

Technology Transfer. Instruments and opportunities in water management

Andalusian Agency for Knowledge
Enterprise Europe Network

Daniel Escacena Ortega
21 January 2013, Seville



Agencia Andaluza del Conocimiento
CONSEJERÍA DE ECONOMÍA, INNOVACIÓN, CIENCIA Y EMPLEO



Who we are?

Public Agency under the authority of the Regional Ministry of Economy, Innovation and Science.

What we do?

Technology Trasfer

Promotion of the technology transfer and knowledge at regional, national and international level

International Programmes

Promotion of Andalusian entities involent in the FP7 and other R&D international funding programmes

Talentia Grants

International mobility programme for human resources training

Universities Quality

Assessment, accreditation and certification of Andalusian universities quality

Andalusian Agency of Knowledge

Technology Trasfer

International Programmes

Sectorial structure



Materials / Aero



TIC



Agri-Bio



Bio - Health



Energy and Environment



Emerging sectors

Promotion of European R&D programmes

Andalusian Knowledge Agency (AAC) has a specialized team of experts for each of these sectors who offer quality free services.

Each of the sectoral experts constitutes 'Regional Contact Point' for the European Framework Programmes in his field, from a close collaboration with the National Contact Point in each of the priorities.

Since 2008, submissions of FP7 project proposals have increased by more than 30% in Spain's Andalusia region, thanks in part to Regional InfoDays organised by the Network's regional consortium and Spanish NCPs

Promotion of European R&D programmes



AAC promotes Andalusian participation in the European Framework Programmes (FP7 and CIP).

AAC provides support services to researchers and companies, both by organising dissemination and training activities (information days, workshops, seminars,...), and by giving proposers technical customized support (partner search, proposal writing advice,...).



European Union 7th Framework Programme

Support provided by the Andalusian Agency for Knowledge

• REGIONAL CONTACT POINTS

INFORMATION SERVICE

- Dissemination of open and expected calls

SUPPORT FOR THE PREPARATION
OF PROPOSALS

- Advice, training, partner search, technology missions

DESIGN OF
INTERNATIONALIZATION
STRATEGIES

- Support to the definition of strategic plans for the internationalization of R & D & i activities

