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# International Innovation Networks: Chances for Small and Medium-sized Enterprises (SME)

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# Changes in the European Network environment

Innovation Relay Center Network ...



... becomes Enterprise Europe Network ...



... and Euresearch remains Swiss access point.

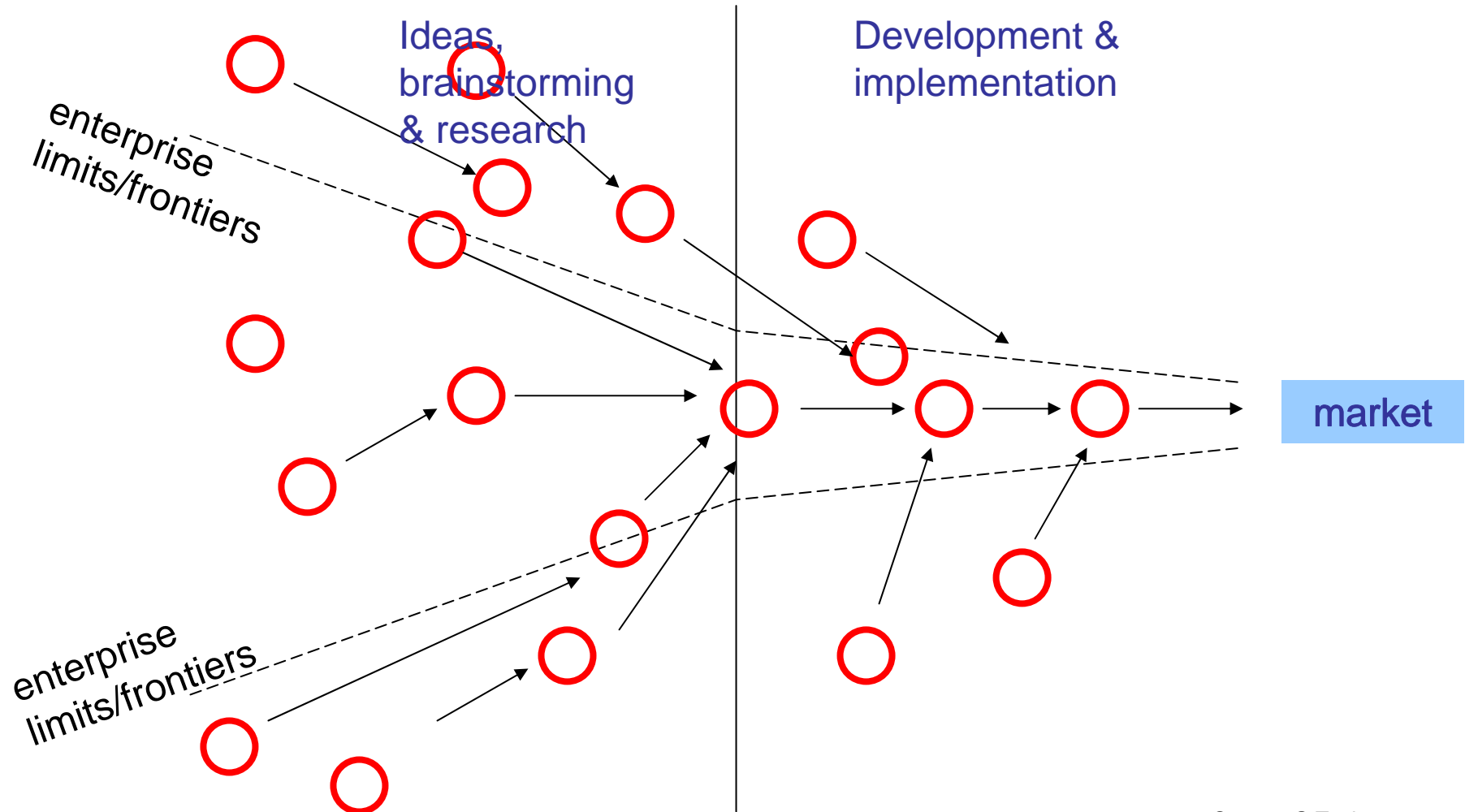
# Outline

- **Why international innovation networks?**
- **Networks to develop new technologies, not existing yet**  
European R&D projects:
  - Context and relevance
  - Possibilities for Small and Medium Sized Enterprises SMEs
  - How to participate / Support
- **Networks to find / sell existing technologies**  
Transnational Technology Transfer:
  - Context and relevance
  - Possibilities for Small and Medium Sized Enterprises SMEs
  - How does it work / examples

Why international  
innovation networks?



