

SUPER-SME
 « Supporting Potential and Existing Research intensive SMEs »

1st interregional workshop - Thessaloniki



<http://www.e-innovation.org/supersme/index.html>

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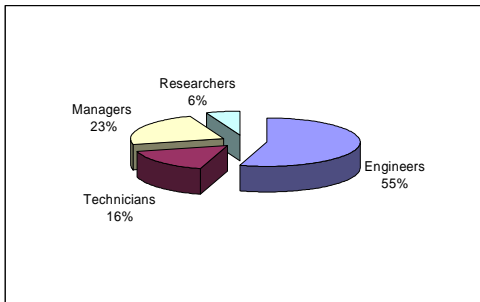
1. S&T intermediaries
 - Categories of S&T intermediaries
 - Service areas covered by interviewed intermediaries
2. SMEs panel
 - Composition of the SME panel
 - Needs of SMEs
3. Matching S&T services offer with the needs of SMEs
4. Test and comments on the methodological issues to map the cooperation within regional S&T intermediation system

1. Categories of S&T intermediaries in Lorraine

	Generic	Sectoral
Technological Technical skills, Technological competencies; Applied research		<ul style="list-style-type: none"> • CRITT Wood • CRITT Metall 2T • CRITT Jet fluide et usinage • CIRTES • PPE • APOLLOR • NANCIE • Institut de soudure
Hybrid	<ul style="list-style-type: none"> • CERES including 4 University interface & technology transfer units (UHP, INPL, University of Metz, University of Nancy 2) • 4 University interface & technology transfer units (EPST) • 2 BICs (Promotech et Synergie) • Incubateur 	<ul style="list-style-type: none"> • CLTS • Agria lorraine • CRITT TTI • JESSICA
Non technological Advices, awareness Support for cooperation	<ul style="list-style-type: none"> • Chambers of Commerce • INPI (National Institute for industrial property) • ILP- SADEPAR (public institute for financial support) 	

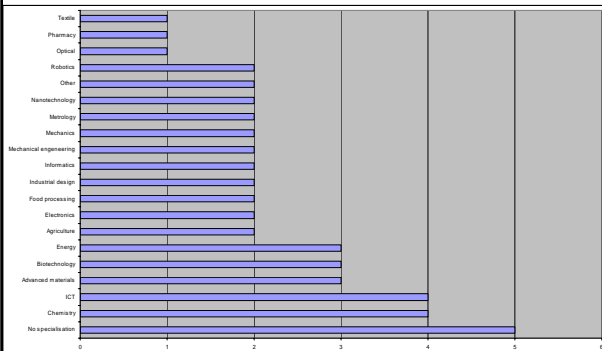
Key partners : OSEO; DRIRE; DRRT; the Regional Council of Lorraine
 To date : 14 intermediaries interviewed (red color)

Human resources of 14 interviewed intermediaries



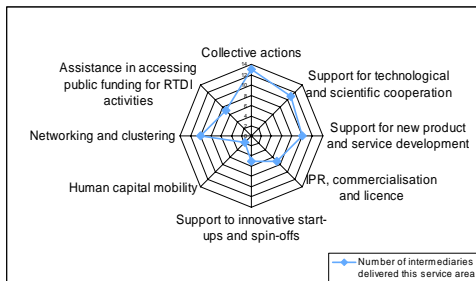
51,25 employees (full time), majority dedicated to S&T intermediation activities

Sectors of 14 interviewed intermediaries



Main sectors : chemistry; ICT; advanced materials; biotechnology, energy.

Service areas covered by interviewed intermediaries



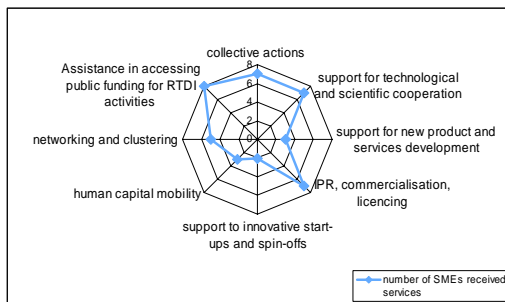
Intermediaries competencies cover the main categories of services.
 Best developed areas: collective actions; support for cooperation; support for product development; clustering.
 Core activities : Support for new product development; support to innovative start-ups
 Secondary activities :assistance in accessing public funding; collective actions; clustering; human capital mobility