PARTICIPATION IN
INTERNATIONAL PROJECTS

- As internal strategy to remain "connected" to the funding programs for R & D

Advice on International R & D & i projects

Andalusian Agency for Knowledge: Working Methodology and support services

PHASE 1

Analysis of the
FP7 calls and
detection of
potential
participants

PHASE 2

Support to
detection of
funding
opportunities
along with the
interested
entity

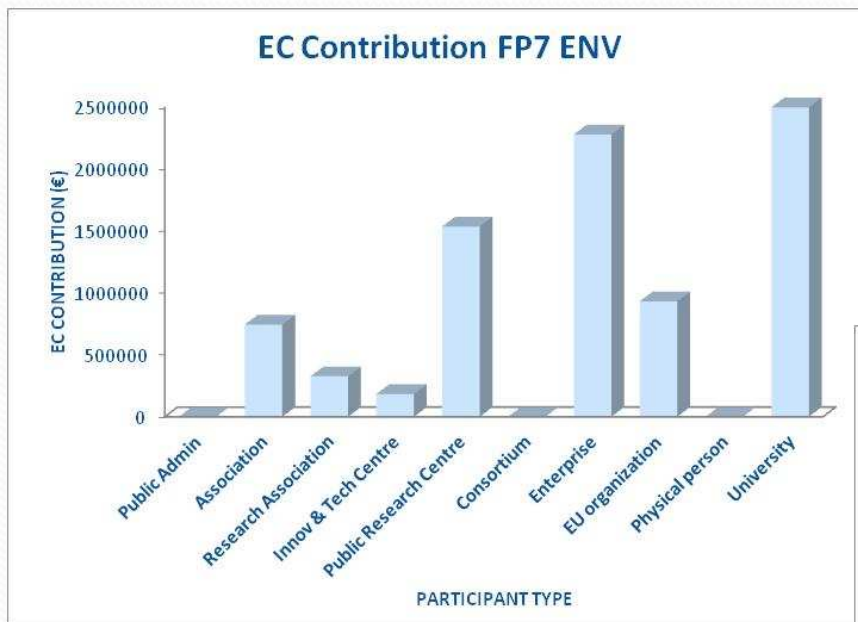
PHASE 3

Support to
preparation of
the European
Proposal

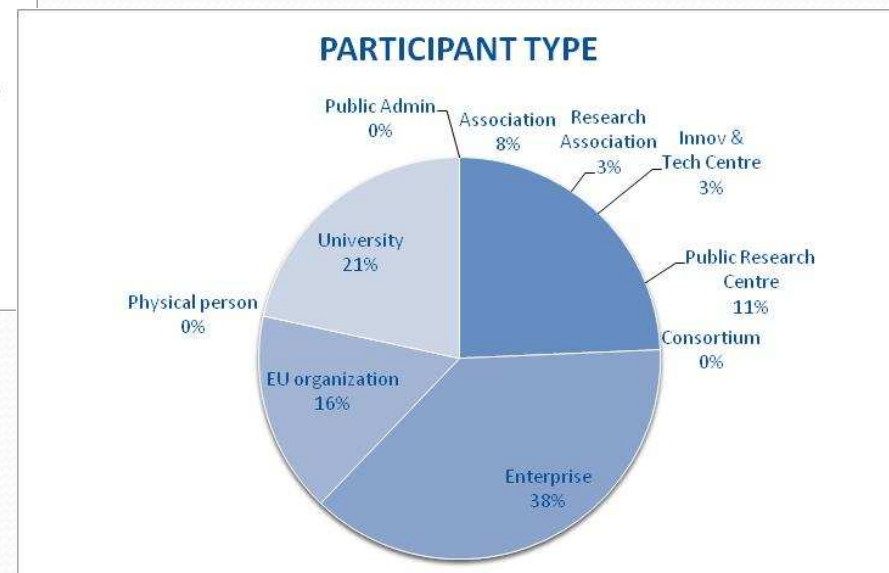
PHASE 4

Support to
Contract
Negotiation
and Transfer
of Project
Results

Andalusian participation in FP7 Environment



**Total FP7-ENV EC Contribution = 8.5 M€
(32 projects)**



**FP7-ENV Water-related projects
EC Contribution = 1.4 M € (5 projects)**

EU FP7-ENV OPEN CALLS

ENVIRONMENT 2013-WATER INNO&DEMO

Identifier: FP7-ENV-2013-WATER-INNO-DEMO

Publication Date: 10 July 2012

Budget: € 40 000 000

Deadline: 04 April 2013 at 17:00:00 (Brussels local time)

2 Topics:

ENV.2013.WATER INNO&DEMO-1 Water innovation demonstration projects (CP)

ENV.2013.WATER INNO&DEMO-2 Ensuring the integration of water and innovation demonstration projects and support to transnational networks of procurers (CA)

http://ec.europa.eu/research/participants/portal/page/call_FP7?callIdentifier=FP7-ENV-2013-WATER-INNO-DEMO&specificProgram=COOPERATION#



EU INITIATIVES: EIP WATER

European Innovation Partnership on Water

-Part of the Innovation Union flagship initiative of the Commission in its Europe 2020 Strategy.

- Streamline, simplify and better coordinate existing instruments and initiatives
- Act across the whole research and innovation chain
- Challenge-driven

-Strategic Implementation Plan (SIP) will help to develop Europe's strategy on water and innovation:

“To stimulate creative and innovative solutions that contribute significantly to tackling water challenges at the European and global level, while stimulating sustainable economic growth and job creation”



Technologies and Ideas Market: www.mitandalucia.es

- Public tool for the promotion of the technology transfer in Andalusia.
- Showcase for Andalusian innovative technologies (offers and demands)



Companies find
solutions to their
demands of
technological
innovation

Universities,
research centers and
companies show and
transfer innovative
technologies

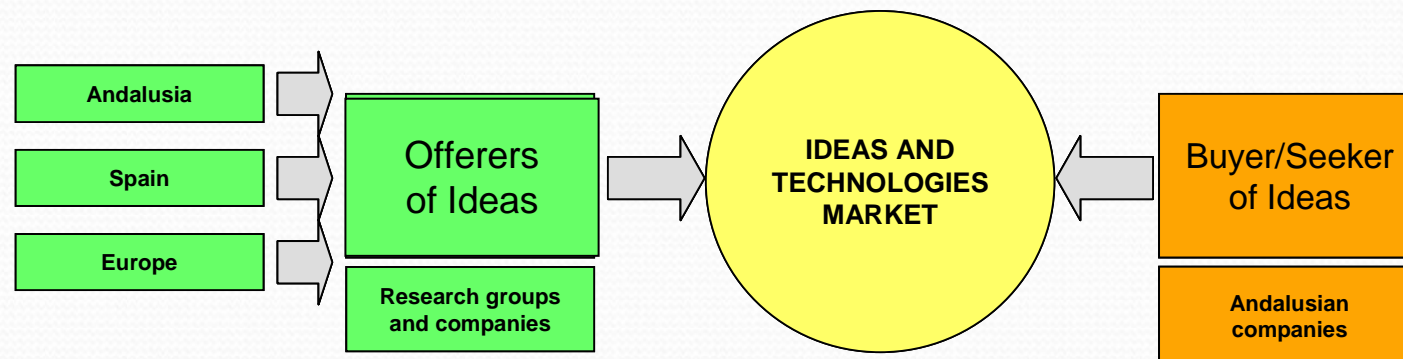
Generation of
new innovation
requirements in
companies

