



**WESTERN BALKANS
RESEARCH AND INNOVATION MEETING**

Skopje - 21-22 March 2018

Measures in Support of Research & Innovation Capacity Building

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META at a Glance

META combines venture capital **fund management**, **entrepreneurial mentoring** and **innovation consultancy** into an integrated Platform for transforming knowledge into growth.

META invests in start-ups and innovators across Europe, and helps governments, Institutions, regions and cities around the world foster more of them.



META brings Knowledge to Market

Strong experience and capacity in the field of regional innovation and entrepreneurship strategies

- Since 1993, **META Advisory** assisted more than **30** EU regions in both **Western** and **Eastern EU** Countries in strategy design and implementation
- **META Advisory** has been selected by a number of **EC Directorate General** to implement **large** projects dedicated to the **deployment** of **policies** related to **Research & Innovation, Smart Specislisation, Entrepreneurship and Finance**
- Over **300** feasibility studies, more than **700** assignments and pilot projects delivered worldwide

Leader in supporting EU consortia in “using” research results

3 Framework contracts under management:

- **ESIC**: 396 services delivered (RTD projects in the H2020 and FP7 NMP area)
- **CEB**: 190 services (all H2020 topics) - ongoing
- **SSERR**: 37 services (RTD projects in the H2020 and FP7 Energy area) ongoing

Unique capability to follow up in the go to “market” route

- **8 seed capital** funds under management (approximately 100M EUR) in Italy, Slovenia and Poland
- Since 1993, **223 companies** invested in
- Unique, multi-country expertise in implementing **public/private financial instruments** (e.g. ESIF 2014 facility)

META experience in the SEE region

- Mobilising **Institutional Reforms in Research & Innovation Systems** (MIRRIS) in EU 13 countries with an outreach towards SEE
- **Regional** Programme on **Networks of Excellence** in the SEE Region
- **Serbia Research Innovation & Technology Transfer Project** (SRITTP) – Innovation Fund - TECHNOLOGY COMMERCIALIZATION FIRM
- **Early Stage Investing Launchpad** (ESIL) with total coverage of 30 countries including in SEE
- **Strengthening the knowledge management and research commercialisation system** of the **Rudjer Boskovic Institute**, Zagreb, Croatia
- **Support** to Key stakeholders **on accessing EU funding** in SEE

Identified challenges in the Western Balkan Region

Access to Excellence

- > **Inward looking and fragmentation** vs. International **vision** and opening;
- > Outdated **R&D infrastructure** vs. improving **access to modern research facilities** and funds for mission-driven research;
- > Low **impact** of **R&D activities** at country and regional level;
- > **Brain drain** vs. increase of **attractiveness** and **creating** conditions for talents, **mobilising** and leveraging of **diaspora**.
- > Need for **cultural** and **innovation** vision **shift** at **360°**;

Access to Programmes

- > **Low absorption** of **EU programmes** and funding due to the **lack of capacity** and knowledge;
- > **Low or no strategic participation** to relevant **EU networks**;
- > **Low use** of research **mobility** schemes and **fellowship** programs for international collaboration;
- > **Learning mode, difficulties to exit from the** comfort zone;
- > **Victim syndrome** instead of being **proactive** and take **ownership** of actions.

Access to Funding

- > **Traditional** vs. **innovative** financing;
- > Inability to mobilise **public-private partnerships**;
- > Difficulty to introduce **equity and quasi-equity** instruments;
- > Inability to mobilise **private investors** and **Business Angels**.

