



STRATEGI PENGHILIRAN TEKNOLOGI HASIL LITBANG PASCAPANEN

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dan

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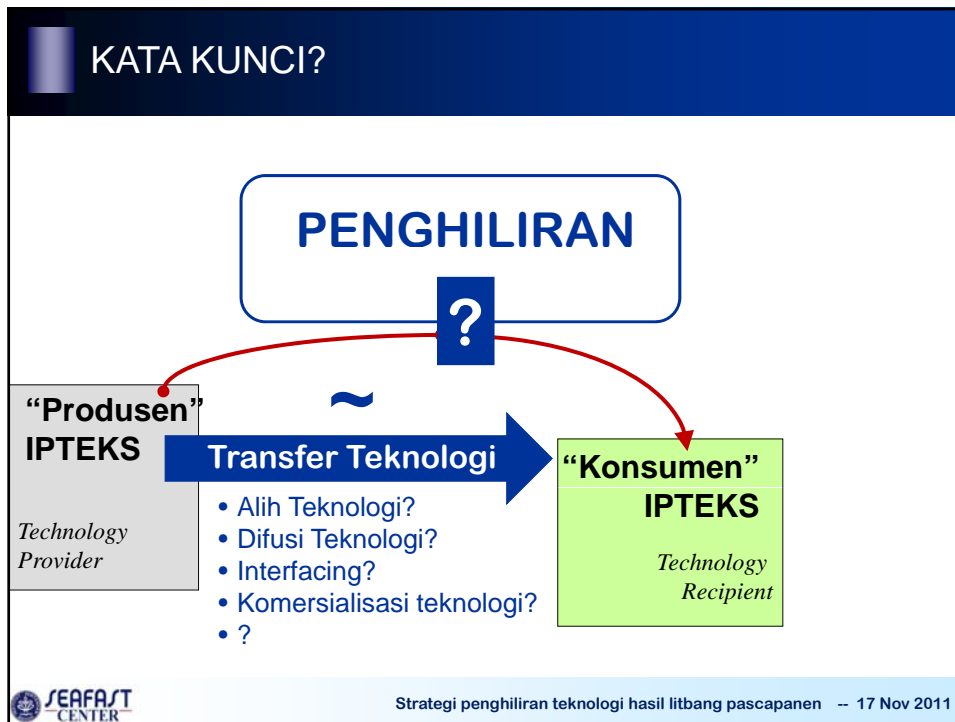
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Balitbang Pertanian, Kementerian Pertanian RI
Bogor, 17 Nov 2011

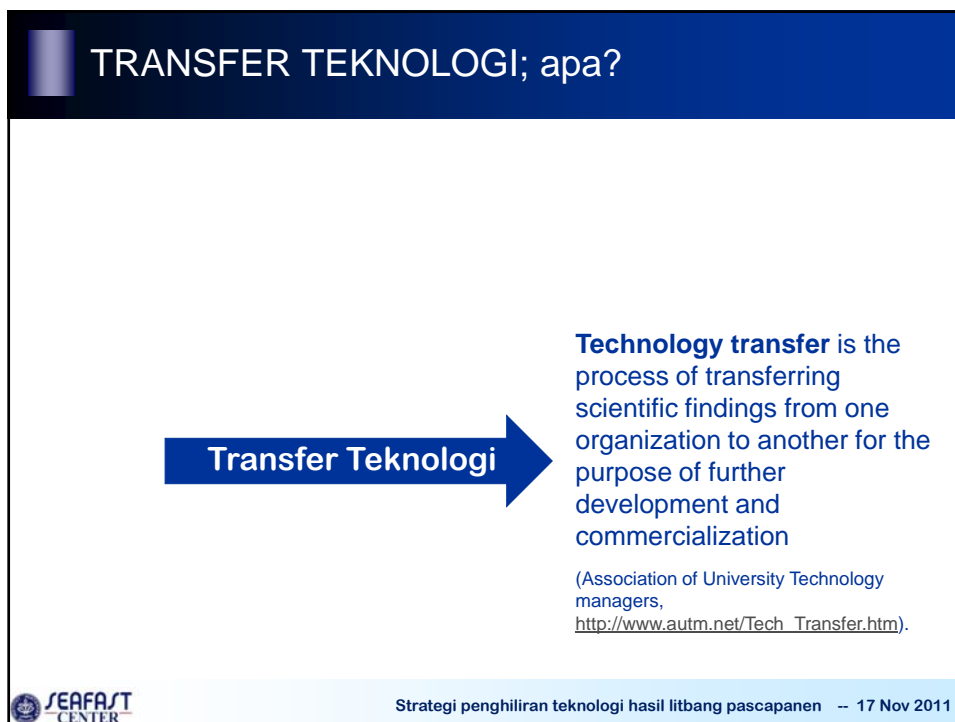


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KATA KUNCI?



