

# Building Technology Partnerships



## Providing transnational Technology Transfer Services in the IRC Network - 13 years of Learning

European support network for the  
promotion of research, technology  
transfer and innovation

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Intrasoft International

**Innovation Relay Centre Network**

Austria  
Belgium  
Bulgaria  
Chile  
Cyprus  
Czech Republic  
Denmark  
Estonia  
Finland  
France  
Germany  
Greece  
Hungary  
Iceland  
Ireland  
Israel  
Italy  
Latvia  
Lithuania  
Luxembourg  
Malta  
Netherlands  
Norway  
Poland  
Portugal  
Romania  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Turkey  
United Kingdom



# Content

- ⊕ What is the IRC Network?
- ⊕ What are the services provided?
- ⊕ What is the IRC methodology?
  - What is a TTT (Transnational Technology Transfer)?
  - Who are the actors in the Network?
- ⊕ The tools (Operational- Improvement-)
- ⊕ Main achievements of the period 04-08
- ⊕ The future of the Network



# Mission statement of the IRC Network

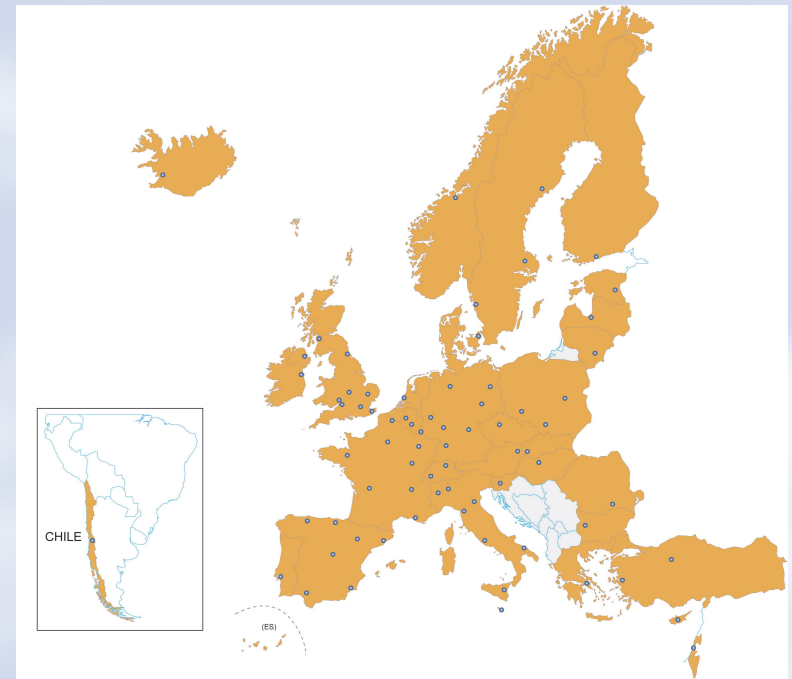
“As a trans-national network  
the IRC network drives innovation  
and competitiveness by  
connecting  
knowledge, technologies and  
people.”

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# The IRC Network : a European Network with international contacts

- **71 IRC consortia** with 243 partner organizations and 1.350 IRC staff
- **33 countries:** EU, Chile, Iceland, Israel, Norway, Switzerland, Turkey
- Many IRCs are hosted by Regional Development Agencies (**RDAs**)
- 14 IRC network's sectoral platforms (**Thematic Groups**)



