

**Interreg
Europe**



Co-funded by
the European Union

Building thriving innovation ecosystems through university-industry collaboration



Skopje, North Macedonia

19 November 2024

Capacity-building event

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**Interreg
Europe**



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the European Union



Nicolas Singer
Head of Unit - Projects &
Platform
Interreg Europe



Elena Ferrario
Senior Thematic Manager
Policy Learning Platform

Welcome!



Marc Pattinson
Thematic Expert –
Smarter Europe
Policy Learning Platform



Arnault Morisson
Thematic Expert –
Smarter Europe
Policy Learning Platform



Vladimir Sestovic
Communication and
Partnerships Expert
Policy Learning Platform

A stylized sunburst graphic with a central yellow circle and eight yellow rays extending outwards, set against a red background. The text is centered over this graphic.

Jasmina
Majstoroska,
Ministry of Economy,
North Macedonia

The agenda – **11:15-12:30**

The good ingredients – part I: governance and funding for university industry collaboration



Ivan Popov

Executive Director, Executive Agency
“programme education”, Ministry of Education
and Science, Bulgaria.



Balázs Barta

Founder, managing director – am-LAB,
Hungary – SKALE2CT project



The agenda – **14:00-15:15**

The good ingredients – part II: placed-based policies, innovation vouchers and competitions for university-industry collaboration



Zdeněk Hušek

Ústí Region, Czech Republic – RATIO project



Nicola Doppio

Open Innovation Officer at HIT - Hub
Innovazione Trentino, Trento, Italy



The agenda – 15:45-17:00

Policy Design



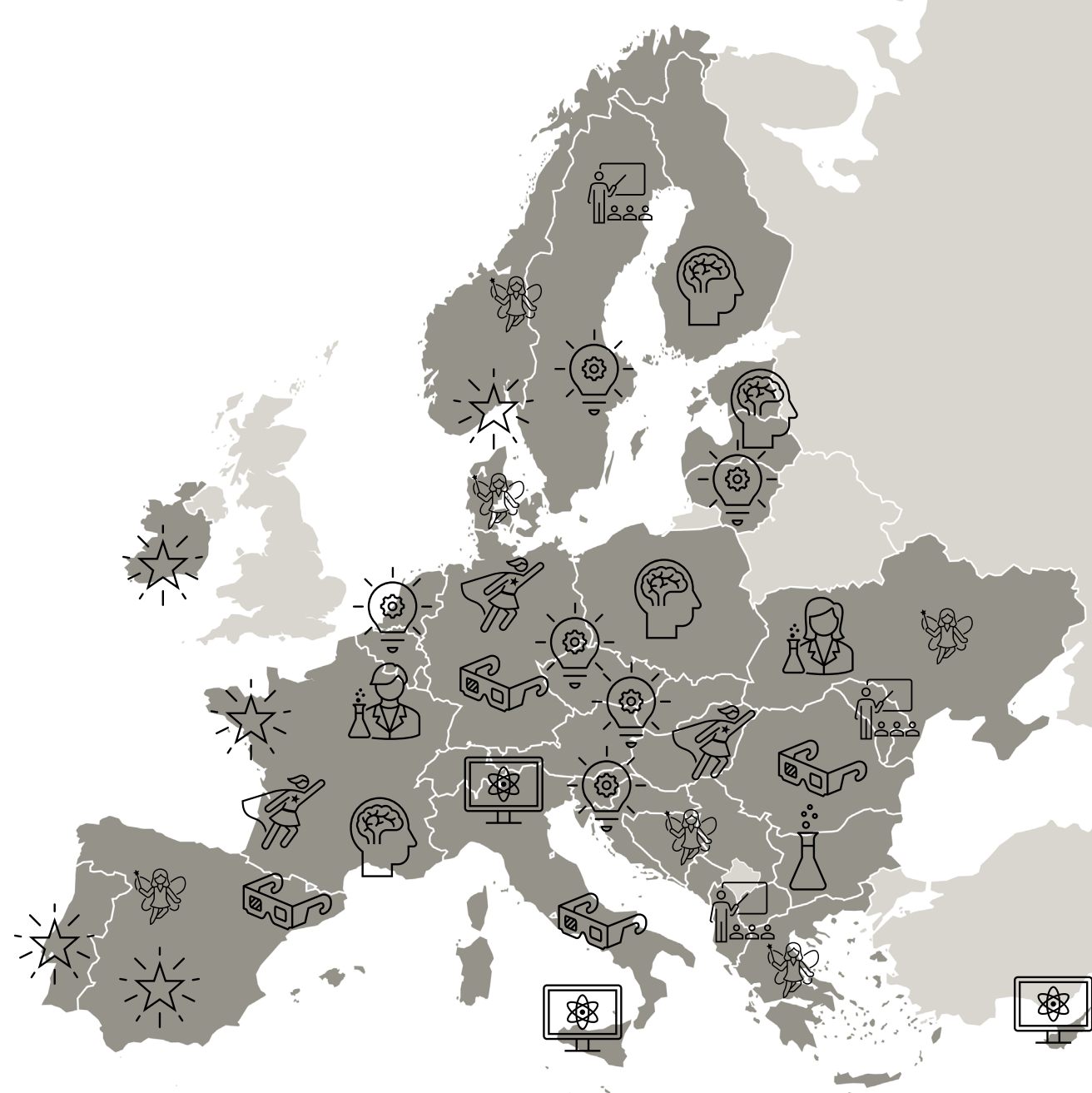
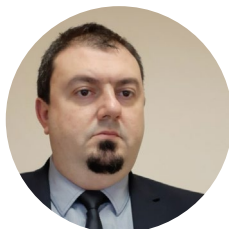
Marc Pattinson
Thematic Expert – Smarter Europe
Policy Learning Platform

Innovation vouchers



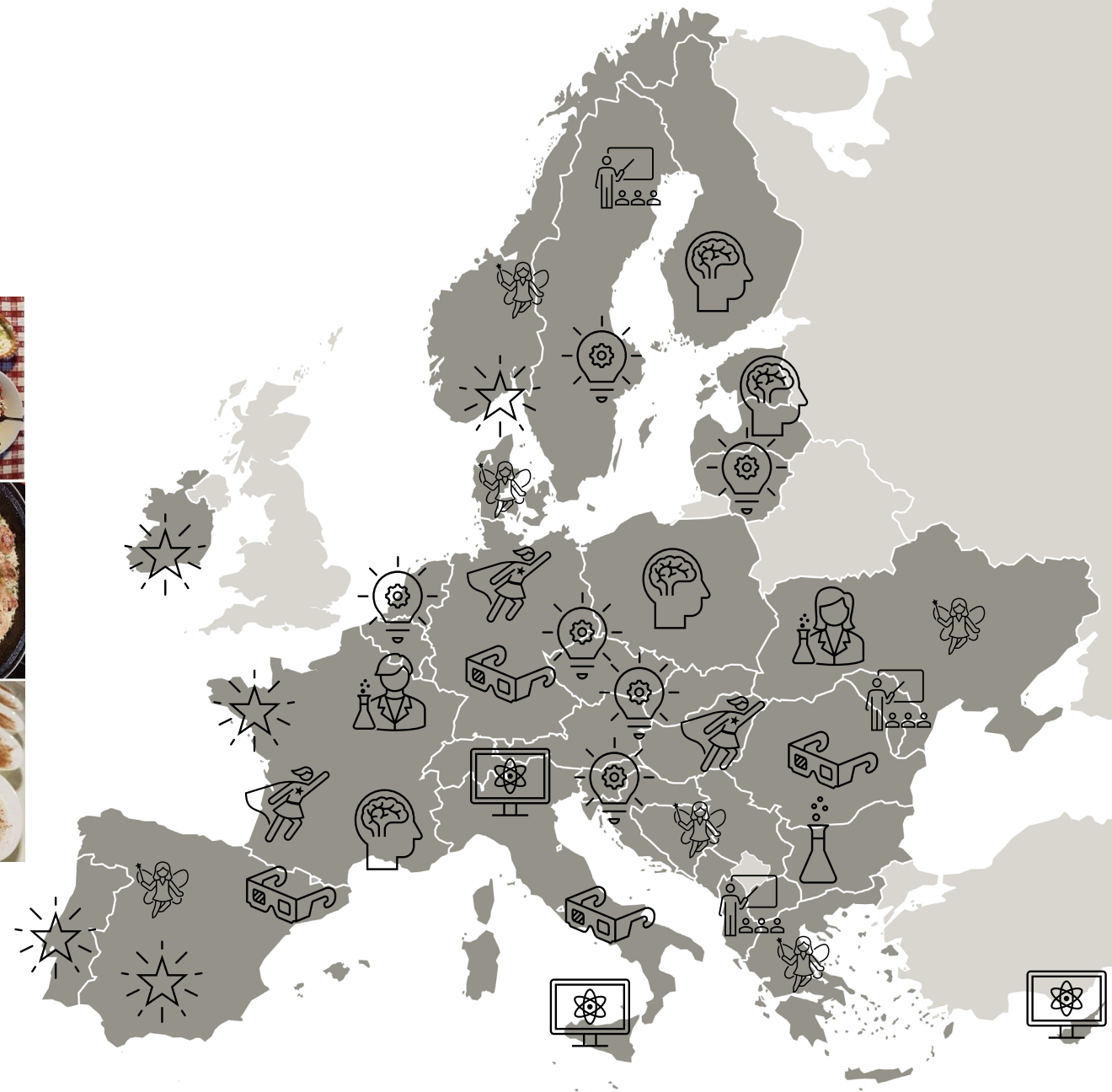
Arnault Morisson
Thematic Expert – Smarter Europe
Policy Learning Platform

Hackathons



The agenda – **17:30- 19:00**

Networking cocktails



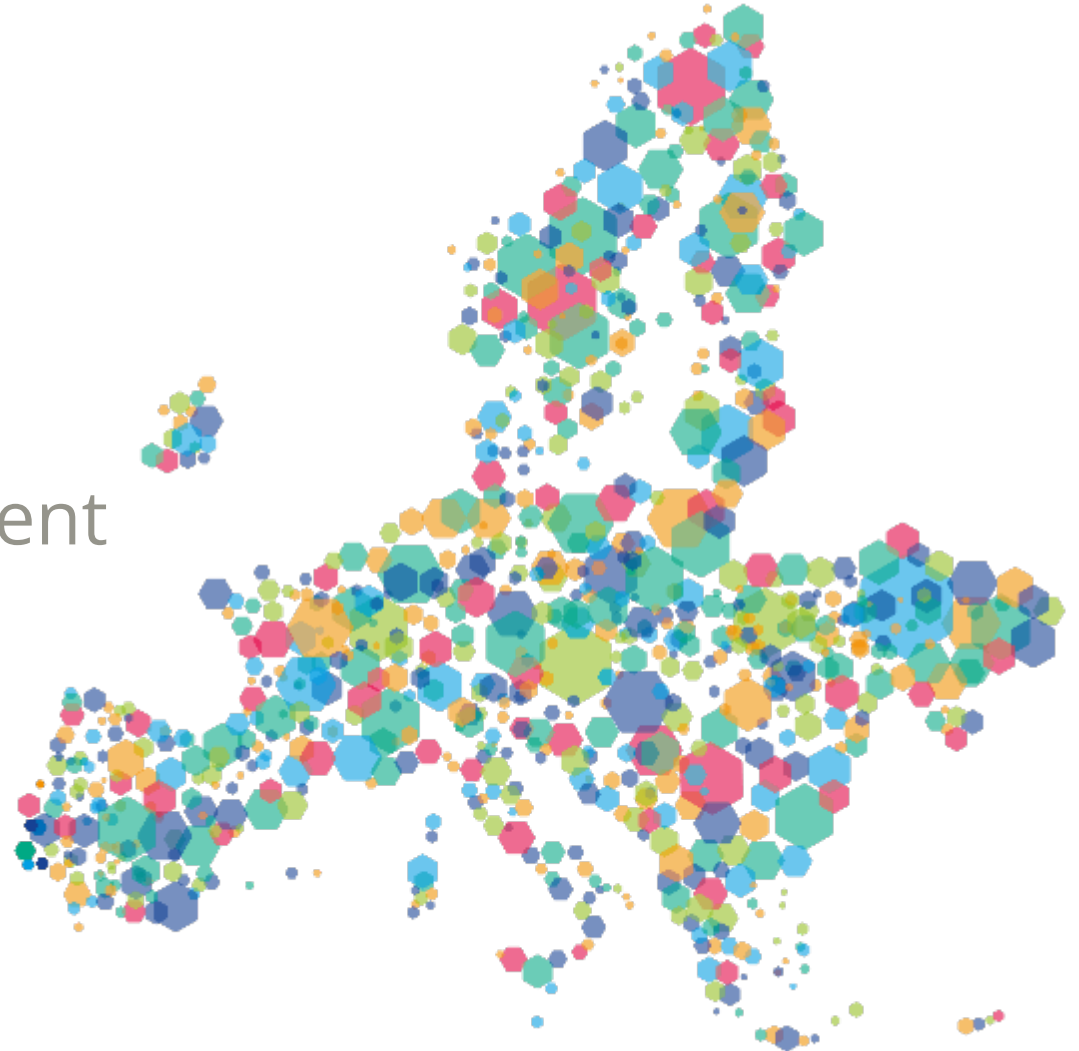
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Interreg Europe

Policy learning for regional development



Nicolas Singer
Head of Unit - Projects &
Platform
Interreg Europe



Elena Ferrario
Senior Thematic Manager
Policy Learning Platform

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19 November 2024

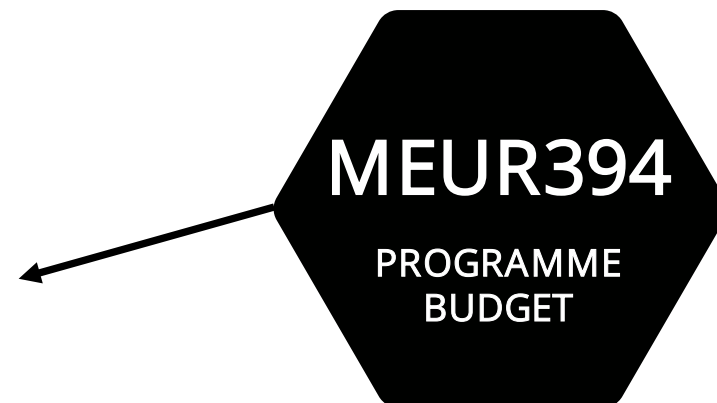
Cohesion policy & Interreg programmes

- 4 strands, each strand with its own scope and objectives
- 86 programmes, 10 billion euros ERDF

A	Cross-border	64 programmes EUR 6.7 billion	
B	Transnational	13 programmes EUR 2.3 billion	
C	Interregional	4 programmes EUR 560 million	Interreg Europe Urbact, Interact, Espon
D	Outermost regions	5 areas EUR 330 million	

MEUR394

PROGRAMME
BUDGET



Interreg Europe **objective**

To improve **regional development policies** through the identification and transfer of good practices among EU regions

Helps policymakers to find new solutions to their challenges

- Primarily dedicated to **policymakers**
- Focus on **exchange of experience**



Different from cross-border or transnational cooperation

Programme area

36 Partner States

All EU27 + Norway and Switzerland

Seven new countries joined in 2024

- Albania
- Bosnia and Herzegovina
- Moldova
- Montenegro
- North Macedonia
- Serbia
- Ukraine

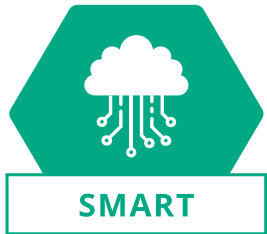


The designations employed and the presentation of material on this map do not imply the expression of any opinion whatsoever on the part of the European Union concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries.
Kosovo: This designation is without prejudice to positions on status, and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence.

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Kosovo: This designation is without prejudice to positions on status and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence.

Programme scope

1 priority on capacity building → All topics of Cohesion policy eligible



Two actions



Projects

Limited number of regions exchanging and transferring experience on a shared regional development issue



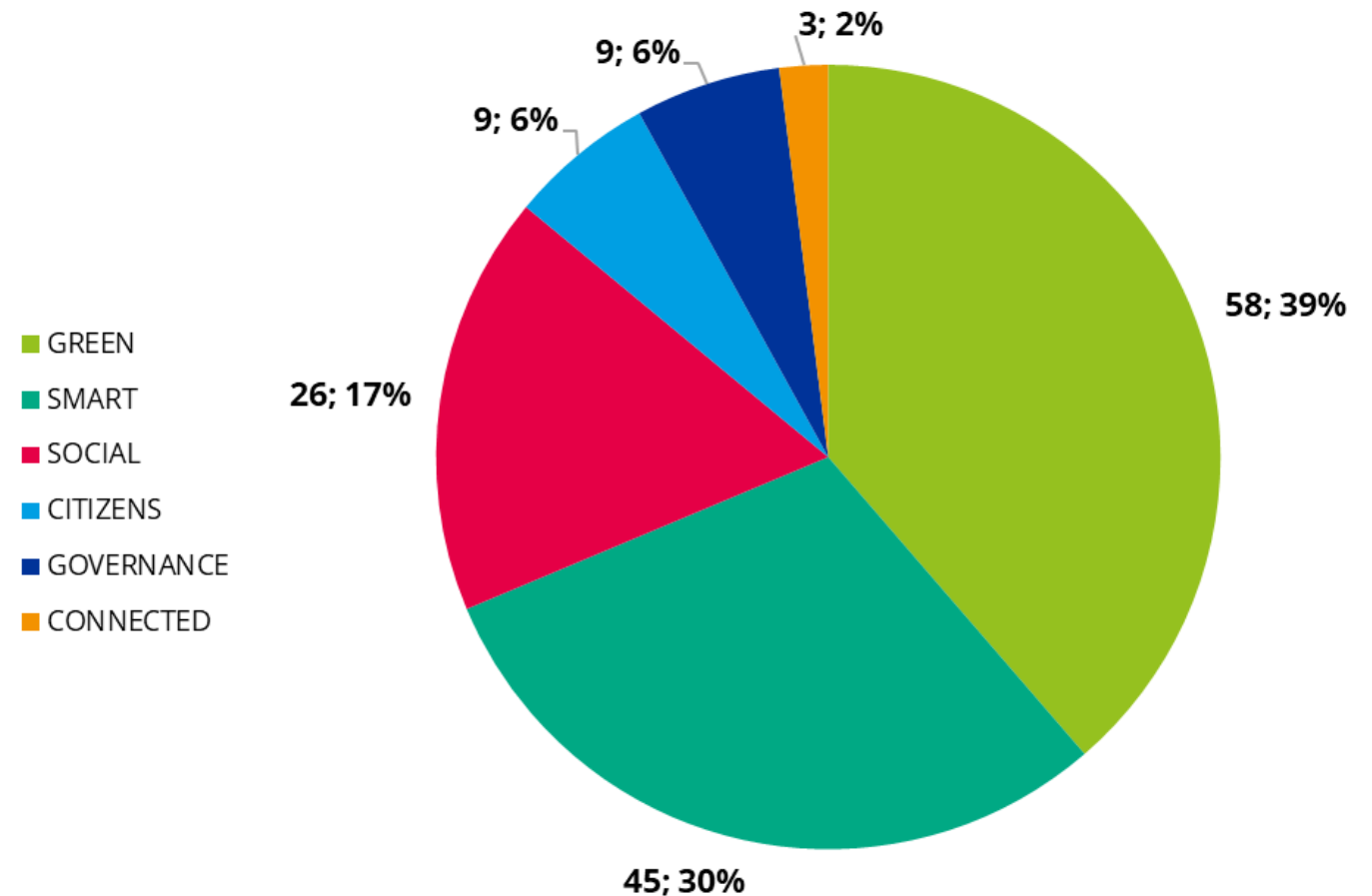
Policy Learning Platform

Further exploiting projects' achievements and opening up the programme benefits to all

