

**CAREER PROFILE:**

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Researcher with more than 20 years' experience executing projects and delivering solutions in the field of **environment, green technologies, climate change policy, sustainable start-ups investments and knowledge transfer at the University of Oxford** and other leading institutions such as the European Commission, Telecom Italia, CDC Capital Partners and Nomura Bank.

Conceived and managed environmental collaboration programs with business community, academia, non-governmental organisations to identify knowledge needs with colleagues from Oxford, Harvard and Cambridge. Administered projects, ranging from €250K to €300 million in budget and involving team sizes of 5 to 50 people, to support environmental policies and innovation programmes. Author of academic books and articles with Routledge-Oxford and the LSE Business Review on how to make strategic use of scientific IP for the benefit of the civil society.

**EDUCATION:**

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**Università degli Studi of Perugia, Italy (2015-2019): PhD** in Energy and Sustainable Development

DPhil dissertation title: *Funding proof of concept (POC) in technology transfer: the successful case of Oxford University Innovation (OUI).*

**School of Management, LUISS University, Italy (1994-1995): MBA** in Finance and Strategy (scholarship Telespazio-Telecom Italia Group)

MBA thesis title: "Analysis of environmental impact investments in telecommunication companies".

**Louis Pasteur University of Strasbourg, France (1993-1994): MSc** in Science et Technique (scholarship from French Gov. ment)

MSc thesis title: "*Croissance ou Soutenabilité? (Growth or Sustainability?)*".

**Università degli Studi of Perugia, Italy (1986-1990): Bachelor and Master (MEng)** in Space Engineering (110/110 cum Laude)

MEng thesis title: "*Control of a two-joint robot with flexible-end arm*".

**PROFESSIONAL EXPERIENCE:**

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**Strategic Advisor to the EUIPO Executive Director**

Jan22 - Present

The European Union Intellectual Property Office (EUIPO) is the European Union Agency responsible for the registration of the European Union trade mark and the registered Community design, two unitary intellectual property rights valid across the 27 Member States of the EU. I am the strategic advisor of the Executive Director on future developments and challenges of the EUIPO related to SMEs support green technologies and business outreach. Providing recommendations and proposals on innovation support and technology transfer in relation to IP and access to finance.

**Academic at the University of Perugia, Italy**

Oct17 - Present

The University of Perugia is today one of the top academic institutions in Italy, always striving to maintain its reputation for excellence and to keep up with the ever-changing reality of the modern world. I was invited from Oxford, by the former Rector, to cooperate with the academic senate to promote high quality research and innovation, partnership and training in the field of technology transfer and green technologies.

**Chairman of LINKS Foundation (Leading Innovation and Knowledge for Society)**

Sept16 - Sept18

At LINKS Foundation, the research and technology organisation of Turin to support SMEs and high-profile researchers interested in developing their skills in the field of IP and Environment, I was designated Chairman of the Board to support the Polytechnic of Turin and the Compagnia di San Paolo to promote innovation and tech-transfer stemming from Academia. Through LINKS, research cooperation was secured between industry and public institutions to attract funds and talents on an international scale. I have also accomplished the complex project of merging two historical Turin research institutions, the ISMB (130 researchers) and Siti (50 researchers) and incorporating them into LINKS in order to form the biggest technology and innovation Hub of the Piedmont Region of Italy.

**Vice-Chair of the Innovation LaunchPad of the European Commission Research Executive Agency (REA)**

Nov20 – Nov22

The FET Innovation LaunchPad (now Pathfinder) is part of the European Innovation Council (EIC) programme and supports the transitions of innovative ideas funded under the same programme. The FET Innovation LaunchPad encourages activities such as defining a commercialisation process for sustainability, market and competitiveness analysis, green technology assessment, verification of

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innovation potential, consolidation of intellectual property rights, business case development. Proposals can include activities with, for instance, partners for technology transfer, license-takers, investors and other sources of financing, societal organisations or potential end-users. The Vice-Chair produces the final scores of the selected proposals.