# Paradigm of open innovation: porous limits



Source: G.Tsekouras, 2006, CENTRIM, University of Brighton; [www.sme-mpower.net](http://www.sme-mpower.net)

# Question of SMEs

How to find the relevant innovation inputs and the appropriate partners ?

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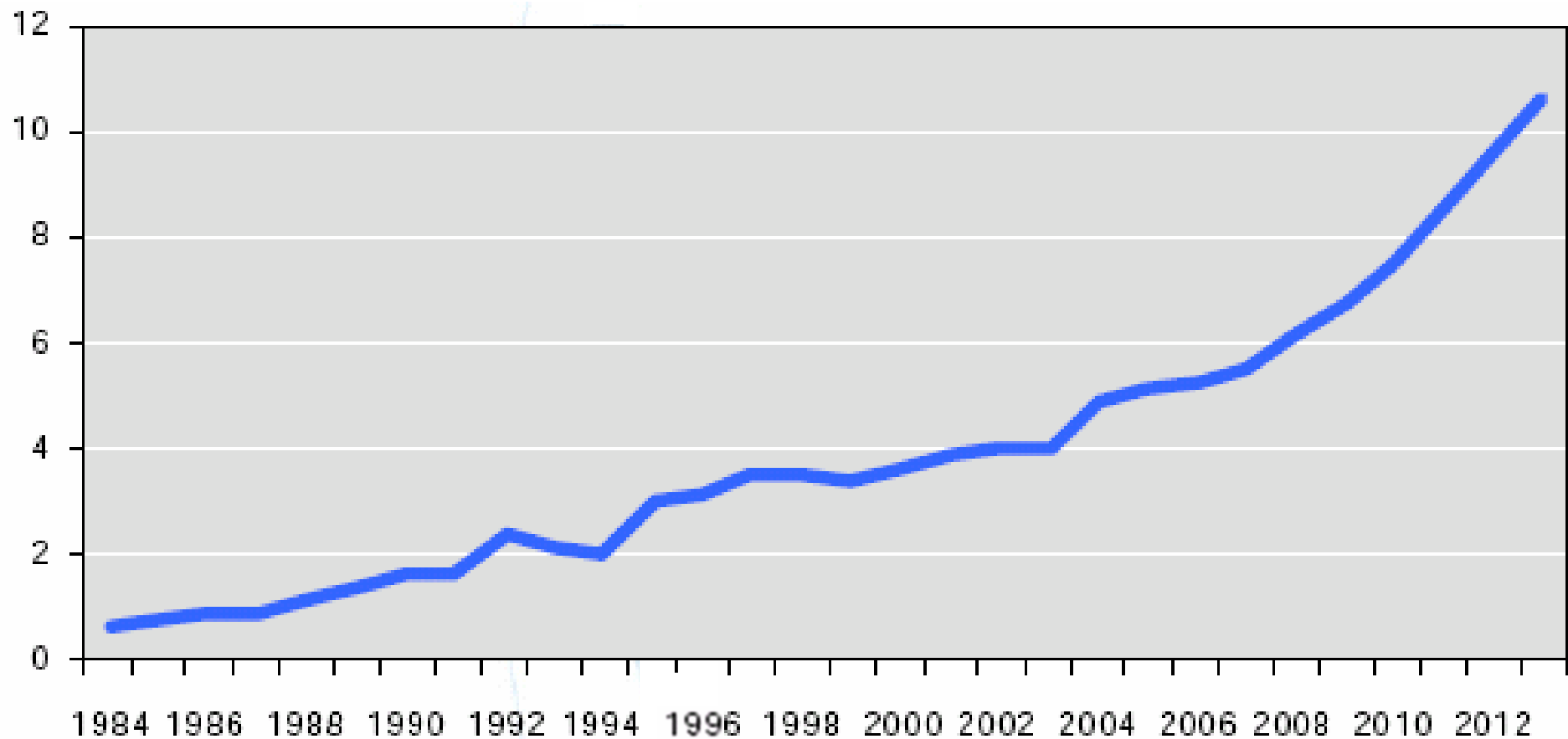
# European R&D projects – Context and relevance





