

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.*

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 Malësoni, *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*

Špela Stres, *Head of Center for Technology Transfer and Innovation, 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*