Overview of projects approved so far

150 running projects

- 1,297 partners
- 35 countries represented



Calls for proposals – **state of play**

First call (5 April – 31 May 2022)	
134	project proposals
72	approved projects
54%	success rate
EUR 102 million Interreg funds allocated	

Second call (15 March - 9 June 2023)	
146	project proposals
78	approved projects
53%	success rate
EUR 112 million Interreg funds allocated	

More than 60% of projects' budget already allocated.
Third call closed on 7 June 2024 – evaluation ongoing

Participation of North Macedonia in projects

Three partners in running projects (after restricted call)

Municipality of Kocani

Interreg
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UnicornQuest

Foundation for Management and Industrial Research

Interreg
Europe



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PROMOTER

Center for research and policy making CRPM Skopje

Interreg
Europe

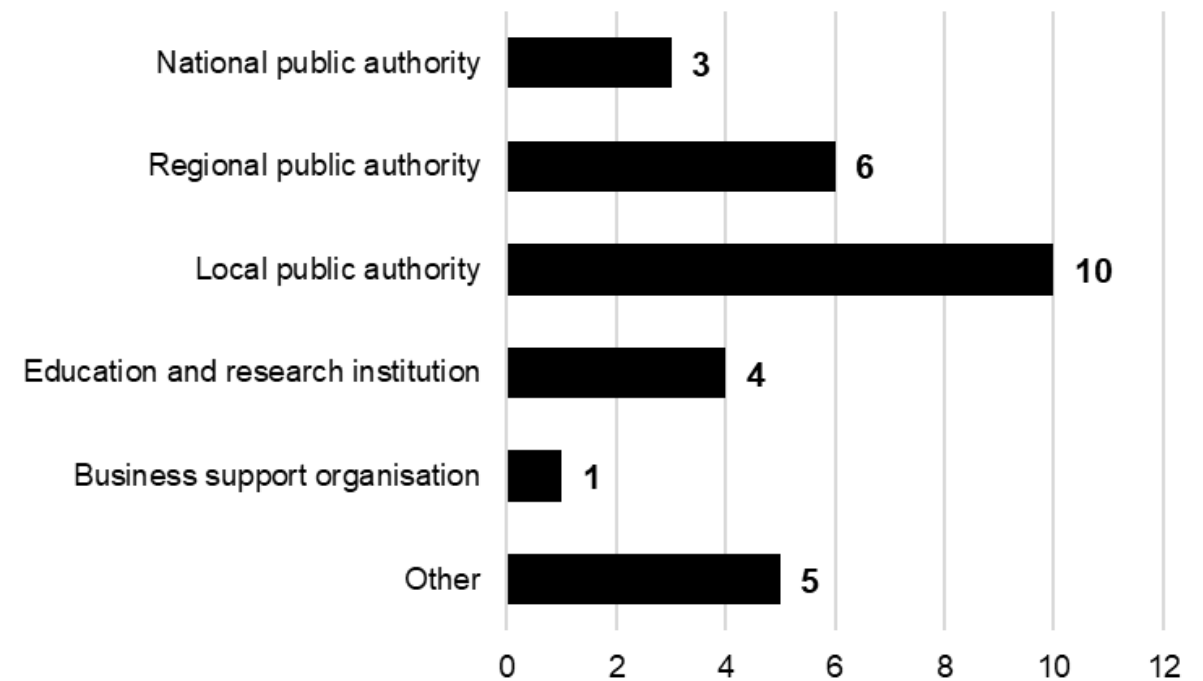
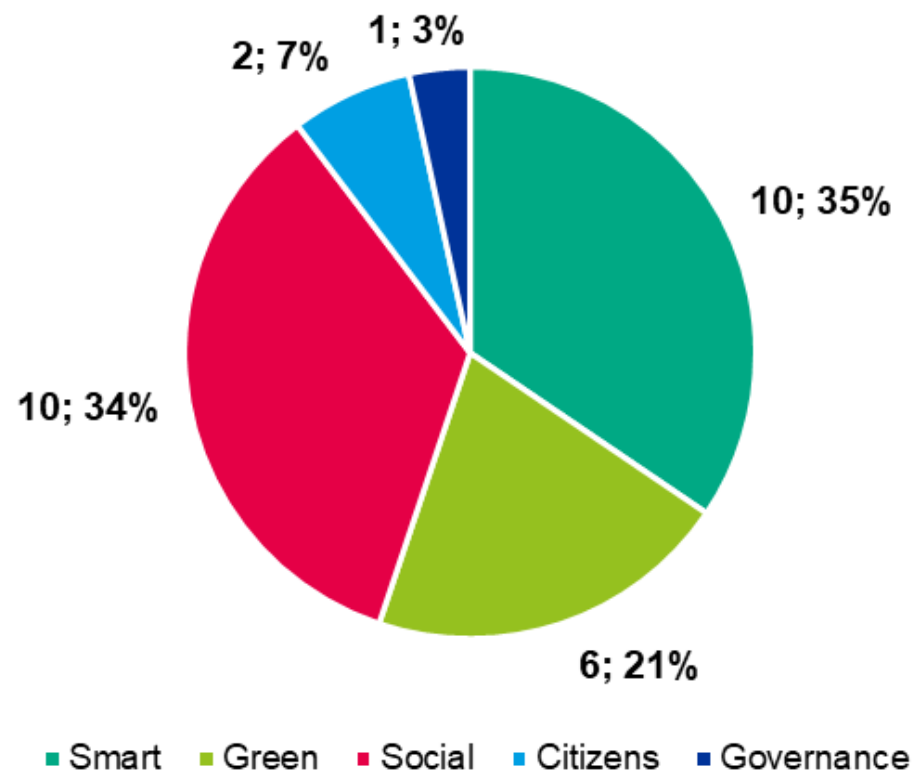


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CIBioGo

Participation of North Macedonia in applications

29 applicants in the third call (decision end 2024)

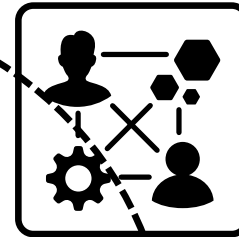


Platform in a nutshell

Policy-learning services through access to:

Knowledge

Find policy solutions
*(good practice database,
thematic publications)*



People

Meet our community
(thematic events, webinars)



Expertise

Get policy advice
*(peer reviews, matchmakings,
policy helpdesk)*

The platform team



Marc Pattinson



Arnault Morisson



Luc Schmerber



Erik Gløersen



Katharina Krell



Simon Hunkin



Rene Tönnisson



Laura Varisco



Mart Veliste



Astrid Severin



Magda Michaliková



Thorsten Kohlisch



Elena Ferrario



Karine Gevorgyan



Mario Vade pied



Valentine Dufaye



Lotte van Meijel



Vladimir Sestovic



Antoine Duquennoy

The screenshot shows the Interreg Europe website interface. At the top left, the Interreg Europe logo is displayed alongside the text 'Co-funded by the European Union' and the European Union flag. Navigation links include 'Search', 'News and events', 'Help & contact', and a user profile for 'Caroline G. Community member'. A secondary navigation bar contains links for 'Discover the programme', 'Look for funding', 'Approved projects', 'Get policy advice', 'Find policy solutions', and 'Meet our community'. The main heading is 'Find policy solutions' in large blue text. Below this is a search bar with the placeholder text 'Search for policy solutions' and a blue 'Search' button. Two links are visible: 'What is the Policy Learning Platform?' and 'Submit a good practice'. A filter bar at the bottom shows 'All' selected, with other options like 'Good practices', 'Expert support reports', 'Policy briefs', 'Stories', 'Event learnings', and 'For you'. Below the filter bar, there are dropdown menus for 'Topics' (with a count of 1) and 'Countries', followed by 'Apply filters' and 'Reset filters' buttons. The search results section shows '510 results for filters: Research and innovation capacities' with a close button for the filter.

Interreg Europe Co-funded by the European Union

Search | News and events | Help & contact | Caroline G. Community member

Discover the programme | Look for funding | Approved projects | Get policy advice | Find policy solutions | Meet our community

Find policy solutions

Search for policy solutions Search

[What is the Policy Learning Platform?](#) [Submit a good practice](#)

All | Good practices | Expert support reports | Policy briefs | Stories | Event learnings | For you

Topics 1 | Countries | Apply filters | Reset filters

510 results for filters: Research and innovation capacities

<https://www.interregeurope.eu/policy-solutions>

1409 good practices

Show filters

FILTER BY THEMATIC AREAS

Check / uncheck all topics

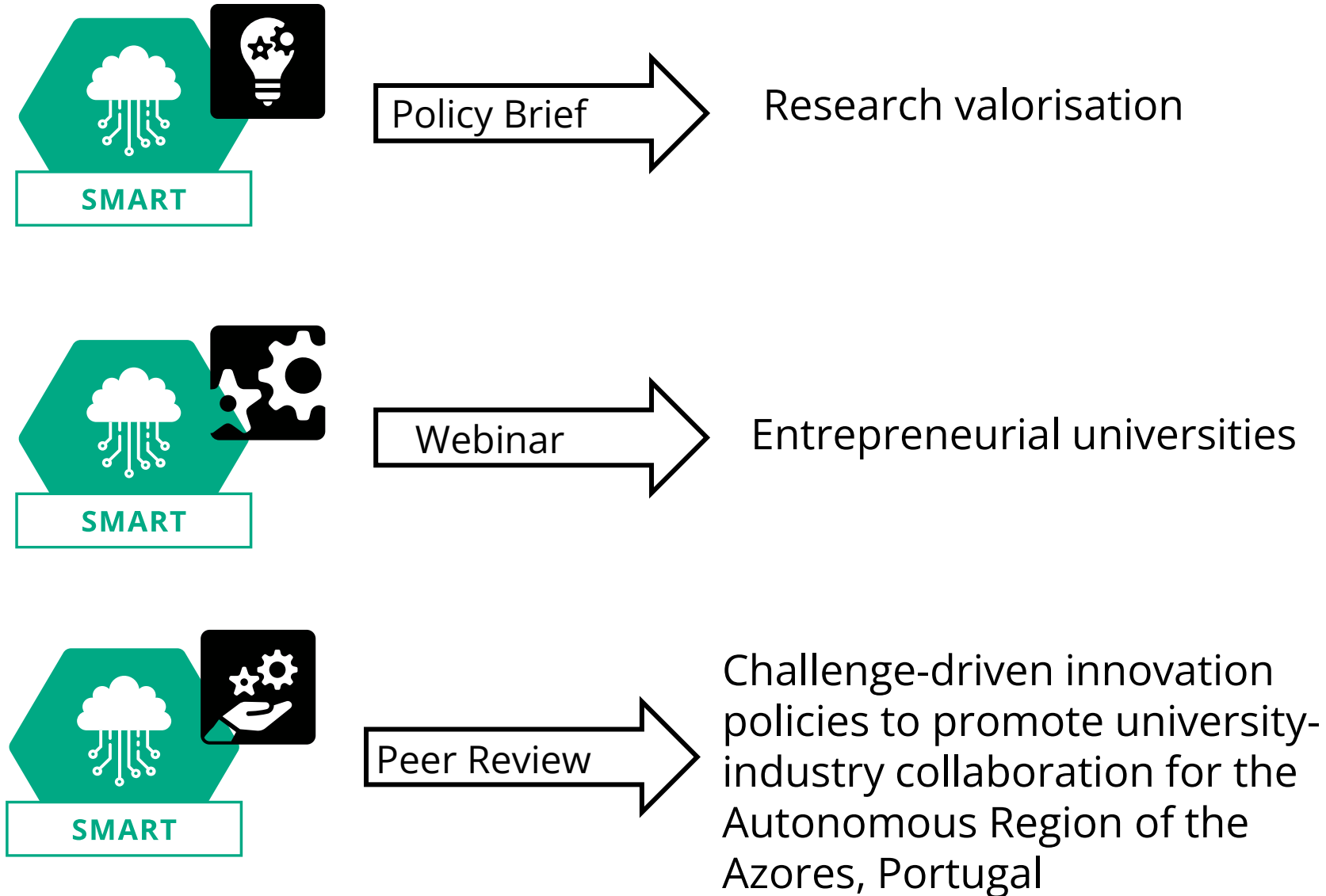
of good practices

<input checked="" type="checkbox"/>		Smart 5 subtopics	1497 
<input checked="" type="checkbox"/>		Research and innovation capacities	442
<input type="checkbox"/>		Digitisation	196
<input type="checkbox"/>		SME competitiveness	636
<input checked="" type="checkbox"/>		Skills for S3 and industrial transition	223
<input type="checkbox"/>		Digital connectivity	0
<hr/>			
<input type="checkbox"/>		Green 8 subtopics	1588 
<hr/>			
<input type="checkbox"/>		Connected 2 subtopics	9 
<hr/>			
<input type="checkbox"/>		Social 6 subtopics	350 
<hr/>			
<input type="checkbox"/>		Citizens 2 subtopics	28 
<hr/>			
<input type="checkbox"/>		Governance 1 subtopics	6 



Disclaimer

The Policy Learning Platform can help



Research valorisation



Entrepreneurial Universities:
Key learnings



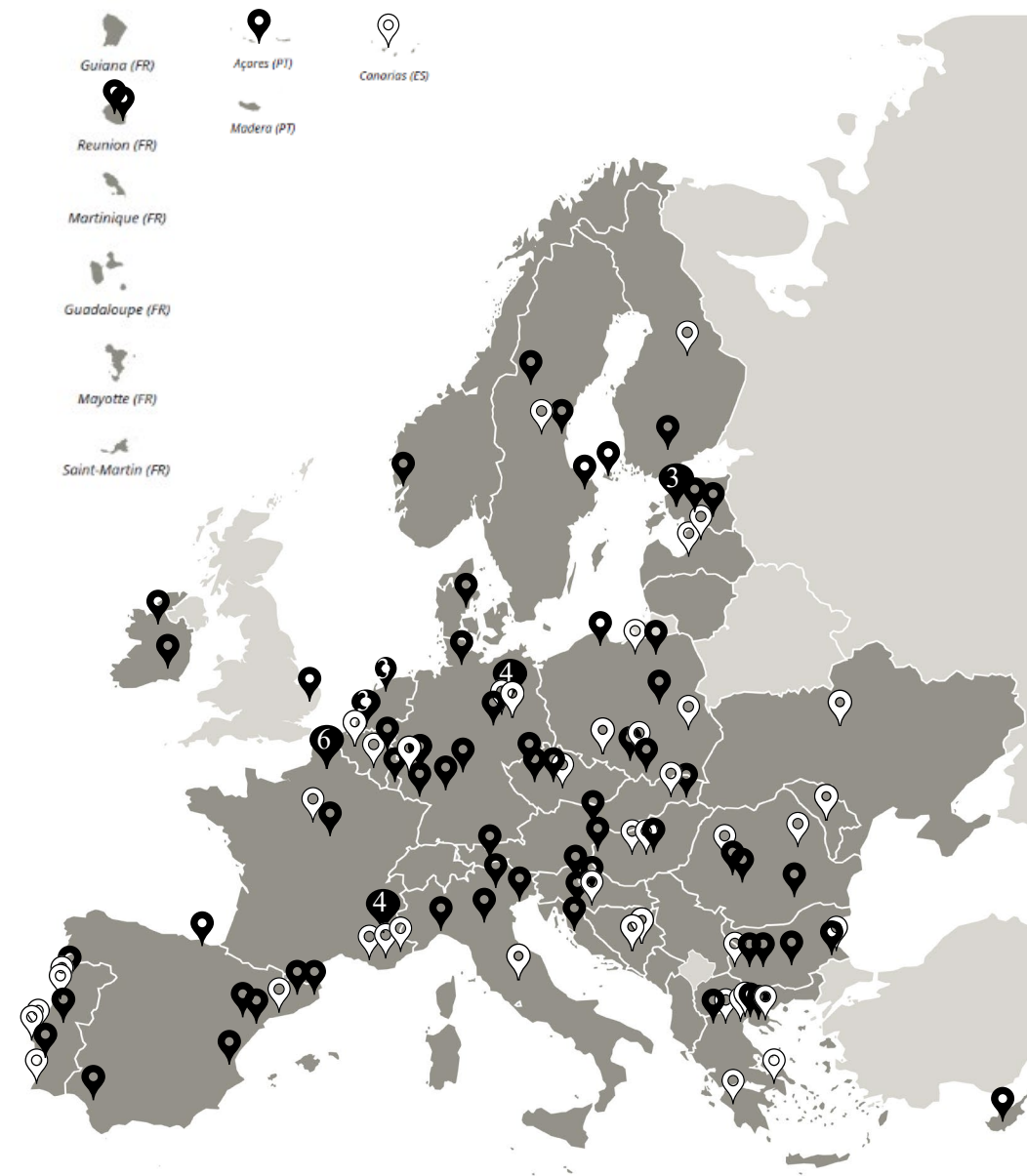
Peer learning in practice

📍 89 peer reviews implemented since 2019
15 peer reviews in the pipeline

📍 51 matchmaking sessions

Apply to benefit from expert support any time

<https://www.interregeurope.eu/get-policy-advice>



Peer review: How to structure Centres of Excellence and Centres of Competence

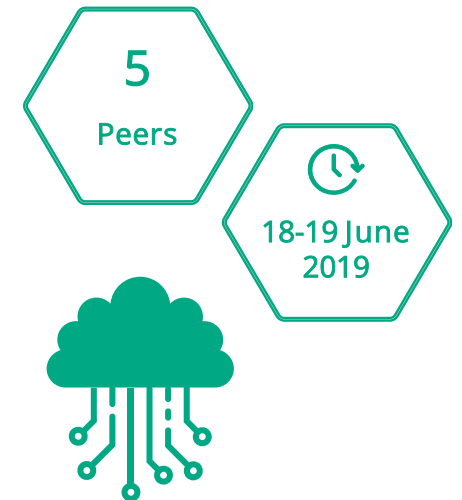
▶ Ministry of Education and Science, Bulgaria

Peers from: Finland, Belgium, Czech Republic, Lithuania

Recommendations:

- Focus on governance – and financial models, and private sector involvement
- Importance of extra-regional knowledge and interregional cooperation

More information available [here](#)



