



جامعة الملك عبد الله
للعلوم والتقنية
King Abdullah University of
Science and Technology

ShenTech

Commercialization Bootcamp

KAUST Innovation Hub in Shenzhen in Partnership with RITS

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Briefing Document





BOOTCAMP SCOPE



SHENTECH COMMERCIALIZATION BOOTCAMP OVERVIEW

The goal of the bootcamp is to provide KAUST researchers with access to the Shenzhen ecosystem and accelerate their commercialization efforts by helping them move forward and integrate into a new innovation ecosystem. Here are the main elements of the commercialization bootcamp program:

- Equip KAUST researchers and early-stage innovators with practical tools to explore commercialization in the ecosystem in Shenzhen.
- Provide direct exposure to Shenzhen's innovation ecosystem, industrial supply chain, and innovation infrastructure.
- Validate and develop KAUST technologies by aligning them with real market needs through challenge-based innovation.
- Facilitate strategic matchmaking between KAUST research projects and potential partners in China.
- Integrate national stakeholders by incorporating real-world challenges as project briefs to be tackled during the bootcamp.



User research



Guidance from mentors



Face-to-face sharing with entrepreneurs



On-site visits to innovative ecosystem and supply chains



SHENTECH COMMERCIALIZATION BOOTCAMP OVERVIEW

Challenge-Driven Tracks:

Selected KAUST teams will respond to curated market challenges, including those sourced from industrial partners. Each challenge will serve as a commercialization case to be explored across the bootcamp.

Matchmaking & Mentorship:

Targeted 1:1 sessions with investors, corporate partners, incubators, and R&D platforms from the Greater Bay Area.

Workshops & Lectures:

Expert-led sessions on:

- IP and regulatory landscape in China
- Business model innovation
- Technology localization
- Go-to-market strategies in Asia
- Financing and investment readiness

Site Visits:

Tailored visits to innovation platforms (e.g., HTCZ, BGI, XtalPi, SIAT) and manufacturing clusters relevant to each project domain.

Cultural Immersion & Networking:

Activities designed to deepen understanding of Chinese business culture and build meaningful peer and partner relationships.



TARGET AUDIENCE

Up to 10 research teams (2–3 members each)
from KAUST's core RDI themes
(Energy, Environment, Health, Material).
At least two teams will work directly on industry
defined challenges.



EXPECTED OUTCOME

- Clear scalability plan for the technologies to be commercialized.
- Connectivity to the supply chain and partnerships in China in terms of the deployment for the commercialization plan.
- Refined business cases and localization strategies for each participating project.
- Early-stage partnerships with Chinese academic/industrial entities.
- Progression of selected technologies into pilot validation, incubation, or funding stages in China.
- Strategic alignment with Saudi market demands, with insights feeding back into the national priorities and KAUST innovation strategy.