Detection of
new research
topics in
research
centers and
universities

Ideas and Technologies Market

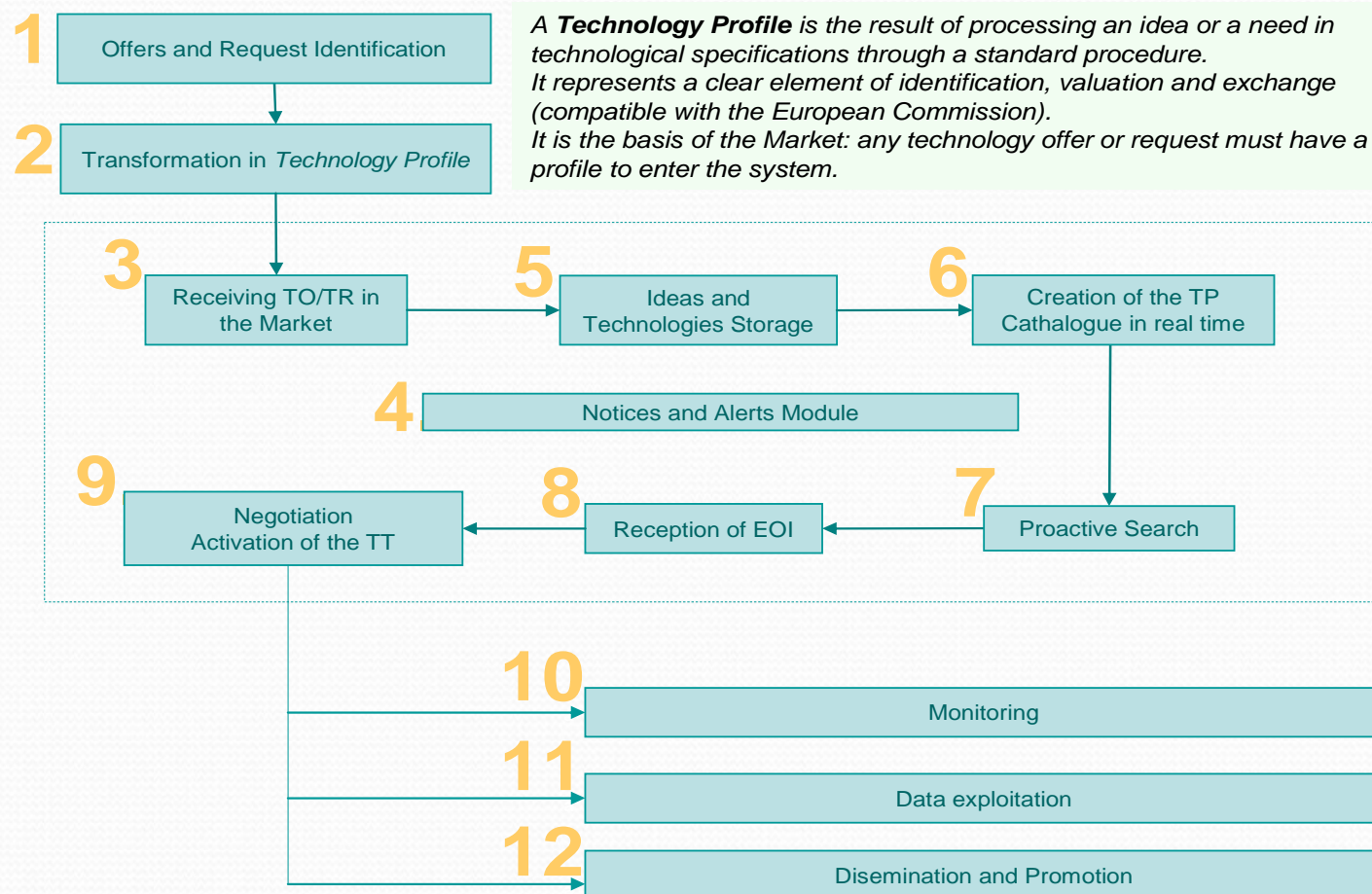
THE CONCEPT

The Ideas and Technologies Market is a work system oriented to the detection, storage, management and transfer of ideas, knowledge and technology between research groups and companies, helping Andalusian companies to achieve the launching of innovative new products and services.