### **Policy Advisor on Corporate Venturing -European Commission Joint Research Centre (JRC)**

Sept18 – Nov19

For the Joint Research Centre, the European Commission's science and knowledge service, which employs scientists to carry out research in order to provide independent scientific advice and support to EU policy, I wrote a paper on how Corporate Venture Capital can help IP-based sustainable innovation in Europe. As an outcome, the paper offers policy recommendations in the field of Environment and Corporate Venturing and its impact on the University technology transfer activity to take IP to market.

### **Jury Member of the EIC Accelerator and Transition Programme of the EIC Executive Agency for SMEs (EISMEA)**

Oct19 - Present

At the Executive Agency (EISMEA), set-up by the European Commission to manage EU programmes in the fields of SME support & innovation, environment, climate action, energy and maritime affairs, I assist with the evaluation of IP-based start-ups and SMEs proposals eligible for funding. With me as a jury panel member from Nov19 more than 300 start-ups were awarded over €878 million through the European Innovation Council (EIC) accelerator and transition funds.

### **Strategic Advisor to the European Patent Office (EPO) Academy PATLIBs Summit 2019 Porto**

Feb19 – Jun19

To the European Patent Academy, which is the external education and training arm of the European Patent Office to offer intellectual property training and education structures in Europe, I gave support in the selection of experts to be invited to the Patlibs Summit 2019 and in defining the main topics of the agenda, structure and choreography of the breakout sessions. I delivered the keynote speech on IP management and sustainable technology transfer to the plenary session and proposed strategic recommendations to the EPO's Academy management. The latter is captured in a document called the Porto Paper, to build a new generation of PATLIBs (2.0).

### **Head of New Venture Support and Funding of the Oxford University Innovation (OUI), University of Oxford**

Aug08 - Sept17

Oxford University Innovation is the successful technology transfer and consultancy company created to manage the University's intellectual property (IP) portfolio and the development of the spin-outs. It provides Oxford researchers with commercial advice, patent applications, IP training and start-up funds.

As the Head of New Venture Support and Funding, for many years I was the member of the senior management team designated to manage the investment funds and to coach and train prospective start-ups CEOs, as future managers of the University's spin-off ventures. I managed the creation of more than 70 new start-ups, out of which 30 in the field of green-tech, 3 new Seed Funds with £30 million of fundraising and lifted the number of affiliates of the Oxford Angels Network to more than 200 members. I also administer the Seed Funds to invest in progressing academic IP-based spinouts across all Oxford University's research subjects. As a result, I was designated the University Representative before the Oxford Impact Acceleration Account (IAA), the Technology Fund Panel of the UK Engineering and Physical Science Research Council (EPSRC).

#### Main achievements:

- Organised 14 Oxford Angels Network events (two jointly with Cambridge) in Oxford Colleges and at the London Stock Exchange.
- Launched the Oxford Invention Fund in 2010 with the support of benefactors of the University of Oxford.
- Launched a new series of Seed Funds (UOIF I, II, III) with the tax-efficient investments of business angels.
- Nominated chairman of the Oxford Angels Network, one of the largest UK Business Angels community.
- Successfully managed 38 consecutive OUI Seed Funds Board meetings with the Pro-Vice Chancellor of the University of Oxford.
- Trained and coached CEOs of 76 incorporated Oxford University spinout companies.
- Written and published the USCF 10 yr report on the successful activity of the Oxford technology transfer achievements.
- Set up 30 Green-Tech startups among which YASA Motor (sold to Mercedes) providing electrical motors for EV cars.

### **Director of Oxbridge Consulting, London**

May03 - July08

At the Oxbridge Consulting, a private consulting firm set up to offer education and training in the field of IP protection and investments, I provided advisory services to SMEs of the Green Technology & Telecoms sectors aiming global markets. As an outcome, its network of joint ventures widened and a large project, with a budget of a €20 million, was executed with the French Cooperation Agency.

