

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



- number of S&T intermediaries selected (specialist or/and general intermediaries)
23 organizations selected (members of RDT Lorraine – regional technology network)
 - 6 general intermediaries (4 Chambers of Commerce + 2 BICs)
 - 13 specialists (technology transfer organizations)
 - 4 university interface & technology transfer units

- methods used to fill the questionnaire
 - collective presentation of the SUPER-SME objectives (June 2006)
 - questionnaire by email (July 2006)
 - phone conversation with each intermediary (September)

- **to date : 8 intermediaries' questionnaires filled** (with completed data)

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



➤ on the selection of intermediaries

- global regional intermediation system (consequently, a significant number of organism, even if we focus on S&T intermediaries)

➤ on the involvement of intermediaries (objective for Regional Council of Lorraine)

- qualitative and quantitative analysis of their activities

➤ on the questionnaires contents

- on “service areas covered by the intermediary” : services too much detailed
Most of them don't have detailed management system which allows to follow-up the provided services

- Missing : quantitative indicators

e.g. financial evolution of turnover/budget over 2004-2005-2006

e.g. evolution of financial public/private funding over 2004-2005-2006

e.g. evolution of number services delivered over 2004-2005-2006

Selection of SMEs and methods used to fill in the questionnaires



➤ how and why did you selected your SMEs (business panel)?

10 SMEs selected

- research performer SMEs
- most of them have received intermediation services from regional intermediaries

➤ methods used to fill the questionnaire (face-to-face interviews, by phone, meetings...)

- face-to-face interviews (planned first week of October 2006)

First results (S&T intermediaries questionnaires)

No quantitative results, as we don't have the all S&T questionnaires filled.

Positive points	Negative points
<ul style="list-style-type: none"> • quality level of the intermediation system (high competence level) • regional network (RDT network) is a force (meetings – common problematic between technology transfer organizations), but synergies to be developed 	<ul style="list-style-type: none"> • no clearly visibility of provided services for the SMEs and also between members of RDT network • multiplication of S&T intermediaries during the last years, without an increase in the quality level of technology transfer • no global strategy • consequently : this system with multiple actors has a unjustified costs.