



# STRATEGI PENGHILIRAN TEKNOLOGI HASIL LITBANG PASCAPANEN

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dan

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<sup>\*\*)</sup> Guru Besar Rekayasa Proses Pangan,



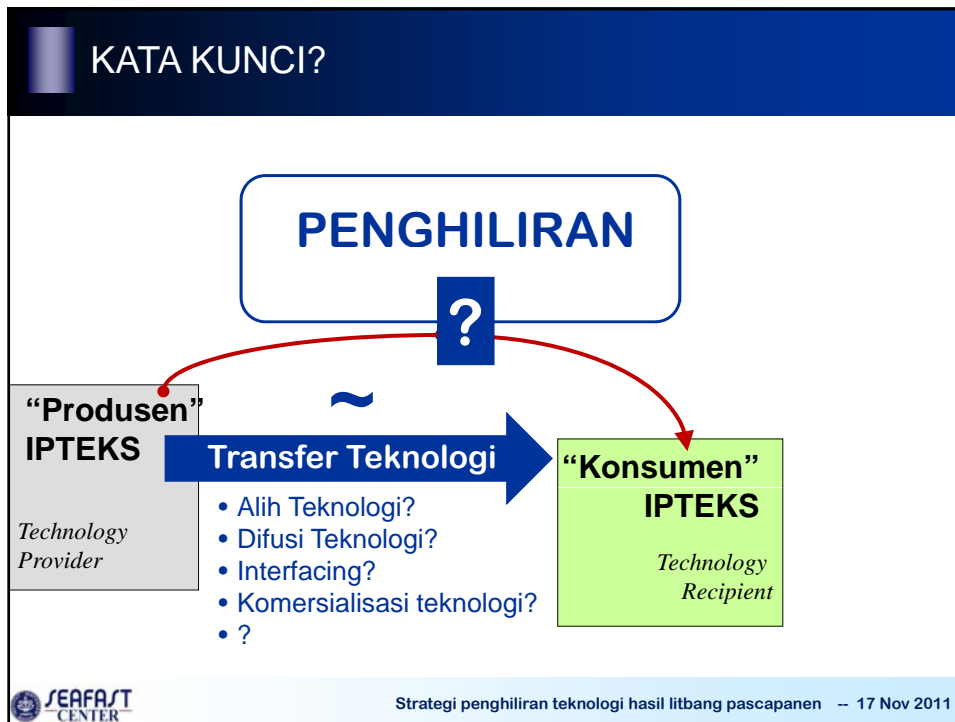
## *Disampaikan pada*

Seminar Nasional Teknologi Inovatif Pasca Panen III  
Balai Besar Penelitian & Pengembangan Pasca Panen  
Balitbang Pertanian, Kementerian Pertanian RI  
Bogor, 17 Nov 2011

