

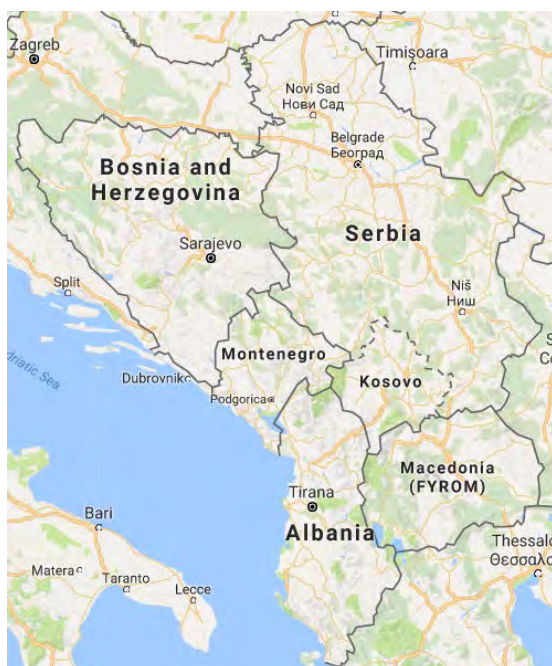
Technology transfer capacity building in the Western Balkans

(Albania, Bosnia and Herzegovina, Kosovo*, the Former Yugoslav Republic of Macedonia, Montenegro, and Serbia)
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One of the biggest challenges of our times is to address the disruptive innovation in such a way as to impact the employment, especially of young people and create economic and social added value for the society at large. Nowadays, this challenge can only be addressed by different players, both public and private, combining their efforts.

The project Technology transfer capacity building in the Western Balkans aims to support and strengthen the technology transfer and innovation ecosystem in the countries of the Western Balkans (Albania, Bosnia and Herzegovina, Kosovo*, the Former Yugoslav Republic of Macedonia, Montenegro, and Serbia). It will involve all actors operating in the technology transfer and innovation ecosystem ranging from academic institutions to early stage investors to science parks to spin-out companies to policy makers.

The purpose of this project is to deliver concrete plans for and practical initiatives in support of the technology transfer and research commercialisation ecosystem in the countries of the Western Balkans. This will assist in unlocking the economic benefits of research generated in universities and research centres by transforming research into actual services and products leading to the creation of new companies and employment opportunities and to an increase in economic growth.



Target Groups

- ▶ Technology transfer Offices of Universities and Public Research Organisations
- ▶ High technology SMEs
- ▶ Science parks
- ▶ Incubators
- ▶ Ministries responsible for research and innovation policies
- ▶ Local and international financial intermediaries such as business angels, venture capital firms and the private equity sector

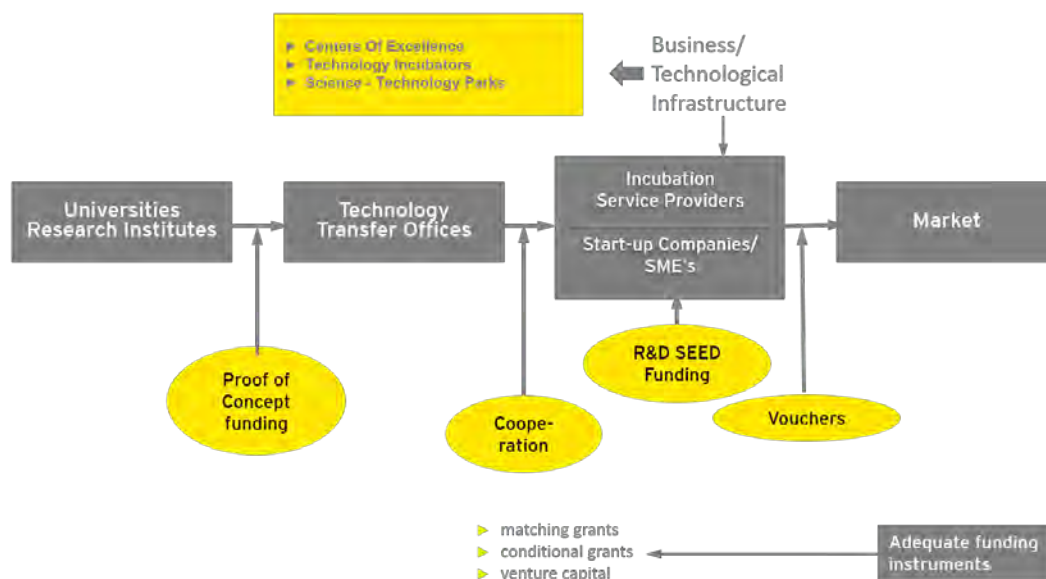


Project Components and Institutional Framework

Project Components:

