

Macro-Regional Innovation Week
Trieste, Italy
26-30 SEPTEMBER 2016

*How to involve SME's and academic labs
together in the innovation process ?*

Dr Ir Michel Morant

Head of Interface Entreprises, University of Liege

President of LIEU, Belgian KTO Network

Vice-President ASTP-Proton

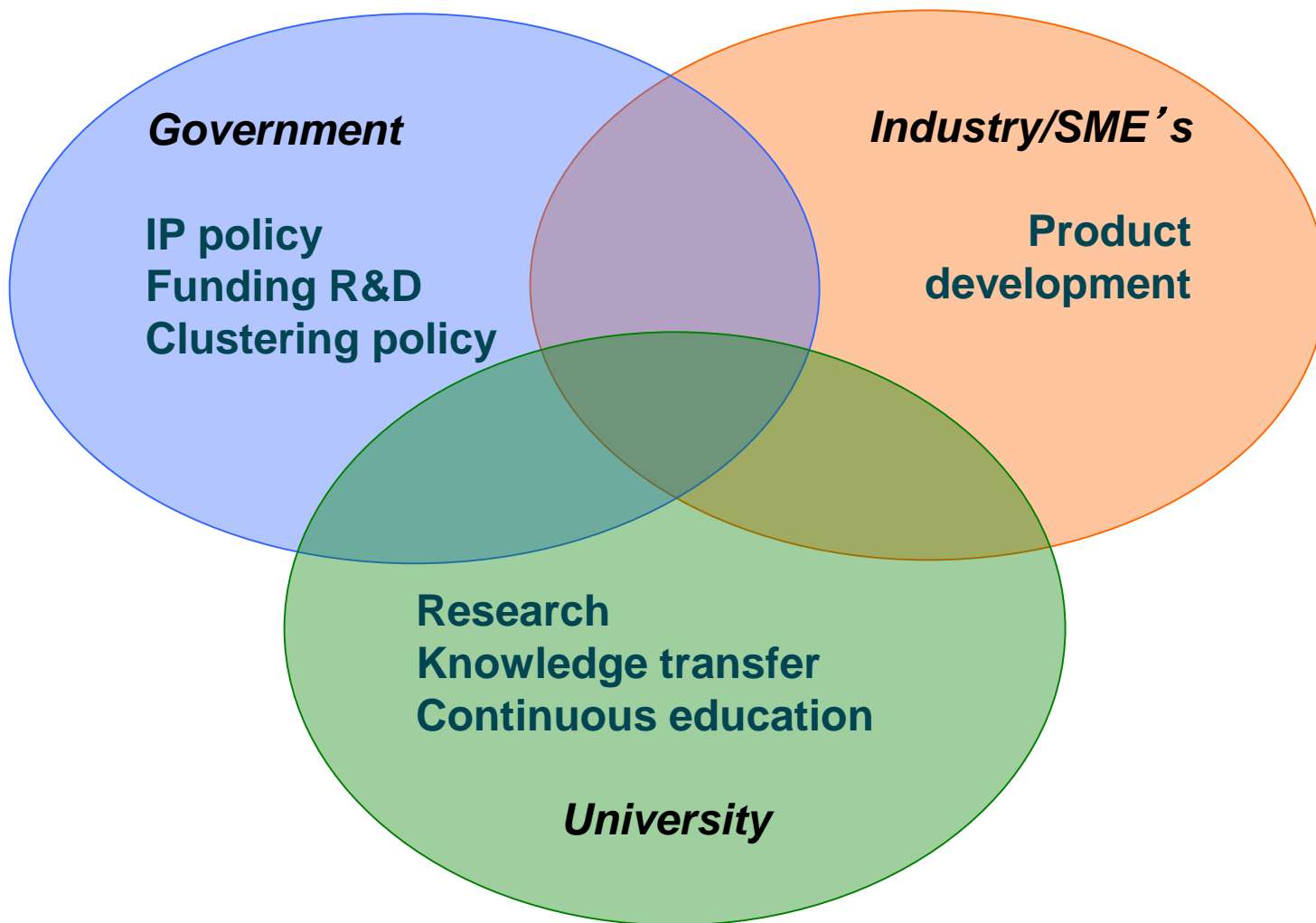


What are the difficulties ?

