



**“Supporting Potential and Existing  
Research intensive SMEs”**

**Study visit and appraisal meeting**

**Thessaloniki – 17&18<sup>th</sup> May 2007**

**URENIO Research Unit**

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**17<sup>th</sup> May 2007 (Spin-Offs & IPR)**

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**09.30 Pick-up from Makedonia Palace Hotel**

**09.50 Welcome note - SUPER-SME project progress**  
*Prof. Nicos Komninios*

**10.00 S&T environment in north Greece**  
*Mr. Isidoros Passas & Nikolas Gountaras*

*10.30 Coffee Break*

**10.40 Introduction of Esthonian S&T environment, Spin-off policy**  
*Mrs. Dorel Tamm*

**11.00 IPR policy in Esthonia**  
*Baltic Innovation Agency*

**11.20 IPR framework and management**  
*Mrs. Effimia Panagiotidou*

**12.00 Visit to Association of ICT Companies in Northern Greece**

**12.15 Case Study: SEPVE: The role of ICT cluster in the creation of spin-offs**  
*Mr. Spiros Ignatiadis (Director of SEPVE)*

*13.00 Lunch break and return to URENIO premises*

**14.30 Virtual Research Centre – Valorisation of IPR**  
*Mr. Panayiotis Tsarhopoulos (URENIO Research Unit)*

**15.00 A case of IPR exploitation: The regional pole of Central Macedonia**  
*URENIO Research Unit*

**15.30 Round table discussion and first day review**

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*20.30 Pick-up from Makedonia Palace Hotel for Dinner*

## 18<sup>th</sup> May 2007 (Spin-Offs & IPR)

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- 09.45** Pick-up from Makedonia Palace hotel
- 10.15** Case Study: The Spin-off roadmap  
*URENIO Research Unit*
- 10.45* Coffee break
- 11.15** Visit and introduction to Centre for Research and Technology of Thessaloniki  
*Mr. Kostas Tramantzas (Director of CERTH)*
- 11.30** Case study: “SEED-Reg” project: Financing of new innovative start-ups  
*Mrs. Katerina Papadopoulou (SEED-Reg Project Manager)*
- 12.15* Lunch break
- 13.20** Visit to Atlantis Consulting SA.
- 13.30** Case studies projects: “Gate2start” and “I-Techpartner” regarding start-ups  
*Mr. Aggelos Maglis (Director of Atlantis Consulting)*
- 14.15** Questions and Discussion
- 14.30** Return to URENIO premises
- Brainstorming session between participants
  - Preparatory study visit report
- 15.30** Review and end of Thessaloniki study visit