### **Telecom Investment Manager of CDC Capital Partners\_London**

Dec01 - May03

At the CDC Group, the largest UK Private Equity house owned by the UK government with US\$ 2.0 billion portfolio under management to invest in Emerging Markets where the private sector is weak and jobs are scarce, I was appointed Telecom Investment Manager to invest

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in the IP sector in Latin America. As a result, I secured a portfolio of IP-based telecommunications start-ups as sustainable investment opportunities for an amount of £25 million in equity and debt. A major team achievement (together with another 15 IP-based telecom investment analysts) was the launch of Digicel as ‘the leading mobile provider in central America’.

### **Associate Director of Nomura International, Nomura Bank, London**

Sept99 - May01

At the Nomura Bank, an Asia-headquartered financial services group with a global network spanning over 30 countries to connect East & West markets and attend the needs of individuals, institutions, corporates and governments, I managed a portfolio of US\$ 300 million of early-stage TMT investments (Equity & Debt) across 12 companies in Europe and Middle East. The activity led to the trade-sale of 8 participations formed by IP-based SMEs and start-ups, among which €30 million M&A for French start-up Nets by Tiscali was sold.

### **Senior Project Manager of the Stet International (Telecom Italia Group), Rome**

Dec95 – Sept99

At Telecom Italia, the largest national telecommunication company headquartered in Rome to provide land-line, GSM mobile and DSL data services, I coordinated and managed the bidding processes of the privatization tenders in Latin-America and Eastern Europe for a total of US\$ 3billion. As an outcome, the Group gained unique exposure to business development in emerging markets based on the innovative and robust financial analysis I carried out before investments.

### **Business Development Manager of Isrim (Edison Group)**

Sep91 - Sep93

At the Edison Group, a leading energy company in the field of electricity and natural gas headquartered in Milan since 1884, I managed (in collaboration with the university of Perugia and politecnica de Madrid) a portfolio of patents in green technologies for the development of new materials which, after a comprehensive financial analysis and IP protection assistance, became one of the Group’s line of business.

### **Space Electronic Engineer of Laben (currently Leonardo Group), Milan**

Sep90 - Sep91

At the Leonardo Group, a global high-tech innovative aerospace, defence and security global company with revenues of € 12.2 billion, I participated in the design and test team for the data handling functional model of satellite electronic equipment. As an outcome of this activity, the Group become one of the components suppliers of the Cassini project that lead to its operational launch in space in 1997.

### **RECENT PUBLICATION:**

Alunni, A. (2019). Innovation Finance and Technology Transfer. Publisher: Routledge, Taylor and Francis group – London and New York. ISBN: 978-0-367-23210-8,. Available at <https://doi.org/10.4324/9780429278778>

Alunni, A.; Siota, J.; Riveros-Chacón, P.; Wilson, M. (2020). Corporate Venturing. Publication Office of the European Union Luxembourg. ISBN: 978-92-76-15131-9,. doi:10.2760/976372, JRC119084

Alunni, A. (2020). La importancia de la inversión de riesgo corporativo para superar el valle de la muerte en la transferencia tecnológica universitaria. Revista De Fomento Social, (296), 139-156. <https://doi.org/10.32418/rfs.2020.296.3311>

Alunni, Andrea (2020) Intellectual property is key to solving crisis such as the Covid-19 emergency. LSE Business Review (14 Apr 2020).

Alunni, Andrea and Volcan, Lilian (2020) COVID-19 makes IP protection of traditional knowledge even more urgent. LSE Business Review (23 Nov 2020).

Addarii, F.; Alunni, A.; Mojsoska-Blazevski, N.; (2021) Exploration of impact investment for skills creation - Existing actions, emerging trends, implementation modalities, best practice. Publications Office of the European Union, Luxembourg, 2022, ISBN 978-92-76-46885-1, doi:10.2760/660676, JRC128199

### **FLUENTLY SPOKEN LANGUAGES:**

English  
Italian  
Spanish  
French