

# EU4TECH Project

<https://eu4tech.eu>

Technology Transfer capacity building  
in the Western Balkans

23-24 May 2017, Thessaloniki



EU4Tech  
Western Balkans



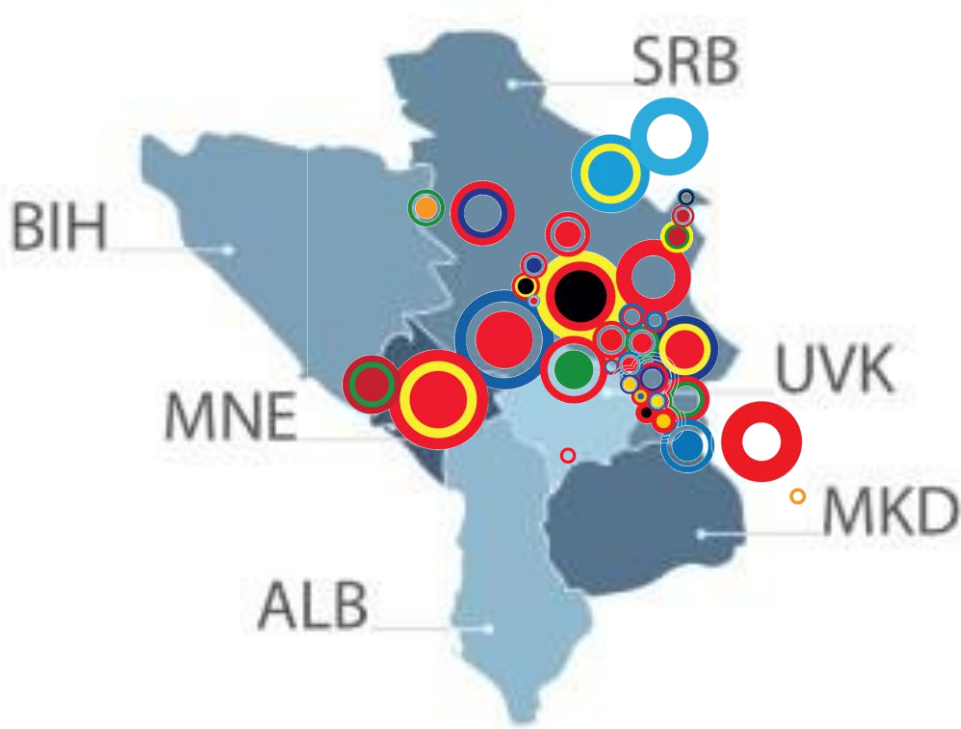
Consortium:



# The Project:

To support and strengthen the technology transfer and innovation ecosystem in the countries of the Western Balkans

---



# The challenges

---

0

Disconnection between government strategy / policy and financial resources

1

Few TTOs / Limited absorption capacity & lack of structures

2

Research commercialisation activities at a very early stage

3

Few S&TP & Incubators/ reflects the weak ecosystem as a whole

4

Insufficient funding mechanisms for technology transfer projects and operations

5

Insufficient investor readiness



# Receptive Stakeholders

---

## Target Groups

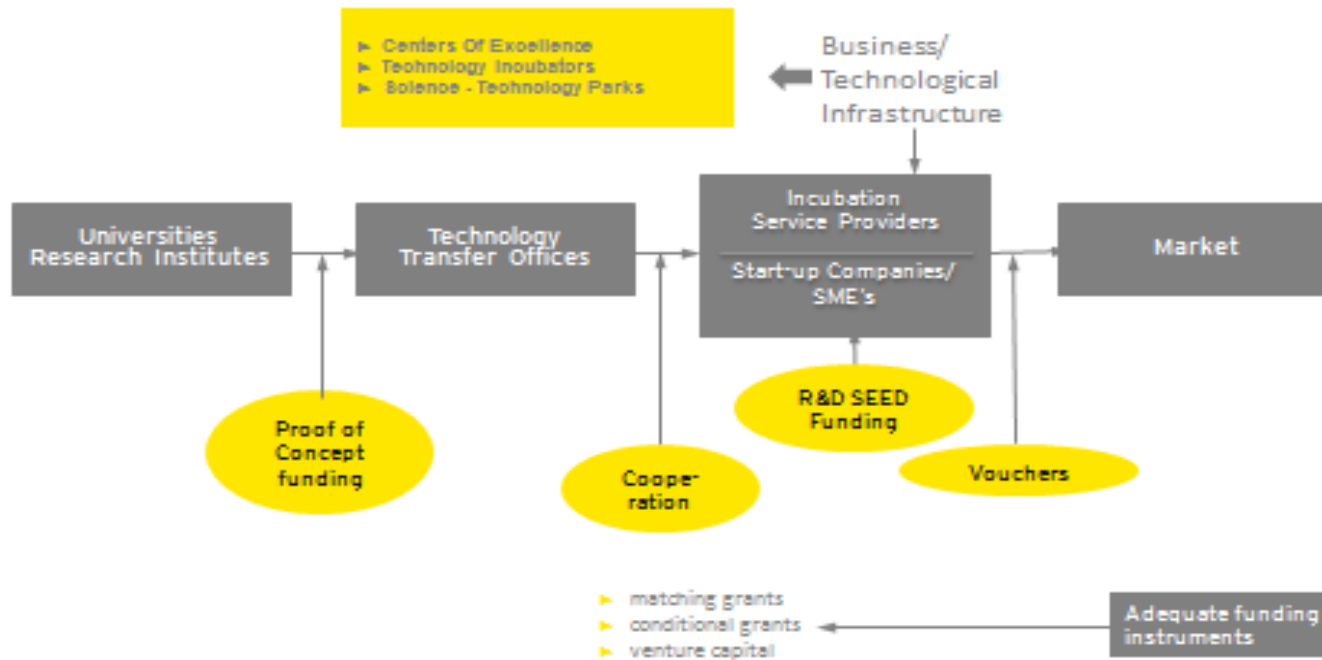
- ▶ Technology Transfer Offices of Universities and Public Research Organizations
- ▶ High technology SMEs
- ▶ Science Parks
- ▶ Incubators
- ▶ Ministries responsible for research and innovation policies
- ▶ Local and international financial intermediaries such as business angels, venture capital firms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