# Providing operational services

STEP 1

MARKETING CONTACT

COMPANY VISIT

TECHNOLOGY AUDIT

TECHNOLOGY NEED

FINANCING

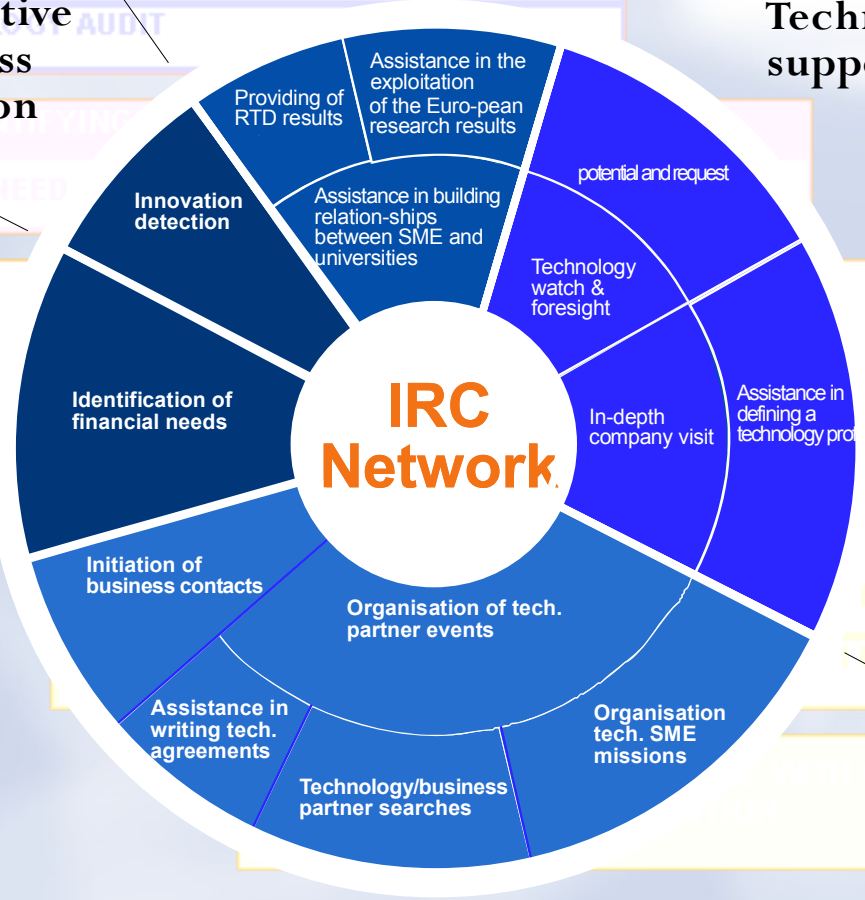
IPR

IPR Advise /  
Research  
Exploitation

Innovative  
Business  
Creation

Technology  
support

Financial  
Engineering

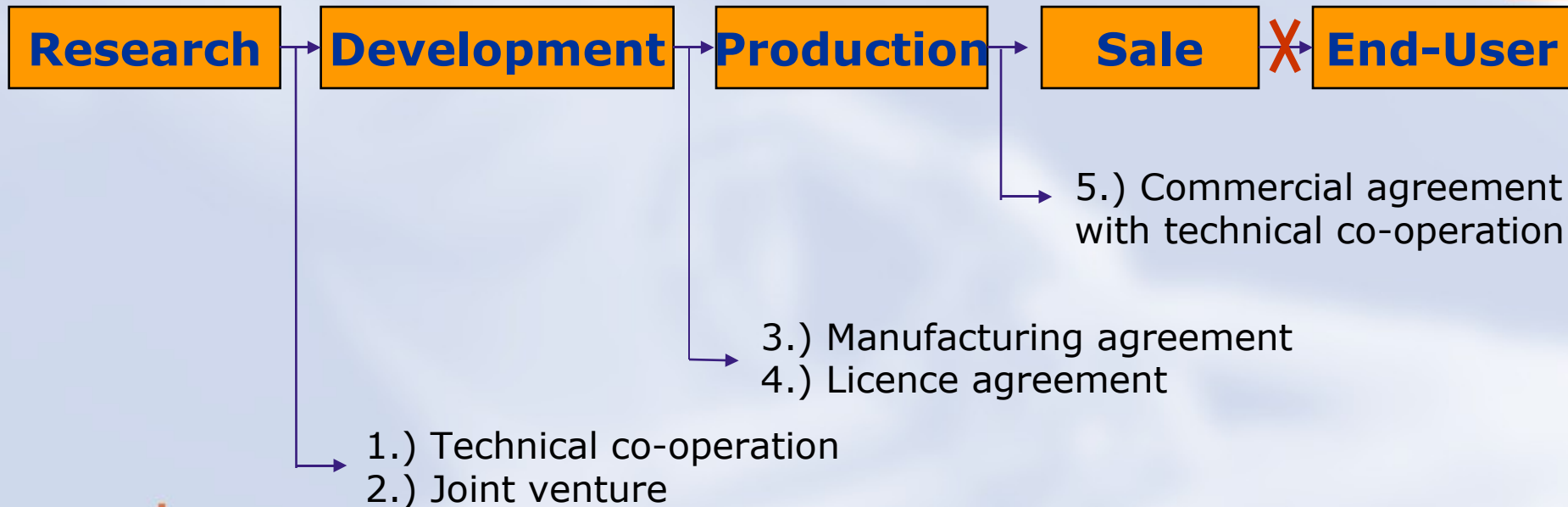


International Cooperation

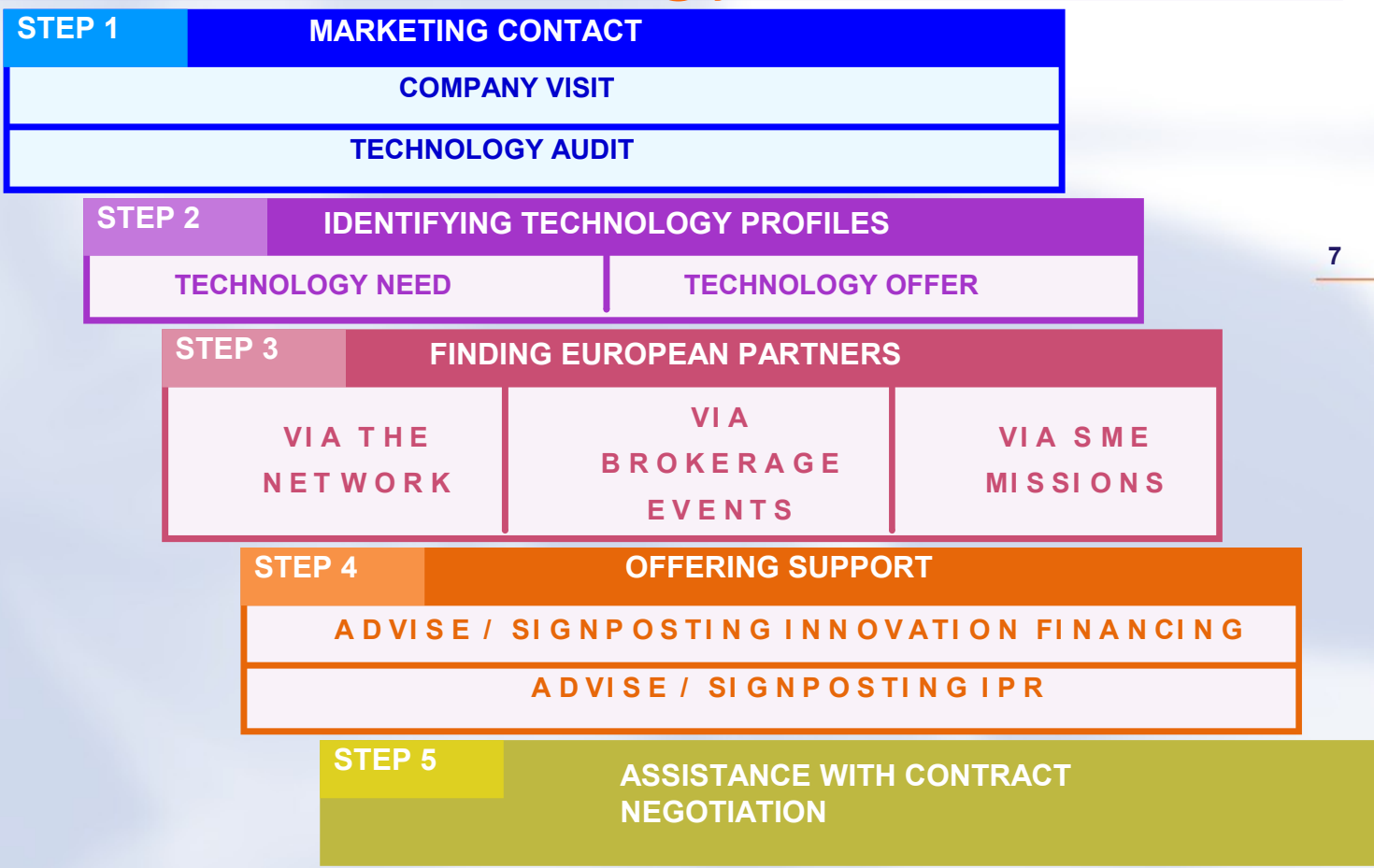


# 5 types of Transnational Technology Transfer (TTT) agreements

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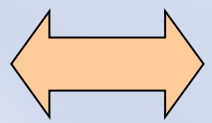


# A Network built on a proven methodology

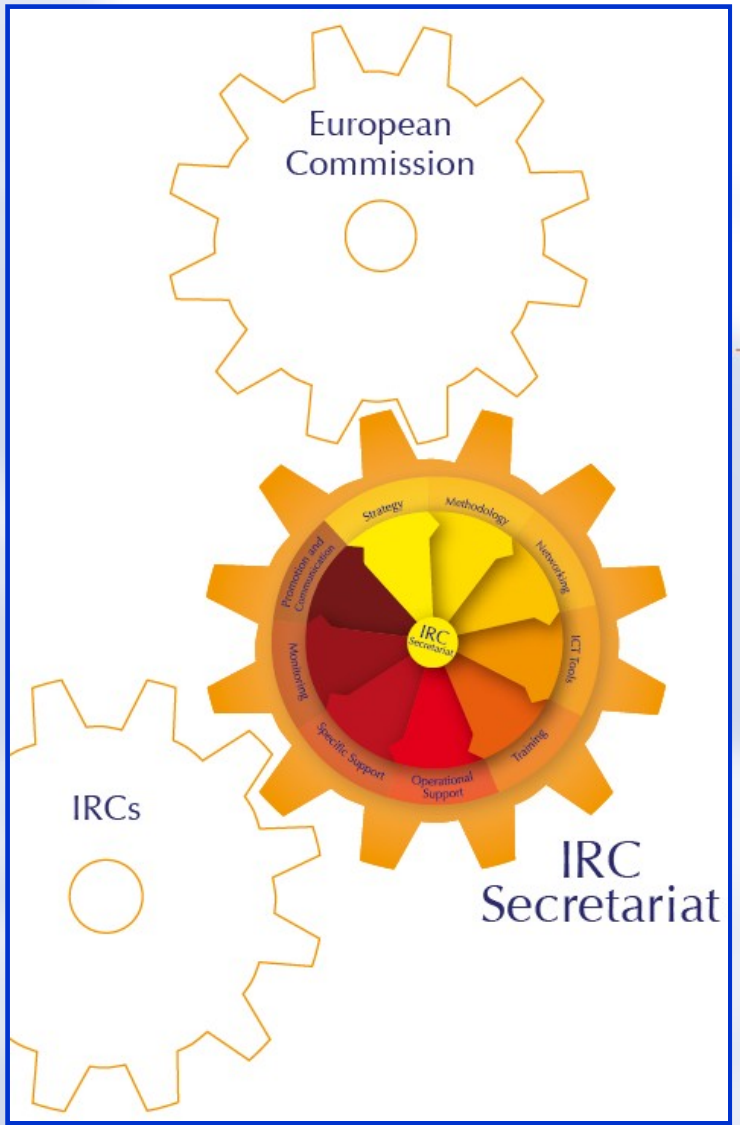
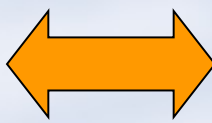