- 1 Technology Transfer Training and Exchange of Best Practices:** Improving the skillset of technology transfer professionals in the Western Balkans and on allowing technology transfer offices from the region to access advice and best practices from the most advanced technology transfer offices in the EU.
- 2 Contract research:** Identifying capacity for contract research and advisory services by Universities and research centres. It will also generate recommendations for the creation of instruments to accelerate and support industry-academia collaborations e.g. innovation vouchers.
- 3 Science Parks and Incubators:** Two key outputs: The first will be to develop a strategy for supporting and facilitating the establishment of new science parks and incubators in the region focused on strategic sectors. The second will be to support existing facilities in the region in networking among themselves and with entities in other parts of Europe and beyond through the organisation of a conference focused on exchanging best practices for the establishment and management of Science Parks and Incubation facilities.
- 4 Technology Transfer Financial Instruments policy platform:** Set up a platform for the various stakeholders (International Financial Institutions, Local financial Intermediaries, local ministries, Universities, research centres and technology transfer offices) to come together and analyse the challenges and necessary solutions and develop a roadmap for the launch of dedicated technology transfer funds in the region.
- 5 Investor readiness training and matchmaking:** Organise two investment fora at which 35 companies from the region will be presented to an international group of at least 20 angel, early stage and VC investors and experts. All companies will receive investment readiness training delivered by experts in advance of the investment fora. The training will be focused on how to present their business proposition and on how to properly address questions and concerns of potential investors.

Institutional Framework for Innovation Process:



Project Activities

Inception

- 1 Mobilize the Key Experts (KE1, KE2, KE3)
- 2 Establish the project office and ensure appropriate office infrastructure
- 3 Introductory and consultative meetings with key stakeholders
- 4 Kick-off meeting
- 5 Review of relevant documents to reflect updated needs and strategies
- 6 Drafting of a revised Project Work Plan and discussions with the beneficiaries
- 7 Preparation and submission of the Inception Report

Project Components

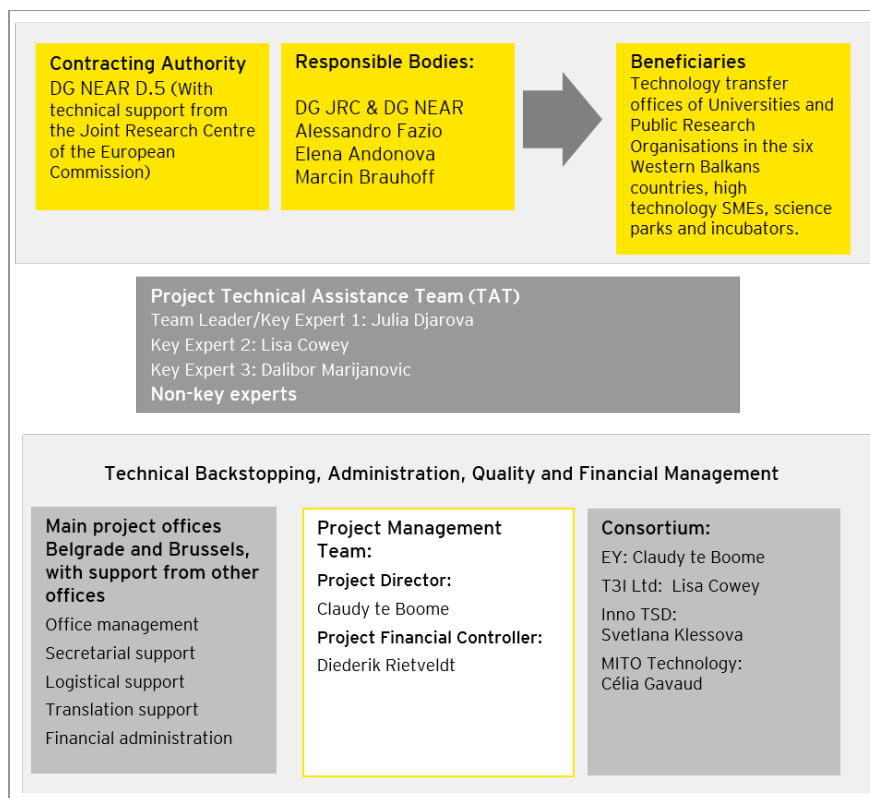
0. Project Management Component	0.1 Management and Coordination 0.2 Capacity Building Strategy 0.3 Communication of the activities and results of the project
1. Training activities and exchanges of best practices	1.1 Identification of target groups and individuals for training in technology transfer 1.2 Organization of training courses in technology transfer 1.3 Support to Technology Transfer Offices
2. Contract Research	2.1 Analysis 2.2 Organization of a workshop 2.3 Preparation of roadmap report
3. Science Parks and Incubators	3.1 Organization of workshop 3.2 Development of a Strategy and roadmap 3.3 Organization of a regional conference on Science and Technology Parks and Incubators
4. Technology Transfer Financial Instruments Policy Platform	4.1 Consultation workshop 4.2 Roadmap Report Preparation
5. Investment readiness training and support	5.1 Identification of start-up companies or promising research projects 5.2 Training of start-up companies/research projects in investor readiness and pitching techniques 5.3 Organisation of two investment focused on the Western Balkans

Finalization

- Wrapping-up session
 Preparation and arrangement of handover
 Preparation of the (draft) Final Report



Partnership for successful implementation



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Contracting Authority

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Implementing Consortium



Duration

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