



*"Supporting Potential and Existing Research intensive SMEs"*

## Study Visit

Intellectual Property Rights (IPR) & Spin-Offs



Thessaloniki  
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## S&T environment in Northern Greece

*Nikolas Gountaras & Isidoros Passas*





## Actors as S&T Intermediaries

- Universities (AUTH, UOM, DUTH, UoWM )
- Technological Education Institutes
- Research Centres - Institutes
- Technological Parks
- Centres for Business and Cultural Development
- Business Innovation Centres
- Innovation Relay Centres

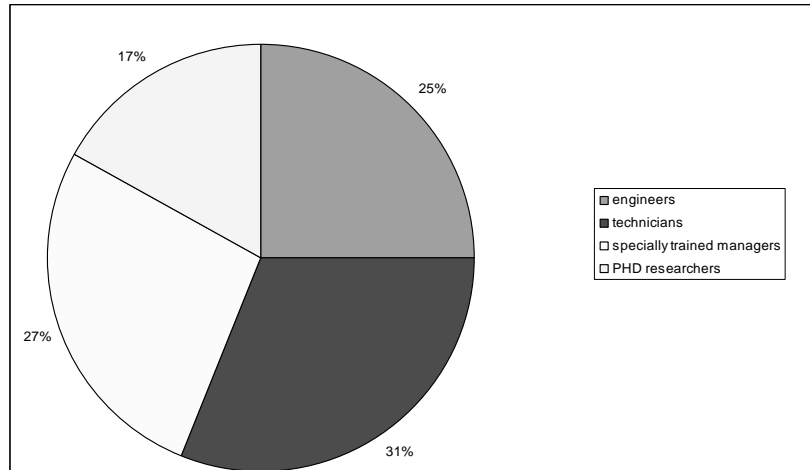


## Status of S&T Intermediaries

Name of the Organisation	Abbreviation	General Profile	Legal Status	Territory Served
Association of Information Technology Companies of Northern Greece	SEPVE	Association	Non Profit - non Governmental	Northern Greece
Research Committee - Aristotle University of Thessaloniki	RC-AUTH	University interface and technology transfer (TT) unit	Legal Entity of Public Interest	Greece
Research Committee - University of Western Macedonia	RC-UoWM	University interface and technology transfer (TT) unit	Legal Entity of Public Interest	Western Macedonia
Liaison Office of the Democritus University of Thrace	Liaison Office DUTH	University interface and technology transfer (TT) unit	(Research Committee of DUTH -Legal Entity of Public Interest)	Northern Greece
Thessaloniki Technology Park Management & Development Corporation	MDC/TTP	Technology transfer organisation	S.A	Northern Greece
West Macedonia Development Company	ANKO	Non-technological intermediary	S.A.	Western Macedonia
South - East European Research Centre	SEERC	Research centre interface	Not-for-profit	South Eastern Europe



## Human Resources in S&T intermediaries



## Categories of S&T Intermediaries

	Generic	Sectoral
Technological		SEPVE
Non-Technological	RC-AUTH RC-UoWM Liaison Office of DUTH ANKO	
Hybrid	MDC/TTP SEERC	