# Who are the actors?

- Other networks (ESA, Eureka ...)
- Industrial associations
- Chambers (C. of Crafts, C. of Commerce)
- Clusters



- S M E s*
- larger enterprises
- Universities
- Universities of Applied Sciences
- Research centres & institutes
- etc.



# What are the main operational tools?

## Technology profiles database (Bulletin Board Service - BBS)

- ✦ Technology Profiles exchanged via the intranet
- ✦ Profiles stored in searchable database
- ✦ Automatic matching of profiles sent via emails (AMT)

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## Organisation of Events

- ✦ TTT brokerage events (using a dedicated management tool - BEMT)
- ✦ SMEs trade missions

## IRC Thematic groups

- ✦ Transnational platform facilitating the exchange of technologies and initiatives in a specific sector



# What are the main tools for a continuous improvement? 1/2

## Strategy

- ✦ Advisory group

## Methodology

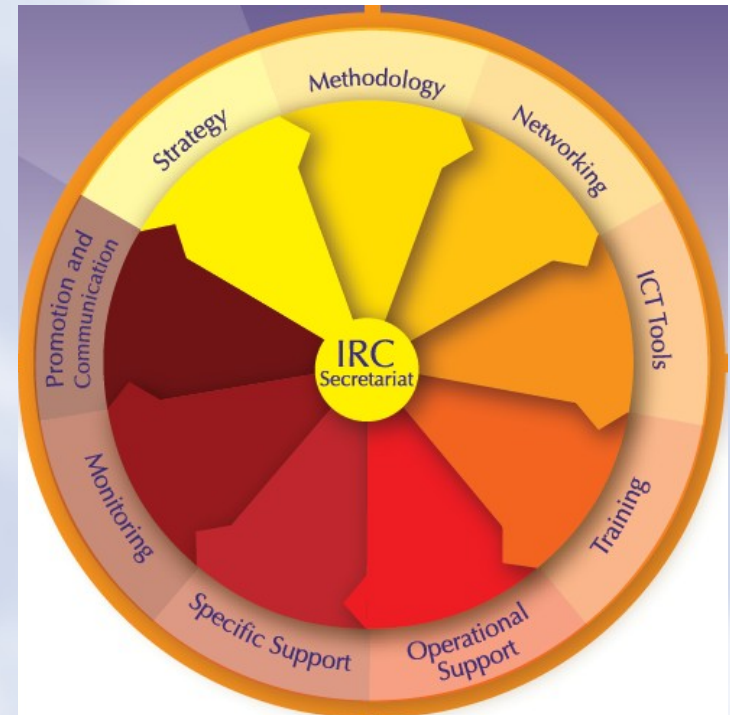
- ✦ Global quality policy
- ✦ Operational manuals & guidelines

## Networking facilitation

## ICT tools improvements

## Training

- ✦ Induction workshops
- ✦ Advanced training
- ✦ Spring schools



# What are the main tools for a continuous improvement? 2/2

## Operational support

- ✦ Constant helpdesk support
- ✦ Technology profiles quality insurance

## Specific support

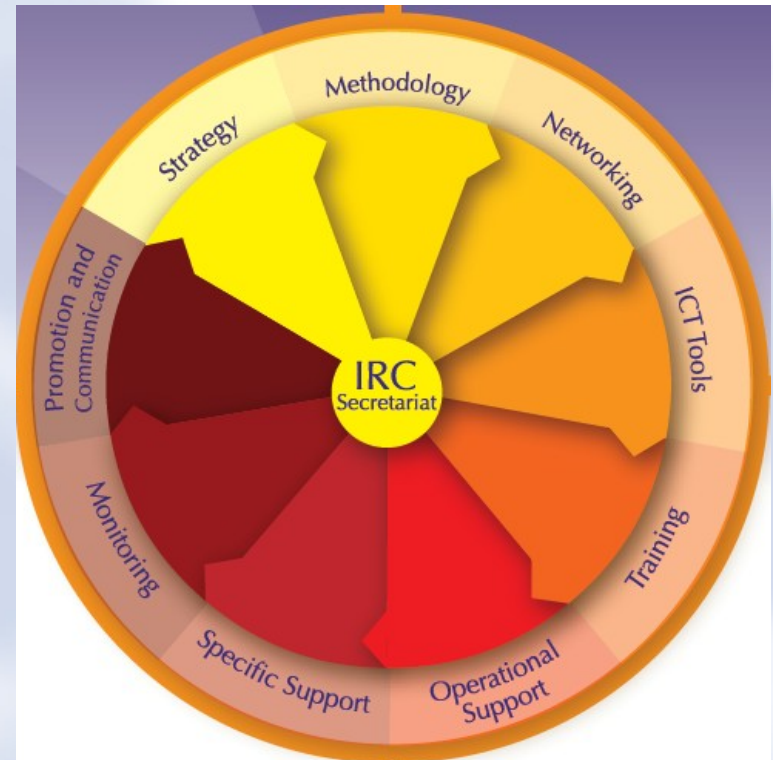
- ✦ QMS
- ✦ Benchmarking
- ✦ Ad-hoc visits
- ✦ Mentoring