- Wide interest and support of all types of stakeholders in the region
- Willingness and readiness to increase technology transfer, innovation and related activities in all countries; However capacity and resources are limited.



# Institutional framework for innovation process

## Institutional framework for innovation process



Página 1



# Holistic approach of the Project

---

**Tech Transfer =>**

*Training/TTOs capacity building*

**Investor readiness =>**

*Training & matchmaking*

**R&D links to Business**

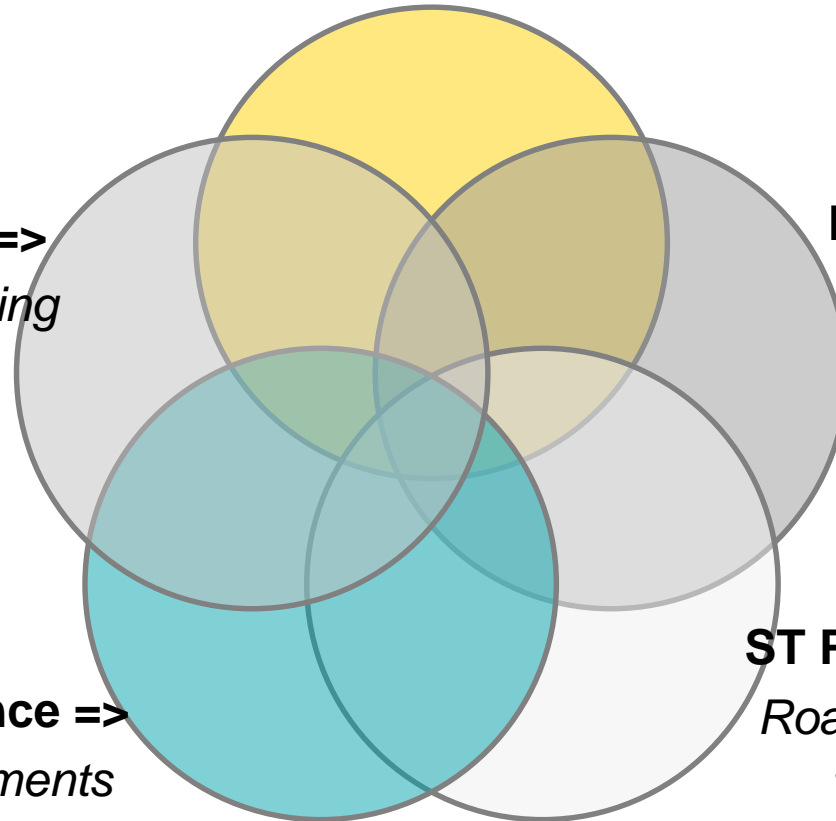
*=> Contract Research*

**Access to Finance =>**

*Financial Instruments*

**ST Parks & Incubators =>**

*Roadmap for demand and sector driven STPs*



# Main interventions (1)

---

1. Adopt a holistic approach to the target groups for «**Capacity building**» by including organisations which are supporting Technology Transfer alongside “TTOs at Universities”:
  - ▶ This will address the issue of the lack of TTOs in the region and support new models of Technology Transfer for the Western Balkans.
  - ▶ Divide the groups into researchers who are developing a technology pipeline and TT practitioners who will commercialise the pipeline.
  - ▶ Deliver tailored training to the two distinct groups.
2. Propose a roadmap «**technology transfer financial instruments**» focusing on early stage financing.



# Main interventions (2)

---

3. Link selected (15) PROs for «**contract research**» to national and regional level sector priorities as well as to evidence of recognised applied research potential e.g., Centre of Excellence (CoE), secured EU R&D&I project funding.
4. Promote best practice in undertaking «**S&T Parks**» feasibility studies and examining alternatives to traditional models.
5. Build capacity in «**investment readiness**»:
  - ▶ For selected start-up companies or promising research projects
  - ▶ Through training in investment readiness and pitching techniques
  - ▶ Two investment fora events in the region with networking and matchmaking.





# The core team of experts



**Team Leader**

- **Dr. Julia Djarova**
- Mobile: NL +31 6 2908 4883
- Email: [julia.djarova@nl.ey.com](mailto:julia.djarova@nl.ey.com)



**Technology  
Transfer Expert**

- **Dr Lisa Cowey**
- Mobile: SR: +381 61 6468 181
- Email: [l.cowey@t3i.co.uk](mailto:l.cowey@t3i.co.uk)
- Skype: lisacowey oxford UK



**Early Stage  
Investment  
Expert**

- **Mr Dalibor Marijanović**
- Mobile: HR +385 98 277 190
- Email: [dalibor.marijanovic@gmail.com](mailto:dalibor.marijanovic@gmail.com)



LOOKING FORWARD TO A WIDE  
COOPERATION IN THE WESTERN  
BALKANS REGION!



EU4Tech  
Western Balkans



Consortium:



**EY**

Building a better  
working world