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



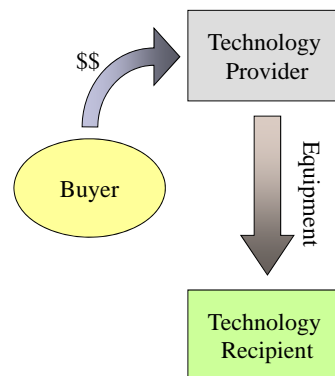
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TRANSFER TEKNOLOGI; spektrum - *Type?*

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).



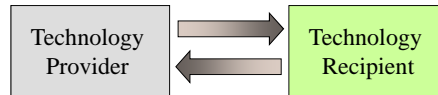
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TRANSFER TEKNOLOGI; spektrum - *Type*?

Type : **Horizontal**

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



- Skills
- Knowledge
- Processes
- Practices

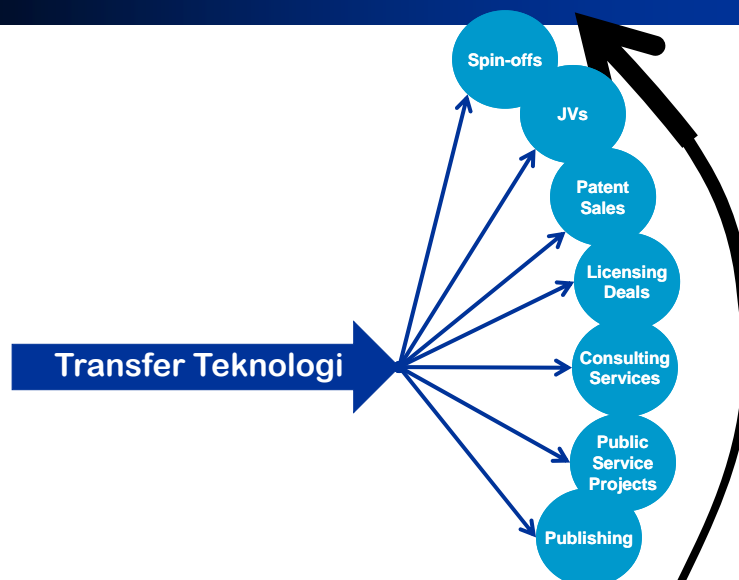
Transfer Teknologi →

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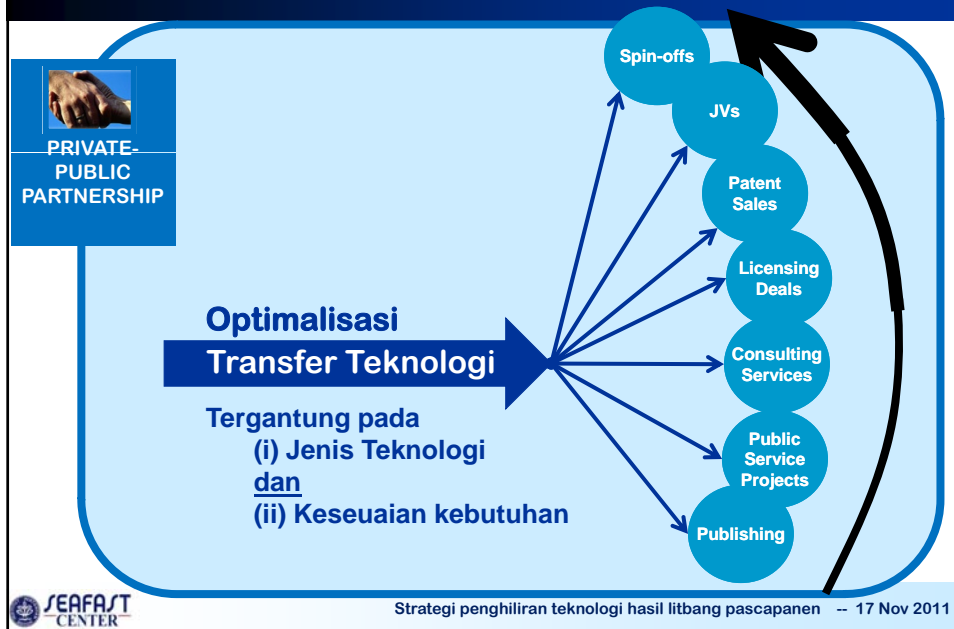
TRANSFER TEKNOLOGI; spektrum – *Mode*?