## Monitoring

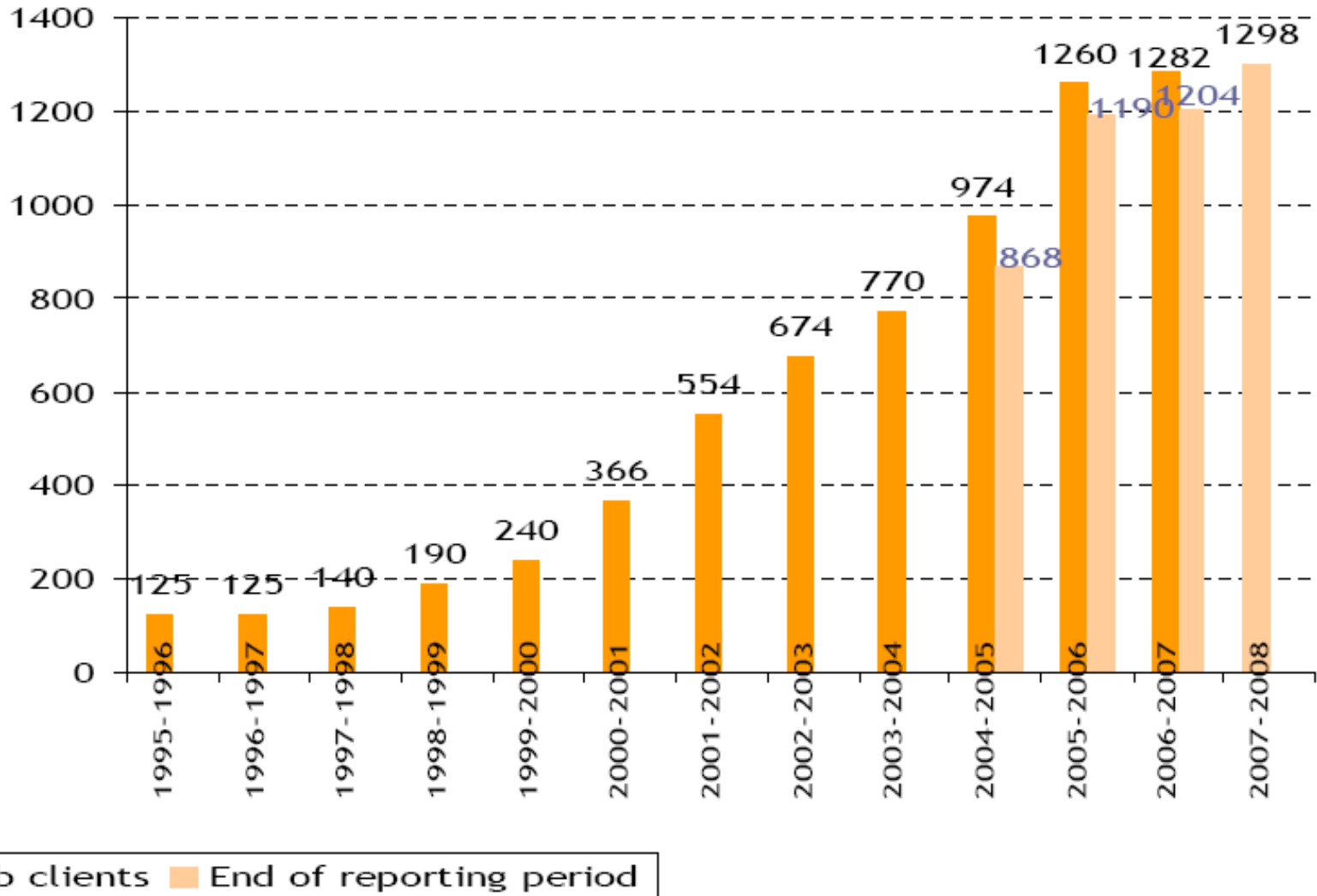
- ✦ Performance indicators
- ✦ TTT database

## Communication

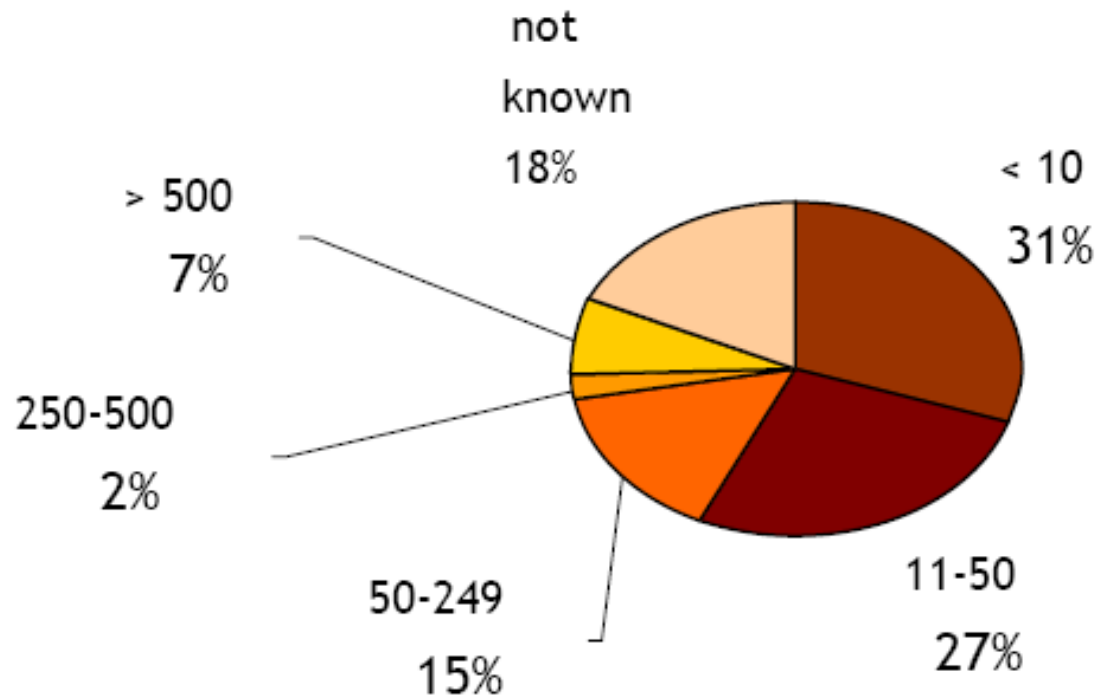
- ✦ Public website
- ✦ Newsletters



# Performance in agreements achieved



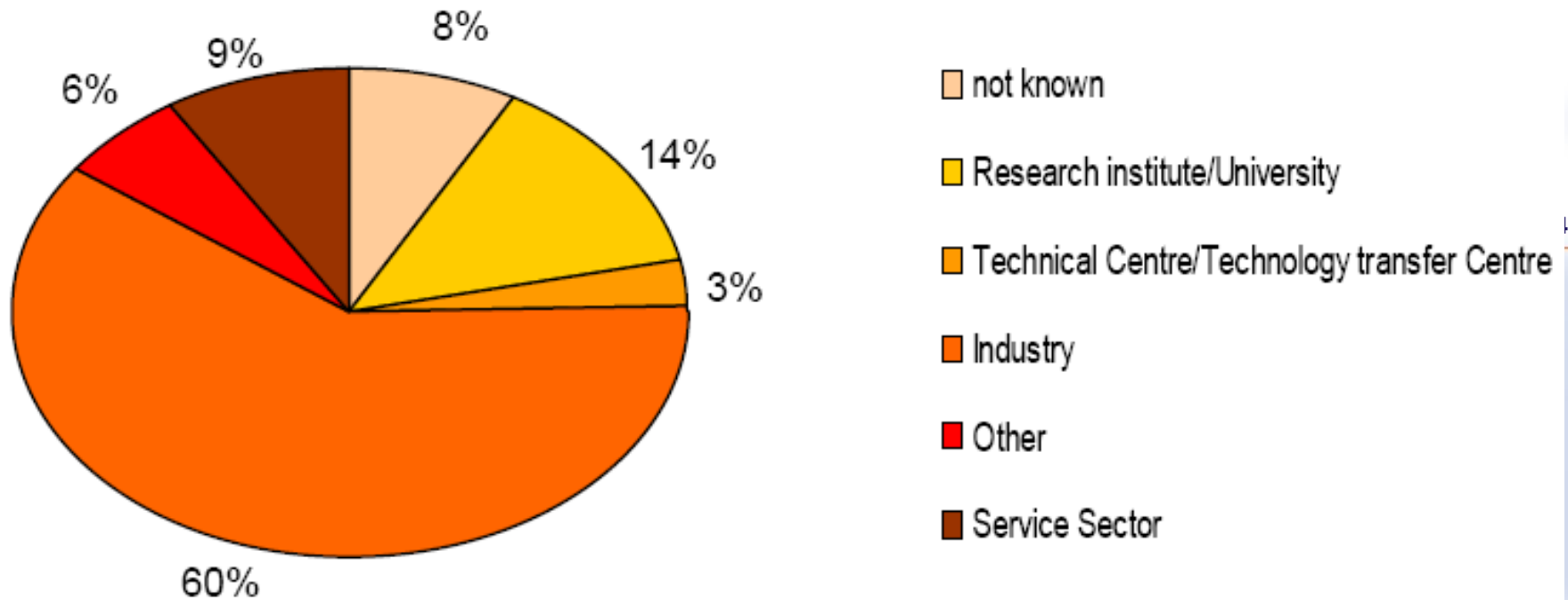
# What is the typical client size?