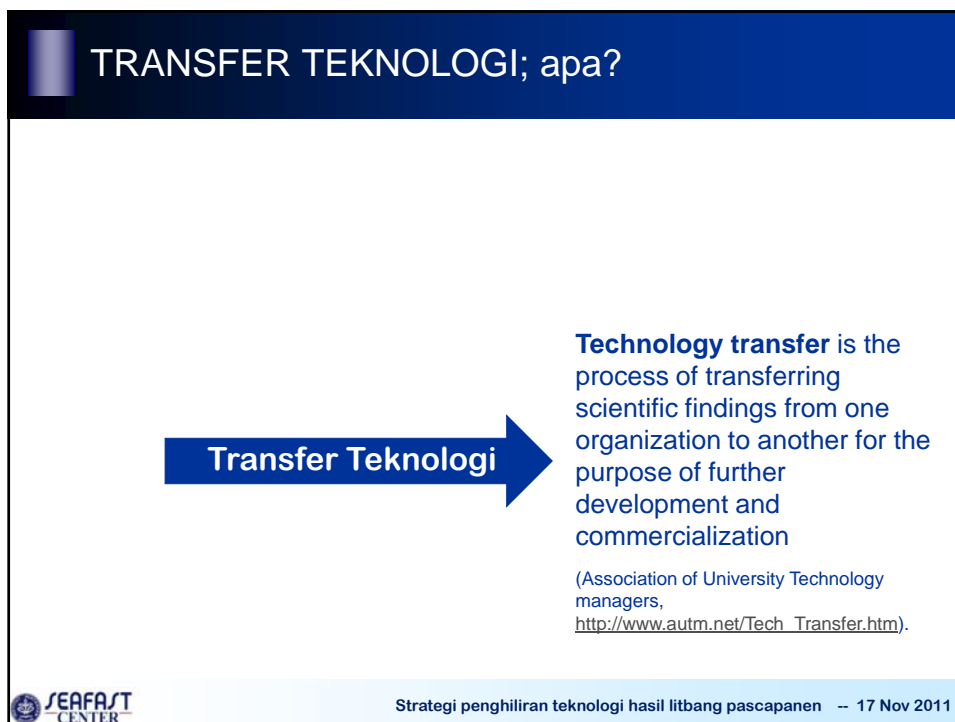


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## KATA KUNCI?



## TRANSFER TEKNOLOGI; apa?



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## TRANSFER TEKNOLOGI; apa?

### Transfer Teknologi

**Technology transfer** is the process of sharing of skills, knowledge, technologies, methods of manufacturing, samples of manufacturing and facilities among industries, universities, governments and other institutions to ensure that scientific and technological developments are accessible to a wider range of users who can then further develop and exploit the technology into new products, processes, applications, materials or services

(Wikipedia).



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## TRANSFER TEKNOLOGI; Mengapa?

### Transfer Teknologi

- Memastikan manfaat riset bagi publik
  - Menterjemahkan penemuan/ hasil riset menjadi "produk" untuk publik → **nilai tambah**.
- Menghasilkan dana → untuk riset.
- Menumbuhkan motivasi bagi "inventor":
  - recruit, retain & reward bagi peneliti.
- Meningkatkan "knowledge-based competitiveness".
- Mendorong pertumbuhan ekonomi.
- Kesejahteraan masyarakat



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## TRANSFER TEKNOLOGI; spektrum - *Type?*

Transfer Teknologi

- Equipments
- Skills
- Knowledges
- Processes
- Practices



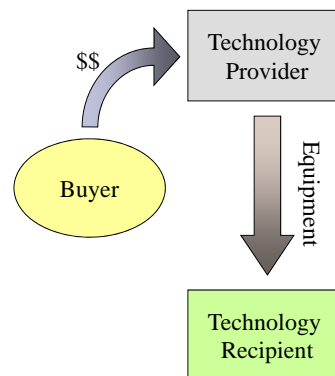
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## TRANSFER TEKNOLOGI; spektrum - *Type?*

Type : **Vertical**

- Transfer of equipment
- No risk to provider
- Quick results
- One-way
- Dependency risk
- Simple linear model

Transfer Teknologi



Association of University Technology managers,  
([http://www.autm.net/Tech\\_Transfer.htm](http://www.autm.net/Tech_Transfer.htm)).



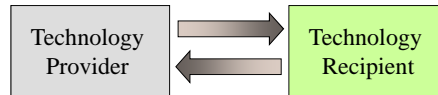
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## TRANSFER TEKNOLOGI; spektrum - *Type*?