Peer review: Economic diversification in the Hungarian Health Sector

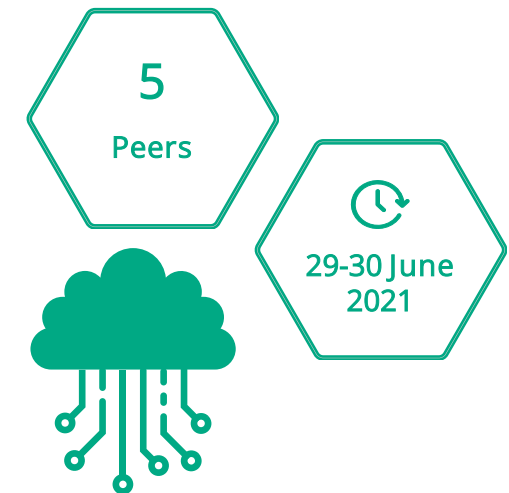
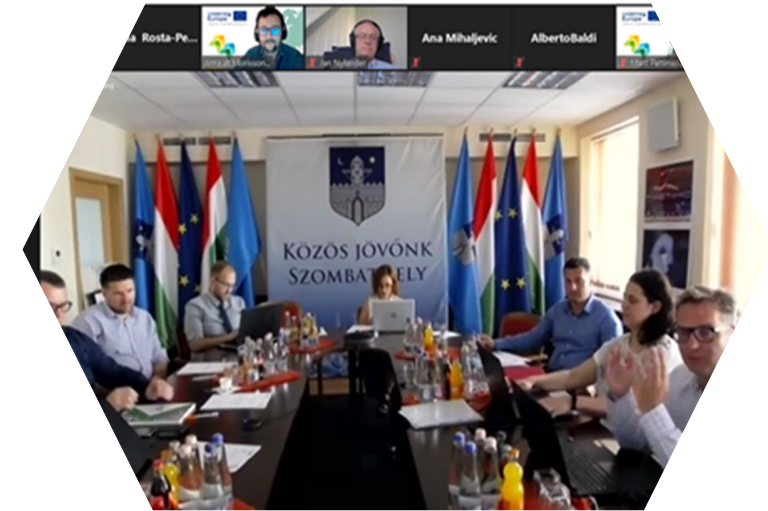
► City of Szombathely, Hungary

Peers from: Austria, Italy, Spain, Sweden

Recommendations:

- Pursue diversification in related health sectors and make strategic bets
- Set up a “hot spot” / establish an “innovation campus” at the teaching hospital

More information available [here](#)



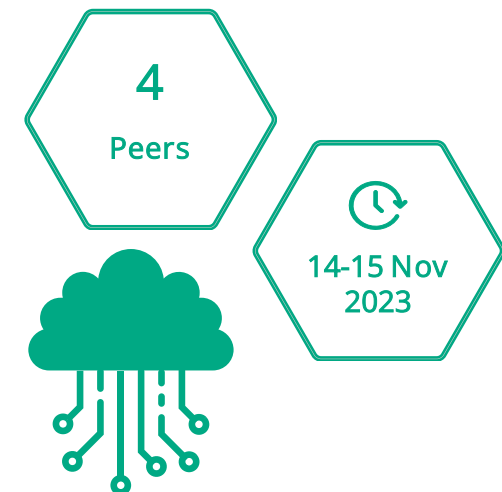
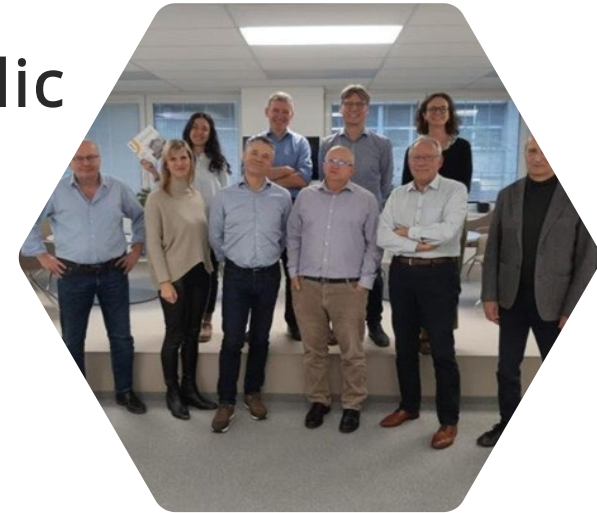
Peer review: New financial instruments to support development of enterprises

► Innovation Center Ústí nad Labem, Czech Republic

Peers from: Germany, Hungary, Poland, Spain

Recommendations:

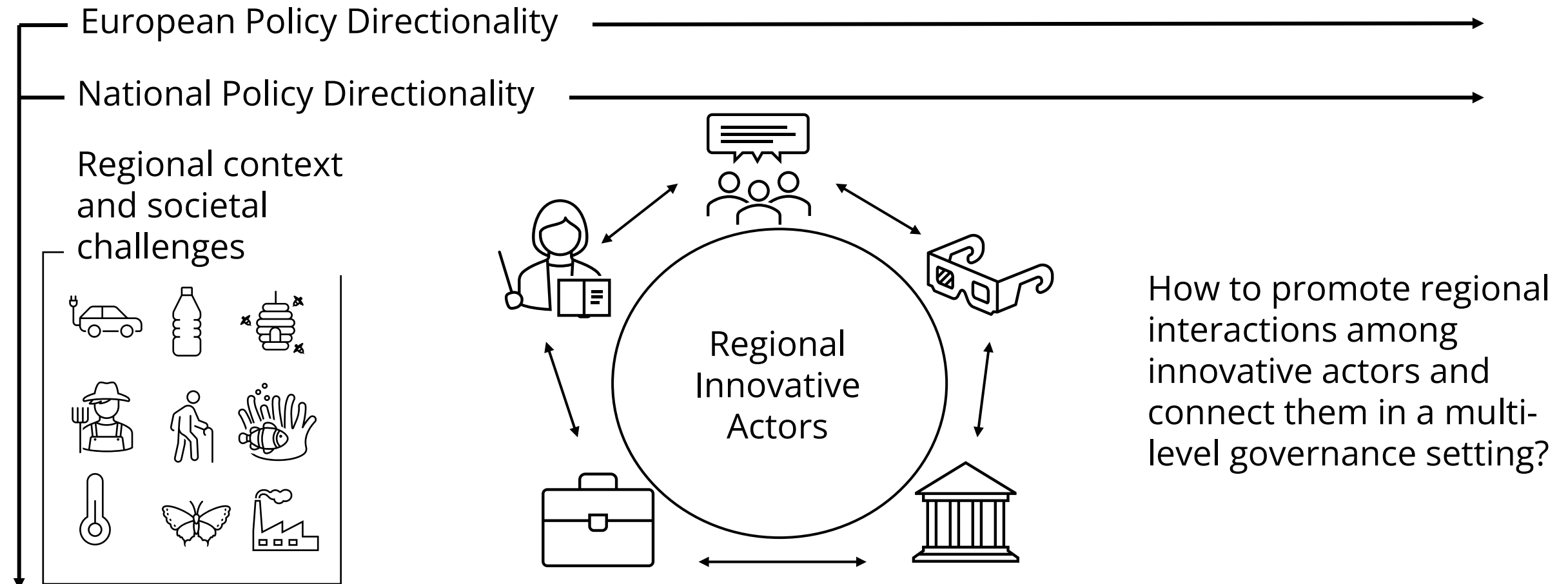
- Know the needs and absorption capacity of clients is crucial
- Piloting can help validate concepts and avoid large failures
- Follow a project-based approach rather than a financial-instrument based approach



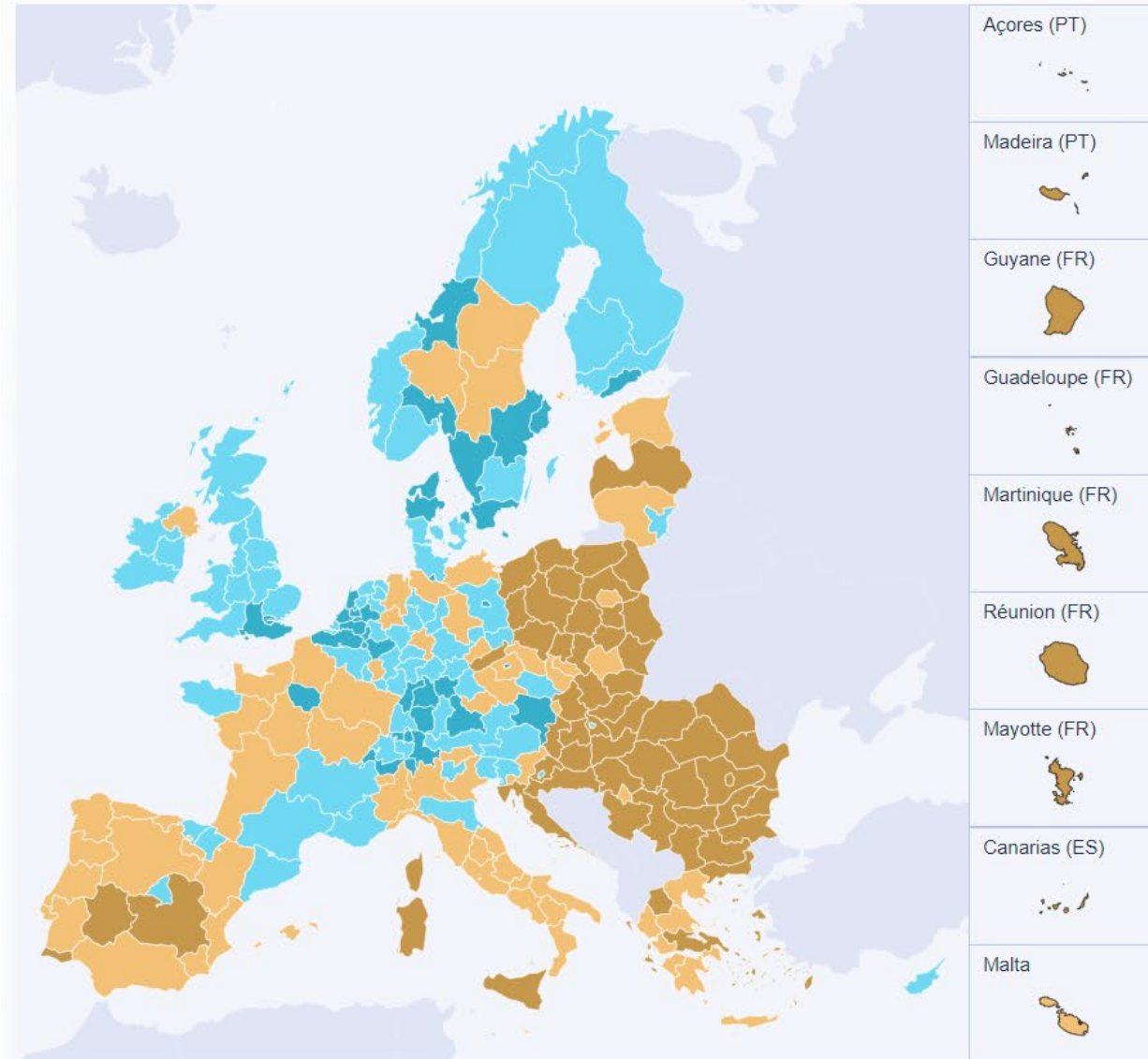
More information available [here](#)

Regional innovation ecosystems: Interactions

The EU aims to create more connected and efficient innovation ecosystems to support the scaling of companies, encourage innovation and stimulate cooperation among national, regional, and local innovation actors.



Regional innovation ecosystems: regional innovation scoreboard



Innovation Leaders		1 - 18 of 36
	Hovedstaden	169.5 ▲ 2.5
	Etelä-Suomi	165.0 ▲ 6.3
	Oberbayern	164.3 ▼ 1.5
	Stockholm	162.4 ▼ 3.5
	Berlin	160.0 ▲ 0.2
	Zürich	155.6 ▼ 0.8
	Karlsruhe	154.5 ▲ 0.2
	Midtjylland	152.7 ▲ 3.0
	Ticino	150.7 ▼ 1
	Västsverige	150.2 ▲ 4.8
	Nordwestschweiz	148.8 ▼ 2.4
	Noord-Holland	148.7 ▼ 0.3
	Hamburg	148.1 ▼ 0.6
	Sydsverige	147.5 ▼ 4.7
	Utrecht	145.3 ▼ 0.01
	London	142.2 ▼ 1.3
	Zuid-Holland	142.2 ▲ 0.7
	Ostschweiz	141.9 ▼ 1.8

Find weaknesses in your regional innovation ecosystem and design the right policy-mix!

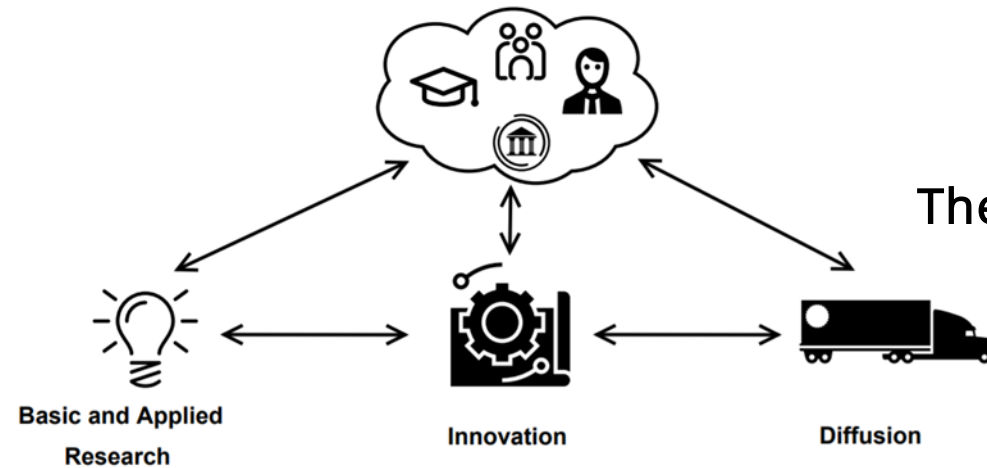
Strong Innovators

Moderate Innovators

Regional Innovation Ecosystems: **university-industry** collaboration



University-industry
collaboration



The innovation process is non-linear

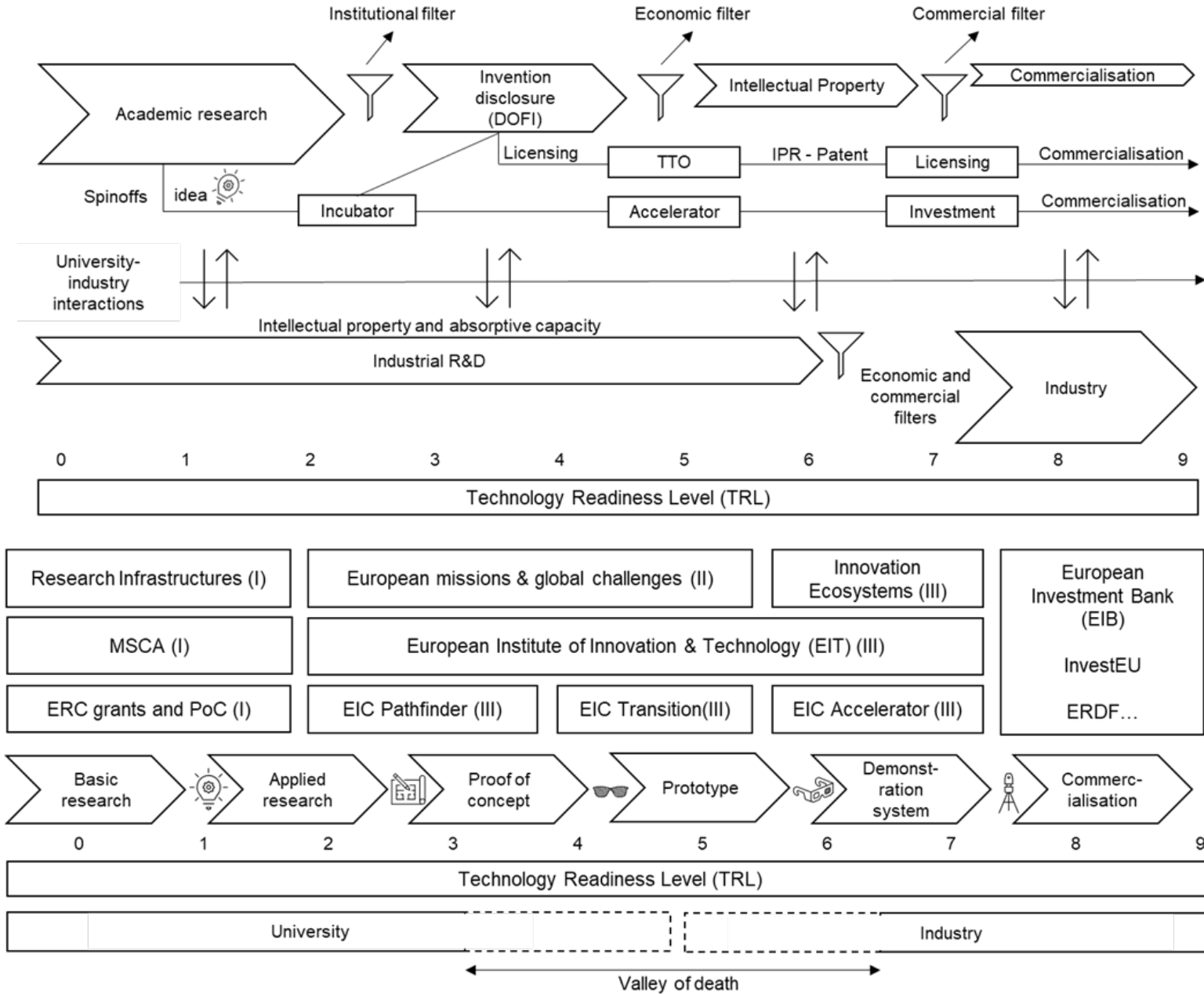
- Research and Development (R&D) activities are essential for the competitiveness of private companies.
- There is a lack of incentives for private companies to participate in R&D activities.
- There is a lack of absorptive capacity of private companies.
- There is asymmetry of motives between university and industry to collaborate. Universities are primarily driven to create new knowledge and to educate, whereas private firms are focused on economically capturing useful knowledge to gain a competitive advantage.

