

**Supporting Potential and Existing
Research intensive SMEs
(SUPER-SME)**

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INTRODUCTION
Factors influencing innovation potential

- Cluj-Napoca is a leading university town in Romania;
- Qualified human capital, S&E graduates, especially in the ICT sector;
- Lower level of R&D public expenditure than Bucharest;
- Co-operation between foreign firms and universities;
- Lower access to national R&D funding;
- Strengths in ICT, food industry, textile and solar energy sector;

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Regional Intermediaries	
Organisation name	Sector
1. National Institute for Research & Development in Construction and Economy of Construction CLUJ-NAPOCA BRANCH (30 employees/15 dealing with intermediation)	testing and research laboratories in constructions
2. Centre for Technology Transfer and Office for Collaboration with HE Institutions and the Economic Environment Babes-Bolyai University (BABES)(12 employees/12)	awareness raising activities for enterprises and for the scientific community, coordinating and disseminating information on available S&T services for companies, IPR and assistance in accessing public funding for RTDI activities
3. Centre for Science Research, Technological Transfer and Inventions Technical University Cluj-Napoca (CCSTTI)(7 employees)	scientific and technological consultancy , technological transfer toward SME's, marketing activity for R&D in high-tech domain, enlarge technological development
4. Transylvania Bussines Centre (CAT)(11/5)	technology transfer, exploitation of RTD and innovation
5. North West Regional Development Agency (43 employees/2)	managing development funds allocated by the EU; promoting cooperation and information/competency transfer between business, science, and technology units that would contribute to developing the region; coordinating agency intra- and inter-regional partnerships as well as international relationships

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Regional Intermediaries

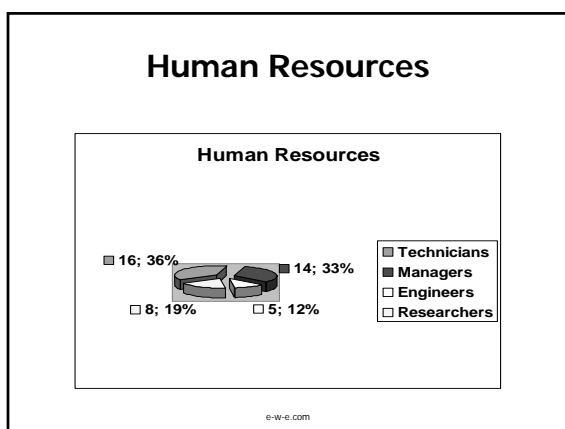
Organisation name	Sector
6. Cluj County Chamber of Commerce (CCI-CJ)	business services such as: organizing economic missions, training programs, seminars or debates, providing valuable information from its databases and detecting business opportunities.
7. National Agency for Small and Medium Sized Enterprises (ANIMMC)	improving the access of SMEs to financing, financial support of investments in equipment, new technologies and products, ensuring the access to the results of research and development activities, facilitating cross-border co-operation, promoting Romanian products to export, and developing an appropriate business infrastructure

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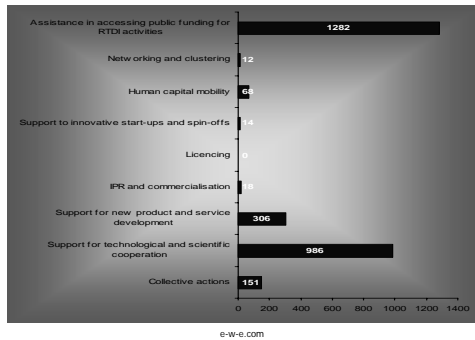
Sectors and research areas covered by S&T intermediaries

no specialisation	3	electronics	1,2	textiles	
chemistry	1,2	mechanical engineering	2	optics	1
biotechnology	1,2	informatics	1,2	logistics	
medicine	1	robotics	1,2	ICT	1,2
food processing	2	metrology	2	construction	2,4
advanced materials	2	industrial design	2	transport equipment	2
mechanics	2	wood processing		energy	1,2
nanotech	1,2	agriculture		other, please specify	2 (environmental technology) 5 regional Development

* 1 – BABES, 2- CCSTTI, 3-CAT, 4-INCERC, 5-ADR NV
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Services delivered



Best developed areas/services

■ Assistance in accessing public funding for RTDI activities.

- one of the most important service provided.
- all are active in offering assistance in accessing national/European funds.
- search for public fundings and monitoring of public tenders: approx 1000.
- RDA will act as Intermediate body for EU structural Funds Regional Programme and will offer assistance.

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Best developed areas/services

■ Support for technological and scientific cooperation

- CCSTTI, NW RDA and CAT offer services of technological audit, leader of the group is CCSTTI
- Most of the search for industrial partners is regional and national rather than international.
- CAT uses foreign experts for this kind of services: SES (Senior Experten Services) a foundation of German industry for international cooperation.
- NW RDA is offering assistance for developing business infrastructure such as industrial parks, business incubators and support the localization of companies.

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Best developed areas/services

- **Support for new products and service development.**

- NW RDA offers technical assistance for preparing feasibility studies, business plans and marketing studies for applicants.
- CCSTTI offers the whole range of services included in this subsection.
- BABES focuses on preparing feasibility studies and developing the business plan either for the product or the service.

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Undeveloped/absent areas or services

- **Licencing**

- None of the intermediaries provide this kind of services.
- It is more complex than other services and they do not have special trained employees in this field.

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Undeveloped/absent areas or services

- **Support to innovative start-ups and spin-offs.**

- NW RDA performs promotional activities for S&T and SMEs and support start-ups in region,
- CAT offers support for private financial partners for start-up/spin-off creation, but it is not one of the key activities.
- The other intermediaries don't offer any services of this kind.
- Not relevant results

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S&T System strong sides

- Applied research in chemical engineering, nanotechnology, artificial or biological nanostructures investigated with laser spectroscopy, computer assisted chemical processes, silicate technology, organic-metal chemistry
- High potential of training for future research specialists
- Applied research in physical-mechanical determinations of existent and new materials, new technologies, medical engineering, biophysics, bio-electromagnetism
- Industrial and Scientific Park in Region in Cluj, Satu-Mare, Oradea, Dej, Jibou
- research institutes in different fields(chemistry, constructions, etc.)

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S&T System weak sides

- 80% of the SMEs are non-innovative!!!
- Weak research infrastructure
- No long-life learning concept
- No SPIN-OFFs
- Weak legislation
- the transition from the fundamental research to the applied one was difficult

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