# European RTD Framework Programmes

## Key instrument for creation of European Research Area



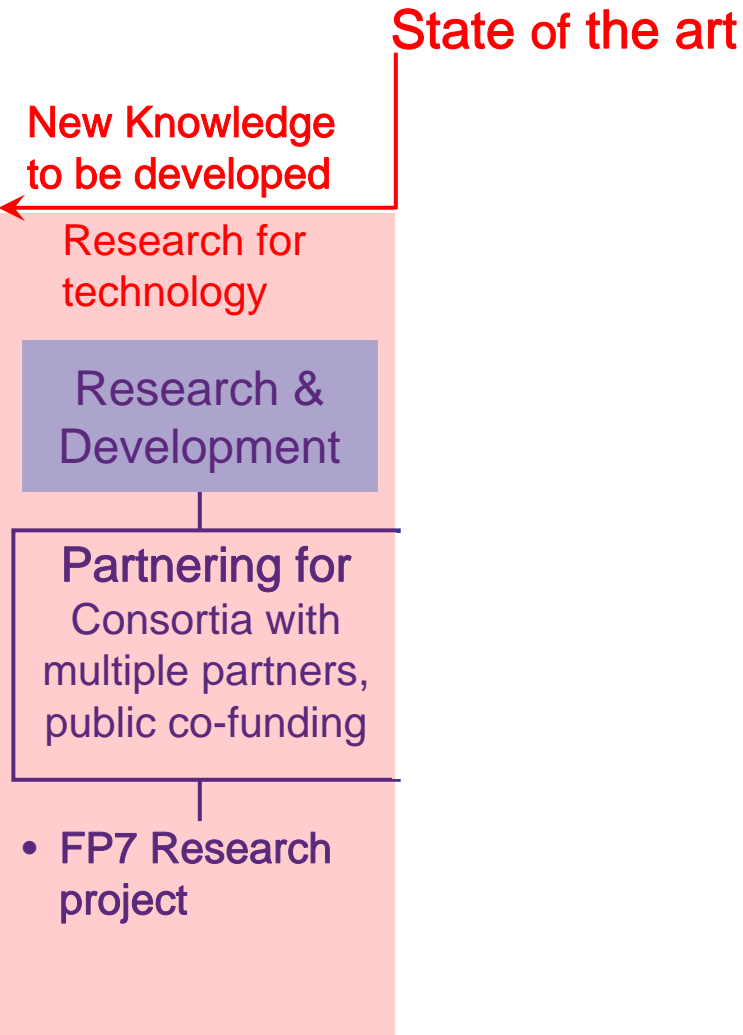
Annual budget in € billion between 1984 and 2012, in current prices

Source: EC, Annual report 2003 + revised FP7 proposal

## FP7 – Possibilities for SMEs



# Partnering opportunities in the innovation value chain



# What is an European R&D project?

A multidisciplinary consortium with **partners**

- from **different countries** in Europe
  - having **complementary knowledge**
  - having **different backgrounds**  
(R&D institutions, industries, SMEs)
- ... working **together** to develop solutions for a defined subject at **European level**.

# Is a European R&D project for me?

## Commitment by the participation

- Strategic decision to become active at European level
- Think in a time-horizon of 2-5 years  
=> does project fit with our innovation strategy?
- Accept to share results (IPR)
- Have tolerance for other cultures
- Complex participation procedures

## Benefits of participation

- Access to new Know-how
- Anticipate future trends
- Sharing of risks through trans national RTD
- Profit from exchanges with partners facing similar challenges
- Strengthen European connections with industries, RTD institutions, SMEs
- Access to new markets
- Rights on IPR
- Financial support for RTD projects

# FP7 – The 7th Framework Programme

Budget of €53 thousand million for 2007-2013

I. Cooperation	61%	Research projects/networks Calls with <b>defined topics</b>	← ← ←
II. Ideas	14%	Basic research, <b>open topics</b>	
III. People	9%	Fellowships, <b>open topics</b>	
IV. Capacities	8%	Specific projects for SMEs Calls with <b>open topics</b>	
Euratom 5%			
Joint Research Centers	3%		

**Possibilities for SMEs**

## FP7 – How to participate / Support



# Proactive and systematic preparation

Work  
programmes

Calls

Deadline

Project  
start

- Think where you want to be in 2-4 years: **What is your innovation strategy?**
- Study the work programmes / the SRA of the Technology platforms
- Activate your networks and search EU projects in Databases
- Attend Euresearch's preparation workshops
- **Prepare your projects**
  - Study the Call documents
  - Contact potential partners
  - Attend Euresearch's focus events
  - **Fine tune your project**
    - Complete the consortium
    - Get feedback from Euresearch
    - **Submit your project**
- Wait until evaluation
- **Negotiate your project**