Financial policy tools	Regulatory policy tools	Soft policy tools
R&D innovation subsidies/grants for industry-science research	IP regulations publicly-funded research	Outreach activities to raise awareness of science-industry opportunities
Tax incentives for companies purchasing research from universities	Regulation of spin-offs founded by researchers & students	Training programs on knowledge collaboration
Grants for IP applications from universities	Sabbaticals & mobility schemes for researchers to work in industry	Collective industry-science roadmapping & foresight
Financial support to academic spin-offs	Career rewards for researchers engaging in knowledge collaboration	Guidelines, standards, & codes of conduct for science-industry collaboration
Financial support to firms to recruit PhDs & post-docs	Open access & open data provisions for publicly-funded research	Networking support to build science-industry linkages
Financial support for universities to host industry researchers		
Public procurement of university research		
Innovation vouchers for R&D services from universities		
Performance-based funding systems for university linkages with industry		
Public-private partnerships creating joint research laboratories		
Funding of infrastructures & intermediaries for collaboration		

Regional Innovation Ecosystems: research valorisation

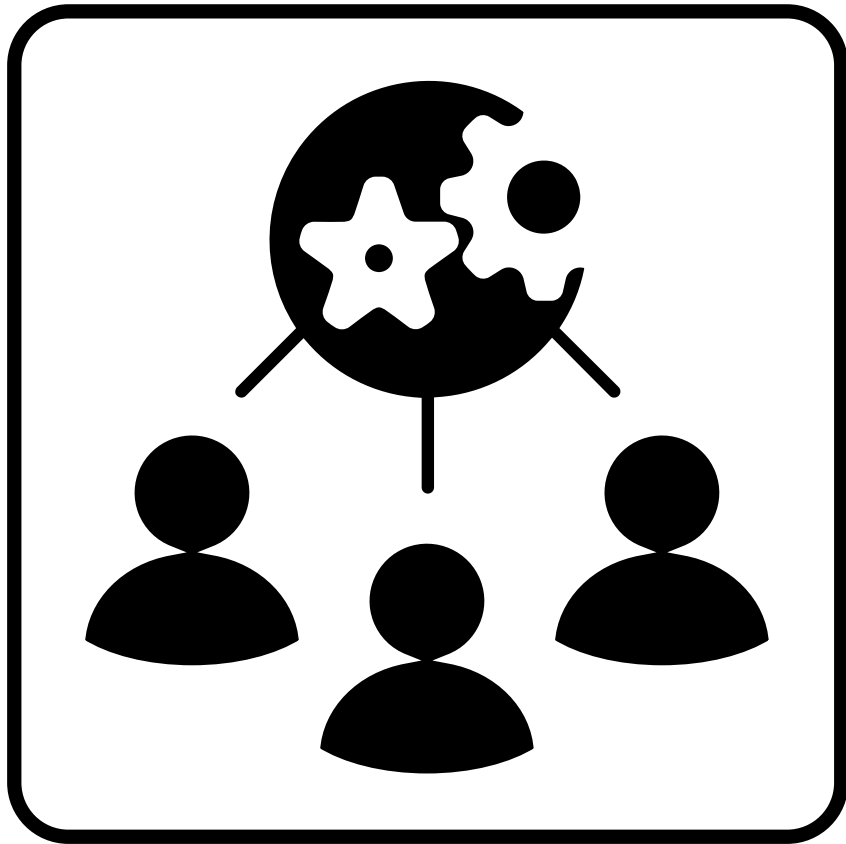


Research valorisation



Building thriving innovation ecosystems

Ice-breaking exercise



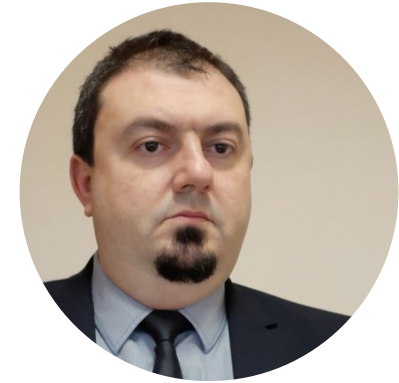
Introduction

- 1/ Find the person
- 2/ Country, region, organisation, why this workshop?
- 3/ Present the person

A stylized sunburst graphic with a central yellow circle and several yellow rays extending outwards, set against a red background. The text is centered over this graphic.

**Nikola Dodov, Fund for
Innovation and
Technological
Development, Director,
North Macedonia.**

The good ingredients – part I: governance and funding for university industry collaboration



Ivan Popov

Executive Director, Executive Agency “programme education”, Ministry of Education and Science, Bulgaria.



Balázs Barta

Founder, managing director – am-LAB, Hungary – SKALE2CT project





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PROGRAMME
RESEARCH, INNOVATION
AND DIGITALISATION FOR
SMART TRANSFORMATION

Interreg
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Centers of Excellence and Centers of Competence in Bulgaria

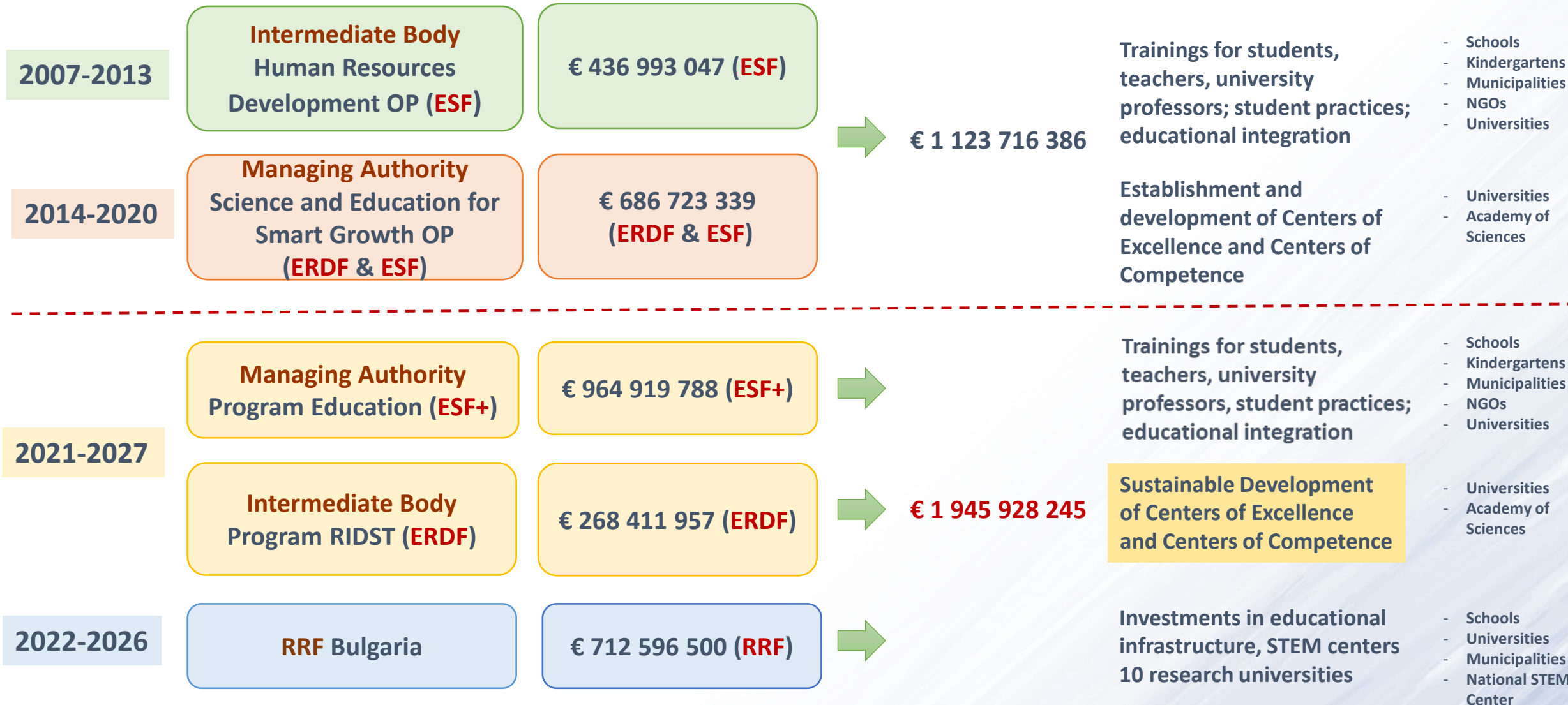


**Building thriving innovation ecosystems
through university-industry collaboration**

Tuesday 19 November 2024, Skopje

Ivan Popov
Deputy Executive Director
Executive Agency “Program Education”, Bulgaria

Executive Agency “Program Education” – who we are:



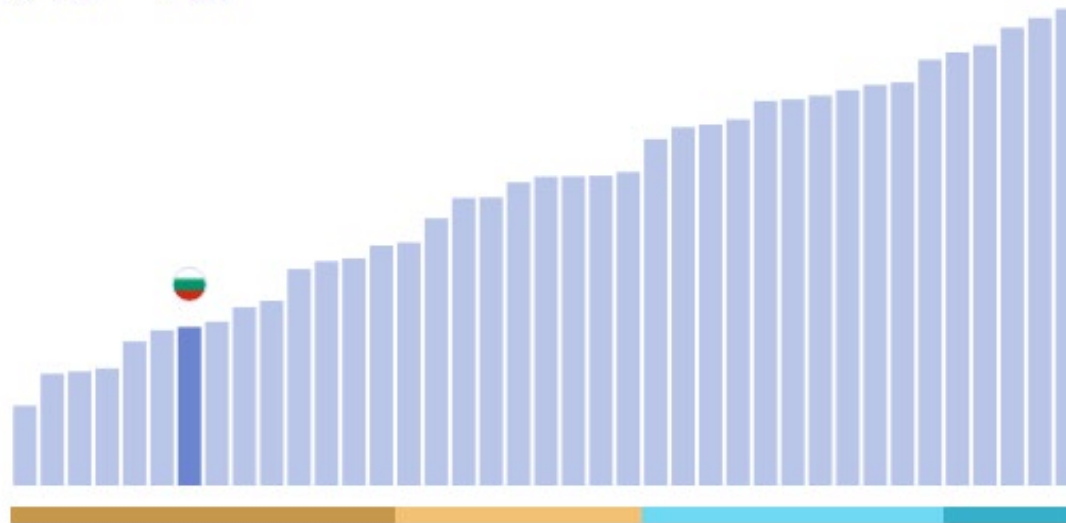
Bulgaria on the European Innovation Scoreboard

Innovation index 2024

50.6 | Rank 33

vs 2023 vs 2017

▲ 1.9 ▲ 2.7

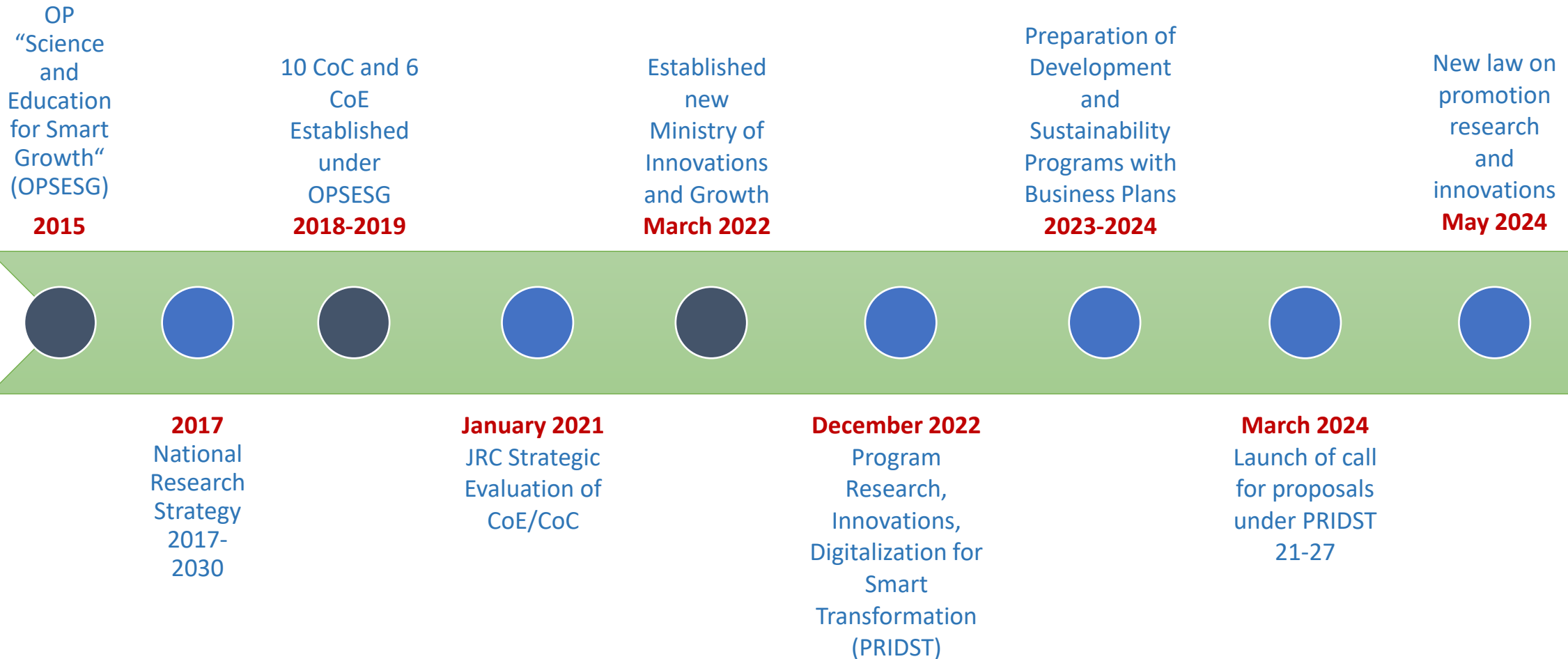


Emerging Innovator



- 46% of the EU Innovation Index average
- Below 70 % of the 2024 EU average
- Underperforms the Emerging Innovators' average
- Improving, but slower than the EU overall
- Behind 7 non-EU countries (Switzerland, Norway, UK, Iceland, Serbia, Turkey, Montenegro)
- Second-lowest in the EU

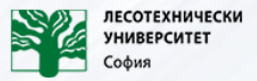
Conditions for creating Centers of Excellence and Centers of Competence in Bulgaria



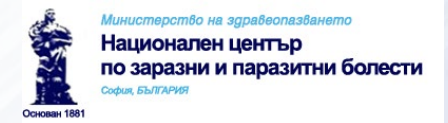
НАЦИОНАЛЕН ДИАГНОСТИЧЕН НАУЧНОИЗСЛЕДОВАТЕЛСКИ
 ВЕТЕРИНАРНОМЕДИЦИНСКИ ИНСТИТУТ "ПРОФ. Д-Р Г. ПАВЛОВ"
 София, България



Медицински институт
 на
 Министерство на
 вътрешните работи



СДРУЖЕНИЕ СЪВРЕМЕНИ
 ЛЕТАТЕЛНИ ТЕХНОЛОГИИ



Relevance to the Integrated Strategy for Smart Specialization

Thematic area "Informatics and ICT";

- **CoC:** Digitization of the economy in an environment of Big data (**DEBD**), University of National and World Economy
- **CoC:** Establishment and Development of a Center of Competence "Quantum Communication, Intelligent Security Systems and Risk Management" (**Quasar**), Institute of Robotics - BAS
- **CoE:** Universities for science, Informatics and technology in society (**UNITE**), Sofia University "St. Kliment Ohridski"
- **CoE:** Centre of Excellence in Informatics and Information and Communication Technologies, Institute of Information and Communication Technologies - BAS
- **CoE:** Big Data for Smart Society (**GATE**), Sofia University "St. Kliment Ohridski"

Thematic area "Mechatronics and microelectronics";

- **CoC:** Smart Mechatronic, Eco- and Energy Saving Systems and Technologies; Technical University – Gabrovo;
- **CoC:** Centre of competence **HITMOBIL**–Technologies and Systems for Generation, Storage and Utilization of Clean Energy; Institute of Electrochemistry and Energy Systems - BAS
- **CoC:** Mechatronics and Clean Technologies (**MIRACle**); Institute of Mechanics – BAS
- **CoE:** National Centre for clean technology and Mechatronics, Institute of General and Inorganic Chemistry - BAS

Thematic area "Healthy living industries, bioeconomy and biotechnologies";

- **CoC:** Sustainable utilization of bio-resources and waste of medicinal and aromatic plants for innovative bioactive products, Institute of Organic Chemistry with Centre of Phytochemistry – BAS
- **CoC:** CoC in the field of personalized medicine, 3D and telemedicine, robotic-assisted and minimally invasive surgery , Medical university - Pleven
- **CoC:** Personalized Innovative Medicine Competence Centre (**PERIMED**), Medical University - Plovdiv
- **CoC:** Fundamental Translational and Clinical Investigations on Infections and Immunity, National Centre of Infectious and Parasitic Diseases;
- **CoE:** Center of Plant Systems Biology and Biotechnology (**PlantaSYST**), Center of Plant Systems Biology and Biotechnology

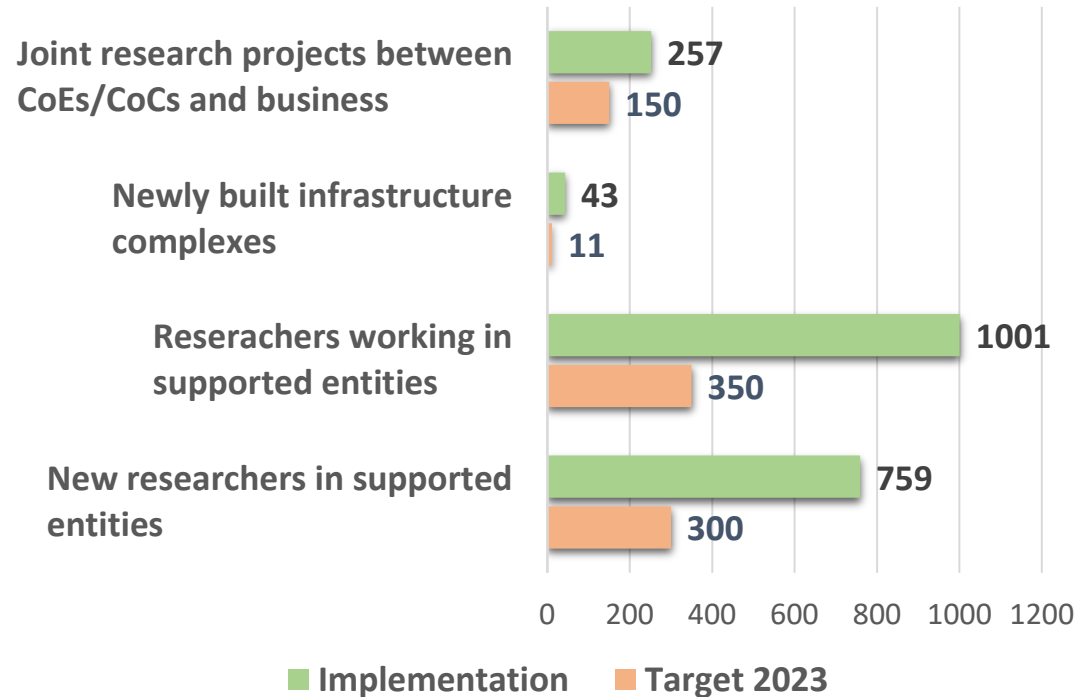
Thematic area "New technologies in creative and recreational industries";

- **CoE:** Construction and development of the Centre of excellence "**Heritage BG**", Sofia University "St. Kliment Ohridski"

Thematic area "Clean technologies, circular and low carbon economy".

- **CoC:** Clean technologies for sustainable environment – water, waste, energy for circular economy (**Clean&Circle**), Sofia University "St. Kliment Ohridski"

CoC & CoE results and outputs



- ✓ Total number of **scientific publications**, incl .: **2817**
Q1 637 Q2 360 Q3 173 Q4 513
- ✓ **Publications** in the top 10% of the most cited: **72**
- ✓ Number of **patents**, incl. requests: **70**
- ✓ Number of **useful models**, incl. requests **41**
- ✓ Number of **young scientists** up to 34 years old who participate in research and development activities in the center (in EPRV) **180**
- ✓ Number of **leading national researchers** **272**
- ✓ Number of **leading international researchers** **86**
- ✓ Number of **doctoral students, postdoctoral students** and specialists in ISIS thematic areas (in EPRV) **161**
- ✓ Number of **attracted scientists from other countries** and/or Bulgarian scientists who were employed in foreign scientific organizations **37**
- ✓ Number of **scientists trained** through transnational mobility and international cooperation **414**
- ✓ **Joint research projects** developed between the centers (CVP and Central Committee) and business **257**

Strategic Evaluation of Bulgarian CoEs and CoCs (2021)

Conclusion:

CoEs and CoCs – strongly focused on scientific research excellence and less so on **commercialization, market orientation, innovation capacity-building, or self-sustainability.**

Technology transfer activity is still relatively **limited**



Recommendation:

Development of a **Vision** and a **Strategy** for the post 2023 period with a **Business Plan** that should contain the following elements:

Analysis of the opportunities of the **market** (national and international)

Identification of national and international **business partners**, and national and international R&D support programs

Identification of international collaborators for **R&D and technology development**

Detailed **organizational** and **governance** reporting structures

Mix of **income sources** and their evolution whilst the center matures

Presentation of a detailed roadmap towards institutional, scientific, and financial **sustainability**



1. Workshop on exchange of experience between the Central Project Management Agency of Lithuania, the Managing Authority of the OP "Science and Education for Smart Growth" and the project managers for the construction and development of Centers of Excellence and Competence Centers
April 17, 2019



2. Workshop with experts from the Czech Republic on the topic "Commercialization and internationalization of the results of the projects for centers of excellence and centers of competence"
November 12-13, 2020

Support under the Interreg Europe



1. Working visit of experts in the field of scientific research and innovation from Belgium, Lithuania, Finland, France and the Czech Republic to provide support to the management teams of the Centers of Excellence and Competence Centers based on the existing experience in the other European regions - June 18 - 19, 2019

2. Partnership meeting with experts in the field of technology transfer from the Czech Republic, the Netherlands, Spain and Finland in relation to policies and activities for the transfer of knowledge and technology and the use of research infrastructure based on the existing experience in other European regions - 14 - 15 December 2021
Mr.



