

# Selection of S&T intermediaries and methods used to fill in the questionnaires



- Number of S&T intermediaries (all major intermediaries in Estonia) – 4
  - Enterprise Estonia
  - Institute of Technology (University of Tartu)
  - Tehnopol (Tallinn Technology Park)
  - Tartu Science Park
- One questionnaire filled in – Tartu Science Park (face-to-face interview)
  - With other intermediaries – interviews by phone

# Difficulties/questions/needs of clarification on the S&T intermediaries questionnaire



## ➤ on the questionnaires contents

*Under the question - “external expert pool (number of experts)” – row 25 – there is a question about the “% time spent on S&T intermediation”. Is it a share of expert’s time or share of intermediary’s services provided by experts or something else?*

*The third part of the questionnaire - Collaboration between intermediary and other actors in the region – includes the group C (private companies and private consortia).*

*Usually intermediaries have hundreds of private companies which could be mentioned here. Should we emphasize the necessity for the intermediary to name all of them?*

# Selection of SMEs and methods used to fill in the questionnaires



- 3 stages of SMEs selection:
  - 1) Existing internal information about research performer and technological competent SMEs
  - 2) Earlier co-operation with SMEs
  - 3) Willingness to participate in SuperSME project
  
- Six questionnaires are filled in
  
- Methods used to fill in the questionnaire
  - interviews by phone (4 SMEs)
  - questionnaires filled in independently by SMEs (2 SMEs)

# Difficulties/questions/needs of clarification on the SME questionnaire



## ➤ on the involvement of SMEs

*It is difficult for SMEs to find the time to fill in the questionnaire – delays the process.*

## ➤ on the questionnaires contents

*The classification of R&D employees may be difficult and influenced by the sector-specificity. For example: Are the programmers R&D personnel or not? Some firms may consider them as R&D personnel and some not.*

*The list of services provided in questionnaire may influence the mindset of the respondent. They sometimes forget different services they may have received if they are not explicitly listed in our questionnaire. Previous may influence the results.*

# First results (on the bases of 6 SME) I

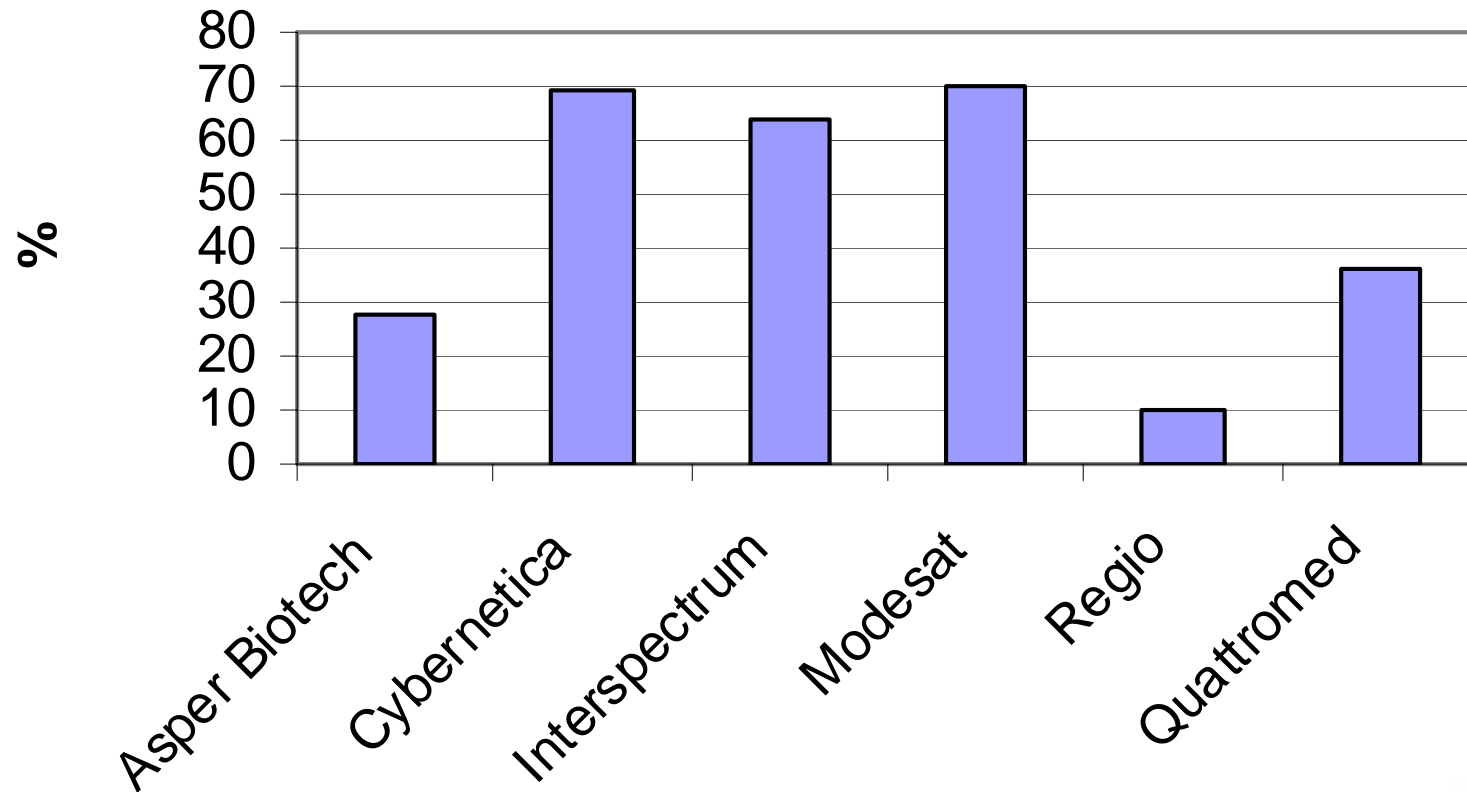


- Overview of the enterprises:
  - Asper Biotech – biotechnology; 23 employees
  - Cybernetica – ICT; 87 employees
  - Interspectrum – opto-electronics; 7 employees
  - Modesat Communications – telecom equipment; 10 employees
  - Regio – ICT; 51 employees
  - Quattromed – biotechnology, medicine; 49 employees

# First results (on the bases of 6 SME) II



## The share of R&D personnel



# First results (on the bases of 6 SME) III



- 5 enterprises have used public national funds (Enterprise Estonia) to fund their R&D activities
- 2 enterprises have used public EU funds to fund their R&D activities
- IPR services are considered more important by biotech SMEs
- Services/activities linked with patents and licencing are important areas for 4 enterprises. Sofar the SMEs have used private companies and have bought in the services or have done by themselves.
  - In intermediaries there are not enough competencies to supply these kind of services to a nich enterprises in small country.
  - At the same time SMEs do not have enough resources to employ a person who would be engaged only in patenting or licencing.

# First results (on the bases of 6 SME) IV



- Services in the area of start-ups and spin-offs are not important for these enterprises.
- 3 enterprises allow the students of the universities to work in their companies as practicants
- In general the employees are found through personal contacts
- There is demand for highly skilled management personnel (with experience and connections)
- The small size of the country is advantage and disadvantage at the same time
  - It is easy to get a information about services and funding
  - There is not enough competencies to be engaged in very specific areas (for example patents in biotech)