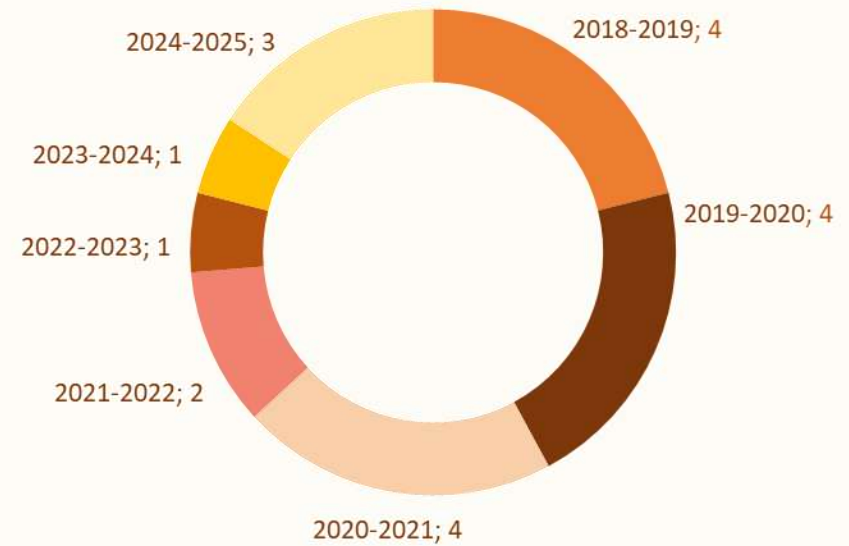
### Evolution number patent applications



## Spin off aproved by the UMU Government

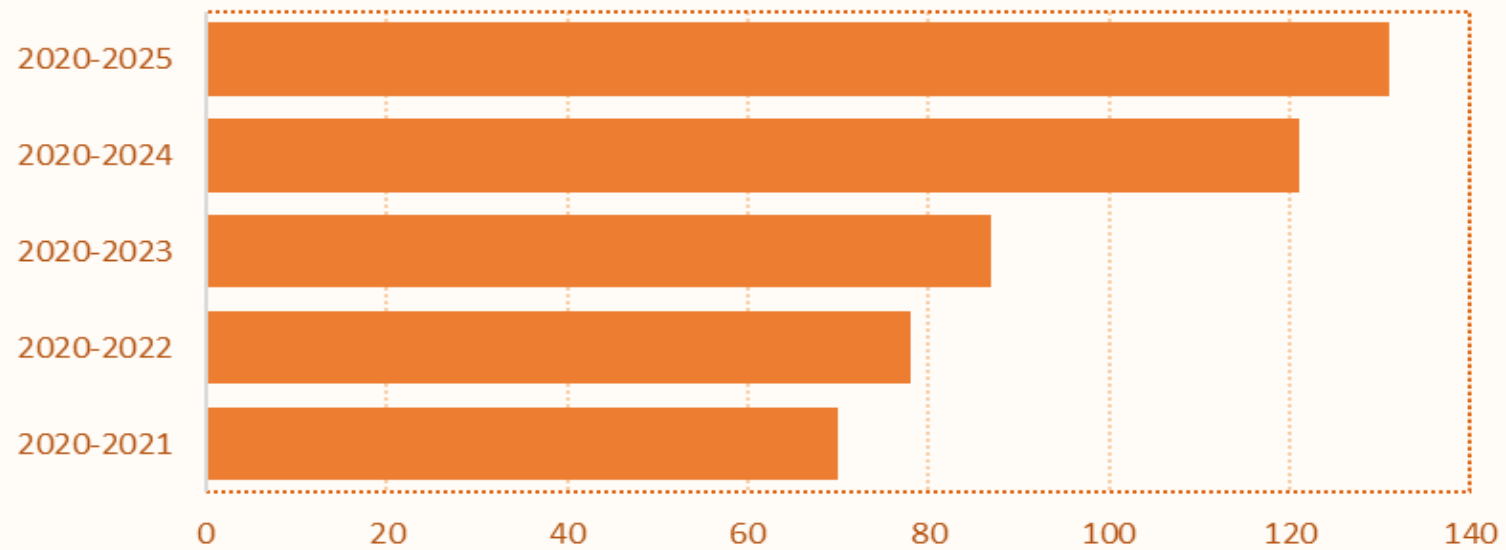


## Spin off aproved by the UMU Government





## Evolution knowledge transfer groups



**THANK YOU FOR YOUR ATTENTION.**

***Begoña Alonso Estévez***

***bae@um.es***

## Get in touch



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<https://www.rise-project.eu//>

## Social media