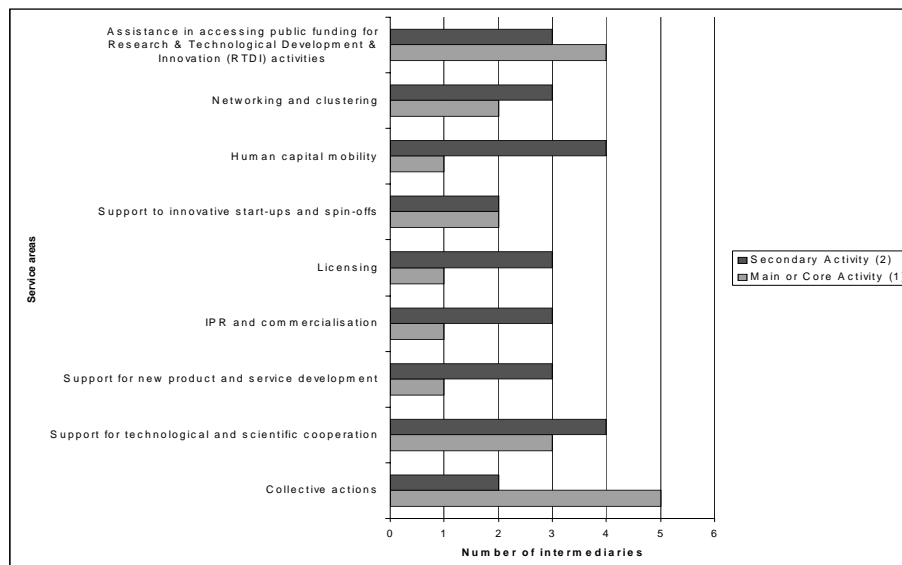


## Fields covered by the S&T Intermediaries

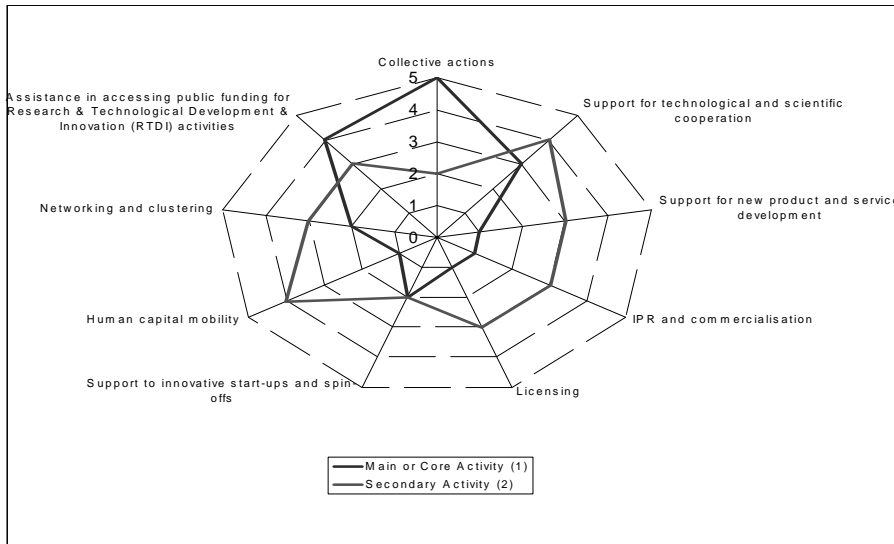
		Main or Core Activity (1)	Secondary Activity (2)
2.1.	Collective actions	5 (997)	2 (36)
2.2.	Support for technological and scientific cooperation	3 (255)	4 (59)
2.3.	Support for new product and service development	1 (30)	3 (93)
2.4.	IPR and commercialisation	1 (6)	3 (33)
2.5.	Licensing	1 (50)	3 (22)
2.6.	Support to innovative start-ups and spin-offs	2 (385)	2 (23)
2.7.	Human capital mobility	1 (3)	4 (5)
2.8.	Networking and clustering	2 (5)	3 (3)
2.9.	Assistance in accessing public funding for Research & Technological Development & Innovation (RTDI) activities	4 (739)	3(10)