### Type : **Horizontal**

- Knowledge transfer
- Longer complex process
- Investment required on both sides
- Partnership
- Long term sustainability



- Skills
- Knowledge
- Processes
- Practices

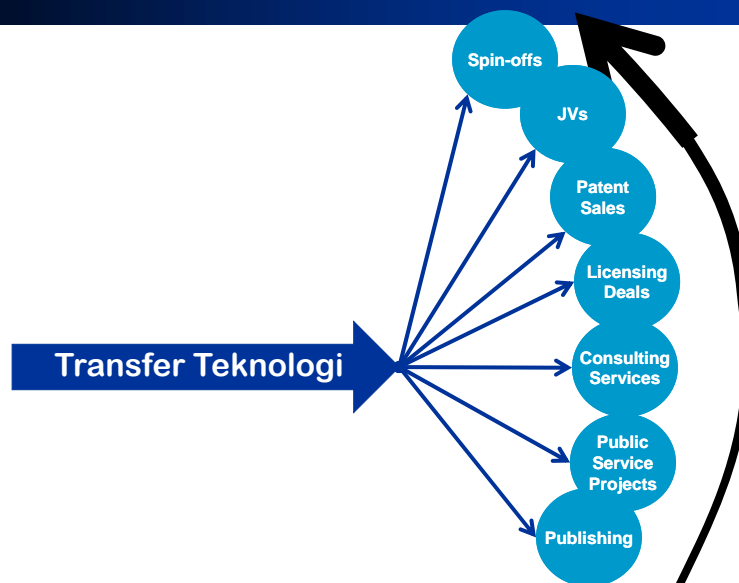
**Transfer Teknologi** →

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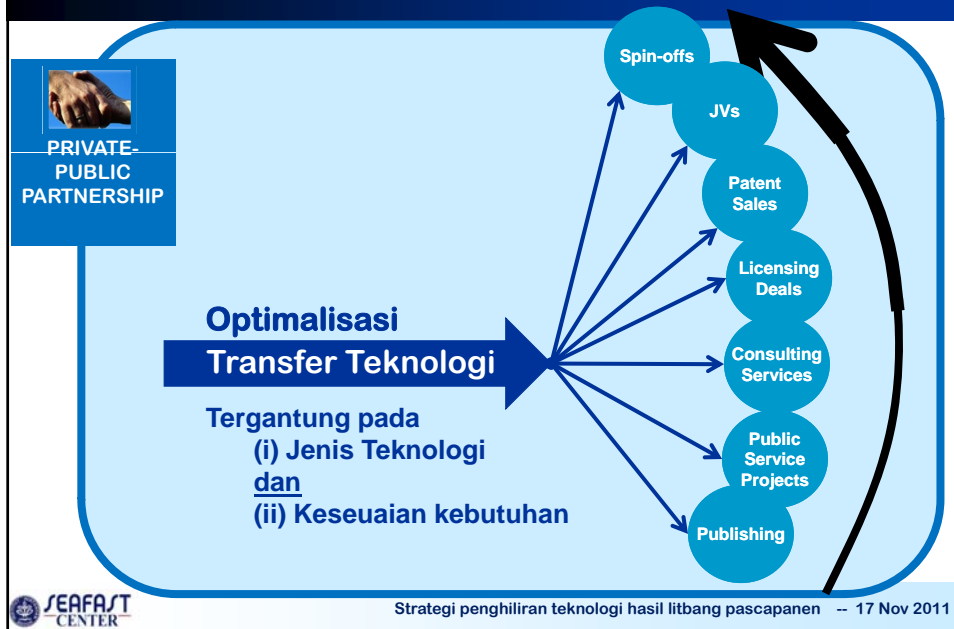
## TRANSFER TEKNOLOGI; spektrum – *Mode*?