JASPERS: Review and advice on the preparation of Development and Sustainability Programs with Business Plans (DSPBP) for the CoEs and CoCs in Bulgaria



Support from the European Regional and Development Fund

Science and Education for Smart Growth **2014-2020**

215 mln. euro

16 CoEs & CoCs
established



75 % - for research
infrastructure



25 % - for research
activities



Building and
development
stage



19 CoEs & CoCs -
operational

25 % - for research
infrastructure

75 % - for research
activities

Operational
stage

Research, Innovation and Digitalization for Smart Transformation

2021-2027

168 mln. euro

Focus in 2021-2027:

- Improved Center capacity (personnel & equipment)
- Stronger industry collaboration
- Faster research-to-innovation path through tech transfer
- Technology transfer & commercialization
- Attracting young talent
- Promoting internationalization
- Reducing regional disparities

ISSS thematic areas:

Informatics and ICT

**Mechatronics and
microelectronics**

**Healthy living industries,
bioeconomy and
biotechnology**

**New technologies in
creative and recreational
industries**

**Clean technologies, circular
and low-carbon economy**

Performance based funding of CoE & CoC 2021-2027

1. Direct staff costs



2. A flat rate of 40 % of eligible direct staff costs to cover the remaining eligible costs

Unit costs per month – Researchers R1-R4, Administrative Director, Innovation professionals

1. Check – conditions for reimbursement of the unit cost (*full-time or part-time employment contract, 1-page report*)

2. Check – **A result parameter** by which the specific results and indicators achieved are measured

2.1. Scientific publications
Q1 – Q4 quartiles

- Q1 - 30
- Q2 - 10
- Q3 - 5
- Q4 - 2

2.2. Intellectual Property Protection and Cooperation

- International/EU/BG patent applications
- International/EU/BG utility model applications
- Contracts concluded with enterprises

2.3. Revenues – technology transfer agreements

- license agreements
- effective cooperation with enterprises
- research services to enterprises
- research or innovation projects and programs

2.4. Research and innovation personnel

- research staff (R3 or R4) for the first 3 months
- research staff (R1 or R2) for the entire period
- Innovation staff for the entire period

Direct staff costs



Result Parameter x 1000 BGN

The Result parameter is calculated and checked for each calendar year!



Plantasyst



UNITE








Clean & Circle



GATE



ЛЕГЕНДА

-  Информатика и ИКТ
-  Мехатроника и микроелектроника
-  Индустрия за здравословен живот, биоикономика и биотехнологии
-  Нови технологии в креативни и рекреативни индустрии
-  Чисти технологии, кръгова и нисковъглеродна икономика

Брой: 8 Сума: 75 214 972 лв.

Брой: 30 Сума: 114 770 777 лв.

Брой: 18 Сума: 111 010 909 лв.

Брой: 13 Сума: 12 496 428 лв.

Брой: 8 Сума: 18 340 208 лв.

ЦК по персонализирана медицина, ЗД и телемедицина, роботизирана и минималноинвазивна хирургия
 Медицински университет гр. Плевен
 Научно-изследователска лаборатория за прецизна онкология и геномна медицина;
 Лаборатория за прецизна патология с приложение на методи на телепатология, морфометрия и телемедицина; Лаборатория за ЗД принтиране, моделиране и анализ;
 Лаборатория за изследване и обучение на хирурзи в среда на виртуална реалност VR
Сума: 9 425 098 лв.
[Линк към проекта](#)

<https://sf.mon.bg/?go=page&pageId=582>

ЦК Чисти технологии за устойчива околна среда – води, отпадъци, енергия за кръгова икономика
 Clean&Circle
 Лесотехнически университет
 Лаборатория по технологии за обработка на твърди отпадъци
Сума: 480 125 лв.
[Линк към проекта](#)

Студентски парк

Ivan Popov

**Deputy Executive Director
Executive Agency “Program Education”**

**125 Tsarigradsko shose Blvd, Block 5
1113 Sofia, Bulgaria**

+359 2 46 76 222

i.popov@mon.bg



<http://opnoir.bg>



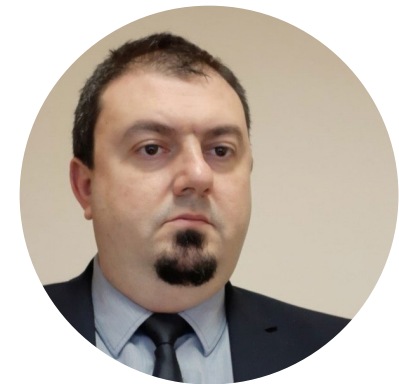
<https://sf.mon.bg>

Working groups

Discuss with your colleagues at your table:

- What are the main challenges to establishing a center of competence in your region, and
- what is the policy rationale for pursuing such an initiative?

Summarise 2 takeaways



Ivan Popov

Executive Director, Executive Agency
“programme education”, Ministry of
Education and Science, Bulgaria.



How to finance research and innovation infrastructures?

Pannon Business Network - Hungary



Mission Statement

Pannon Business Network is a center for **applied research** and **training** to catalyze **added value manufacturing** and **digital care solutions**, by liaising industry and academia, enabling digital, sustainable, resilient business transformation.



Key Achievements on the Road

500+

international
partners

110+

European research &
cooperation projects

150+

serviced business
customer

11

partner
universities

36

full time engineers,
economists, social scientists

No 1.

DIH in EU in 2020 by
DIHNet consortium

500m²

laboratory
space

30+

digitalization applications
developed

1.000+

Citizens, SMEs trained on
digitalization annually

Technological key competence – 2018-2021

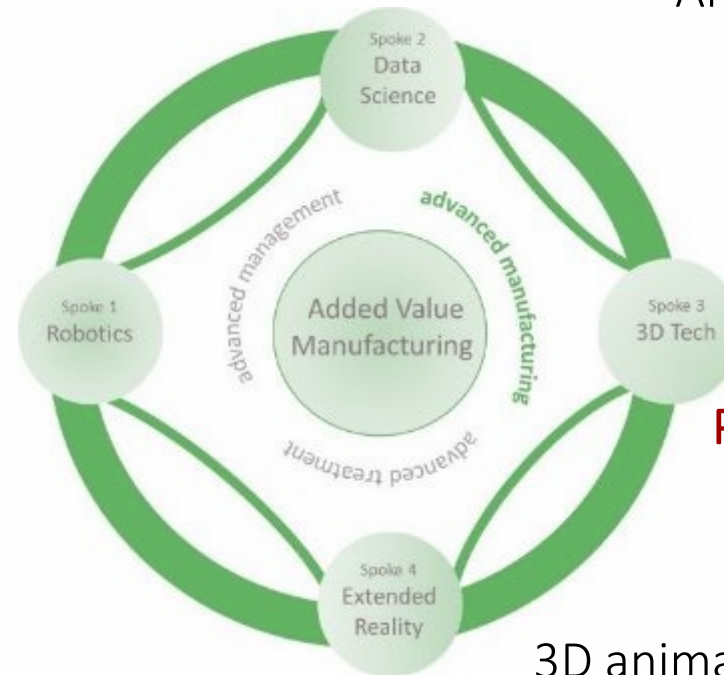


Collaborative robotics

Mobile robotics
Drones
Industrial robotics

Data access and visualization

Segmentation/classification
AI algorithms



3Dprinting
3Dscanning

Prototype development

3D animation
AR applications

Maintenance and Service functions



Technological key competence – 2022-2023



What do we do in Manufacturing – 2023-2024

Data to Knowledge

Data-display

Real-time, direct information in AR

Analytics

Anomaly detection in large datasets

MI stock

Flexible optimization of stock level

AR

Augmented reality for knowledge database

Grey to Green

Zero waste

Recycling module design, operation

Solar energy

Solar panel, batter operated system

AI-on-the-edge

Local solution with green application

Smooth Operator

Distributed

Integration of physically distant plants

Robotics

Customized gripper with complex application

Quality Control

Neural network-based image recognition

Mini Me

Digital mR Twin

Digital clone with remote operation

Digital Twin Platform

Open-source framework for fast customization

Controlling

Real-time financial monitoring

Senior Product Demo and Test Environment – 2021-2023

Multidevice

50 digital applications included with latest technology



Accredited

Only Hungarian Accredited Health Reference Site

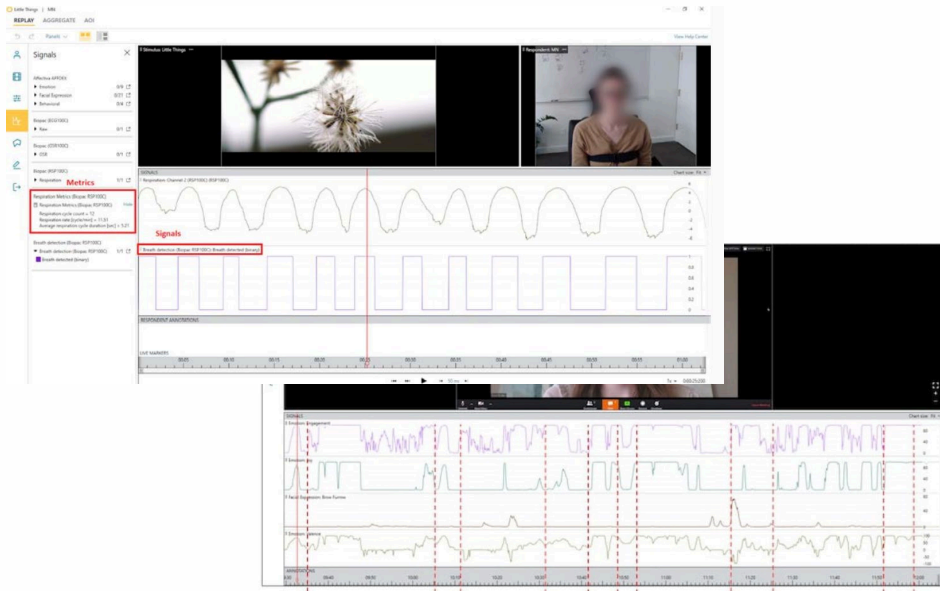
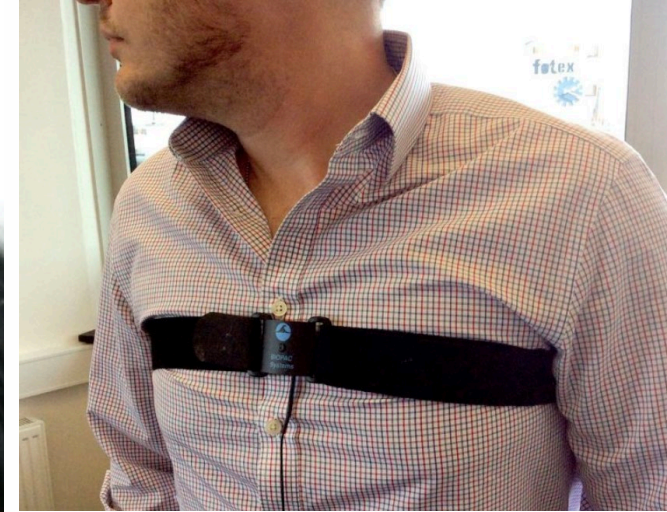
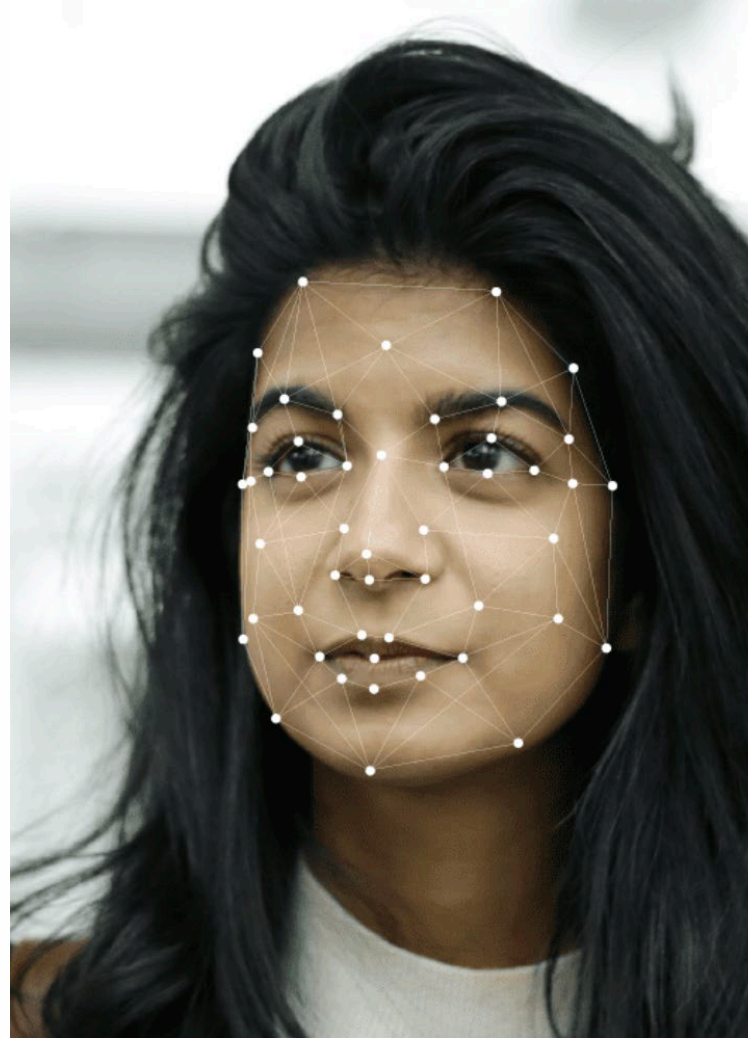


Connected

34 seniors in their own private households



Facial Monitoring
Breathing Monitoring
EEG Monitoring



Financing

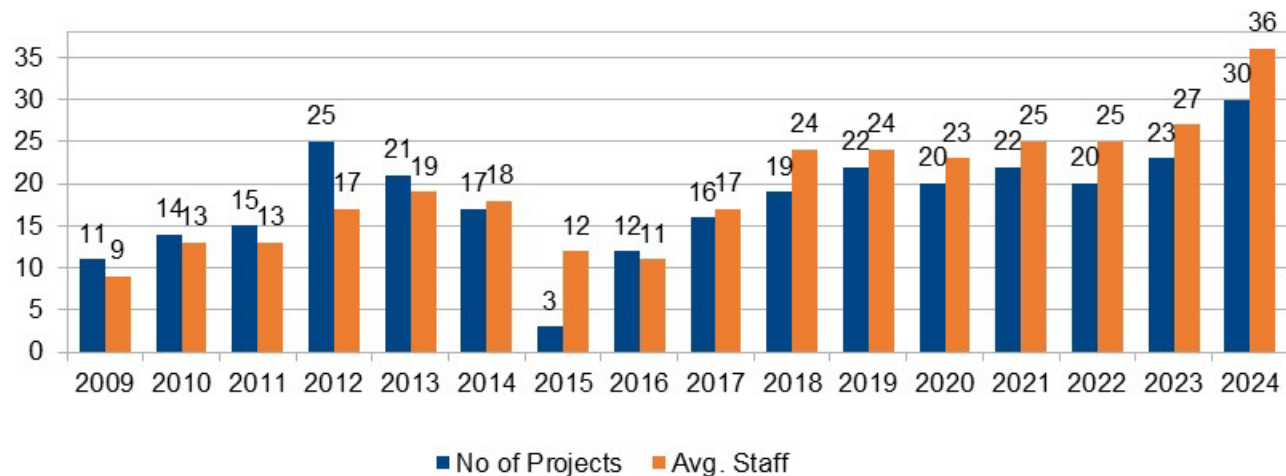
Challenges

- Zero fix income
- Fluctuation of projects
- „Copycats” – innovation in verballity
- Dependance on projects

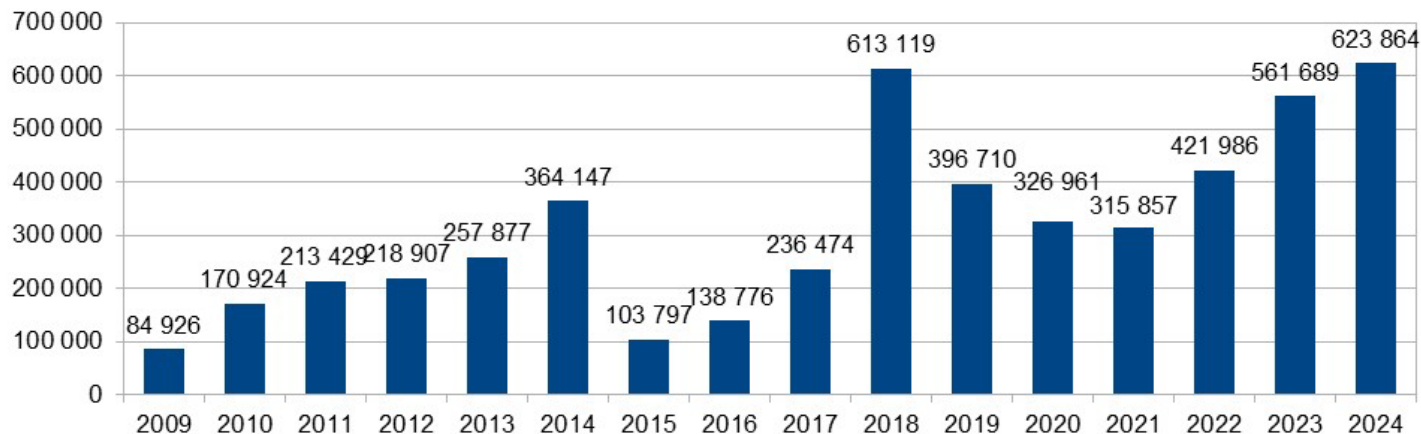
Opportunities

- Independence
- Strategic approach due to 3-year perspective
- Contract with 11 universities
- Multifund funding
- Constantly new impulses – ahead of others

Number of Projects and Staff members



Total Net Sales in 1.000 Hungarian Forints



Sources of International Financing

Interreg Europe

- Learning from all over Europe about cooperation with policy owners
- Cohesion building opportunity with local/national policy makers
- Possibility to pilot individual actions to support policy change

Interreg Europe



Co-funded by the European Union

Further connected cooperations

Interreg Europe Co-funded by the European Union

NOTRE

Novel methods improving production innovation potential with examples of senior care-related solutions

Interreg Europe Co-funded by the European Union

BEST DIH

Supporting digital transformation & cooperation between DIHs, adapting international good practices at local level

Interreg Europe Co-funded by the European Union

3F GREEN MODEL

Management and recycling of biowaste in the agri-food and forestry sector

Interreg Europe Co-funded by the European Union

OD4GROWTH

Strengthening the availability and processing of Open Data

Interreg Europe Co-funded by the European Union

UnicornQuest

Development of Local Ecosystems & Creation of Local Hubs – "Unicorn Forests" – to Retain Promising Companies in the Region

Interreg Europe Co-funded by the European Union

KARMA

Waste management in the construction sector

SKALE2CT

Scope

Enhance resources of public & intermediary organizations to improve Business Acceleration providers and services, in particular it comes to scale-up phase.

