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 Supporting Potential and Existing Research intensive SMEs

**SUPER-SME PROJECT**
  
**Pilot Action Plan**
  
**FUNDITEC**





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**Executive summary**

<b>Main objective</b>	Transfer technology unit
<b>Main activities</b>	<ul style="list-style-type: none"> <li>- follow-up of the technological novelties</li> <li>- evaluation of emergent technologies</li> <li>- Knowledge of the business reality</li> <li>- Analysis of the market tendencies</li> <li>- Methodologies for valuing technologies</li> <li>- Prototype</li> <li>- Business plan definition</li> </ul>
<b>Expected results and outcomes</b>	Global service of technology transfer and valorisation of technologies, knowledge market place with the capacity of transfer new technologies, multiplier effect promoting innovation as a key for be competitive, getting more funds for high technology risk projects and business dynamization
<b>Direct and indirect beneficiaries</b>	SME's, universities, Technology parks, Technology centres, and other private or public actors.
<b>Implementing organisation</b>	Leitat Technology Centre and Barcelona Chamber of Commerce
<b>Partner(s)</b>	No more partners
<b>Duration</b>	For the pilot project plan only 1 year
<b>Estimated budget</b>	For 2008, 321,000 euros

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**PROBLEM IDENTIFICATION**

	Strong points		Weak points	
	S&T intermediaries	SMEs	S&T intermediaries	SMEs
<i>S&amp;T intermediation capabilities (budget, human resources etc.)</i>	<ul style="list-style-type: none"> <li>- growing specialization</li> <li>- growing budgetary dedication</li> <li>- internal training to technicians</li> <li>- increasing private and external funding</li> </ul>	<ul style="list-style-type: none"> <li>- professional service</li> <li>- clear definition of objectives</li> <li>- well trained experts and technicians</li> </ul>	<ul style="list-style-type: none"> <li>- need of higher external training</li> <li>- need of major dedication to S&amp;T in budgetary terms</li> <li>- need to simplify procedures</li> </ul>	<ul style="list-style-type: none"> <li>- lack of internal departments</li> <li>- low budgetary dedication</li> <li>- need of external training</li> <li>- need of integrating university-business</li> </ul>
<i>Service areas and services delivered</i>	<ul style="list-style-type: none"> <li>- wide range of activities</li> <li>- good quality of services in general</li> <li>- growing specialization in areas</li> </ul>	<ul style="list-style-type: none"> <li>- good quality of services offered</li> <li>- successful participations on programs and projects</li> <li>- successful rate of innovation measures when implemented</li> </ul>	<ul style="list-style-type: none"> <li>- need to specialize better on some fields</li> <li>- need to fill the gaps on the offer of some services and areas</li> <li>- need to disseminate better the offer through better channels</li> </ul>	<ul style="list-style-type: none"> <li>- overcrowded number of services and actors</li> <li>- bureaucracy</li> <li>- lack of time</li> <li>- lack of resources</li> </ul>
<i>Connections between different organisations in the system</i>	<ul style="list-style-type: none"> <li>- effort in networking</li> <li>- growing importance of integrated approach</li> <li>- research-business interaction</li> </ul>	<ul style="list-style-type: none"> <li>- good coordination of some actors</li> <li>- good follow-up of initiatives and measures</li> <li>- increasing interaction</li> </ul>	<ul style="list-style-type: none"> <li>- need to simplify structures of support</li> <li>- increase competences in between actors</li> <li>- towards better effectiveness</li> <li>- help quality debates</li> </ul>	<ul style="list-style-type: none"> <li>- too many actors on the field</li> <li>- role of university</li> <li>- difficulty to understand some measures and competences</li> </ul>

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REGIONS OF KNOWLEDGE **2**

## BASIC RESULTS S&T INTERMEDIARIES

→ Main services focused in Collective Actions (1435 actions). Specially in awareness raising activities

→ Support for techno and scientific cooperation (453 actions) and assistance in accessing public funding (351)

→ Almost inexistent focus on human capital mobility and licensing

Service	Percentage
Collective actions	52%
Support for technological and scientific cooperation	16%
Support for new product and service development	9%
IPR and commercialization	4%
Licensing	4%
Support for innovative start-ups and spin-offs	3%
Human capital mobility	2.5%
Networking and clustering	0.5%
Assistance in accessing public fundings for RDTI	0.5%

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REGIONS OF KNOWLEDGE **2**

## BASIC RESULTS S&T INTERMEDIARIES

### Best Developed Areas

➤ **Collective Actions**, and inside it, the service 'Awareness raising activities for enterprises' is by far the most developed and applied service of all the ones offered by the 5 institutions. Also important is the service of 'Technology Watch' and 'Collecting and disseminating information on relevant existing technologies', specially for CIDEM and Bosch and Gimpera Foundation.