**Figure 2: Company size of IRC clients (FP6 average)**



# What kind of clients can you expect?

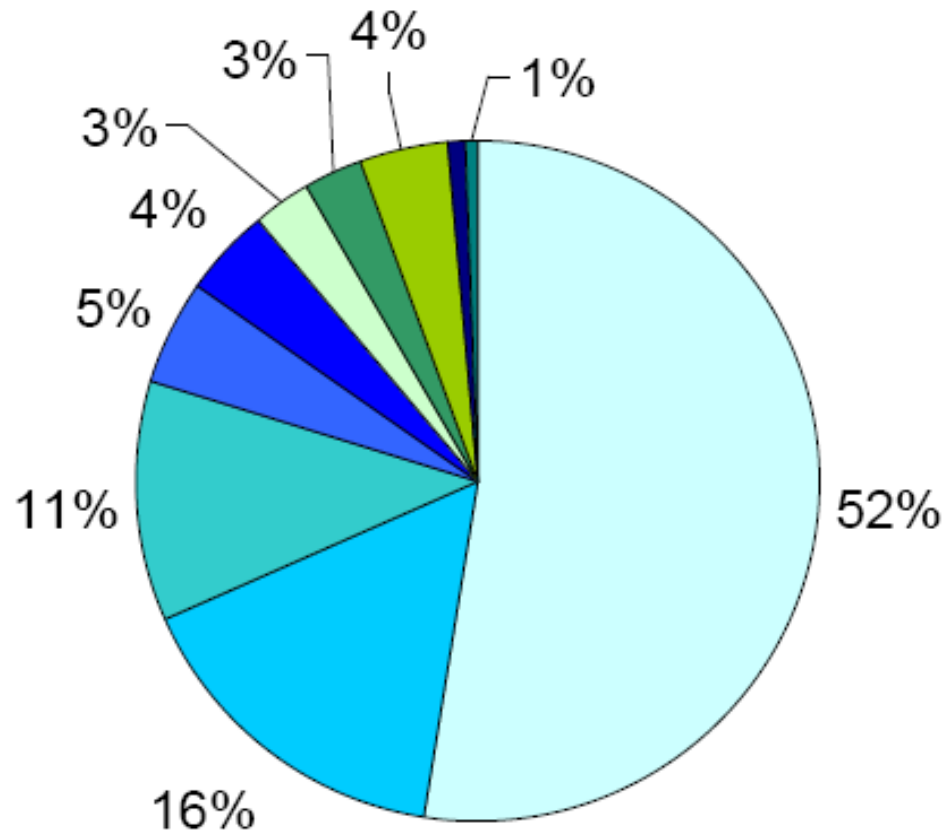


**Figure 3: IRC client organisation (FP6 - Average)**

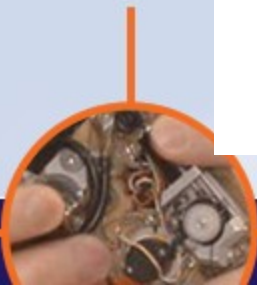
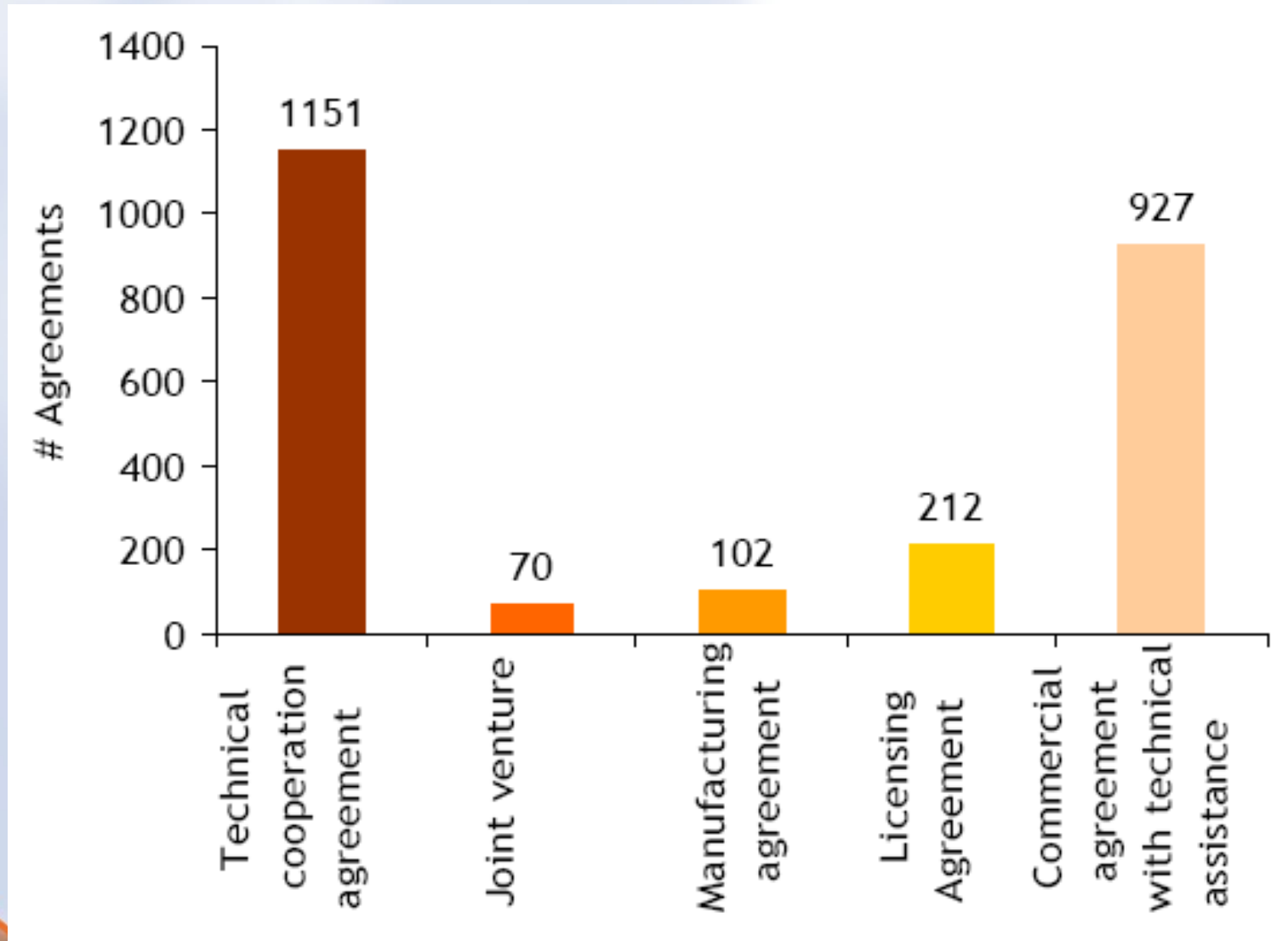


