

START-UPS AND TECHNOLOGY TRANSFER IN INNOVATION ECOSYSTEMS IN SOUTH-EAST EUROPE AND THE ALPINE REGION

15-16 November 2018
Ljubljana (Slovenia)

Organisers:



REPUBLIKA SLOVENIJA
MINISTRSTVO ZA IZOBRAŽEVANJE,
ZNANOST IN ŠPORT



Partners:



Univerza v Ljubljani





START-UPS AND TECHNOLOGY TRANSFER IN INNOVATION ECOSYSTEMS IN SOUTH-EAST EUROPE AND THE ALPINE REGION

Thursday 15 November 2018
Overview

Co-chairs:

Giancarlo Caratti, *Head of Intellectual Property & Technology Transfer Unit, Directorate-General Joint Research Centre, European Commission*

Simona Knežević Vernon, *Head of the Entrepreneurship Department, Technology Park Ljubljana, Ltd.*

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|---------------|---|
| 08:30 - 09:15 | Registration & welcome coffee |
| 09:15 - 10:00 | Welcome addresses |
| 10:00 - 11:30 | Trends in the development of Start-up Ecosystems |
| 11:30 - 12:00 | Coffee break |
| 12:00 - 13:15 | Start-ups ecosystems as a value adding tool for regional and national economies |
| 13:15 - 14:15 | Midday break |
| 14:15 - 15:30 | Round Table: how to build a successful start-up community? The various models |
| 15:30 - 15:50 | Coffee break |
| 15:50 - 17:15 | Supporting start-ups: value-adding services and programmes |
| 17:15 - 17:30 | Wrap-up session and conclusions from Day 1 |
| 20:00 - 22:00 | Networking dinner |



WELCOME ADDRESSES

Thursday 15 November

From 9:15 to 10:00

Moderator: Tomaž Boh, *Directorate of Science, Ministry of Education, Science and Sport, Slovenia*

Matej Cerar, *Deputy General Manager, Technology Park Ljubljana*

Tjaša Ficko, *Deputy Mayor, City of Ljubljana*

Tomaž Boh, *Directorate of Science, Ministry of Education, Science and Sport, Slovenia*

Marko Hren, *Senior Consultant, Smart Specialisation Coordination Division, Government Office for Development and European Cohesion Policy, Slovenia*

Saša Lazović, *Assistant Minister in charge of technological development, technology transfer and innovation system, Ministry of Education, Science and Technological Development, Serbia*

Anna Giorgi, *Leader of Action Group 1 (EUSALP), Lombardy Region*



TRENDS IN THE DEVELOPMENT OF START-UP ECOSYSTEMS

Thursday 15 November

From 10:00 to 11:30

Moderator: Martin Mössler, *Managing Director Science Park Graz | ESA BIC Austria General Manager*

Setting the scene

Painting the background: presentation of a joint position paper "Startup Innovation Ecosystems in Southern Europe"

Eva Baltar, *Policy Officer, Directorate-General Joint Research Centre, European Commission* & **Andrea Basso**, *Chief Technology Officer, MITO Technology*

Hi Tech Park Ecosystem from vision to reality

David Shemesh, *Chief Technology Officer, Innovation Basecamp, Israel*

Introductions and Round Table Discussion

Helge Neumann, *Consultant to the CEO, WISTA MANAGEMENT GmbH - Berlin Adlershof, IASP Full Member*

Jure Vrhovnik, *Initiative Startup Slovenia, extended into Startup Alpe Adria Ecosystem, Venture Factory – University Incubator, University of Maribor*

Gordana Danilović Grkovic, *Acting Director, Belgrade Science Technology Park*

Angelo Gatto, *Senior Expert, Finlombarda s.p.a. (Open Innovation team leader)*

Anja Zorko, *Head of Centre for Creativity, Museum of Architecture and Design Ljubljana*

This session will consider the nature of start-up ecosystems and their growth and present some successful examples



START-UP ECOSYSTEMS AS A VALUE ADDING TOOL FOR REGIONAL AND NATIONAL ECONOMIES

Thursday 15 November

From 12:00 to 13:15

Moderator: Ales Gnamus, *Project Officer, EU Thematic S3 Platforms, Directorate-General Joint Research Centre, European Commission*

Simona Hočevar, *Specialist for Financial Instruments and Smart Specialisation Strategy, Smart Specialisation Coordination Division, Government Office for Development and European Cohesion Policy, Slovenia*