Good Practice Example

„Tarmac Incubator“ from Grenoble to provide early-stage financing for start-ups

„Call INNOV-ID – Early-stage VC investment“ from Portugal to support financially spin-offs and early-stage startups

Policy instruments

Focusing on scaling-up services with I4.0 and AI component

Sources of International Financing

Active Assisted Living Programme

- Healthy ageing projects
- Tangible pilots, like MCI application

EIT programme

- Multiple thematic units – manufacturing, digital, health, water, climate, urban mobility, creative industries
- Operational, company-oriented projects, in a 1-year implementation phase, with international partners



Stimulating innovation, in particular by linking research, business and education



Vertical integration between Teaching and Learning Factories and related training materials



Digital twin development and related training materials; Open call for manufacturing companies



Modular training program in the field of advanced metal forming processes

Sources of International Financing

Interreg Danube

- Thematic priorities for macro-regional know-how transfer
- Important of Danube Strategy, as a framework for developing ideas and partnerships



Promotion of artificial intelligence for SMEs



Innovation as a service to reduce regional economic and social disparities



Boosting S3 and encouraging Spinoffs in IT



Danubians Cradle-to-Cradle Architecture and construction processes



Boosting digital and industrial capacity of women entrepreneurs



Improving rural areas for managing the depopulation of rural areas



Humanoid Robotics Integration and Innovation

Sources of International Financing

Interreg Central Europe

- Macro-regional cooperation
- Vienna-led programme
- Intermediate between policy focus on Interreg Europe and operative cross-border programmes



SMERF

Offering smaller companies guidance on working with innomediaries



Drive2Transform

The aim is to facilitate the transformation of the automotive industry in Central Europe



SMART CIRCUIT

Enabling smarter, circular, digital innovation hubs to enhance manufacturing eco-system



RehAllianCE

Optimizing usage of new technologies in rehabilitation to improve life quality of inhabitants



Digi-B-Well

Enhancement of capacities for digital era-fit management, achievement of digital wellbeing



3P4SSE

Strengthening weak economic sectors by promoting territorial clusters of social and solidarity economies

Sources of International Financing

Interreg Cross-Border

- Operational projects, for us mostly in Austria-Hungary
- Actions like cross-border DIH with joint service portfolio
- Currently aiming at cross-border research center



Using creative pedagogical tools at different levels of education to develop skills in an interdisciplinary way

Horizon and FP10 programme

- Cooperation with the most advanced technological leaders in Europe
- Cascade funding tool is essential for company implementation
- Highly competitive



Enabling competitive AI-at-the-Edge digital transformation of Industry 5.0 Manufacturing SMEs. 2 rounds of open call for SMEs



Supporting European SMEs in the uptake of Artificial Intelligence applied to manufacturing, with a specific focus on the use of AI-enabled applications at the edge

Sources of International Financing

Erasmus

- Key for universities and training organizations
- Also import tool for intermediary and RTOs



Development of a curriculum and digital platform on circular design for students and teachers in the VET system



Developing skills in Intellectual Property Rights open data for sustainability and circularity

UNIDO

- Development programmes coordinated by the UN in Vienna
- Both as service provider and beneficiary position
- Low level of Central and Eastern European involvement

World Bank

- Opportunity both as supplier and beneficiary

Private Foundations

- Dominantly German, Swiss and Nordic countries

Dual Education

- Both undergraduate and graduate
- 2 years scholarships, with fixed salary



University Partnerships

Thesis Writing

- Development programmes coordinated by the UN in Vienna
- Both as service provider and beneficiary position
- Low level of Central and Eastern European involvement



Practice Location

- 4 weeks to 6 months periods
- Scholarships paid to students



Case Study Partnership

- 4-6 months with dedicated thematic areas



PhD programmes

- 3 months to 3 years
- Joint research fields



Innovation Vouchers

Concept

Objective to introduce new technologies, solutions or market access

Companies and/or RTOs apply together for dedicated applied development

Short term projects with quick funding schemes

Experience

First one in 2010 in Central Europe programme – **Centrope_TT** keep.eu/projects/5487/Tools-for-Transnational-Inno-EN/

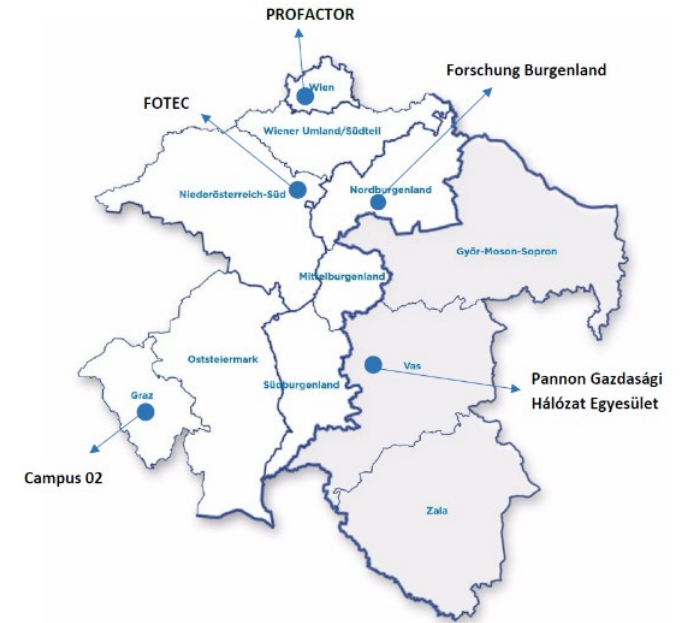
- SME innovation support across the borders

Recent one in Austria-Hungary in 2019 – **IMPROVE!** <https://www.interreg-athu.eu/en/improve/>

- Joint digital services for companies from the border region – like new CGI commercial, 3Dprinted test bodies

Current one in Central Europe programme – **RehAllianCE** <https://www.interreg-central.eu/projects/rehaliance/>

- Testing new products and services in the rehabilitation area



Start-up Ecosystem

Concept based on experience

Identify potential collaborators from the quadruple helix members

Define common goals, elaborate together, sign up for the joint implementation

Build a broad partnership around, with citizen involvement

Always communicate

Importance of the Ambassador/Change Agent

Focus on low hanging fruits

Be patient and persistent over time

Focus on niche, due to lack of economies of scale



Thank you for your attention.

www.pbn.hu

www.am-lab.hu

www.at-home.hu



Working groups

Discuss with your colleagues at your table:

- What are the main challenges for funding innovation infrastructures, and
- what is the policy rationale for pursuing such an initiative?

Summarise 2 takeaways



Balázs Barta

Founder, managing director – am-LAB, Hungary – SKALE2CT project



The good ingredients – part II: placed-based policies, innovation vouchers and competitions for university-industry collaboration



Zdeněk Hušek
Ústí Region, Czech Republic – RATIO project



Nicola Doppio
Open Innovation Officer at HIT - Hub
Innovazione Trentino, Trento, Italy





Innovation Vouchers for university-industry collaboration

Zdeněk Hušek

19.11.2024

Zdenek Hušek, Usti region

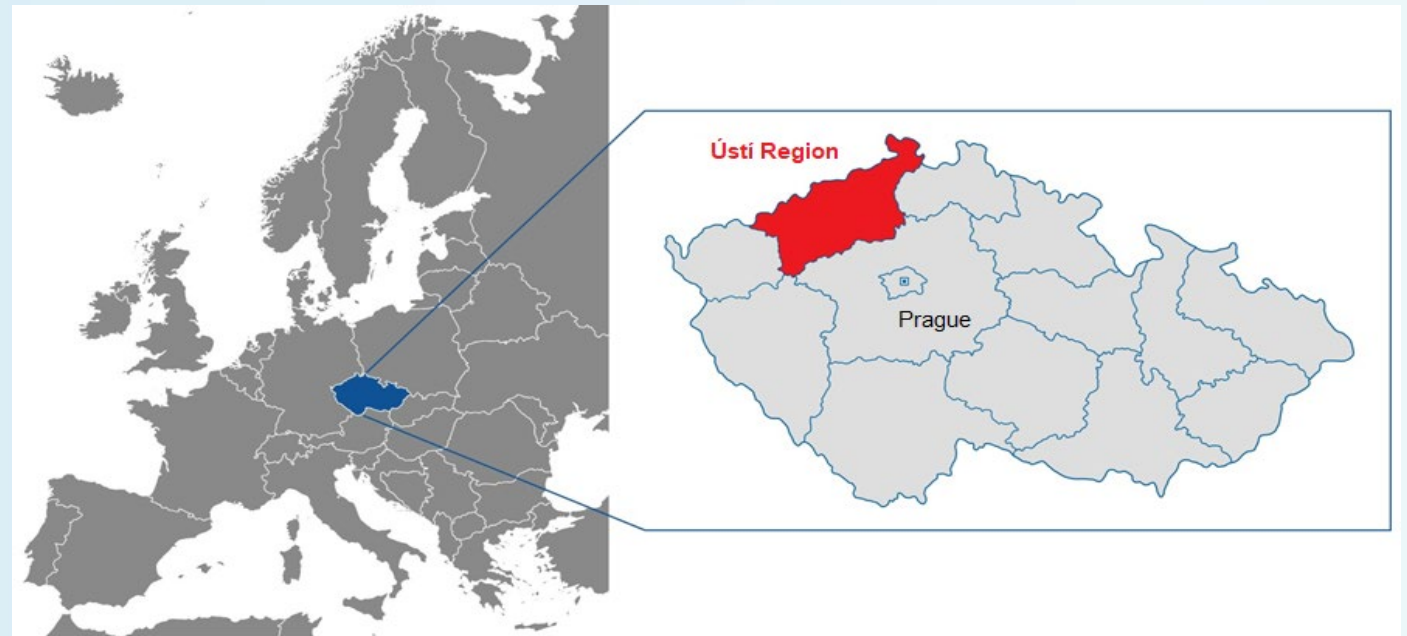
Regional Innovation strategy (RIS3) manager, Usti region authority

Team leader Smart Accelerator (RIS3 implementation) – Innovation centre Usti region

Industrial transformation
(chemistry, energy, automotive)

800 000 inhabitants

Challenge in lack of high skilled



Industry needs – EBN analysis

- Access to finance, 85 % of incubator tenants
- Company acceleration, 69 %
- Access to markets (especially B2B), 65 %
- Internationalization (access to foreign market), 63 %
- Access to open innovations (Universities), 56 %
- HR services, 55 %
- Cooperation with corporates, 55 %



Innovation vouchers - design

Description: small grant for business development, digitization, product development, testing,

Scale: 20 th. EUR, 40 th.EUR innovations

Resources: Just Transition Funds/regional

Provider: Regional authority

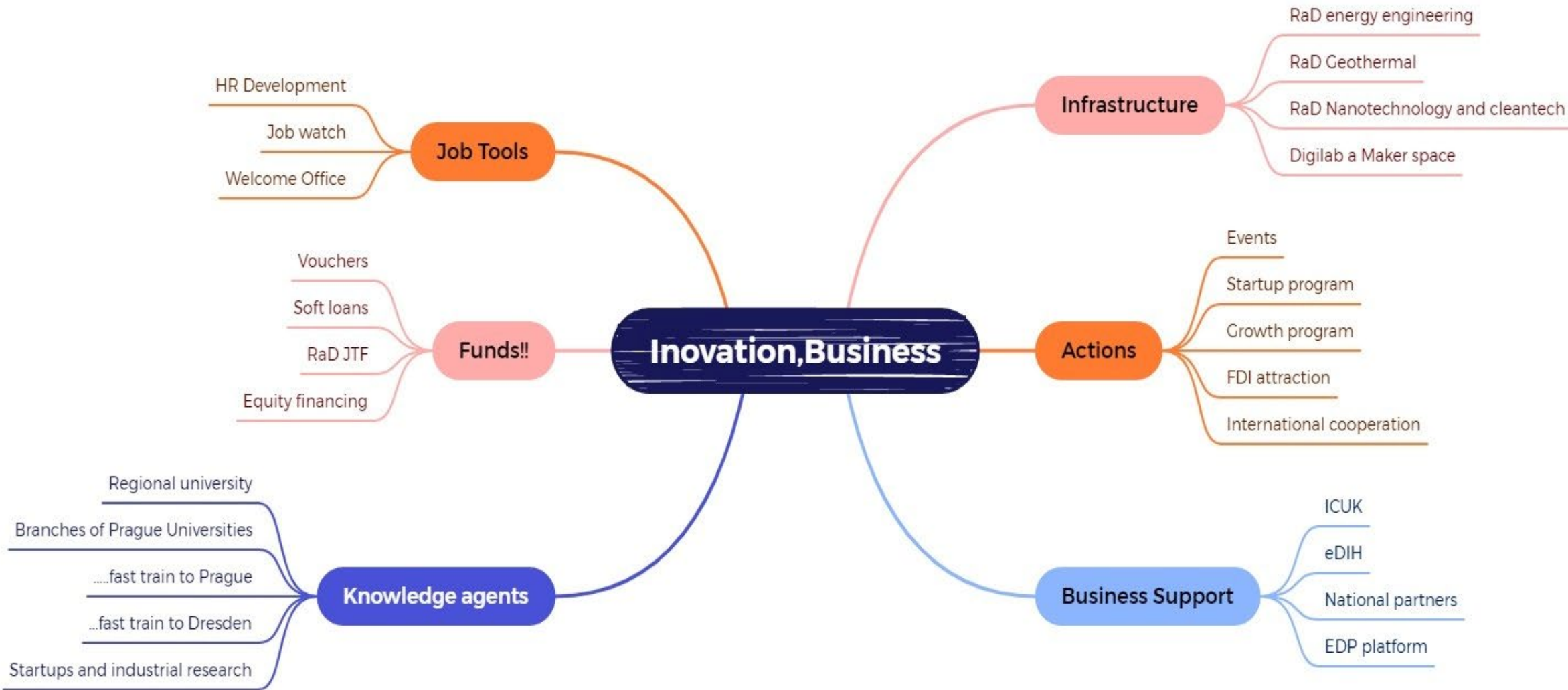
Target: leveraging of cooperation
in future (bigger!) projects!



Innovation vouchers – design recommendations

- Voucher must be part of ecosystem, not isolated action!
- There must be some ecosystem orchestrator (Innovation agency, technology transfer centre) who promote vouchers in „context“.
- Active selling! Promotion, marketing, key account management
- Also voucher is an innovation (early adopters' approach).
- Simple evaluation!
- Impact evaluation (World bank)

Innovation ecosystem model – role of vouchers?



Financing „one stop shop“! Role of vouchers

- RaD Grants (national and European level)
- Technology incubation (Czechinvest), startup grant
- Soft loans (10year, 0 % interest rate),
 - National Development Bank/JTF
- Semiprivate capital (equity funds co funded by EIB/EIF)
- Private capital (venture capital, corporates, business angels)



New initiative/vouchers

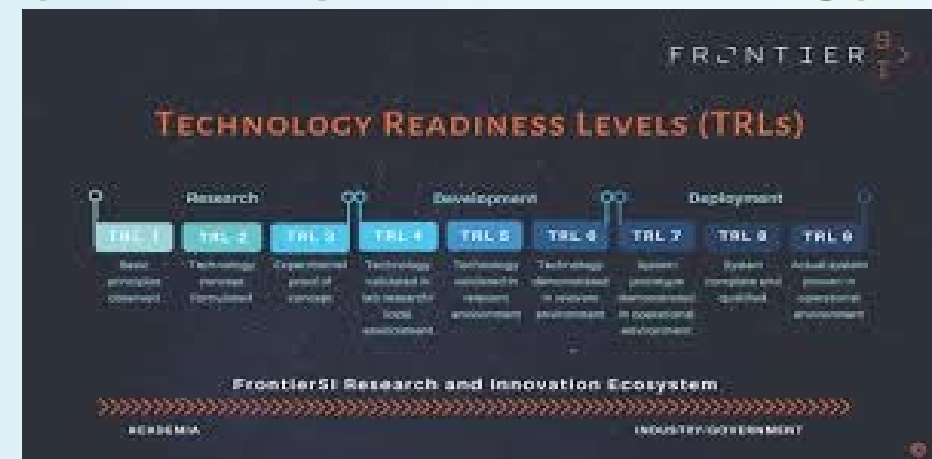
- Proof of concept grant (pre seed financing for RaD and spin offs), technical and market evaluation of promising technology.
- Scholarships for startups and spinoffs founders (students, PhD, academic staff, start uppers), one year, before company founding.



Policy recommendations



- Combination of grants and returnable financial tools
- Combination of resources (one stop shop approach)
- Covering different stages in company life (pre seed, seed, growth, A and B level of financing)
- Covering different level in Innovation process (TRL – technology readiness level)



Usti region – open for new challenges!



husek@icuk.cz, www.icuk.cz



Working groups

Discuss with your colleagues at your table:

- What are the main challenges for having innovation vouchers in your region, and
- what is the policy rationale for pursuing such an initiative?