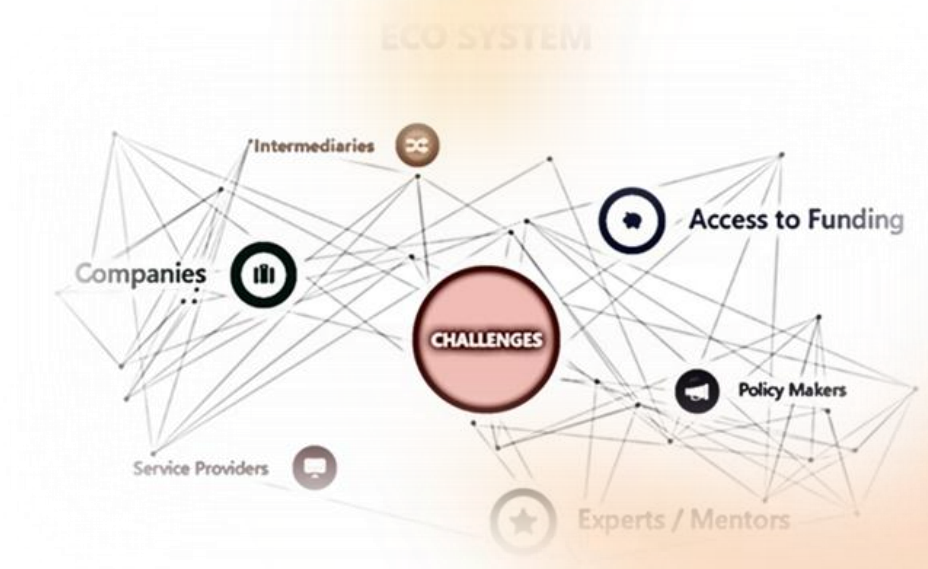
Need to follow a new route

Global Innovation Platform (GIP) is *the tailor-made toolbox* for the economies, regions, governments, institutions, organisations, companies, cities... **GIP** is a *challenge driven, innovation ecosystem booster!*



A new approach is needed to catch-up and perform

- 1) Identify existing and new **opportunities** and **actions**!
- 2) Frame these opportunities into **future trends**!
- 3) Establish the key **initiatives** on top of your existing strategy!
- 4) Rejuvenate the **ecosystem**!



Challenge Driven Open Innovation approach

Provide a framework to accelerate innovation **outcomes** by leveraging **open development**, crowdsourcing strategies and entrepreneurship, along with defined methodologies, processes, and tools.

Help **governments**, economies, regions, cities, institutions,, organisations and companies to develop and implement **actionable solutions** to key problems and **challenges** that their constituents (policy makers, entrepreneurs, employees, educators, students, industry partners, citizens, etc.) face.

Global Innovation Platform (GIP) brings together policy makers, target stakeholders, entrepreneurs, multinationals, investors, citizens, smart ideas — to **spark positive changes** in economies, cities and regions around the world.

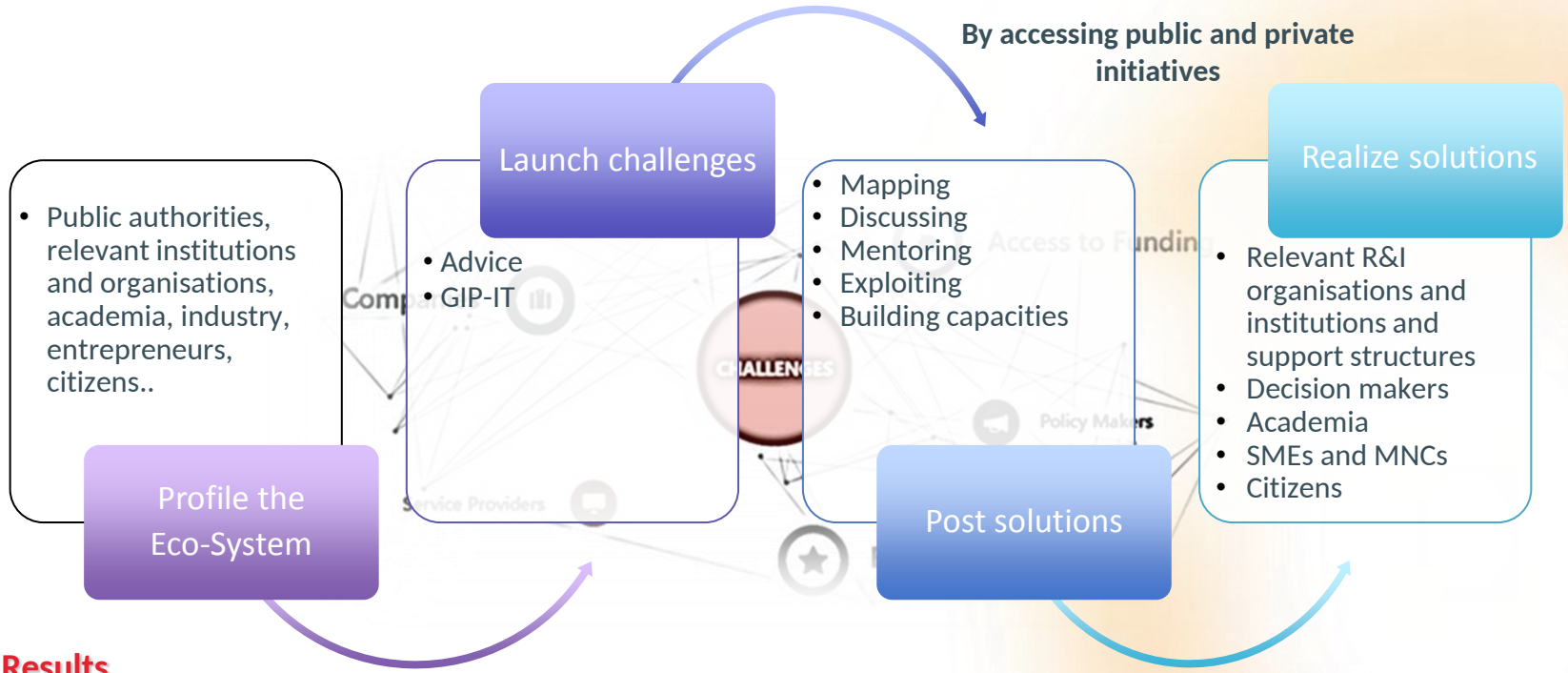
Why GIP is Different? It leads from strategy to action!