Alexander Paine, *Associate Director Advice for Small Businesses, SME Finance and Development Group, European Bank for Reconstruction and Development (EBRD)*

Clement Brenot, *Project Manager, South East Europe Division, Organisation for Economic Co-operation and Development (OECD)*

Borut Ložar, *Policy Officer – SME policy, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs, European Commission*

Dana Mocanu, *Executive Director, Magurele Science Park, Bucharest*

This session will address the question of why start-up ecosystems are important and what impact they bring



ROUND TABLE: HOW TO BUILD A SUCCESSFUL START-UP COMMUNITY? THE VARIOUS MODELS

Thursday 15 November

From 14:15 to 15:30

Moderator: Dragan Soljan, Advisor, Western Balkan Enterprise Development & Innovation Facility (WB EDIF), European Investment Bank

Jernej Pintar, Senior Entrepreneurship Developer, Technology Park Ljubljana and Accelerator (Interreg Danube project)

Fabio Pianesi, Head of External Collaboration, EIT Digital, European Institute of Innovation & Technology

Mike Cherrett, Director European Affairs, EIT Climate-KIC

Paris Kokorotsikos, Incubation systems founder, i4G Incubator, Thessaloniki

Natanail Stefanov, Chairman, BESCO - The Bulgarian Startup Association and Vice Chairman, Sofia Tech Park

This session will address the question of how to create start-up communities and synergistically embed them in local ecosystems



SUPPORTING START-UPS: VALUE-ADDING SERVICES AND PROGRAMMES

Thursday 15 November

From 15:50 to 17:15

Moderator: Patrick McCutcheon, *Senior Expert, Directorate-General for Research and Innovation, European Commission*

One and One is Eleven

Martin Krch, *Projects & Cooperation, Lakeside Science & Technology Park, Klagenfurt: One and One is Eleven*

Innovation Factory and ARGO

Fabrizio Rovatti, *Managing Director, Innovation Factory, AREA Science Park, Trieste*

EU Action: Improve the Innovative Ecosystem and boost start-up creation in Albania

Irina Kausch, *GIZ-ProSEED Programme Director* and **Ina Murthi**, *Programme Manager for Market Development, Embassy of Sweden, Tirana*

Fis Malësori, *Chief Executive Officer, VentureUP - University of Prishtina Entrepreneurship & Innovation Centre*

Vedran Šimunović, *Chief Executive Officer, INTERA Technology Park, Mostar*

This session will combine introductory presentations or speeches with an interactive round table discussion on the topic



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Friday 16 November 2018

Overview

Co-chairs:

Giancarlo Caratti, *Head of Intellectual Property & Technology Transfer Unit,
Directorate-General Joint Research Centre, European Commission*

Irena Hreljac, *Head of TTO office, National Institute of Chemistry*

| | |
|---------------|---|
| 08:30 - 09:00 | Registration & welcome coffee |
| 09:00 - 10:15 | Round Table Discussion: Building the investment/project pipeline: Making attractive propositions for fundraising |
| 10:15 - 11:30 | Interplay with Industry. How to attract industrial customers? |
| 11:30 - 11:50 | Coffee break |
| 11:50 - 13:10 | Start-up challenges: Innovation, Growth and Internationalisation |
| 13:10 - 14:00 | Midday break |
| 14:00 - 15:00 | Towards ESOF 2020 Trieste: Building up a network of innovators in South-East Europe |
| 15:00 - 15:15 | Coffee break |
| 15:15 - 16:15 | Successful spin-out stories. Different models |
| 16:15 - 17:45 | The power of networks |
| 17:45 - 18:00 | Closing remarks |



ROUND TABLE DISCUSSION: BUILDING THE INVESTMENT/PROJECT PIPELINE: MAKING ATTRACTIVE PROPOSITIONS FOR FUNDRAISING

Friday 16 November

From 09:00 to 10:15

Moderator: Aleš Pustovrh, *Partner, ABC First Growth Venture Capital Fund*

Introductions and Round Table Discussion

Efficient marketing of technologies – channels, methods and tools, first contact establishment

Christoph Adametz, *Deputy manager, Research & Technology House, TU Graz*

Patenting of computer made inventions

David Kутtenkeuler, *Patent Attorney, Boehmert & Boehmert*

Jurij Giacomelli, *Investment manager of Meta Ingenium, a part of Meta Group and local partner of ESIL (Early-Stage Investing Launchpad for Slovenia, a project of Business Angels Europe)*

Eladio Crego, *Advisor of Fundación Barrié-Science Seed Fund and of Fundación Barrié-Ignicia Programme*

Maddalena Furlan, *Open Lab Office Manager | Innovation and Complex Systems Department, AREA Science Park*



INTERPLAY WITH INDUSTRY. HOW TO ATTRACT INDUSTRIAL CUSTOMERS?