Summarise 2 takeaways



Zdeněk Hušek
Ústí Region, Czech Republic –
RATIO project





Challenge competitions for university- industry collaboration

Nicola Doppio
Skopje, 19 November 2024

WWW.TRENTINOINNOVATION.EU

Fostering innovation via tech & knowledge transfer



- Ranked 1st in the Censis ranking 2024-2025 in the category of medium sized universities
- Ranked 1st for the quality of scientific outputs in its category by ANVUR Research Quality Assessment (VQR)
- Worldwide ranking 198 (Times Higher Education - 2016)



- Over 350 researchers
- 3 scientific & tech areas: ICT, Materials & Microsystems, Theoretical Physics
- Excellence in data analytics, semantics, cybersecurity, graphene



- Local economic development agency
- 6 incubators
- 120.000 m³ of spaces



- Combining together research, training, experimentation, consultancy and services in the environment and agri-food sectors
- *FEM ranking in Italy #1 Chemistry, #1 Agriculture, #4 Biology*
- Full genome sequences: grape, apple, strawberry, small fruits; olive, citrus (ongoing)



Action areas



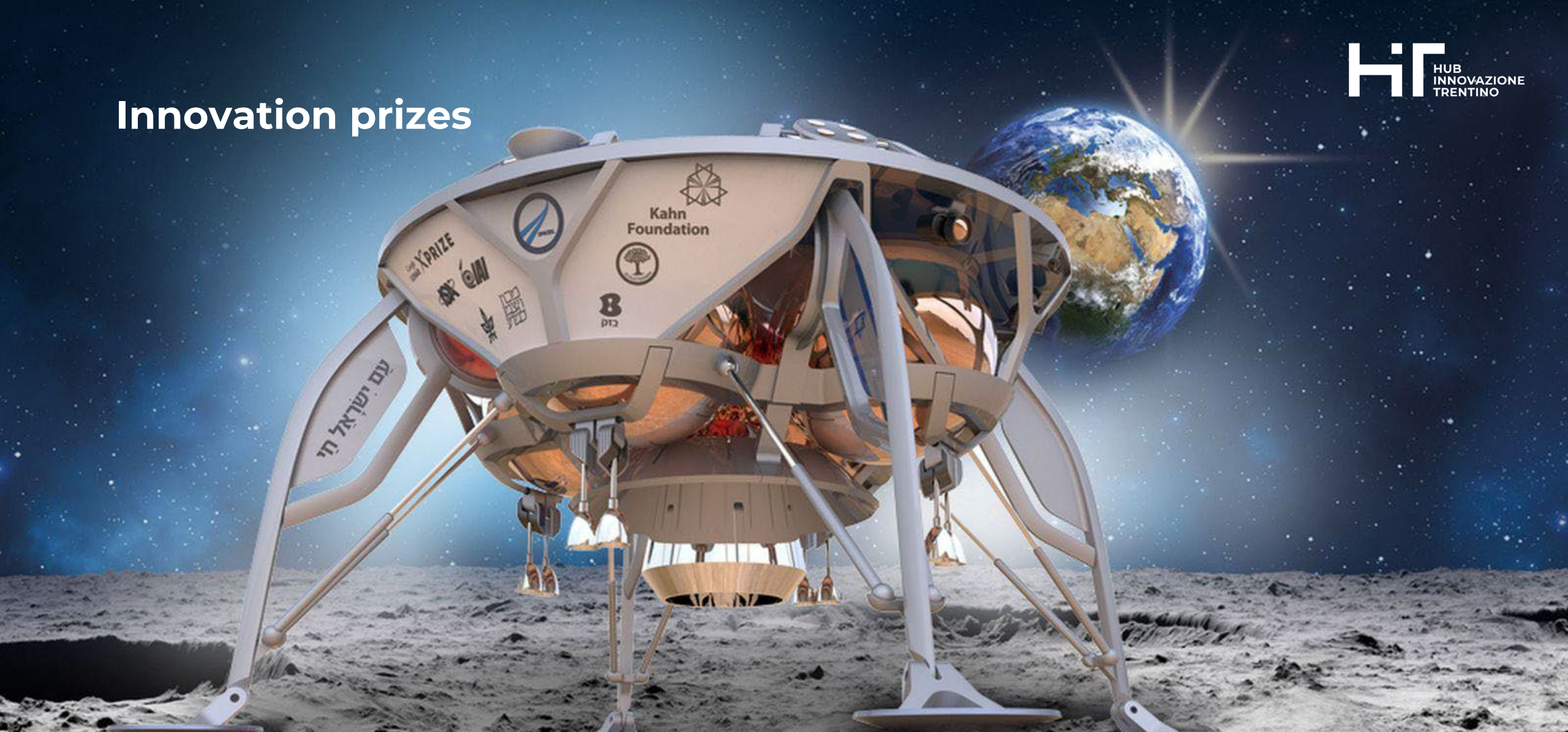
1. TECH TRANSFER & OPEN INNOVATION

2. NEW BUSINESS CREATION

3. INNOVATION ECOSYSTEMS



Innovation prizes



**LONGITUDE
PRIZE**

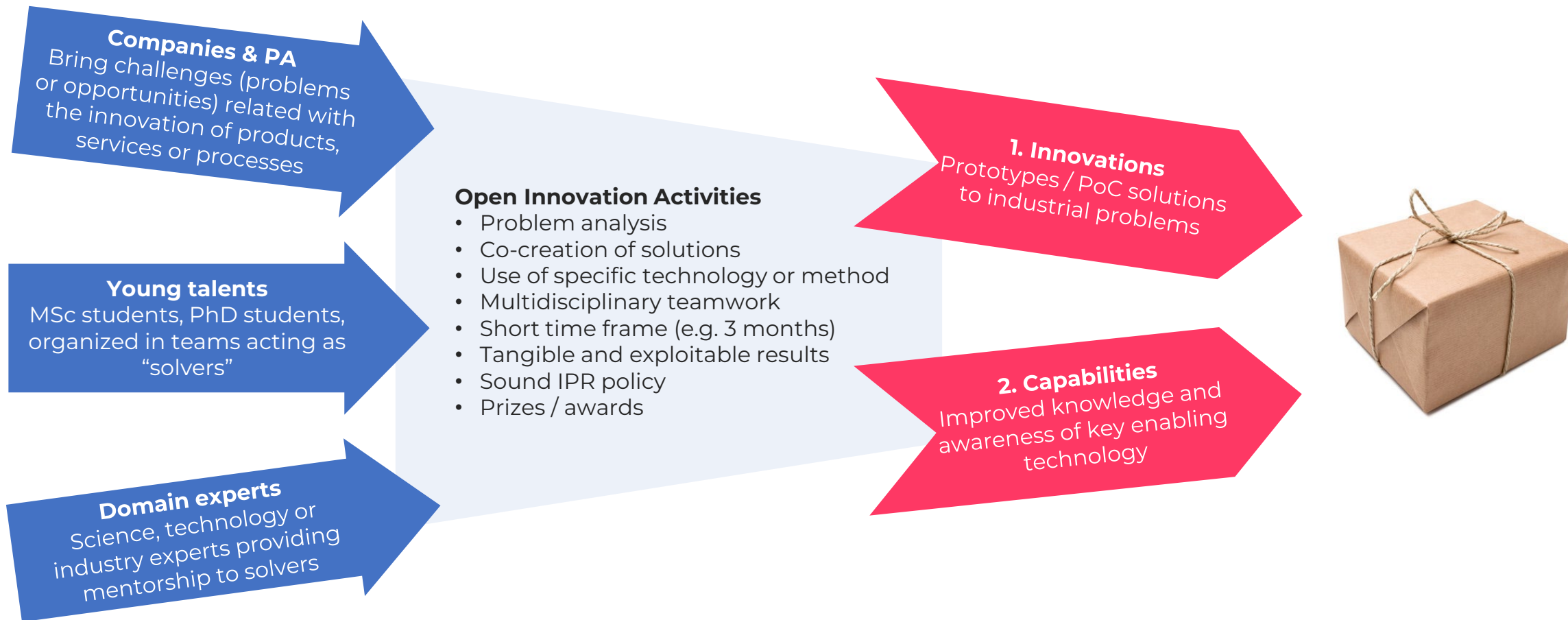
Google
LUNAR **XPRIZE**

مؤسسة دبي للمستقبل
DUBAI FUTURE FOUNDATION



Challenge.gov
Government Challenges, Your Solutions

Innovation Challenge

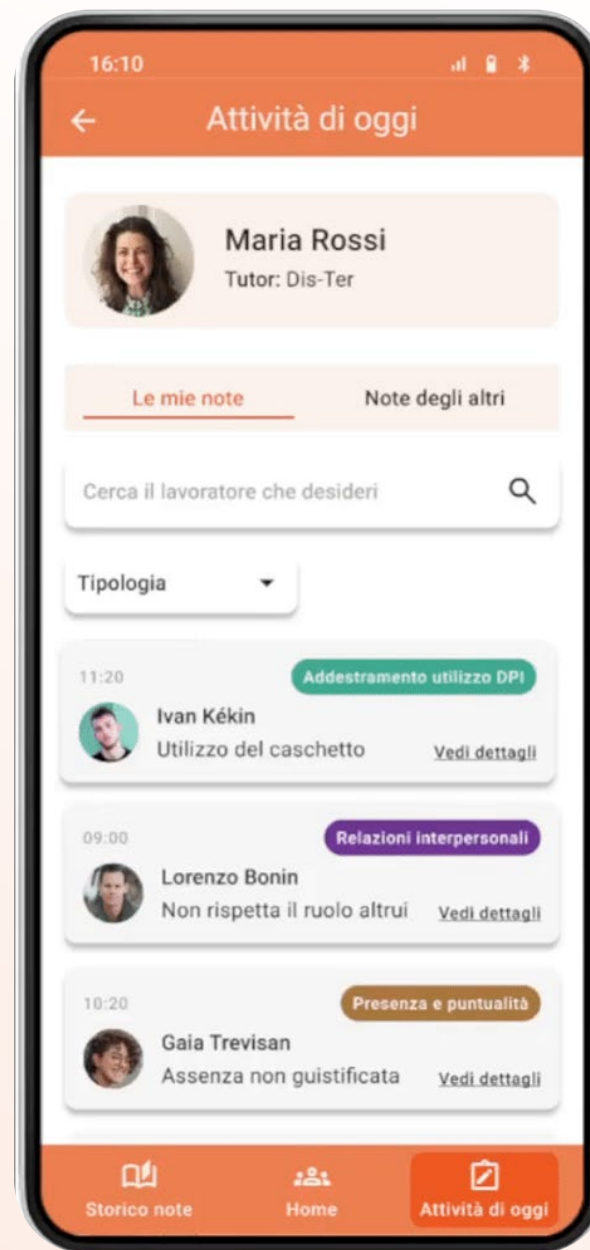




User-centered design



UX Challenge outputs



Final events

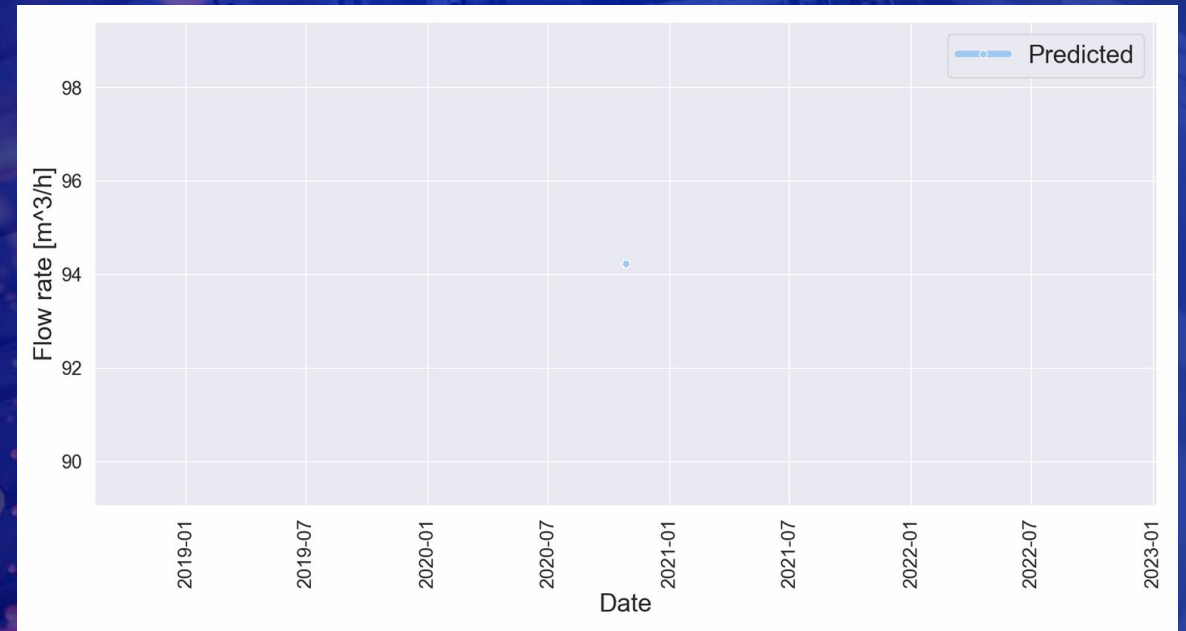




Industrial AI Challenge

Artificial intelligence applied to
industrial challenges

APPLY BY 19 SEPTEMBER h 12.00



Predicting inflow of rainwater in water treatment plants allows to switch off oxygenator machineries

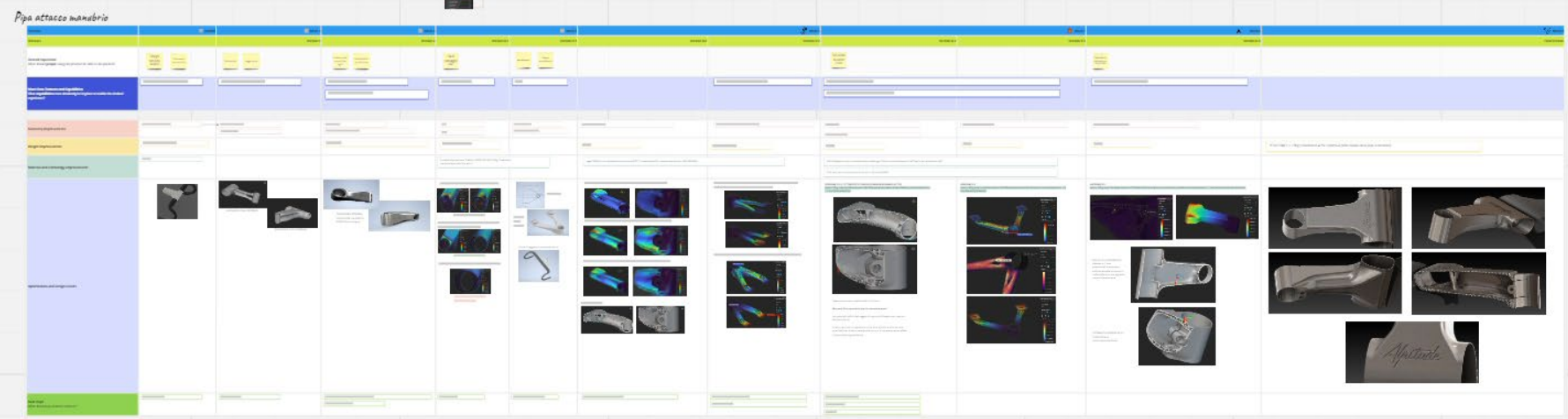
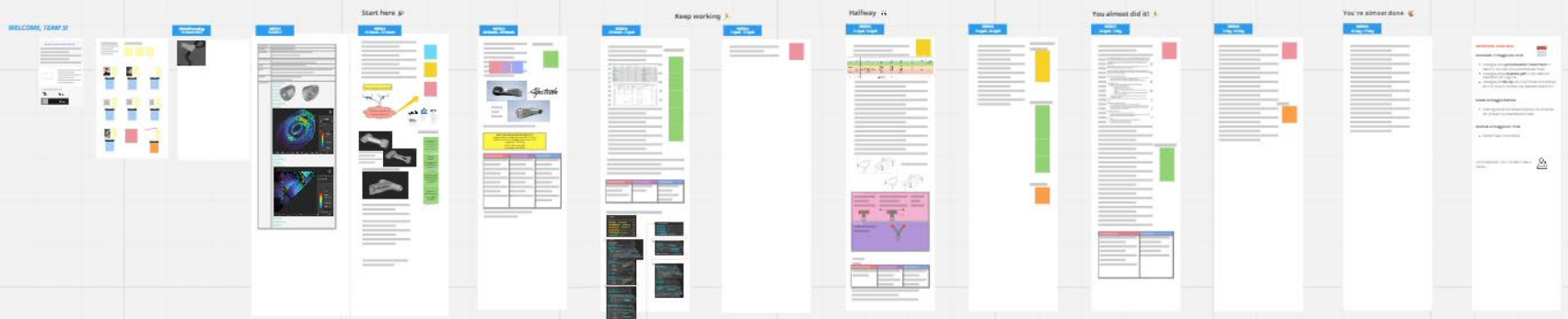


Adapted **DMLC XGBoost** model integrating plant sensor data with weather data (4-year time series)



4%

Reduction of operating costs of oxygenators



Available formats



Improvement and innovation of the User Experience with Design Thinking and User-Centered Design methods



Process optimization and resolution of industrial challenges with Management Engineering methods



Topological and structural optimization and mechanical redesign to maximize the benefits of Additive Manufacturing



Development of PoC – Proof of Concept plans for biotechnological solutions for the biomedical sector



Development of data science and Artificial Intelligence solutions to industrial challenges



Creation of technological solutions and PoC – Proof of Concept for Vascular Surgery



Data science and Artificial Intelligence solutions to challenges from Public Administrations

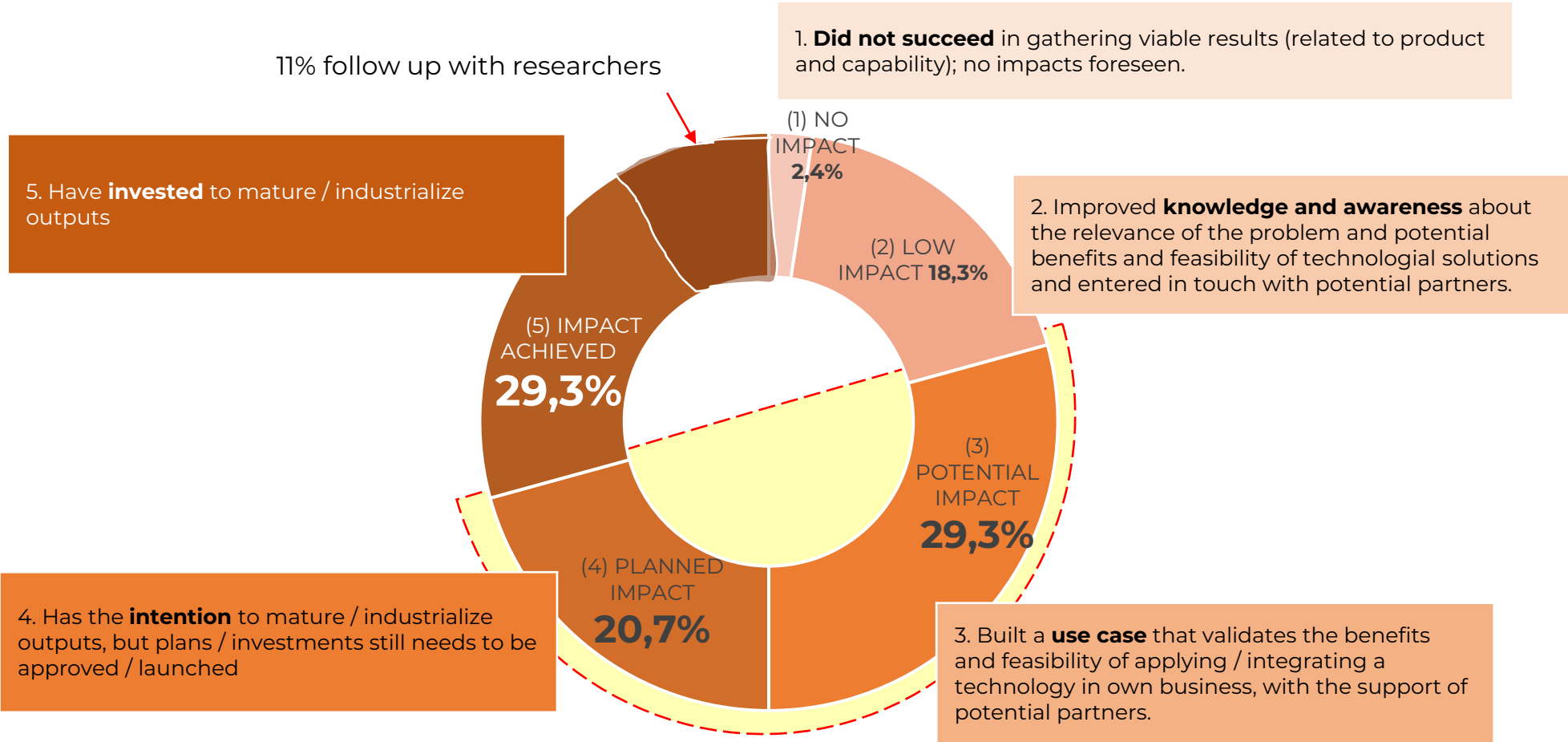


Resolution of industrial challenges with applied and experimental physics methods

100+ supported companies and PAs



Challenge impact



50% need follow-up support

Innovation Challenge Design Canvas



www.innochallenge-project.eu



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 804454



Working groups

Discuss with your colleagues at your table:

- What are the main challenges for having an open innovation challenge, and
- what is the policy rationale for pursuing such an initiative?