- GIP **mobilises** all the relevant stakeholders and target groups (public authorities, relevant institutions and organisations, academia, industry, entrepreneurs, citizens..) to set up a dynamic “infrastructure” for **transforming** challenges into sustainable policies and **actions** achieving sustainable development, growth and jobs
- GIP provides tools for capacity **building** and **talent** creation based on uptake of EU programmes and exploitation of research results



- GIP introduces new business and financial **models** building on public-private partnerships
- GIP **pilot** and **streamlines** regional innovations strategy and processes
- GIP contributes to **company** creation and building of sustainable entrepreneurial **eco-systems**
- GIP sets concrete KPIs and monitoring results, hence secures **implementation**, action and results!

The Process



Results

- A **roadmap** to boost the eco-system
- A **portfolio** of innovations brought to life
- A **process** to monitor to secure actions and results within the set time-line

GIP builds on its integrated IT online Platform



ECO SYSTEM



[ABOUT](#) | [CONTACT](#) | [PRESS RELEASES](#) | [WHY GIP](#) | [TERMS OF USE](#)



GIP toolbox for the Western Balkan economies based on challenges identified

Access to Excellence= Uptake of H2020 and future FP9 programme

- > **Mapping** of the existing strategies, action plans, support measures and programmes as well as of target stakeholders;
- > **Mapping** of pocket of excellence as well as of the gaps and challenges;
- > Based on the mapping, **the roadmap** will be drafted providing list of actions aligned with the stakeholders in charge;
- > A series of **workshops** and **capacity building activities** to be organised and delivered on the topic related to the **absorption of EU funding and programmes**: how to set up proper measures and support structures; how to set up and organise a proper EU back office; relevance of EU networks and building of visibility; how to prepare a successful proposal, elements related to impact, evaluation, building of a consortium and partner search; sustainability.

Access to Programmes=Impact of Research

- > Implementation of **Research helicopter 5 module** programme: Analysis of Exploitation risks (AER); Exploitation Strategy Seminars (ESS); Business Plan Development (BPD); Brokerage and pitching events (BPE), Patenting.
- > The aim to be achieved **is to bridge the gap between research outcomes and commercial products** on the one hand, and **researchers and businessmen** on the other, using a series of tailored, on demand services.
- > Moreover, **the exploitation** has become **a crucial element in FP7 and H2020** projects and is a mandatory activity and reporting item.