2. SME panel : 12 SME interviewed

NETLOR	ICT
RMI	ICT
QUALTECH	Food safety
SEPAREX	Chemistry - biotechnology
MEUSONIC	Micro electric
VEGA-FRUIT	Food processing
SALVECO	Biotechnology
MS TECHNIQUE	Polymer : plastics engineering
ZENIUM	Electronics –electricity –specialized lightings
VISUOL-TECHLAB	Robotics – metrology - optics
FOURNIER S.A.	Mechanical engineering
ETAP	Pharmacology, cancerology and nutrition health

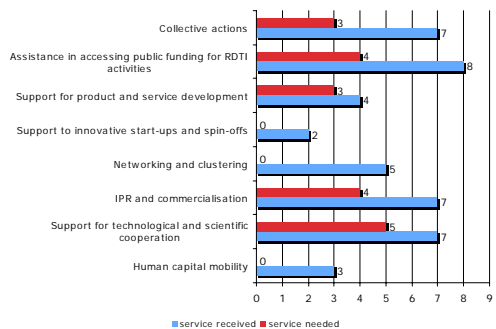
Two new SMEs involved in Lorraine SME panel
 Remark : no start-up in this panel (no available information to analysis the services dedicated to start-ups)

Services received according to 12 SMEs



4 services areas : Assistance in accessing public funding; Collective actions; Support for cooperation; IPR.

Services received / services needed by SMEs



Why SMEs have not applied for S&T intermediation services?

1. They use personal networks - No reflex to apply for regional S&T intermediation services
2. Current services are not relevant for their needs – no available services for their sectors
3. Confidentiality / afraid of idea plundering
4. Complexity of application forms
5. Do not information of services provided by regional intermediaries

3. Matching S&T services offer with the needs of SMEs

ASSISTANCE IN ACCESSING PUBLIC FUNDING	Services provided by S&T int.	Services received SME	Services needed Services should be better developed
Search for public funding	7	8	Missing : public assistance in accessing private funding public Simplification an common regional public funding system
Assistance in accessing funds from EU Framework Programmes	5	2	To difficult for SME to be involved in EU Framework project But watch for European public tenders
Assistance in accessing funds from EU structural funds	3	1	

SUPPORT COOPERATION	Services provided by S&T int.	Services received SME	Services needed Services should be better developed
Technological audit	10	1	To be improved
Search for regional – national scientific partners	6	5	•Visibility of competence laboratories • Active prospecting of university interface units towards regional SMEs
Search for international partners	3	2	
Search for regional national industrial partners	6	5	Support to be improved (but they use their personnel networks)
Search for international industrial partners	5	3	
Technical and legal support for preparing projects and agreements	6	1	Private consultancy

IPR, Commercialization, Licensing	Services provided by S&T int.	Services received SME	Services needed Services should be better developed
Initial IPR	6	7	Public services to be better developed : identification of results requiring IPR protection + advices in patents strategy
Assistance in commercialization of industrial research projects	3	0	
Assistance in depositing patents and management of patent portfolio	4	0	
Industrial partner search fro licensing	4	1	
Preparing and negotiating conventions	3	0	

SME needs : Main services should be better developed	
1. Assistance in accessing private and public funding	<ul style="list-style-type: none"> public assistance in accessing private funding (New) simplification and common application forms for public financial allocations (New) assistance in accessing EU Framework Programmes funds (project call watch; search for partners; applications form)
2. Support for development	<ul style="list-style-type: none"> coaching for developing a business plan (New) assistance in market prospects/study (export strategy) (New)
3. Support for cooperation	<ul style="list-style-type: none"> technological audit improving the visibility of research sectors of regional laboratories practice development/prospecting of university interface units towards regional SMEs (New) search for industrial and scientific partners
4. IPR and commercialization	<ul style="list-style-type: none"> advices in strategy patents
5. Collective actions	<ul style="list-style-type: none"> improving link between intermediation actors (universities, TT organizations; BICs; policy makers...) = link between actors websites - disseminating information on S&T services for SMEs workshops dedicated to SUPER-SME (innovative SMEs) (New)
6. Human capital mobility	<ul style="list-style-type: none"> use training given partly in an educational institution and partly in the workplace
5. Others	<ul style="list-style-type: none"> advices/support in organizational innovation (New)

