

Workshop on Start-ups and Technology transfers in Innovation Ecosystems in South-East Europe and Alpine Regions

Ljubljana, 15-16 November 2018

Venue: Technology Park Ljubljana

Organisers



Workshop on Start-ups and Technology Transfer in Innovation Ecosystems in South-East Europe and Alpine Region (EUSALP AG1)

Background

Purpose of the workshop and proposed content

- To provide policy makers and innovation practitioners with knowledge and training/practical insights in setting up successful start-up, spin-off and knowledge transfer platforms with support programmes that can strengthen regional/national innovation ecosystems.
- To review various models of acceleration, building a pipeline of projects, attracting industrial partners, providing business support services, involving governmental entities, which are key elements in the development of successful innovation ecosystems.
- To assist in creation and evaluation of IP based knowledge as a foundation of a technology transfer activity, in Public Research Organizations and Small and Medium Enterprises alike.

The workshop will target in particular policy makers and other innovation stakeholders such as universities, research organisations, technology transfer offices, science and technology parks, chambers of commerce, business angels, venture capitalist and other relevant practitioners from South-East Europe and European Alpine macro-region.

Issues to be addressed include:

- What is an innovation ecosystem? Elements and examples.
- What support services are needed and how best to deliver them?
- Why is it important to create an ecosystem supporting technology transfer, industry collaboration together with start-up creation and scale-up processes?
- How to build a successful start-ups ecosystem?
- How to build a successful technology transfer ecosystem?
- How to build an adequate pipeline of projects and a deal flow?
- Whom to involve: actors and stakeholders (quadruple helix)?
- What is the role of IP support system in the overall deal flow setup?

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The workshop is jointly organised by the European Commission's Joint Research Centre (JRC) in collaboration with Technology Park Ljubljana, the Ministry of education, science and sport – AG1 EUSALP, Ministry of Foreign Affairs, Consortia KTT, and Slovene public research institutes.

The Technology Park Ljubljana Ltd. is one of the largest innovation ecosystems for commercialisation of knowledge and technology in South-East Europe. It is an award-winning collaborative innovation ecosystem that is providing highly professional services. These are developed through bottom-up lean methodologies.

The JRC promotes the exchange of innovation-related best practices, knowledge, tools and methods among innovation practitioners and policy and decision makers from South-East Europe including the Western Balkans. The JRC, and in particular its Intellectual Property and Technology Transfer Unit, are in possession of operational and technical expertise in the domains of Technology and Knowledge Transfer. The JRC also hosts the Smart Specialisation Strategies (S3) platform intended to support the development, through an Entrepreneurial Discovery Process of bottom-up innovation strategies. This workshop intends to support the operationalisation of S3 strategies by making expertise and best practices available to practitioners that can initiate change and restructuring programmes on the ground.

The Ministry of education, science and sport is an active member of the EUSALP Action group 1, that within the 1st Thematic Policy Area: Economic Growth and Innovation, develops an innovation and research capacity and transfer into practice, by enhancing an effective Alpine Macro Region research and innovation ecosystem. The Ministry of foreign affairs act's in vests of the national coordinator of all Macro Regions.

SI TTO consortium KTT is a representative body of 8 biggest Slovene Public Research organizations (PROs), covering more than 90% of research personnel and activities in Slovenia. KTT has been established in 2017 with the main goal to coherently improve commercialization activities of member PROs and their communication, marketing, sales capacity, activities and exploitation results in relation with national economy, and also world-wide, through institutional sharing of experience, enabled flow of information within the KTT and internationally in the field of Knowledge and Technology Transfer. KTT is led by Jožef Stefan Institute with active support of its members University of Ljubljana, University of Maribor, National Institute of Chemistry, National Institute of Biology, University of Primorska, Agricultural Institute and Faculty of Information Studies Novo mesto.

Planned number of participants: 150

The **target audience** are policy makers in the innovation support, science, research and technological development domains, managing authorities and institutions **directly involved in the design, operation and promotion of innovation areas and ecosystems**, national and regional agencies and bodies managing investment funds for innovation, science and technology parks and incubators, technology transfer practitioners, start-ups and SMEs, practitioners from both the supply and demand sides, financial intermediaries, venture capital and corporate venture funds, start-up support organisations and associations.

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Thursday, 15 November 2018

08:30- 09:15	Registration & Welcome Coffee
Co-chairs: - Giancarlo Caratti, Joint Research Centre, European Commission - Simona Vernon, Technology Park Ljubljana, Ltd.	
09:15 – 10:00	Welcome addresses / Opening speeches <i>Moderator: Peter Volasko, Ministry of Education, Science and Sport, Slovenia</i>
	Technology Park Ljubljana (Matej Cerar, deputy acting general manager)
	Consortia KTT - (Joseph Stephan Institute)
	Representatives from Slovenian Ministries (SA, DG – MIZŠ, TBD)
	TBD DG NEAR, European Commission (EA)
	TBD EUSALP Action Group 1 (Anna Giorgi, AG 1 Group Leader)
10:00 – 11:30	Trends in the development of Start-up Ecosystems <i>This session will consider the nature of start-up ecosystems and their growth and present some successful examples</i> <i>Moderator: Martin Moesler, CEO of the Science Park Graz Incubation Center, to be confirmed</i>
10:00 – 10:15	Eva Baltar and Andrea Basso: Painting the Background: presentation of a joint position paper (KI)
10:15 - 10:35	Itay Katzav, BaseCamp Israel: Presentation on successful example from BeerSheeva, TBC
	Luis Sanz, IASP (GC)
	Initiative Startup Slovenia, extended into Startup Alpe Adria Ecosystem (Matej Rus, Venture Factory – University incubator University of Maribor- TBC)
	Gordana Grkovic, Belgrade Science Technology Park (SK)
	Open Innovation Platform, Lombardy/Bavaria, EUSALP Action Group 1 (Angelo Gatto, Lombardy Region) (MIZŠ; might be moved to the 2 nd day)
11.30-12:00	Coffee Break
12:00 – 13:15	Start-ups ecosystems as a value adding tool for regional and national economies <i>This session address the question of why start-up ecosystems are important and what impact they bring</i> <i>Moderator: Ales Gnamus, DG JRC, European Commission: Smart specialisation and Start-ups (tbc)</i>
	Slovenian Enterprise fund or Ministry of Economic Development and Technology of Slovenia (Maja Tomanič Vidovič or Jernej Salecl -TPL)
	Anwar Aridi, World Bank (SK)
	Clement Brenot, OECD (EA)
	David Story, University of Sussex (EB)
	EBRD (EA)
13.15 – 14:15	Midday networking break