Month 0

Month + 6

Month + 9

Month + 12

**And ask Euresearch!**



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# Innovation Relay Center IRC

## Context and relevance



# Regional Support for Transnational Technology Transfer

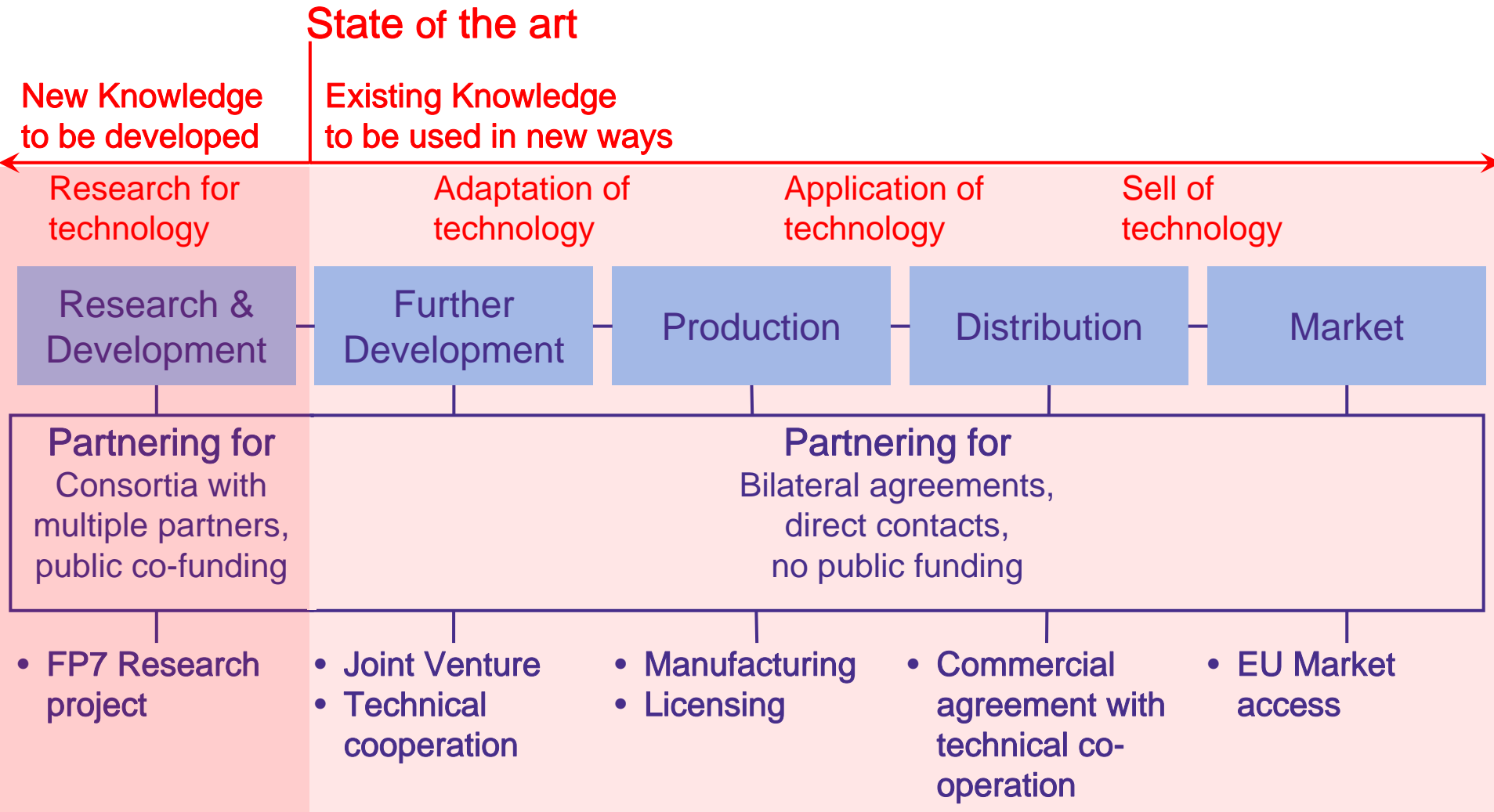
- IRC Network established in 1995 by EC to facilitate transfer of innovative technology to industry
- 71 IRC consortia with 243 local offices
- 33 countries: EU, Chile, Iceland, Israel, Norway, Switzerland & Turkey
- hosted by different organisations (Regional or national Development Agencies, Universities, Chambers of Commerce etc.)