# Which kind of organisation cooperating?

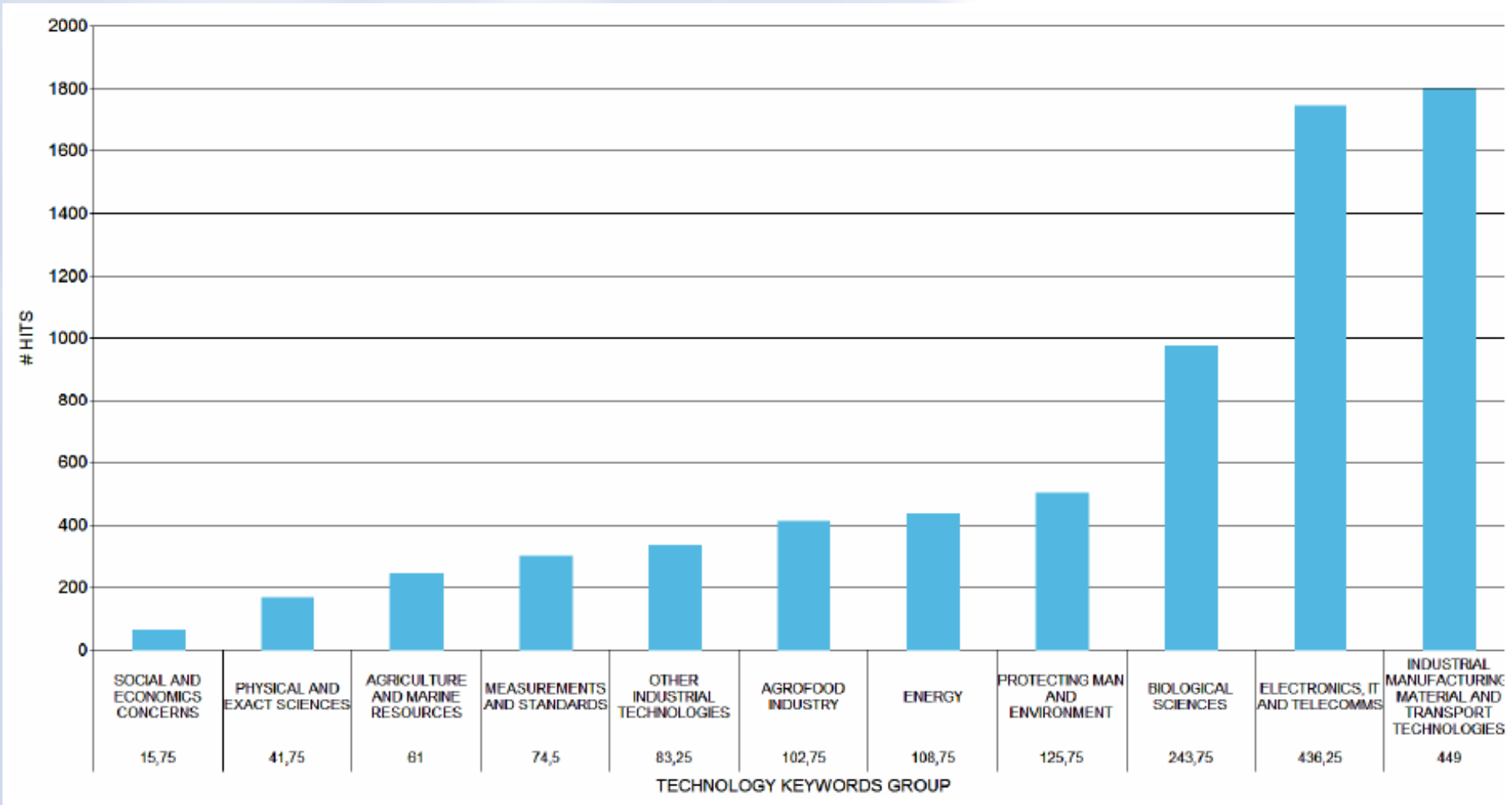
- Industry/ Industry
- Industry/ Research institute/University
- Industry/ Service Sector
- Industry/ Technical Centre/Technology transfer Centre
- Research institute/University / Research institute/University
- Research institute/University / Service Sector
- Research institute/University / Technical Centre/Technology transfer Centre
- Service Sector/ Service Sector
- Service Sector/ Technical Centre/Technology transfer Centre
- Technical Centre/Technology transfer Centre / Technical Centre/Technology transfer Centre