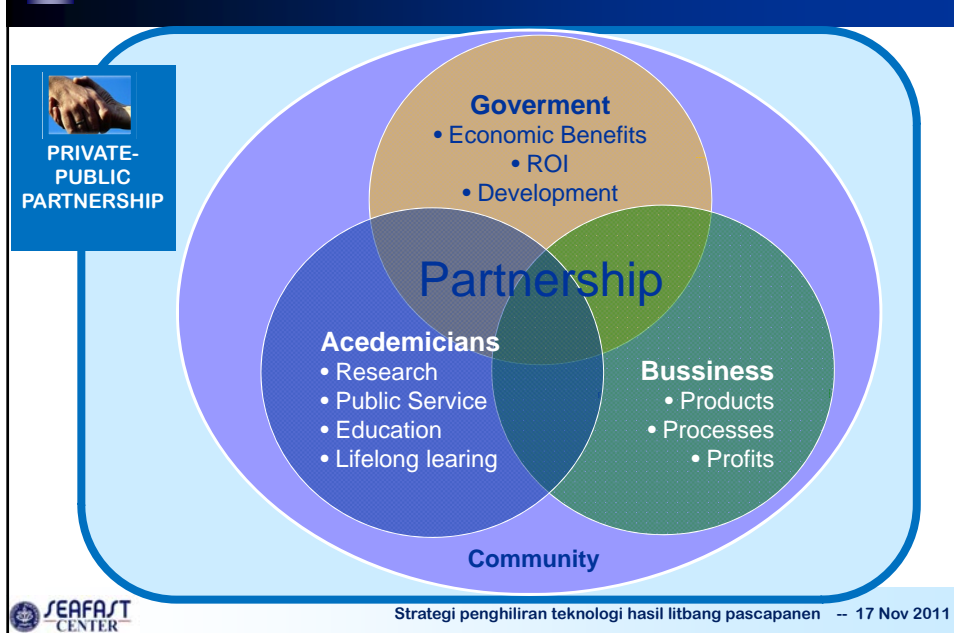
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## TRANSFER TEKNOLOGI; spektrum – Mode?



## TRANSFER TEKNOLOGI; abg-c?



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## TRANSFER TEKNOLOGI; Strategi?



PRIVATE-  
PUBLIC  
PARTNERSHIP

### Strategi utama :

- Partnership dalam setiap kegiatan transfer teknologi → ABG-C
- “**Menghulukan**” peranan ABG-C:
  - Mulai dari perencanaan penelitian (*hulu*) → komersialisasi (*hilir*)



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## TRANSFER TEKNOLOGI; Strategi?



PRIVATE-  
PUBLIC  
PARTNERSHIP

### Strategi utama :

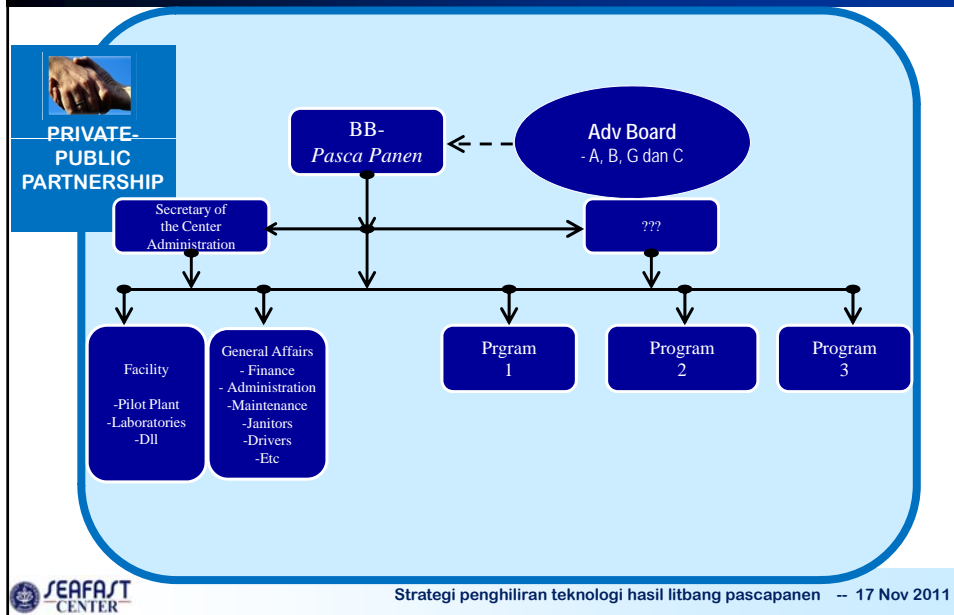
- Dewan Penasehat → ABG-C
- Peran Dewan Penasehat
  - Penyusunan program: sebagai “*arranger*”
  - Prioritasi program (~ pendanaan)



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## TRANSFER TEKNOLOGI; Strategi?