➤ **Support for technological and scientific cooperation** is in the second place of relevance, though just one of the interviewed organisations develops activities in all the five services selected. So, it is quite common for the intermediaries interviewed to offer services of 'Technological Audit' and 'Technical and Legal support for preparing projects and agreements related to S&T collaboration', but just one of the intermediaries (UdGOITT) works on the rest of the services of the area and not in a large scale.

➤ **Assistance in accessing public funding for RDTI activities** is also a very important area of activity for three of the partners (CIDEM, UdGOITT and Knowledge Society Area). They offer a high number of support on the three services, being 'Search for public funding and monitoring public tenders' their main focus of activity. On the other hand we find Bosch and Gimpera Foundation and Terrassa Trade Chamber, with absolutely no implication on the area.

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REGIONS OF KNOWLEDGE **2**

## BASIC RESULTS OF S&T INTERMEDIARIES

### Less Developed Areas

➤ **IPR and Commercialisation** Just offered by Terrassa Trade Chamber and Bosch and Gimpera Foundation. CIDEM couldn't give us any information about this area during the interview. Obviously, we detected a lack of development of this area in Catalonia though we have to say there are institutions working on this area out of our panel of intermediaries: such as Barcelona Activa, the local economic development agency of the City Council of Barcelona that we've tried unsuccessfully to include on this study.

➤ **Human capital mobility**. Definitely the less developed area, only applied by Terrassa Trade Chamber (just on the service of 'Placement schemes between research and industry) and UdGOITT (on the other two services: 'Search for high specialised R+D personnel' and 'Search for highly specialised management personnel'). Existence of national Spanish programmes.

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REGIONS OF KNOWLEDGE **2**

**OPINIONS EXPRESSED BY SMES**

STRENGTHS	WEAKNESSES
<ul style="list-style-type: none"> <li>→ High level of professionalization</li> <li>→ Big range of services offered</li> <li>→ High level of coordination in between actors of the system</li> <li>→ Growing specialization of actors</li> <li>→ Strong model of management the support of SMEs</li> <li>→ High political compromise to increase system of support to SMEs</li> </ul>	<ul style="list-style-type: none"> <li>→ Too many actors involved</li> <li>→ Lack of infrastructures (basic and specialized)</li> <li>→ Not enough tailor made services for specific needs</li> <li>→ Lack of support for a mentality change</li> <li>→ Too much bureaucracy</li> <li>→ Exigent model in terms of resources and time</li> </ul>

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REGIONS OF KNOWLEDGE **2**

**PILOT ACTION SPECIFICATION**

- **Main objective** is to promote a Catalan technology market fostering:

- Valorisation
- Commercialization of R+D

-**How?**  
 Creating an organisation focussed to valorisation and transfer of technology, With global market orientation, fostering the relations between the main innovation actors.

The proposed methodology is **benchmarking** in order to detect emergent technologies.  
 A management tool through which a plan for evaluation, measurement, and improvement is implemented.

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**MARKET INTELLIGENCE**

-Market intelligence is in relation with the strategic analysis of the new scientific and technological novelty (offer) and the business environment and reality (demand).

This matching will cover the following areas:

- follow-up of the technological novelties
- evaluation of emergent technologies
- Knowledge of the business reality
- Analysis of the market tendencies
- Methodologies for valuing technologies
- Prototype
- Business plan definition

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## IMPLEMENTATION BODIES

The implementation bodies are going to be: Leitat Technological Centre and Barcelona Chamber of Commerce.

- **Barcelona Chamber of Commerce** is one of the most representative institutions of Catalonia. It plays a dynamic role in helping companies to start ups, develop, internationalise and innovate. Its activities are focused on prospecting and activating the economic and business sector, supporting national and international companies, offer products and services to companies and a global aim to contribute in the expansion of the economical and entrepreneurial axis of the region supporting SMEs mainly.
- **LEITAT Technological Centre**, located at Terrassa and member of the Generalitat Network of Techno Centres (XCT). Though it started as a textile specialized centre, offering its services to the local companies, at the moment has diversified its fields of activity and its geographical impact, working with companies all over Spain and Europe. At the moment, LEITAT offers a wide range of activities like: R<sup>+</sup>D projects, consultancy, training, testing...

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## MONITORING AND EVALUATION SYSTEM

The indicators pre-defined for evaluating the project are:

- Number of staff members with increased capacity (awareness / knowledge / skills) resulting from the exchange of experience at interregional events.
- Number of regional/local policies and instruments addressed in the field tackled by the project
- Average number of visits per month on operation's website
- Number of collaborations with universities
- Number of collaborations with technology centres
- Number of collaborations with SMEs
- Number of business plans generated
- Number of novelties
- Number of prototypes
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## DETAILED ACTION PLAN

Activity	2008												Implementation body
	1	2	3	4	5	6	7	8	9	10	11	12	
Management activities													Leitat & Barcelona Chamber of Commerce
Start-up of the project													Leitat & Barcelona Chamber of Commerce
Services preparation													Leitat & Barcelona Chamber of Commerce
Promotional activities													Leitat & Barcelona Chamber of Commerce

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