



Investors/Funding Organizations



SMARTINNO

TOWARDS A SMART ADRIATIC IONIAN MACROREGION



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CAPITALIZATION PLAN - PHASE II – INVESTORS/FUNDING ORGANIZATIONS

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1. SMARTINNO MAIN GOAL

The main goal of the SMART INNO project is to develop a smart networking system for facilitating the development of research & innovation capacity in SMEs across the Adriatic - Ionian Region. The SMART INNO Consortium connects in a collaboration network 18 partners from 8 Adriatic Countries (Italy, Albania, Bosnia-Herzegovina, Croatia, Greece, Montenegro, Serbia, Slovenia).

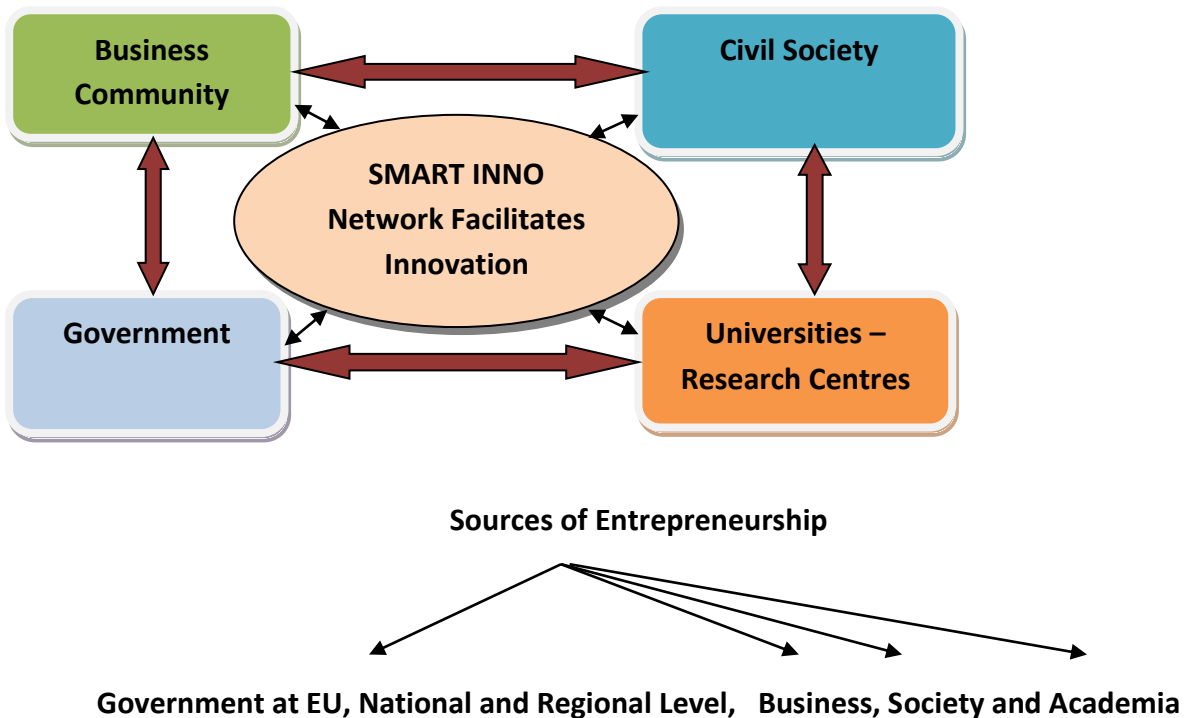
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The Consortium includes actors from different sectors, like Government, Business, Academia and Society: regional authorities, chambers of commerce, innovation and technology transfer centers, regional development agencies, a University with scientific innovation capacities, a SME specialized in cluster organization and an NGO focusing on EU regional cooperation & EU Integration.

The Key elements of the SMART INNO INNOVATION NETWORK are the following:

- Networking,
- Collaboration: through the involvement of partners, competitors, universities and re-search institutes, and users,
- Corporate Entrepreneurship: through the enhancement of corporate venturing, start-ups and spin-offs,
- Proactive Intellectual Property Management: for the creation of new markets for technology,
- Research and Development (R&D): for the achievement of competitive advantages in the market.

2. SMART INNO INNOVATION NETWORK



3. Contribution of SMART INNO Project to Investors/Funding organizations:

- ✓ Design and implementation
- ✓ Development of cost/benefit monitoring
- ✓ Innovating ideas
- ✓ Latest breakthroughs in the sector
- ✓ Networking

ARTGOLD First National Catalogue of Innovations for Human Development

Project Description

The project consisted in creating the First National Catalogue of Innovations for Human Development in Albania, promoted at more than 197 countries, in order to support the internationalization of Albania regional development in a European perspective, by promoting territorial and thematic international partnership in support to regional development, organize transfer activities and specifically contribute in achieving the aforementioned IDEASS objectives, in close cooperation and technical cooperation with ART GOLD Program staff.