# The IRC enables SMEs

- to search for a technological solution to a current problem
- to look for foreign partners to exploit their own technologies in an international market
- to establish cooperation based on the transfer of technology to or from a partner in another country for licensing, manufacturing, distribution, exploitation or joint development.

# Partnering opportunities in the innovation value chain



IRC – How does it work



# Base of IRC Brokerage: Technology profile

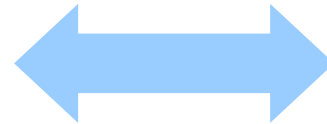
Standardized and validated Technology Offers (TO) and Technology Requests (TR) with

- Titel
- Origin of TO/TR (country, type of institution)
- Abstract
- Description
- Technology Keywords / Market application
- Type of partner & collaboration sought
- IPR information
- Anonymous

# Basic principle of IRC

**IRC support 3  
 Assistance**  
 (Countries 1 + 2):

- Negotiation
- IPR
- Trouble shooting



Company 1  
 (Country 1)

Company 2  
 (Country 2)

**IRC support 2  
 Partnering**  
 (Countries 1 + 2):

- IRC Database
- Brokerage Events
- Company mission
- Direct contact to companies

**TO/TR**  
 Technology Offer / Request

**TR/TO**  
 Technology Offer / Request

**IRC support 1  
 TTT\* need & strategy**  
 (Country 1):

**IRC support 1  
 TTT\* need & strategy**  
 (Country 2)

\* TTT = Transnational Technology Transfer



# IRC services for SMEs

Identification and dissemination of

Technology Offers and Requests (TO/TR) via:

- Network of 243 offices with 1000 colleagues in Europe
- Events to meet potential partners
  - Brokerage events
  - Company missions
- Database with more than 4'000 Technology offers and requests (max. 1 year old)
  - on-line search
  - automatic diffusion by e-mail when matching
- Assistance and Support with technology acquisition, technology cooperation und negotiation

# Brokerage Event

Efficient and effective way to meet potential partners

- Technology specific
- Within other event (fair, conference)
- Enable SMEs from different countries to identify in advance potential partners with complementary technology profile and to organize 30 min. face to face meetings
- Basis for possible future collaboration



# Technology market database

**4000 current technology profiles** (Technology Offers and Requests, TO/TR) from companies, universities and research institutions from 33 European countries:

- to identify new technologies
- to sell/licence the own technology

...and enter into joint development arrangements with appropriate partners across Europe

# How to find a new technology in the database

- Online search in the Database

[www.euresearch.ch/irc-database](http://www.euresearch.ch/irc-database)

## Discover our Technology Database

[Search for a Technology](#)

[\[Help\]](#)

[\[Advanced search by Sectors\]](#)

**Search the 3449 offers and the 707 requests**

Specify freetext keyword(s):

Use the Google like syntax:  
+: mandatory word  
-: excluded word  
Expression between "": exact expression to search.

You are interested in:  
 Technology offers  
 Technology requests

Sort option:

[\[Advanced search by Sectors\]](#)

Technologies to automate and improve the treatment of edges during the production of Paris bandages

15.02.08 17:05  
Specification of Plaster of Paris suitable for production of Paris bandages

Search by  
Technology  
Keywords

Free text  
search

# Online technology search

## Search Results of Innovative Technologies

The Search Results corresponding to your search criteria.

[New Search ...](#)

Searched for all words of: **mechatronic**

Results **1-15** from **15**

OFFER

1. [Particle-free and contactless transportation and positioning system for ultra-high vacuum and clean room applications](#)

(Ref: 08 DE HRTM 0K66 - 31/03/2008)

A German SME offers highly customised **mechatronic** and adaptive solutions for different industries. Its transportation and positioning system suits for ultra-high vacuum and clean room applications. The products to be carried levitate in a magnetic field absolutely contactless. Total elimination of mechanical wear is guaranteed. Key applications are in the coating and semiconductor industry. Technical co-operation, a manufacturing, license or commercial agreements are searched for.

[\[More information...\]](#)

2. [Modular mechatronic system with application in robot-assisted microsurgery](#)

(Ref: 08 BG BGAR 0K08 - 17/03/2008)

A Bulgarian R&D laboratory has developed a modular **mechatronic** system as a new technology applicable in robot-assisted microsurgery. The technology allows the surgeon to operate and monitor surgical interventions with high accuracy. The technology can be implemented in many areas of bloodless microsurgery, leading to less pain and trauma, and shorter recovery time. The laboratory is searching for cooperation in joint further development of the project and financial resources.