Summarise 2 takeaways



Nicola Doppio

Open Innovation Officer at HIT -
Hub Innovazione Trentino,
Trento, Italy



Policy Design



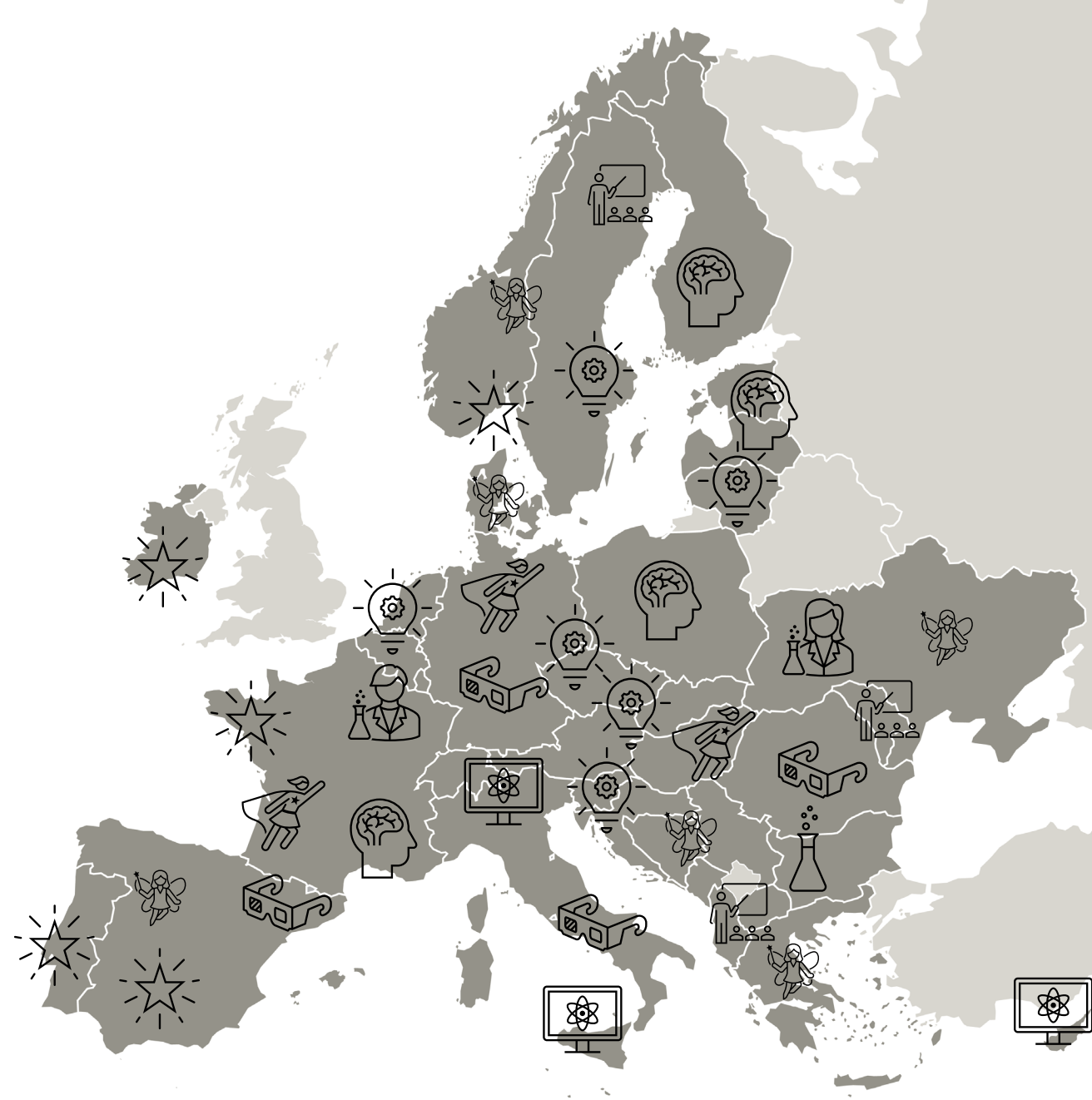
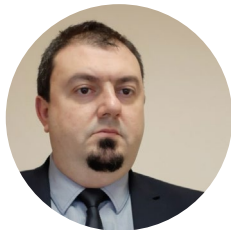
Marc Pattinson
Thematic Expert – Smarter Europe
Policy Learning Platform

Innovation vouchers

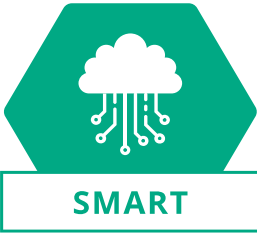


Arnault Morisson
Thematic Expert – Smarter Europe
Policy Learning Platform

Hackathons



What are Innovation Vouchers?



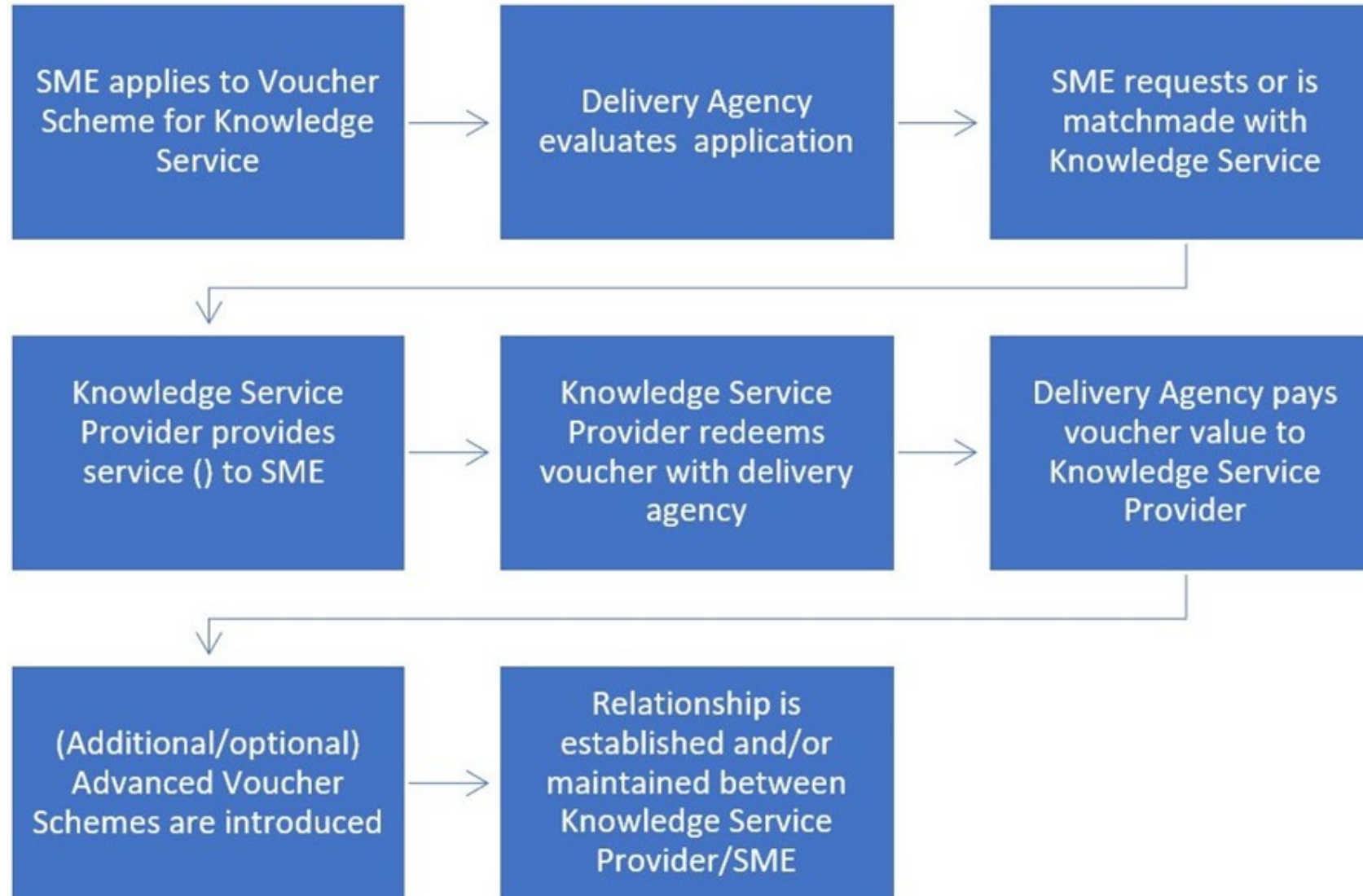
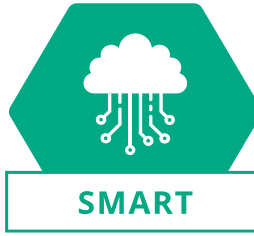
Innovation vouchers are small lines of credit (usually ranging from €2,000 to €20,000) provided by regional or national governments to Small- and Medium-sized Enterprises (SMEs) to purchase services from knowledge providers such as universities, research centres, or consulting firms with a view to introducing new products, processes, or services in their business operations.

Innovation vouchers have three main objectives:

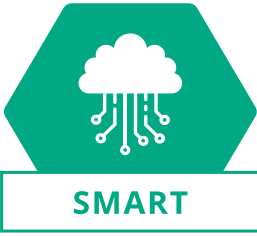
- To stimulate the introduction of product, process, organisational or service innovation in SMEs,
- To promote university-industry collaboration and stimulate knowledge transfer.
- To foster the formation of networks between SMEs and other academic, research and private partners.

[Voucher schemes: implementing innovation vouchers](#)

The main stages of an innovation voucher



What are hackathons and challenge prizes?



Hackathons (short-term) and/or inducement prizes are flexible policy tools that can engage a broad audience and diverse groups of actors and sponsors to deliver solutions to challenges thanks to its low barriers of entry. The main objectives of innovation inducement prizes are to orient research efforts and to incentivize the creation of a desired technology.

Policymakers can introduce innovation inducement prizes or hackathons with a **challenge-oriented approach to solve regional societal challenges.**

Innovation Inducement Prizes: small steps to transformative changes

Amsterdam startup in residence



Startup
in Residence

Startup ecosystems

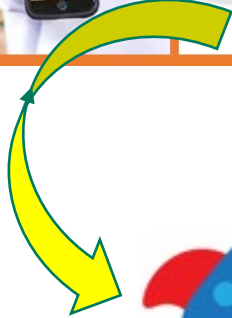


Hey startup!
Which challenge can you solve?

www.startupinresidence.com



6-month co-creation



The City as (eventual) **“launching customer”** at the end of the process through public procurement

Startup in Residence Sustainability Challenges

- Clean municipal trucks**
Come up with an innovative solution to make the municipal's (garbage) vehicles emission-free
- Sustainable municipality**
Come up with an innovative solution to make the municipal organisation more sustainable
- Connect citizens to gas-free living**
Come up with an innovative solution for interaction between Amsterdammers and the municipality about gas-free living in Amsterdam.
- Heat for later**
Find an innovative solution to capture or utilise heat locally (for example, from surface water, air, soil or bricks)
- Collect commercial waste over water**
Develop a smart solution for waste collection using the waterways for transportation
- Entice locals to compost**
Develop an innovative solution for local organic waste collection and processing
- Green deliveries & waste collection for businesses**
Come up with a smart solution for cleaner and more efficient deliveries and waste collection for businesses
- Trees in need**
Develop an innovative solution to enable trees to 'express their needs'
- Re-use our sewer trash**
Find an innovative solution to re-use coarse waste and fat/grease/fibre from residual streams
- Green up our car parks!**
Come up with an innovative solution to use the municipal car parks for more sustainable purposes
- Clean & green energy**
Come up with an innovative solution to embed clean energy in the Amsterdam cityscape
- Green homeowners' association**
Find a solution to make it easier for the members of homeowners' associations to make their homes sustainable
- Arena's circular trash**
Develop an innovative solution to improve waste sorting and processing in and around the Johan Cruijff ArenA
- No waste in this household!**
Come up with an innovative solution that motivates residents to recycle their household waste
- Sustainable sports city**
Come up with an innovative solution to connect sport and sustainability during EURO 2020 and beyond
- Food from the hood**
Find an innovative solution that brings local food producers closer to Amsterdam consumers
- GreenPee's 'liquid gold'**
Find a solution to use collected urine in the local circular economy
- Save our water plants!**
Develop an innovative solution to enable aquatic plants to grow in the Amsterdam canals

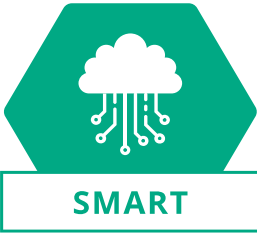
The Wildcard
Do you have a solution for a sustainability challenge that we did not define? Apply for the wildcard!



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“Mini-missions”

How to design hackathons and challenge prizes?



Hackathons and challenge prizes must be carefully designed not only to identify the **regional challenge** and to **attract the most competent solvers** but also to answer questions such as:

- selecting co-sponsors,
- defining the eligibility of participants,
- creating the competition's rules,
- defining participant's rights such as regarding intellectual property right issues,
- setting the awards and their criteria,
- and finding ways to capture the imagination of the public.

WHY?	WHAT?	HOW?
<p>1. GOAL</p> <p>Innovation Challenges are run to support Open Innovation in SMEs. However, an innovation agency may also wish to achieve specific strategic goals via a Challenge. For example, a Challenge could be expected to impact both SMEs and other participants. Clarifying these strategic aspects at the very beginning is crucial in order to avoid problems down the road.</p> 	<p>5. ACTIVITIES</p> <p>Activities are the problem-solving actions required to deliver solutions to the challenge. These include intellectual work related to specific and often innovative methodologies, requiring high level skills and know-how. Does the Challenge involve designing? Coding? Prototyping? Developing technology? Business modelling? Piloting / testing?</p> 	<p>9. GOVERNANCE</p> <p>To run an Innovation Challenge might require the contribution of diverse organizations: you might have a main sponsor (e.g. a public administration) that wants you to run the Challenge; or you could be involved in just the design of the Initiative, and outsource its execution. Most likely the Challenge will have to get onboard various stakeholders for maximizing its impact.</p> 
<p>2. SEEKERS</p> <p>Seekers are organizations (maybe more than one) that are facing one or more innovation problems and looking for answers. These might be the SMEs you want to support, or even Larger Enterprises (LE) you want to connect with SMEs. The seeker acts as "the client" of the initiative: the one who defines a specific problem or opportunity, and hopes to find some form of innovation via the Challenge.</p> 	<p>6. SOLVERS</p> <p>Solvers are the people or organizations conducting the activities and ultimately arriving at the solutions the seeker is hoping for. They can be individuals, teams, or even companies, and they normally compete to deliver the best solution. They act as the "suppliers" of the Innovation Challenge and they also must perceive obvious added value from taking part in the Initiative.</p> 	<p>10. BUSINESS MODEL</p> <p>One of the key aspects in a Challenge business model is financial sustainability. Seekers may be charged participation fees (solvers are normally not). Sponsors may help to cover costs. Ultimately, this decision depends on the goal defined at the beginning. Some organizations have made a business out of offering Innovation Challenges as a service.</p> 
<p>3. CHALLENGE</p> <p>This is the innovation issue that entices seekers to take part to the Innovation Challenge. It could be a technical problem with a production process, a design problem related to the development of a new product, or an aspect of main business. A challenge may also offer an opportunity. The challenge is what solvers will actively work on in their "problem solving" activities.</p> 	<p>7. INCENTIVES</p> <p>Incentives are the motivational elements that induce solvers to take part in an Initiative and try their hardest to deliver the best solution. Incentives can be financial or otherwise (e.g. improving know how, networking, visibility) and they might be awarded to certain solvers or all participants.</p> 	<p>11. IPR</p> <p>Intellectual Property Rights (IPR) must be astutely managed in Innovation Challenges since the cooperation between solvers and seekers generates exploitable assets and IPR. The ownership of the results and the rights of parties must be clearly defined. This includes under what conditions seekers will be allowed to exploit the solutions developed by solvers, how solvers will be acknowledged, etc.</p> 
<p>4. SOLUTIONS</p> <p>This is the usable value-adding result that the seeker hopes to obtain from the Challenge, which should be the solution to the innovation problem submitted by the seeker, or significant progress towards its solution. It is the main motivation for seekers taking part in the Challenge, and something they are prepared to pay for.</p> 	<p>8. TIMELINE</p> <p>This involves the timing of the whole Initiative, with all its milestones, stages, and events. The most significant part is the time required to carry out the activities. Preparatory actions need to be planned, including the promotion of the Initiative, selection of seekers and solvers, training (if applicable). Follow up is also important. Overall, the timeline should be consistent with the expected results.</p> 	<p>12. REGULATIONS</p> <p>What are the formal regulations and legal framework that you need to have in place to run the Initiative? What the legal constraints that you possibly need to consider? (e.g. abide with state aid legislation). Most likely, this may regard the way you will identify participants (seekers and solvers), set participation fees, and award incentives.</p> 

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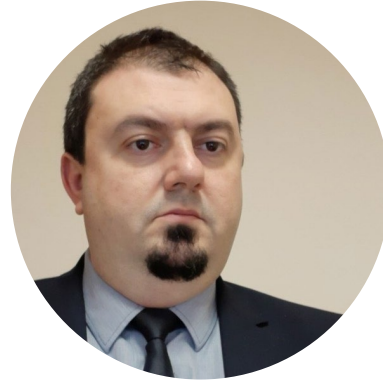
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Many thanks!



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RATIO project



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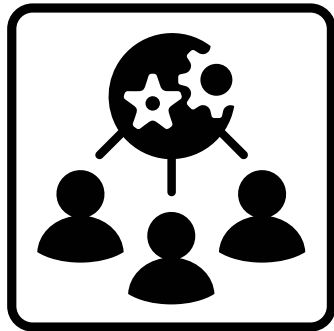
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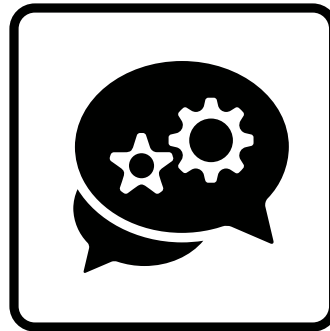
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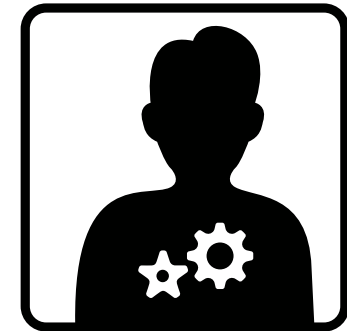
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