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14:15 – 15:30	How to build a successful start-up community? The various models <i>This session will address the question of how to create start-up communities and synergistically embed them in local ecosystems</i> Moderator: Dragan Soljan, European Investment Bank
	TBD, European Institute of Innovation and Technology (EIT)
	Anna Sobczak, Clusters as models of ecosystem support, DG GROW, European Commission (SK)
	Jernej Pintar, Technology Park Ljubljana, presentation of Start-up Ljubljana
	Paris Kokoritsikos, Thessaloniki Ecosystem (SK)
	Sofia Tech Park / Bulgarian Startup Association (SK)
15:30 – 15:50	Coffee break
15:50 – 17:00	Supporting start-ups: value-adding services and programmes Moderator: Patrick McCutcheon, DG RTD, European Commission
	TBD, Enterprise Europe Network (GC)
	Fabrizio Rovatti, AREA Incubator Factory, Trieste
	Maria Nikolau, The Foundry (Oxford University) (EA)
	Lakeside Technology Park, Austria (SK)
	Eventure, Berlin (EA)
17:00 – 17:30	Tour of TPL in Groups
17:30 – 18:00	Transfer back to the hotel by bus
20:00 – 22:00	Gala Dinner (Radisson Plaza hotel)

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08:30 – 09:00	Registration & Welcome Coffee
09:00 – 10:15	Building the investment/project pipeline: Making attractive propositions for fundraising <i>Moderator: Matej Golob, Corpo Hub</i>
	Business Angels of Slovenia (EA)
	ABC Accelerator (TPL)
	Eladio Crego Galician Innovation Agency (UL) or Maddalena Furlan....? Invited?) (KTT - UL)
	Cristoph Adametz, TU Graz (KTT- UM)
	Jakob Valvoda, Boehmert & Boehmert (KTT - FIŠ)
10:15 – 11:30	Interplay with Industry. How to attract industrial customers? <i>Moderator: Eva Baltar, Joint Research Centre</i>
	BASF (EB) JRC
	Roger Welch, Philips (EA) JRC
	Alex Marshal, GE Healthcare (EB) JRC
	InfoBip, Croatia (GC) JRC
	Wulff Petersen, (TTO.eu) (NIB)
11:30-11:45	Coffee break
11:45 – 13:15	Start-up challenges: Innovation, Growth and Internationalisation <i>Moderator: Elena Andonova, Joint Research Centre, European Commission</i>
	Shirley Jameson, Cambridge Enterprise (EB)
	Spela Stres, Jožef Stefan Institute (SK)
	Radmil Polenakovikj, Business Start-up Centre, Faculty of Mechanical Engineering, University Ss. Cyril and Methodius in Skopje
	Tatjana Kalezic, Serbia Start-up (Member of European Startup Network) and Co-Director, The Founder Institute, Belgrade (SK)
	Barbara Diehl, Helmholtz Association of German Research Centres
	AG1 EUSALP + Alp Gov POK – Platform of knowledge
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14:15 – 15:00	Towards ESOF 2020 Trieste: Building up a network of innovators in South-East Europe <i>Moderator: TBC</i>
	Speaker X (FVG – Area science Park)
	Speaker Y
	Speaker Z
15:00 – 16:00	Successful spin-out stories. Different models. <i>Moderator: Jernej Pintar</i>
	Scale(up)Alps - Interreg Alpine Space project (Umberto Bondi, Università della Svizzera italiana, Lugano, Switzerland)
	Basso Andrea (KI)
	Pierre Padilla, N-Able
	Jeff Skinner, Antonio Padlla Mender, Sauerman, Bereuter
	Presentation of Alovenian Spin-out and start-up examples (3 companies each 5 minutes)
16:00-17:30	The power of networks <i>Moderator: Sonja Šmuc; Slovenian Chamber of Commerce</i>
	Presentation of the SI-TTO consortium KTT, by a representative of the coordinator of SI-TTO consortium KTT
	Vanguard Initiative (Valentina Pinna, Lombardy Region) TBD
	Thematic S3 Platforms (Karel Herman Haegeman, Directorate B?, JRC) TBD

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	SRIP – Internationalisation (TBD)
	Autonomous University of Barcelona
	EEN - Enterprise EU Network (moved from above?) OR/AND – Scale up Intereg Alpine Space? TBD
17:30 – 17:45	Conclusion remarks