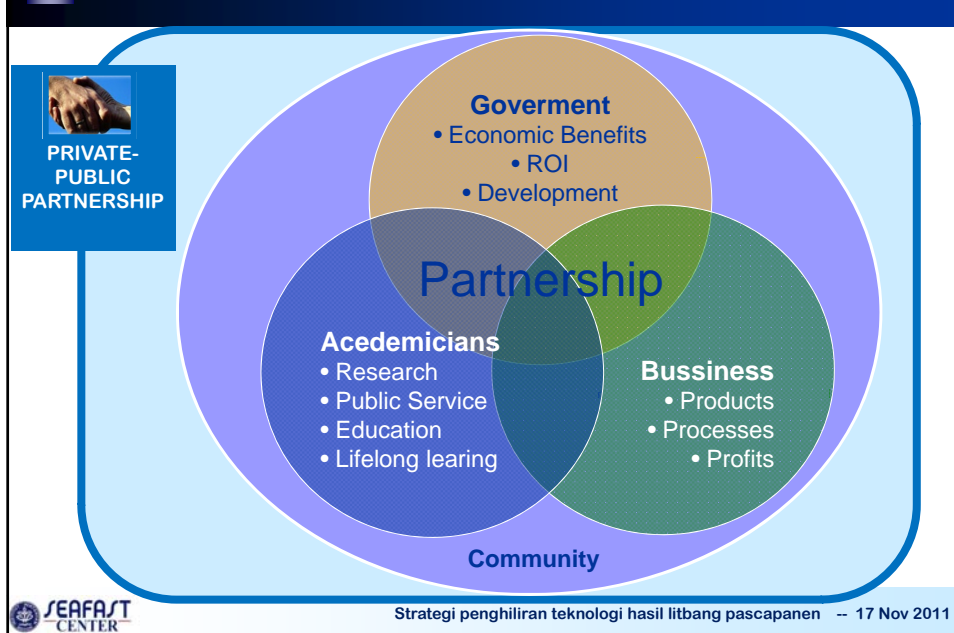
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TRANSFER TEKNOLOGI; spektrum – Mode?



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 :

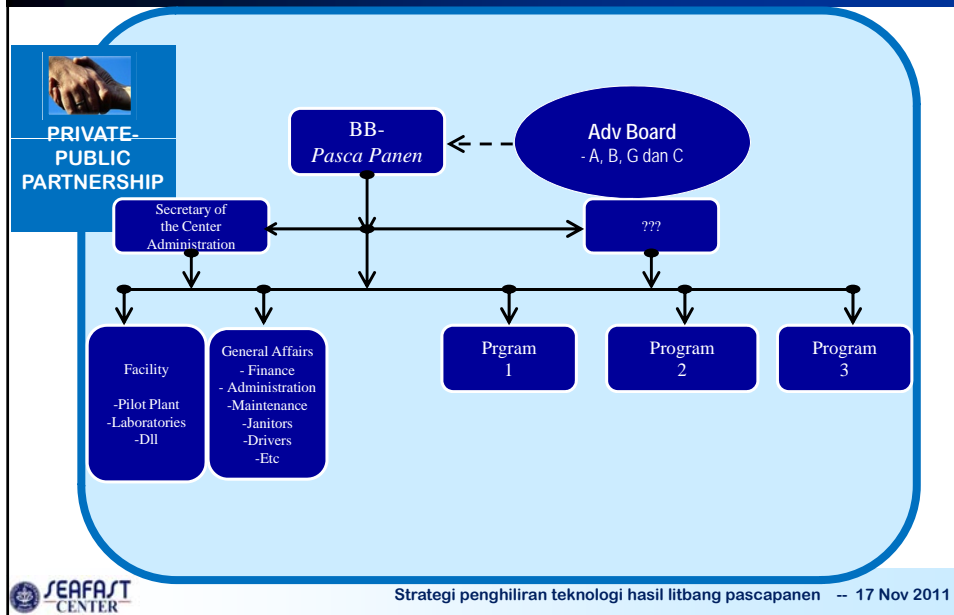
- Dewan Penasehat → ABG-C
- Peran Dewan Penasehat
 - Penyusunan program: sebagai “*arranger*”
 - Prioritasi program (~ pendanaan)



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TRANSFER TEKNOLOGI; Strategi?