Strong and weak points of the regional system by SMEs		
	STRONG	WEAK
Visibility of S&T services actors	identification of actors but no enough information of their respective competences	Multiplicity of actors/intermediaries + not clearly visibility of research sectors of regional laboratories/research institutes At regional level : No research laboratories (high level) in their industrial branches/sectors
System governance	Key actor: OSEO	No enough links between actors No global strategy – no clearly visibility of pilot actors
Actors and services efficacy	Reactivity	No interest to take into account the services at regional level : market territory (they seek useful services at regional, national, international level)
		To complex application forms Stronger selection of innovative projects to be subsidized

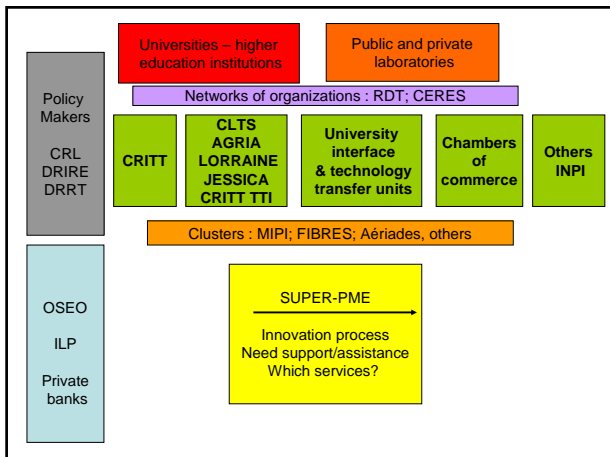
Strong and weak points of the regional system by S&T intermediaries

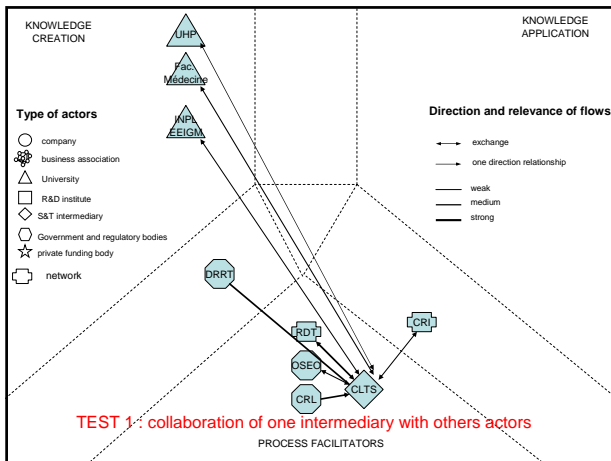
	STRONG	WEAK
Knowledge and visibility of actors	Informal exchanges	Due to fast-moving evolution of intermediaries competencies : difficulties to know the services provided by each in real time
		Missing of dynamism
Governance	RDT Network	no strategy, synergy to be optimized
Services efficacy	Number and high competences	insufficiency of performance indicators = level of quality of the services
		multiplication of S&T intermediaries without an increase in the quality level of technology transfer
		Several actors provided same services in the same field

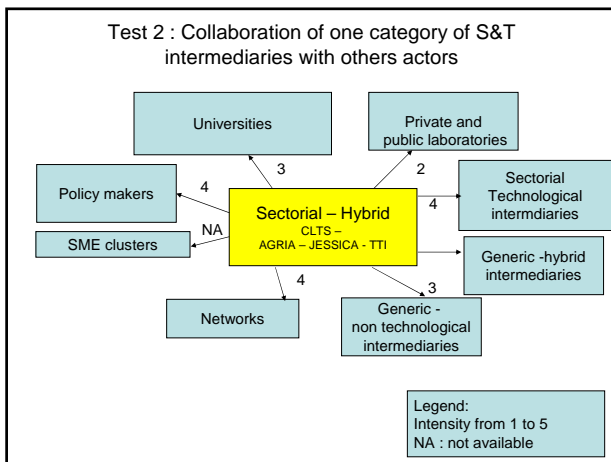
4. Test and comments on the methodological issues to map the cooperation within regional S&T intermediation system

We know each actor composing the innovation system.

We wish to map flows of information between actors because we suppose that by improving the intensity collaboration between them, we should improve the effectiveness of innovation process in SMEs.







Difficulties and comments :

- definition of each area : knowledge creation; knowledge application; process facilitators (which indicators)
- position of actors
- not relevant and available collected information in SME and S&T intermediaries to map
- what is the finality of this map/diagram?
- what is the added-value of this theoretical map for improving the innovation process in SMEs?

Thank you for your attention,