Approach	SMEs	Academia
Time Frame	<p>Face short term challenges</p> <p>Market driven</p> <p>Focused on delays</p>	<p>Prefer long term projects</p> <p>Excellence driven</p> <p>Academic agenda</p>
Lack of innovation culture	<p>Management of innovation projects</p> <p>Setting priorities</p> <p>Confidentiality</p>	<p>Stress for publishing</p> <p>Less patent culture</p> <p>Trend for sharing results</p>
The funding chain	<p>Banks fund TRL 8-9</p> <p>(Seed)-Capital funds TRL 5-7</p>	<p>Research funds TRL 1-2</p> <p>Applied research funds TRL 3-4</p> <p>POC funds TRL 4-5-6</p>

A global approach is requested :

The Triple Helix system (H. Etzkowitz)



What should be ensured to go through the innovation process ?

- Ensuring an appropriate support on the innovation chain with appropriate funding (according state aid rules) along the TRL chain
- Excellence of all actors of the eco-system : reasearch labs, innovation centers, technical center, IP awareness, seed funding, entrepreneurship centers, fab labs, incubators, creativity centers, design centers
- Coaching and continuous education system for SMEs, to help them for managing innovation projects, setting priorities, managing IP, assessing the market, building business plans, entering in EU projects, exporting products, managing regulatory affairs, ..
- Clustering policy : bringing actors together
- Pulling SMEs upwards by involving them in large projects lead by larger industries (H2020, competitiveness poles, ...), being involved in EU networks, in local networks

Who is responsible for that ?

- The Government should :

- set an appropriate and coherent public funding system to cover whole the innovation chain
- initiate the rise of coherent ecosystems, including facilities or services to help or assist enterprises in the innovation process (infrastructures, clustering policy, cooperative research projects, investment, ...)

- The Universities should :

- open the labs to SMEs, give access to competencies and infrastructures
- learn to work with SMEs, understand the challenge of the company
- manage these projects according some industrial rules (IP, R&D management, timing, budget, QA, TT companies, ...)

- The SMEs should :

- learn to carry on innovation projects (Project management, IP, ...), in an international context, with multi task partnering
- Accept to be supported by public entities, or public money, in order to boost or accelerate the innovation process

Some references in EU to help SMEs'...

- EU/Cordis website
- EBN and EU/BIC : European Business and Innovation
- ASPT-Proton : for Knowledge Transfer Offices
- IASP : Science Parks Association
- NCP : national Contact Points of EU
- EVCA : Venture capitalists funds

A zoom on an eco-system : Wallonia

- Competitiveness poles (BioWin, LIW, Mecatech, Greenwin, Wagrallim, Skywin) : Large industries, SMEs, research centers and universities are partners in research projects in a H2020 similar funding system
- Creative District of Europe : Creative Wallonia, Liege creative
- AEI : integrated Agence for Entreprise and Innovation, with services for innovation (Innovatech), IP (Picarré),
- Pre-seed, seed, growth capital facilities (Spinventure, Meusinvest, Sowalfin, SRIW)
- Clusters of SMEs (Twist, Tweed, Ecoconstruction, ...)
- Entrepreneurship programs, fab labs, living labs, incubators (WSL, WBC, Leansquare, Wells, ...)
- LIEU and KTOs for opening labs and maturing new technologies to be transferred in the market, including EBN and EU/BIC : European Business and Innovation

Thank you for your attention

www.astp-proton.eu

www.reaseaulieu.be

www.interface.ulg.ac.be