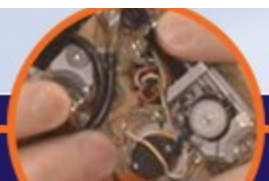
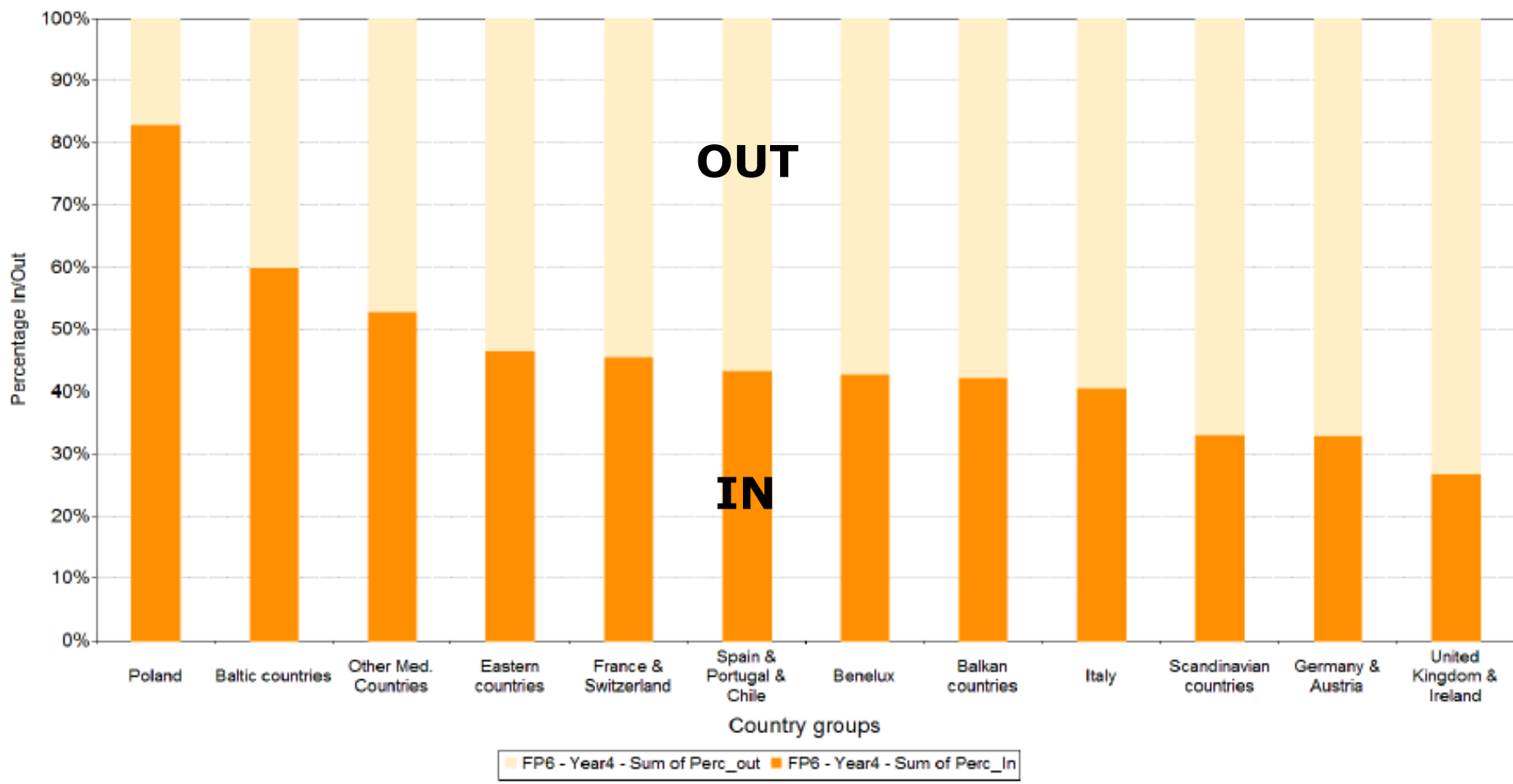
# What kind of agreements are achieved?



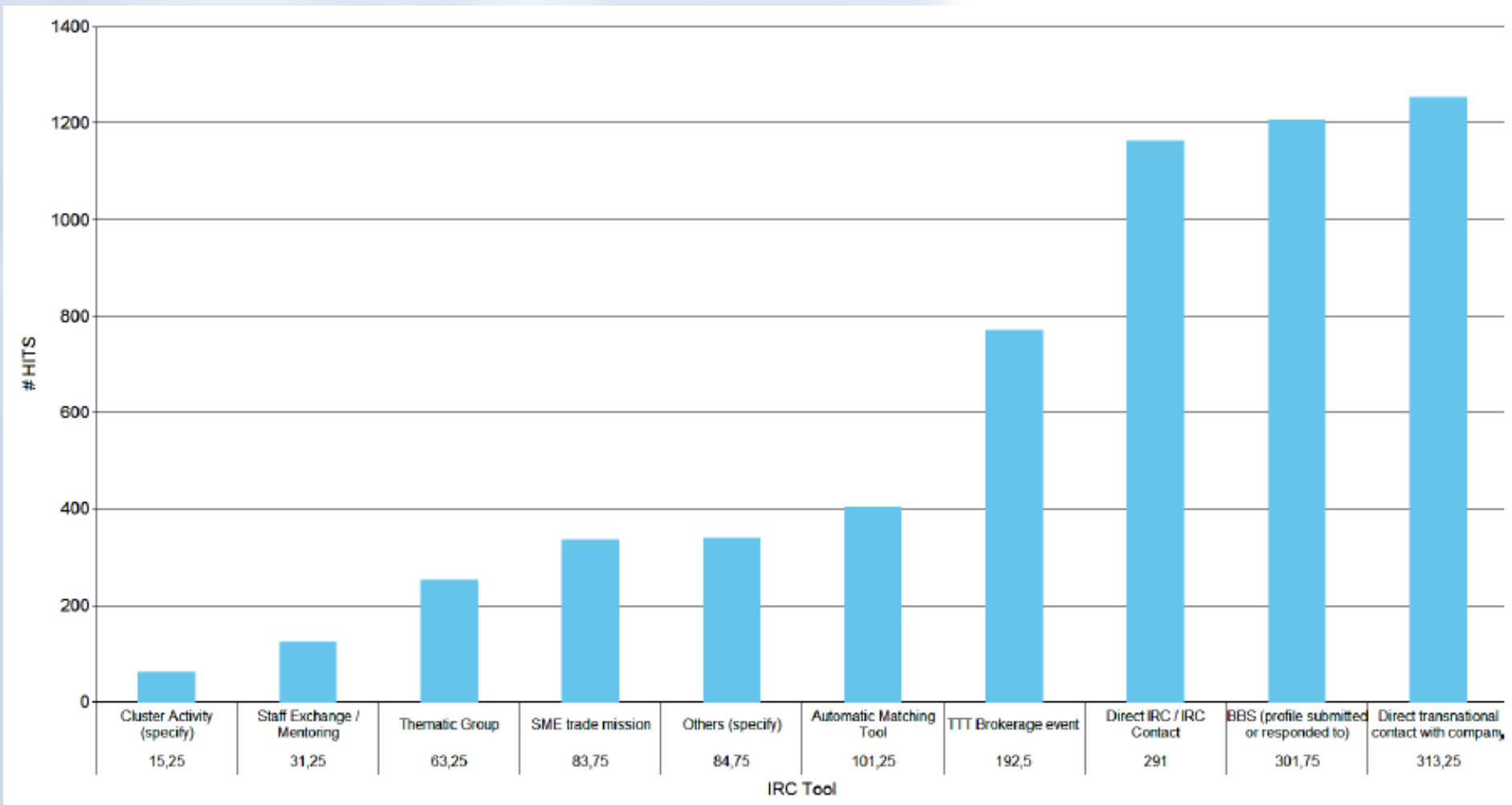
# Which technologies areas are covered?