Friday 16 November

From 10:15 to 11:30

Moderator: Eva Baltar, *Policy Officer, Directorate-General Joint Research Centre, European Commission*

Keynote

Infobip – From Croatian Startup To Global Company

Roberto Kutić, *COO, InfoBip, Croatia*

Introductions and Round Table Discussion

Jon Wulff Petersen, *Director & Senior Consultant, tto.eu – a part of Plougmann Vingtoft*

Mariya Konstantinova, *Innovation Manager, Agrana AG, Austria*

Tom Stephenson, *Pro-Vice-Chancellor, Research and Innovation, Cranfield University, United Kingdom*

George Angelov, *Chair of Department of Microelectronics, Technical University of Sofia; Chairman of the Managing Board, Cluster of Microelectronics and Industrial Electronics Systems (μ -Cluster)*



START-UP CHALLENGES: INNOVATION, GROWTH AND INTERNATIONALISATION

Friday 16 November

From 11:50 to 13:10

Moderator: Elena Andonova, *Project Officer, Directorate-General Joint Research Centre, European Commission*

Levin Pal, *IPR Group Head and Senior Technology Manager, Center for Technology Transfer and Innovation at the Jožef Stefan Institute*

Radmil Polenakovikj, *Director, Business Start-up Centre, Faculty of Mechanical Engineering, University Ss. Cyril and Methodius in Skopje & President, National Centre for Development of Innovation and Entrepreneurial Learning*

Barbara Diehl, *Director of Transfer and Innovation (incoming) - Helmholtz Association of German Research Centres*

Maite Ibern, *IP and Technology Transfer Manager, Autonomous University of Barcelona*

Marco Mazzaglia, *PoK-Platform of Knowledge Technical Staff – EUSALP AG1*



TOWARDS ESOF 2020 TRIESTE: BUILDING UP A NETWORK OF INNOVATORS IN SOUTH-EAST EUROPE

Friday 16 November

From 14:00 to 15:00

Moderator: Giancarlo Caratti, *Head of Intellectual Property and Technology Transfer Unit, Directorate-General Joint Research Centre, European Commission*

ESOF2020 Trieste: Fostering Networks in South-East Europe

Stefano Fantoni, *Champion ESOF2020 Trieste*

Initiatives and Events towards ESOF2020 Trieste

Bruno Della Vedova, *Local Programme Coordinator ESOF2020 Trieste*

From Genomics to Applications: a Successful History of Technology Transfer

Michele Morgante, *Scientific Director of the Institute of Applied Genomics, Udine*

High Performance Computing from the Cloud to the Edge

Roberto Siagri, *President & CEO of Eurotech Spa, Amaro, Udine*



SUCCESSFUL SPIN-OUT STORIES. DIFFERENT MODELS

Friday 16 November

From 15:15 to 16:15

Moderator: Moderator: **Jernej Pintar**, *Senior Entrepreneurship Developer, Technology Park Ljubljana and Accelerator (Interreg Danube project)*

Umberto Bondi, *AG1 EUSALP member - Swiss, Senior Project Manager and Coach at CP Start-Up, Università della Svizzera Italiana, Scale(up)Alps - Interreg Alpine Space project*

Andrea Basso, *Chief Technology Officer, MITO Technology*

Pierre Padilla, *Founder, N-Able*

Presentation of Slovenian Spin-out and start-up examples



THE POWER OF NETWORKS

Friday 16 November

From 16:15 to 17:45

Moderator: Tomaž Boh, *Directorate of Science, Ministry of Education, Science and Sport, Slovenia*

Levin Pal, *IPR Group Head and Senior Technology Manager, Center for Technology Transfer and Innovation at the Jožef Stefan Institute*

Aleš Gnamuš, *Project Officer, EU Thematic S3 Platforms, Directorate-General Joint Research Centre, European Commission*

Rudi Pajntar, *SRIP Factories of the future* and **Alenka Rožaj Bervar**, *SRIP Health*

Francesco Guerra, *Associate Professor at the University of Modena and Reggio Emilia, RE-search ALPS, INEA CEF-TELECOM Project*