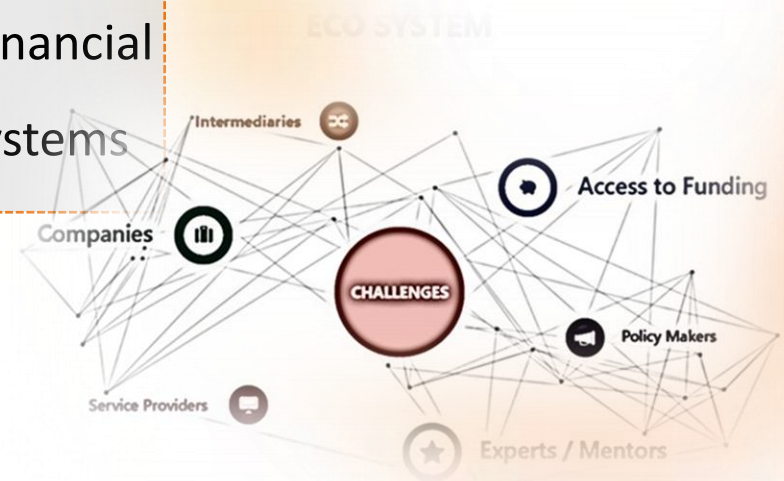
Access to Funding=Attracting funding resources for research and innovation

- > **Mapping** of the existing financial instruments, supporting measures and programmes;
- > Implementation of **capacity building** on:
 - Why equity financial instruments are needed
 - What are the requirements for designing a sound Equity Financial Instrument
 - How to attract private investors
 - How to design an equity financial instrument

The overall aim **is to make equity finance more used for start-up creation** (attracting private resources to research and innovation).

Global Innovation Platform as a conceptual framework for Excellence, Talents, Competitiveness and Sustainability

GIP, aligned with the S3 conceptual framework, will support the economies of the Western Balkans in increasing absorption of EU funds, build on excellence and create conditions for developing and retaining talents by facilitating and speeding up design and implementation of financial instruments, support actions and new ecosystems



How GIP is contributing to development of innovative eco-systems? Examples of real cases



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The Ecosystem

- > “If you want to go fast, go alone. If you want to go far, go together” Old African proverb.
 - > RTD Players can not “go alone” if they truly hope to make an impact on the “adaptive problems” that challenge innovation.
 - > The disruptive community is constantly evolving. As the technology moving humanity into “uncharted decentralization” develops, frontrunners have a choice: collaborate or silo.
 - > The content of knowledge, is no longer the key value. More important is the process of “renewing knowledge” as quickly and as well as we can.
- > The collaborative process has a key role in creating new knowledge!



Crowd sourcing = Citizens' science

TWIST - Transregional WebInnovative Services for Thriving Digital and Mobile



TWIST is an initiative connecting 4 European ecosystems: Rome, Lille, Warsaw and Stockholm by making available a toolbox of services to accelerate the growth of digital start-ups.

Within TWIST, the TWIST digital platform is the tool facilitating knowledge sharing, access to new markets and to opportunities for public stakeholders and private actors to engage with digital start-ups.

<http://www.digitaltwisters.com>

TWIST digital platform address 3 actors of the entrepreneurial ecosystem: startups, corporates and investors. Offering networking, and business opportunities for investors, companies and other stakeholders interested in gaining insights on what is happening in the European startup scene.

Key elements

- Working with challenges* and promoting the development of novel working solutions
- Create a place where people interact, generate ideas and initiate innovative actions
- Provide support and online training to turn a concept into a viable product
- Showcase ecosystems
- Access and engage with mentors, vertical experts, investors

* Challenge - a demand driven task which requires specific, working, sustainable solutions.



Place:  STOCKHOLM

 SOLUTIONS
7

 PAGE VIEWS
288

 LIKES
4



WHAT IS THIS?