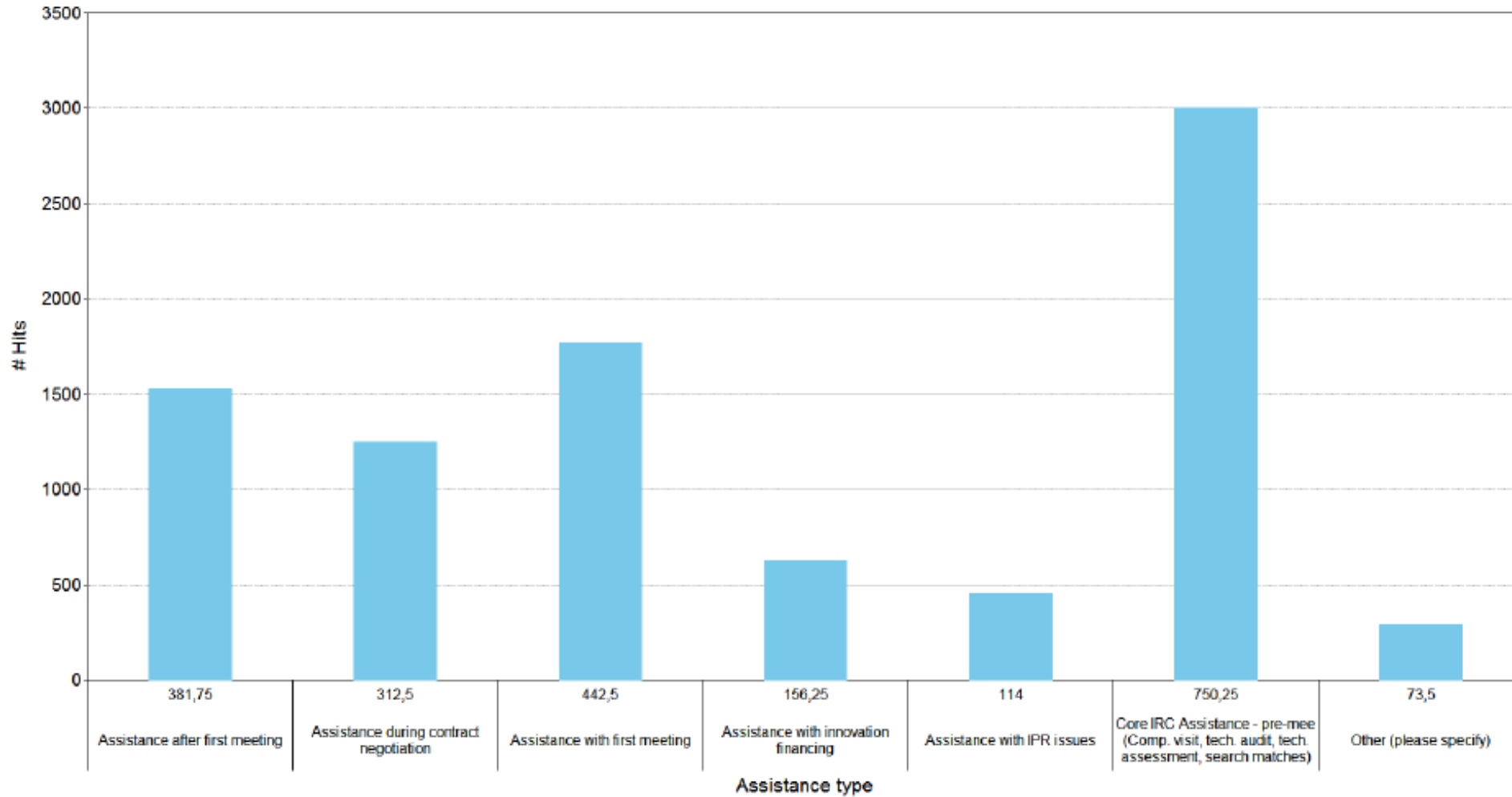
# Inward. Outward balance of agreements



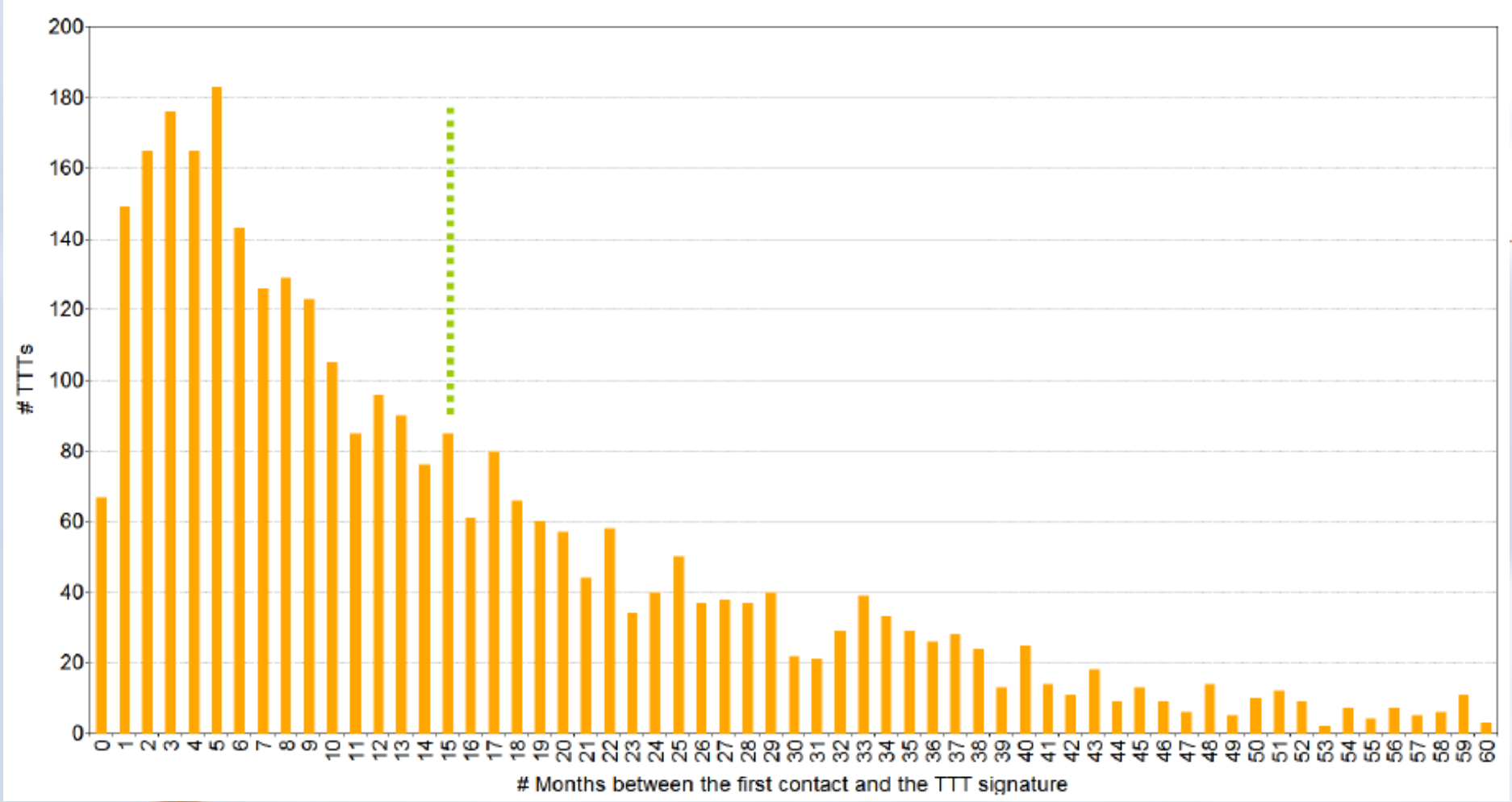
# Tool/Methodology usage



# Distribution of services



# Time to achieve deals



# Performance measurement

Output data
#Full time equivalent (FTE)
# persons working in the IRC
# Companies contacted
# New clients
# Clients
# Company visits, audits, technology/ needs assessment
#Local TTT profiles published on BBS
#External TTT profiles processed
#EOIs in local Technology profiles published
#EOIs in external Technology profiles processed
#TTT Events organised
#TTT Events participated in
# Local Technology profiles published at all TTT event
# Clients participating in TTT event
# Transnational meetings at all TTT event
# TTT agreements contributions Dev-Rec
# TTT assists
#TTT contracts





# Thank you very much for your attention

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