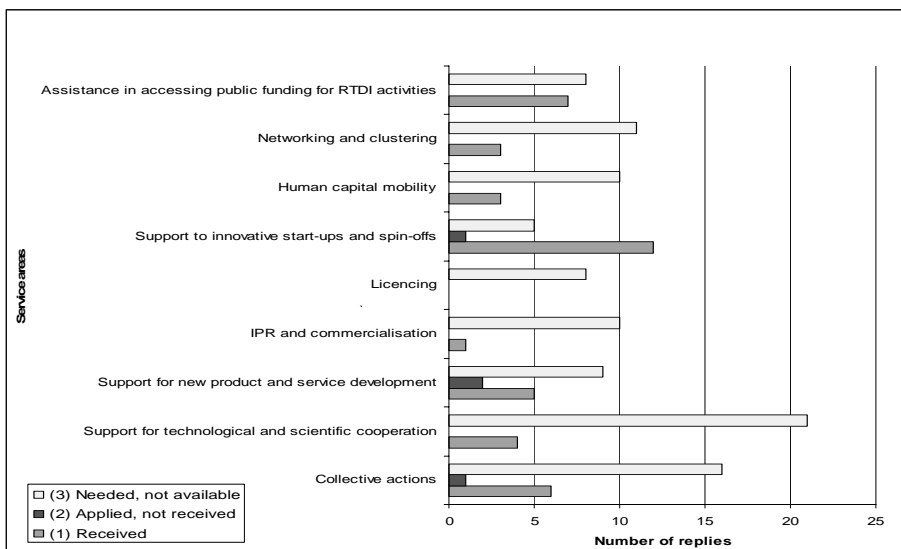
## Activities of S&T Intermediaries



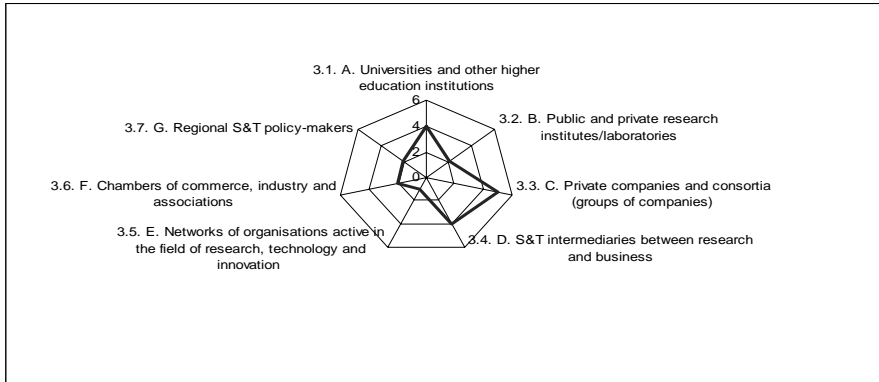
## Comparison of primary and secondary activities of intermediaries



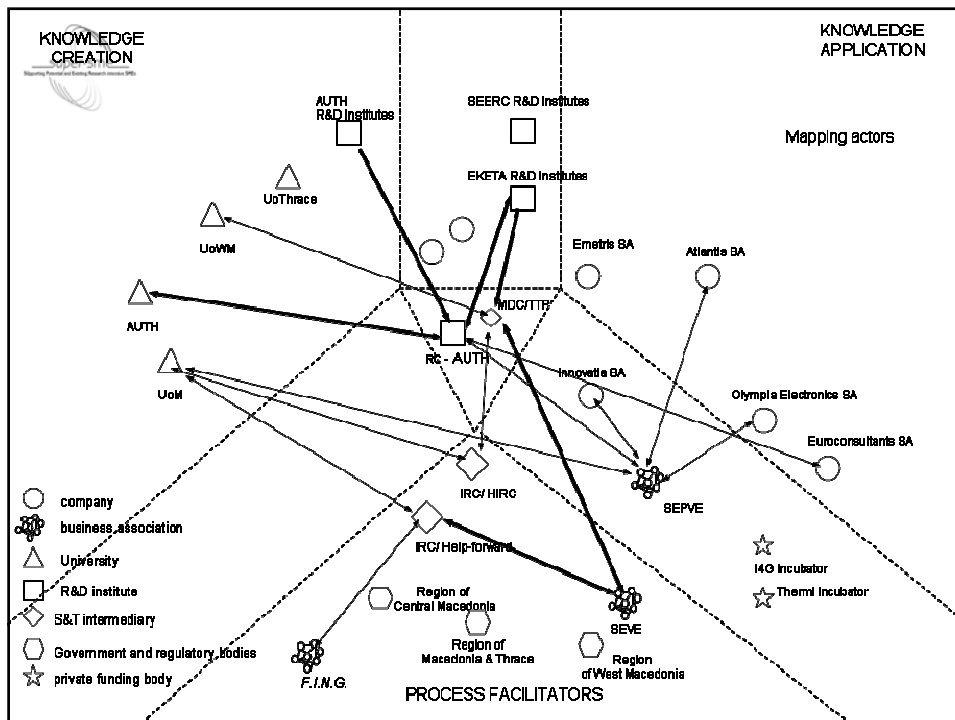
## Matching S&T Services Offer with the Needs of SMEs



# Main cooperation pattern according to SMEs



- 5 - **very strong link** - regular partner in most of S&T related projects (joint projects with shared budget etc.),
- 4 - **strong link** - partner in several projects (took part in some schemes, regular exchange of information etc.),
- 3 - **weak link** - expressed interest in participation / cooperation in concrete schemes, but so far has never been a partner,
- 2 - **potential link** - expressed general interest and has potential to cooperate, but never placed an application or a concrete request,
- 1 - **no link** - never was in touch and does not have a need to participate in/cooperate our schemes





## General Assessment of the S&T Intermediation System in North Greece

- The S&T Intermediation system
  - The potential and capacity of the case-study region is high. The knowledge creation actors are lately rather active. The industry and service business side are of high importance and value. However there are identified gaps in motivation and matching methods.
- The intermediaries
  - They appear willing to facilitate the matching between knowledge creation actors and the SMEs. Due to different factors they focus mainly on “soft actions’ rather than “pin pointed” actions.
- Demand side for S&T intermediation services
  - SMEs appear to be more mature than they used be. They recognize the need of dissemination of the R&D results and knowledge. They seem to be though rather introvert to look for the required services outside their business environment (e.g. consultants).