CONNEXUS | 2026
black sea tech forum

Technology Transfer and Collaboration Opportunities

ICT CLUSTER VARNA

BSMEPA
BULGARIAN SMALL AND MEDIUM ENTERPRISES PROMOTION AGENCY

ВАРНА

BRAIN++
AI FACTORY

ARC FUND

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Current

- Director of Entrepreneurship, Innovation & Internationalisation, Teknopark İzmir
- EIC Programme Coordinator, Technical Assistance for Türkiye in Horizon Europe
- Project Coordinator, «Social Entrepreneurship for Sustainable and Social Transformation of Neighbourhoods (SOCIAL NEST)» funded by Horizon Europe

Experience so far

PhD, Ege University: *Commercialisation of Academic Research in Türkiye*

Technology transfer: *7+ years in research commercialisation* at Atmosfer TTO (IZTECH) building university–industry collaboration

EU projects: *40+ grant projects developed* (Horizon 2020, Horizon Europe, Erasmus+, IPA), 15+ implemented to completion

R&D and innovation project development between universities, industry and SMEs

Startup incubation and commercialisation: 4 incubation/acceleration programmes designed and managed, €6M+ in budgets, 250+ ventures supported, including 50 deep-tech startups (Ege D-Tech) and international expansion programmes (Accelerate İzmir)

Established in 2002 located in Urla/ İzmir in the campus of Izmir Institute of Technology (IZTECH)

R&D and innovation infrastructure with 11 buildings by 2026

A Stronger R&D and Innovation Ecosystem

Expanding of Technopark area, three times larger than existing area.

Teknopark İzmir's South Campus is taking shape, expanding our capacity to attract and host leading national and international R&D companies.

Why good technologies don't reach the market?

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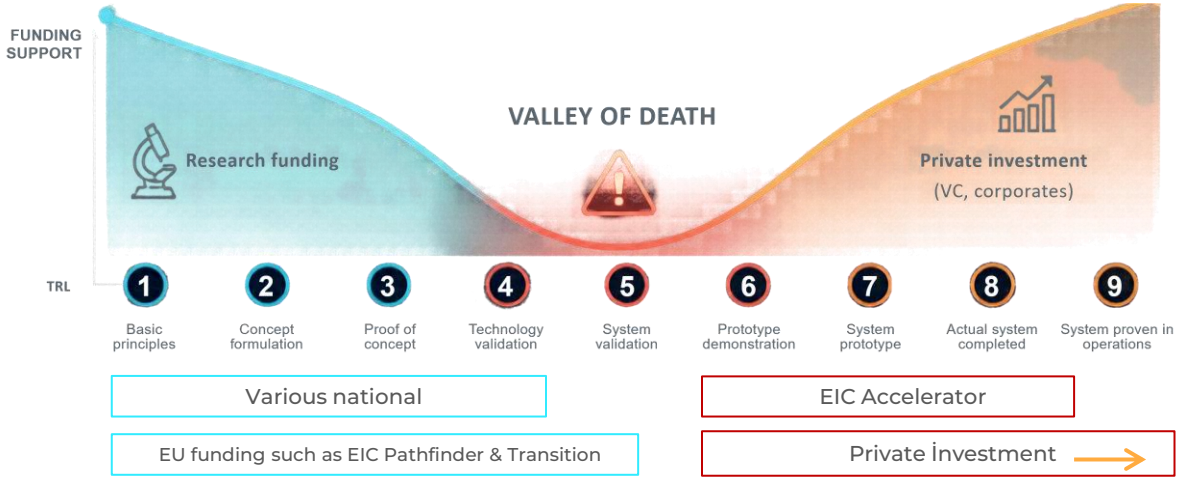

Too early: low TRL

No Business model / market validation

Reserchers' mindset

Funding limited

Lack of interdisciplinary and complementary roles

Certification & IP: cost and know-how

Corporate procurement cycles are longer than a startup's runway

Corporates' mindset and not flexible

New technical and management skills, no commercial team

How we bridge the valley

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No Business model / market validation

Low TRL / idea level – validation programs (5 weeks – practical)

Researcher's mindset / interdisciplinary and complementary roles

Establish team of students with different skills (take responsibility)

Commercial co-founder / angel investor integration at the beginning

Certification & IP: cost and know-how

Know-how transfer from corporates with Incubation/Acceleration programs

Corporates

University–industry (–government) co-creation from day one

New technical and management skills

Pair academic inventors with a business co-founder, not just an advisor

Bulgaria–Türkiye: where we can work together

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Türkiye ═══════ **Bulgaria**

Teknopark İzmir
İzmir Institute of Technology

ICT Cluster Varna
Sofia Tech Park

Soft landing	Joint EU projects	Ecosystem partnership	Joint acceleration
Bulgarian startups → Türkiye & Middle East; Turkish startups → EU	Horizon Europe, EIC, Interreg BG–TR	Technoparks, Universities, TTOs, clusters, AI factories	Joint demo days, cross-border investor matching

TEKNOPARK İZMİR

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