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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

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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



Strategi penghiliran teknologi hasil litbang pascapanen -- 17 Nov 2011

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)

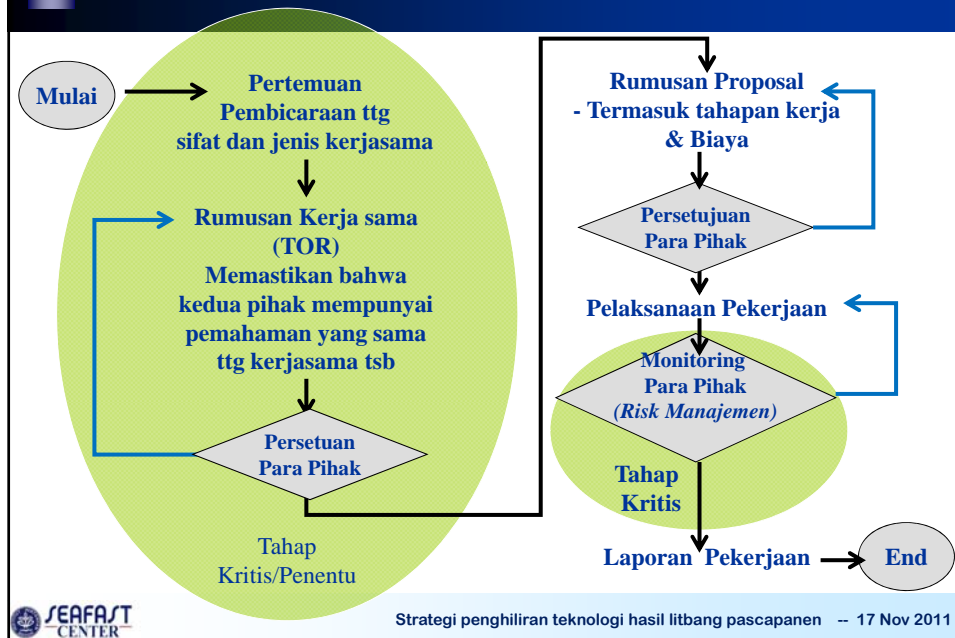
- Advisory board ?
- Publishing?
- Consulting?
- Kerjasama riset?



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TRANSFER TEKNOLOGI; Pengalaman SEAFASCTr?



TRANSFER TEKNOLOGI; Pengalaman SEAFASCTr?

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

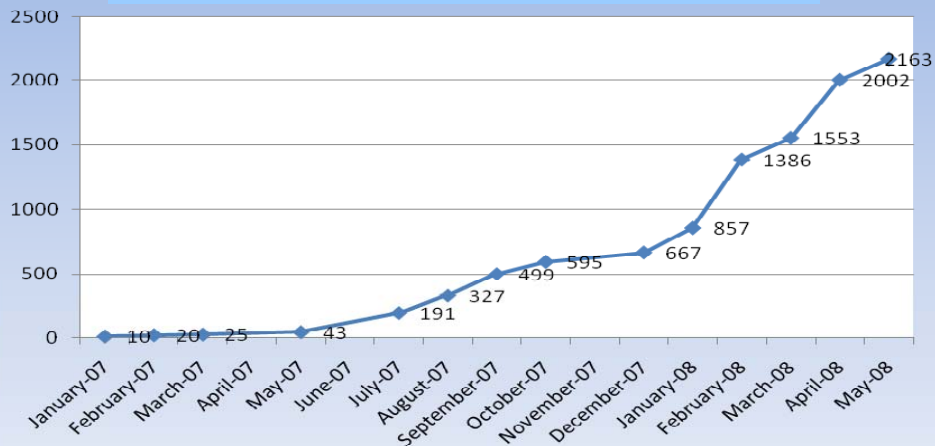


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TRANSFER TEKNOLOGI; Pengalaman SEAFast Ctr?

Number of SME Trained
(up to May, 2008)



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THANK YOU

THANK YOU



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