The Ideas and Technology Market will define procedures for a **greater coordination** between the agents involved in the Andalusian Innovation System.

Ideas and Technologies Market



How it works

Ideas and Technologies Market

RESULTS

The results that we aim to achieve with this new work system are:

- Improvements in the quality and quantity of:
 - Technology transfer agreements
 - Regional / National / International proposals in Framework Programs for R & D & i of the European Union
 - R & D projects launched
- The launch of new products and services: Increase in real business sales

Ideas and Technologies Market

Resumen Indicadores de Control	
Entidades registradas	866
Perfiles Tecnológicos publicados	338
Expresiones de Interés tramitadas	495
Procesos de Negociación generados	187
Acuerdos TT generados entre entidades	8

Brokerage Event



- ✓ Organising and Promoting Technology Transfer events
- ✓ Acting as intermediaries in the technology market
- ✓ Supporting researchers and companies at fairs and other events
- ✓ Providing technical assistance (partner searches, IPR, financing,...)
- ✓ Carrying out Technological Market studies



NOVIWAM Final Conference

Connecting authorities, researchers and businesses on water management RTD&I

21-22 January 2013, Seville (Spain)



Business Support

Funded by the European
Commission under the
Competitiveness &
Innovation Framework
Programme (CIP)



One-stop shop for European SMEs

Practical help from local
organisations

Listening to SMEs

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**Almost 600 partner
organisations in
54 countries**



How do I find a new
market abroad?

How do I get
European funding?

**I need a business partner in
another country...**

How can I sell my innovative
ideas and technology?

What does this EU law
mean for my business?



Since its launch, the Network has:

- Contributed to the signature of around **2,900** partnership agreements
- Organised **4,000** brokerage events and company missions
- Organised 19,000 local events targeting **60,000** clients
- Attracted **60,000** clients to international brokerage events

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enterprise europe



Business Support on Your Doorstep



CESEAND ***Centre Of Services for European Affairs in Andalusia***



European Commission
Enterprise and Industry



NOVIWAM
Southern European Regions



Enterprise Europe Network

CESEAND

- **Population:** 7.849.799 hab.
- **Nº enterprises:** 511.728
- **Extension:** 87.591 km²
- **Density of Population:** 89,6 hab./km²



CESEAND

➤ *CESEAND Consortium :*

- *Agencia de Innovación y Desarrollo de Andalucía, IDEA*
- *Agencia Andaluza del Conocimiento, AAC*
- *Instituto Andaluz de Tecnología, IAT*
- *Confederación de Empresarios de Andalucía, CEA*
- *Consejo Andaluz de Cámaras*

Host organizations in the consortium can be considered as the 4 key regional players in business support, innovation promotion and technology transfer

OBJECTIVES

- The general objective of the project CESEAND, is **to create and run an active and professional Centre of Services for SMEs**, a node of the single network providing integrated services in support of business and innovation in Andalusia.
- CESEAND will aim at help Andalusian companies to be more competitive by means of providing them with a complete range of services:
 - Information about every aspect of the EU policy issues: tenders, internal market, initiatives, internalization.
 - Information on business cooperation possibilities.
 - Assessment of the SMEs technology needs and potential
 - Provision of “added value” technology transfer services.
 - Knowledge base on regional cooperation and technology needs and capabilities.

SERVICES

International cooperation and information services

- Push and pull of information. Opportunities.
- European laws and directives information to our companies
- Advise and support under cooperation and internationalisation of companies

Innovation and technology transfer services

- Innovations promotion through Europe and exploitation of RD results
- Brokerage services: Translational technology transfers processes
- Advise with other services needed for innovations: RTD exploitation results

European Framework programs services

- Diffusion and promotion of European Frame work Programs
- Assessment to companies to identify R&D needs and partners search
- Preparation and coordination of FP7 consortiums



Brokerage Event

Nº de participantes (activos): 78 (Albania 7, Bélgica 2, Chipre 4, Francia 4, Israel 1, Portugal 4, España 47)

Nº de reuniones solicitadas: 137

Nº de reuniones pre-establecidas: 120

Sesión de mañana: 68

Sesión de tarde: 52

Enterprise Europe Network – CESEAND

More info at www.ceseand.net
mail: info@ceseand.net

Visit [**ec.europa.eu/enterprise-europe-network**](http://ec.europa.eu/enterprise-europe-network)





Thank you for your attention!



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