



# Technology Transfer Brokerage

Innovation Network<sup>®</sup> Project  
Background and Evolution

# Innovation Network® Project

A Competence Centres Network to boost innovation in the regional industry and to promote multi-sector technology transfer.

- From 2003 until today: 3 editions (2003/2006; 2007/2010; 2011/2015)
- Funded by FVG Region ..... [€]
- Supported by technical and territorial Partners:
  - Industrial Associations
  - University Departments
  - Sectorial Laboratories ..... [Logistic and technical support]

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## Final customer

Small and medium enterprises with a “problem” to solve, lacking research capability and a direct channel of communication with Research Centers.

## Goal

Increase access to research to facilitate and improve innovation for SMEs.



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## Methodology

A Network of “Competence Centers” **specialized in the most important industrial sectors in the FVG Region.**

The functions of our “Competence Centers” are to:

**monitor and assess companies’ innovation needs**

→ HOW? we meet entrepreneurs “face to face” to thoroughly understand their real needs

**match technology and innovation demand with competences and solutions**

→ HOW? through an established network we can rapidly connect the entrepreneur to the right experts

**provide companies with a reliable and independent support for innovation**

→ HOW? by defining and managing a tailor-made innovation project we help the experts to develop the solution which fully meets the need of the entrepreneur

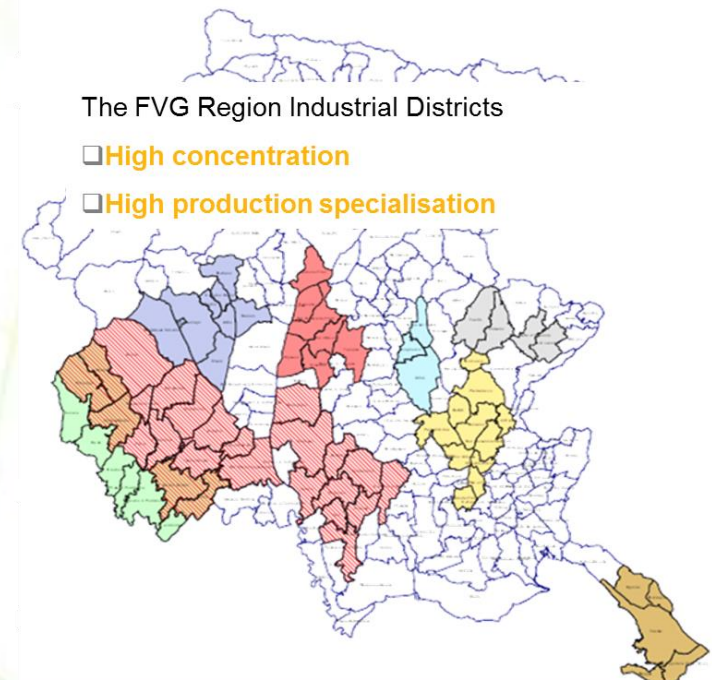
**Small (and medium) enterprises with a “problem” to solve, lacking research capability and a direct channel of communication with Research Centers.**

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## From the regional productive system:

A widespread mosaic of small-and medium-sized enterprises with most concentration around main **industrial districts or sectors**.

<b>Food District</b>	7 Municipalities (UD)
<b>Chair District</b>	11 Municipalities (UD)
<b>Furniture District</b>	11 Municipalities (PN)
<b>Components and Thermo-electromechanical equipments District</b>	15 Municipalities (PN)
<b>Knife District</b>	9 Municipalities (PN)
<b>Coffee District</b>	5 Municipalities (TS)
<b>Shipbuilding Industrial Development Consortium</b>	Monfalcone (GO)



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## To the Network set-up:

Each **Competence Center** has been set up close to a specific industrial cluster/zone in cooperation with the most important local institution.

**Agro-Industry C.C.**

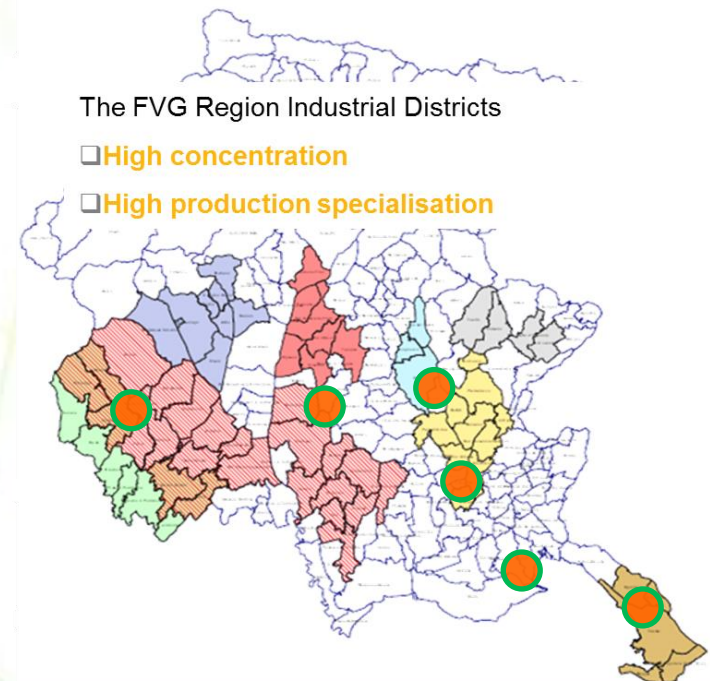
**Business Engineering C.C.**

**Energy C.C.**

**Plastics&NewMaterials C.C.**

**Wood&Furnishin C.C.**

**Shipbuilding&Boating C.C.**





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The start: a SET of SERVICES to *disseminate the culture of innovation.*

## ***Information Transfer.***

Patent information and documentary evidence (PatLib Office, accredited by EPO), customized reports on technical and industrial information (desk analysis), business intelligence and technology roadmaps

## ***Competences Transfer.***

Identification of best competencies in research and consultancy, evaluation of the solutions that best fit specific needs. Coordination of working groups, supporting companies in their transactions with experts, to monitor each stage in achieving the desired goals

## ***Technologies Transfer.***

A structured approach which facilitates the collection, systemization and use of relevant data to develop a winning technology transfer proposal (PPMS sheets - Product, Process, Methodology, Service)



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The evolution: an INTEGRATED APPROACH from *the idea to the market*.

Idea generation

Concept Idea

Feasibility

Planning[€]

Development &  
Demonstration

Go-to-  
Market

**Audit**



Need  
Definition

**Analysis**



Technical  
Assessment

**Brokering**



Technical  
Competences

**Plan**



Project Plan

**Networking**



Industrial  
Partner

## Technology Transfer stories

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### The company

*Business in the sector of manufacturing and production of furniture components*

### Requirement

*Some of the products [TABLES] are sold **unassembled** and subsequently put together by the final client. In order to reduce time, cost and the risk of **element breaking** during assembly, it was necessary to **redesign the product** and **re-engineer the process**.*

### Objective

*Creation of new machinery for precision automated drilling.*



## Technology Transfer stories

# Innovation Network<sup>®</sup> Project



### Actions

- *Patent research* on wood drilling systems.
- Identification of a **technological partner** for design and production of a new machine tool.
- Determination of the most suitable technical solution.
- Realization of a **feasibility study**.

### Advantages and Consequences

- *Optimization of a strategic work phase* .
- *Reduction in time, cost and risk of elements breaking during assembly.*
- *Maintaining an important competitive advantage.*
- *Going into a new market share (and avoiding to layoff 15 employees).*





# Organization:



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