APULIAN ICT LIVING LABS

Project Brief Description:

APULIAN ICT LIVING LABS is a project set up by the Apulia Region to test new approaches to innovation activities. The networking of researchers, companies and groups of citizens can design new products and services and so they become co-developers. Through ideas and knowledge exchange, prototypes are evaluated and innovative technological solutions are tested. This is a chance for economic, social and cultural change. In fact, an "open ecosystem" was created whereby the user actively takes part in researching and testing innovative solutions, which have been developed through the use of Information and Communication Technologies (ICT). By adopting this methodology, the Apulia region has set up several financial tools available to Apulian small and medium enterprises (SMEs) working in this sector. These tools are set out in the 2007-2013 ERDF Operational Programme, Convergence objective "Investing in your future", Axis 1, Measure 1.4, Action 1.4.2 "Supporting the growth and development of SMEs specialising in offering digital content and services". The aim is to develop and enhance new products and services for the SMEs and families within the entire region. InnovaPuglia is responsible for implementing the project and it uses telematic procedures to manage regional calls for proposal on the web portal to develop and promote the territory and the companies listed on the Sistema Puglia. The "Apulian ICT Living Labs" are responsible for carrying out the following activities on the identified focus areas (Environment, Security and Territorial Protection; Cultural Heritage and Tourism; Electronic Governance by the PA ; Health, wellness and socio-cultural dynamics ; Competitive and renewable Energy ; Training and Education ; Transport and Sustainable Mobility ; Digital Creative Industry) : Analyzing and understanding the technological needs of the end-user; Defining interactions between the various players involved; Prototyping and personalizing solutions; Testing and experimenting with new technologies in real time that meet identified needs; Demonstrating and presenting developed prototype solutions, with the aim of making them usable for future communities of interested users as well.



Recommendations:

The Initiative intends to improve the knowledge capacity of intermediate bodies and policy makers which support innovation with new methods to promote Startups in the market, to guide the research sector towards the needs of the market and for the benefit of the society and to foster the creation of new Startups through the connection of them with the market and potential investors.

MICRO-EXPLO-RE-R. Mi-Cluster Support for better exploitation of research results**Project Brief Description:**

The project aims to support the Corallia Cluster of Microelectronics and Nanotechnology to improve the successful commercialization of research activities. The support will be provided in many stages: to the formulation of the research idea right from the conceptual stage: to the continuous monitoring and improvement of the research project so that the results are more attractive to potential investors. To attract different funds in order to commercialize the research results. For this purpose several events were designed to give an opportunity to members of the cluster to come in contact with potential partners, venture capital and experts from across Europe to expand their network, share knowledge and establish long-term business partnerships in Europe. Also there were held seminars regarding: Preparation of Business Plan and summary briefing. Strategy for development of investment readiness. Preparation for admission to stock exchange.

Recommendations:

The support will be provided in many stages: to the formulation of the research idea right from the conceptual stage: to the continuous monitoring and improvement of the research project so that the results are more attractive to potential investors. Target groups of this project are the Researchers with concrete research results which are ready for their introduction in the market, innovative SMEs which participate in research activities, investors who are interesting in innovative products and services and policy makers who are going to improve their knowledge capacity on this sector.

MOBIP-Mobile Services Innovation Platform**Project Brief Description:**

The ambition of MOBIP was to support the competitiveness of high growth ventures in the mobile services sector and to strengthen their opportunities for growth and market access, both within Europe and in wider international markets. The project aimed to facilitate access of high growth ventures to investors, exploit the potential for business-to-business cooperation, and improve access to large Mobile Corporates. Specifically, the project aims to: support the evolution of European gazelles in mobile services by identifying SMEs with high-growth potential and improving their innovation capacity, investment readiness, and access to international markets, foster all dimensions of innovation in mobile services, develop new or better tools for innovation support by building on successful initiatives.

**Recommendations:**

The project intends to support SMEs in the mobile services sector with high growth potential to expand their market share and enter into new markets through the b2b cooperation to improve the support capacity of the intermediate bodies and indirectly improve the knowledge of the policy makers upon this sector.



LEGEND-Low enthalpy geothermal energy demonstration

Project Brief Description:

LEGEND overall objective is the promotion of energy efficiency concepts & low-enthalpy geothermal energy benefits in the Adriatic area through the development of demonstration cases in public & residential buildings utilizing GCHP (Ground Coupled Heat Pumps) as well as the development of cost/benefit monitoring activities and policy & financial supporting schemes. Therefore, the project carries out an assessment of the technological, environmental and economic key-factors (capitalizing the results of GEO.POWER, VIGOR & SEAR projects) to address practical application with high transferability potential in 7 countries & 11 regions of the IPA Adriatic area and P&P partnership models to facilitate the diffusion of GE technologies.



Recommendations:

LEGEND overall objective is the promotion of energy efficiency concepts & low-enthalpy geothermal energy benefits in the Adriatic area through the development of demonstration cases in public & residential buildings utilizing GCHP (Ground Coupled Heat Pumps) as well as the development of cost/benefit monitoring activities and policy & financial supporting schemes. The project targets to improve the knowledge capacity of the intermediate bodies and policy makers which promote energy efficiency concepts in the project region.

SME Guarantee Fund

Guarantee Scheme, set up in 1997, gives guarantees for credits of small and medium sized enterprises from the South Primorska region. The Guarantee Fund is a financial instrument assuring a guarantee to loans that entrepreneurs obtain from the chosen banks. The purpose of the loan is acquisition of new equipment, building and adaptation of business premises and acquisition or settlement of land for building business premises. Main objective is to assist SMEs in enhancing productivity and competitiveness.

Recommendations:

The project targets to improve the financial capacity of SMEs in the region to enhance their assets and the knowledge capacity of the intermediate bodies, which support SMEs and policy makers in the region.