## TRANSFER TEKNOLOGI; Strategi?



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## TRANSFER TEKNOLOGI; Strategi?



PRIVATE-PUBLIC PARTNERSHIP

### Strategi utama :

- Kenali klient? ~ Tupoksi BB Pasca Panen
- Tentukan target dan indikator transfer teknologi

# Spin-offs

# JVs

# Patent Sales

# Licensing Deals

# Consulting Services

# Public Service Projects

# Publishing



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## TRANSFER TEKNOLOGI; Strategi?



PRIVATE-PUBLIC PARTNERSHIP

### Strategi utama :

- Kenali klient? ~ Tupoksi BB Pasca Panen
- Tentukan target dan indikator transfer teknologi
- Monitor indikator
- Lagi-lagi ...partnership!

# Spin-offs

# JVs

# Patent Sales

# Licensing Deals

# Consulting Services

# Public Service Projects

# Publishing



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?



### Potentials?

- New product/process development
- Packaging and labeling
- Product testing/analysis
- Process inspections & validation
- Post-harvest and cold-chain development
- Policies and regulatory services
- Problem Solving



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

### Lessons Learned (1)

- Advisory board ?



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

### Lessons Learned (1)

- Advisory board ?
- Publishing?



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

### Lessons Learned (1)

- Advisory board ?
- Publishing?
- Consulting?
- Kerjasama riset?



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?



## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

### Lessons Learned (2)

- Setiap klient/industri beda
- Setiap kerjasama spesial (perlu PIC)
- Kerjasama pertama, lebih sulit, proses lama, bertele-tele → *kunci sukses*
- *Confront the hard fact* : HaKI? Budget?
- *At the end : result speak louder* → *rekam jejak!*
- *Kerjasama institutional* : yang melakukan adalah **ORANG/INDIVIDUAL** → **SDM**

## TRANSFER TEKNOLOGI; Pengalaman SEAFASCTr?

### Lessons Learned (1)

- Advisory board ?
- Publishing?
- Consulting?
- Kerjasama riset?
- Training?



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## TRANSFER TEKNOLOGI; Pengalaman SEAFASCTr?

Training/  
Nurturing  
of MSEFs

Training is done  
on the spot



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

Training/  
Nurturing  
of MSEFs



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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

Training/  
Nurturing  
of MSEFs

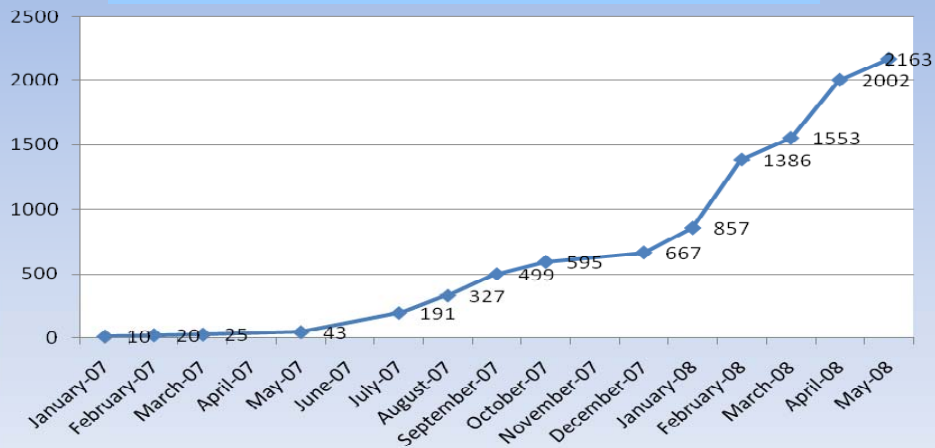


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## TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

Number of SME Trained  
(up to May, 2008)



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## THANK YOU

# THANK YOU



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