[\[More information...\]](#)

3. [An innovative mechatronic device for knee analysis](#)

(Ref: 07 IT TUPR 0HHK - 15/02/2008)

An Italian company specialised in robotic system has developed and patented an innovative **mechatronic** device able to measure the main physiological angles of the knee during lower limb activities. The device can be mounted on both the lower limbs and, with simple changes, to supply dynamic information about the elbow's articulation too. The company is looking for partners for technical cooperations.

[\[More information...\]](#)

4. [Sustainable control and optimization system for different types of electro transport](#)

(Ref: 08 LV LVTC 0JQ9 - 14/02/2008)

Latvian researchers have developed a new technology for electric energy consumption control in real time.

Technologies to automate and improve the treatment of elastic bandages' edges during their production

15.02.08 17:05

Specification of Plaster of Paris suitable for production of Paris bandages

Title

Abstract

Details

## Technology Offer



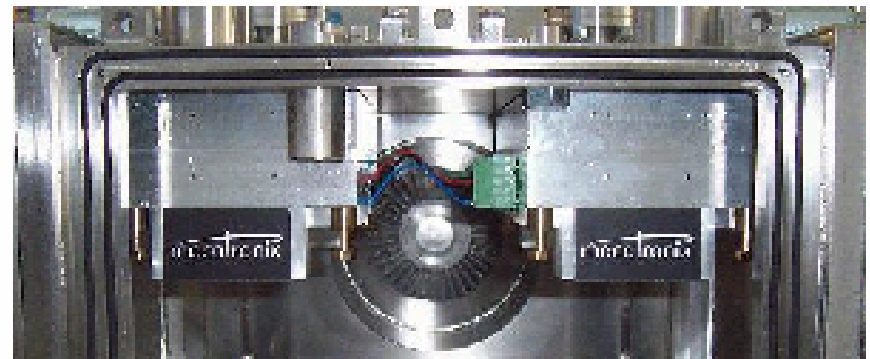
### Title: Particle-free and contactless transportation and positioning system for ultra-high vacuum and clean room applications (Ref: 08 DE HRTH 0K66 )

#### Abstract:

A German SME offers highly customised mechatronic and adaptive solutions for different industries. Its transportation and positioning system suits for ultra-high vacuum and clean room applications. The products to be carried levitate in a magnetic field absolutely contactless. Total elimination of mechanical wear is guaranteed. Key applications are in the coating and semiconductor industry. Technical co-operation, a manufacturing, license or commercial agreements are searched for.

#### Description:

A German SME is specialised in levitation and vibration control. The magnetic bearing units of its new transportation and positioning system are working in a stand-alone mode with all required electronics already integrated in the housing of the bearing and drive, thus producing reasonable costs. Hence, all interfaces are reduced to a minimum. Neither additional power electronics nor



# Contacts with the provider of a TO / TR

The TO / TR are published anonymously

- Express your interest to your local IRC
- The IRC Network partners will establish the contact
- If requested, the IRC Network partners will provide support for negotiation



# Keep informed on new entries in the database

- **Technology watch**

Register and profile yourself with technology keywords to receive automatically **email alerts** of the latest technology offers and requests when they are entered in the IRC Network's database

[www.euresearch.ch/irc-techabo](http://www.euresearch.ch/irc-techabo)

## Automatic Matching: Company Insert Transaction

### Your personal details

UserID:  \*

Password:  \*

Verify Password:  \*

Title:

Firstname:  \*

Name:  \*

### Contact details

Phone:  \*

Fax:

E-mail:  \*

URL:

e.g. <http://www.mydomain.com/>

### Company/Address

Company:  \*

Street:

Zipcode:  \*

City:  \*

Country:  \*

[Virus concentration technolo](#)  
(Ref: 06 DE SDST 0GCQ)

30.03.07 09:58

[A small sized module for win](#)  
[LAN applications \(Ref: 07 NL](#)  
[0HO1\)](#)

# Take home message

- Technologies and partners with potential to **strengthen your business** are available in Europe.
- International Innovation Networks can help you to find the right ones, fitting with **your Innovation strategy**.
- **Euresearch supports** you free of charge.
- ➔ Define your profile of interest for Technology Watch:  
[www.euresearch.ch/irc-techabo](http://www.euresearch.ch/irc-techabo)