[CHALLENGES](#) [NEWS](#) [MENTORS](#) [ASK THE EXPERT](#) [COMPANIES](#)

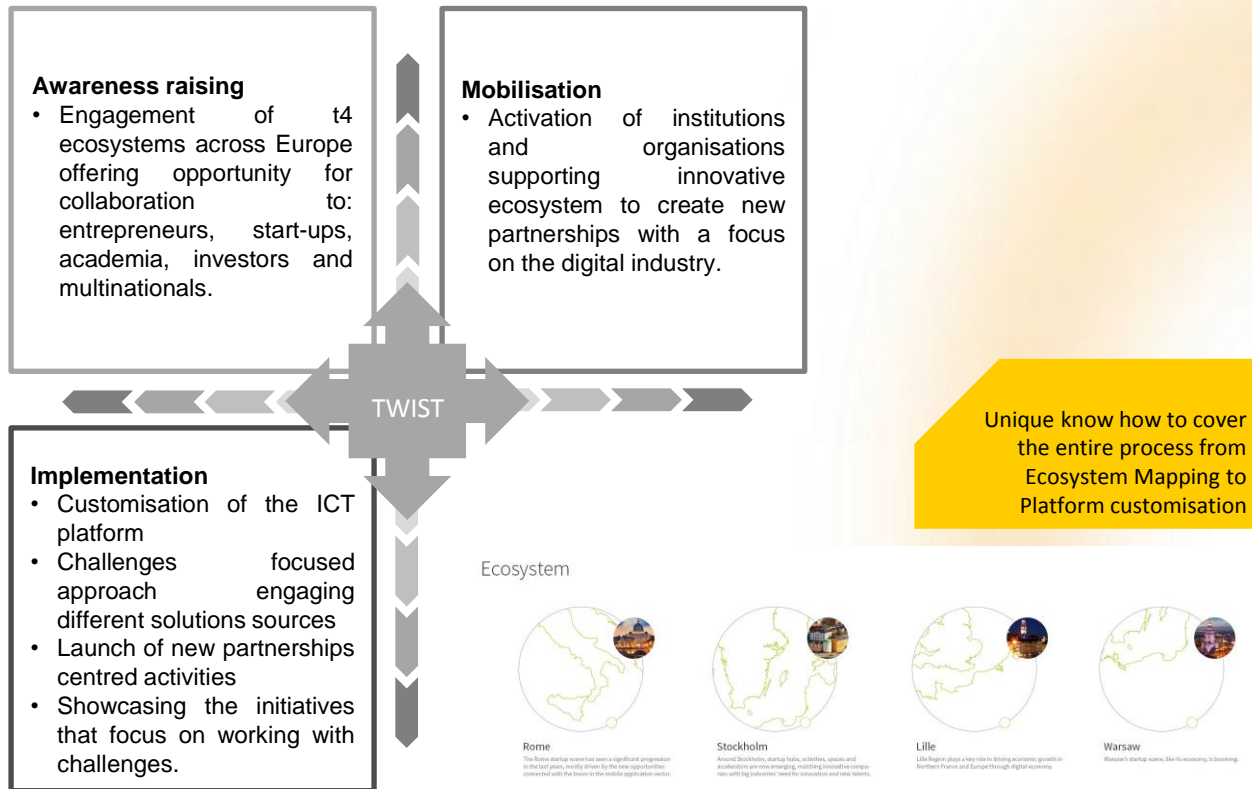
 **Andrea Di Anselmo**   



We are looking for the next big thing in Digital Health for our 6 month EU sponsored acceleration program TWIST!

We will give five startups, starting from August, through our 6 months accelerator program, direct access to the best experts and mentors in the industry, and together with our corporate and public partners a unique opportunity scale up your business. This program is a part of Twist Digital, a EU funded program. Startups will be invited to work closely with other accelerators, their mentors and experts, in Rome, Warsaw and Lille.

TWIST white labelled GIP Solution



Social Challenges Innovation Platform

SCHIP, the *eco-system booster* for
challenge driven innovation,
tailor-made for **cities!**

Toolbox for cities



Prepared by META

[Watch on YouTube](#)

www.socialchallenges.eu

SOCIAL CHALLENGES EU
INNOVATION PLATFORM

ABOUT CHALLENGES PLACES Login/Register Partners FAQs

Sparking innovative solutions to social challenges| Search the platform

The 2nd call is open, apply now! #SoChange

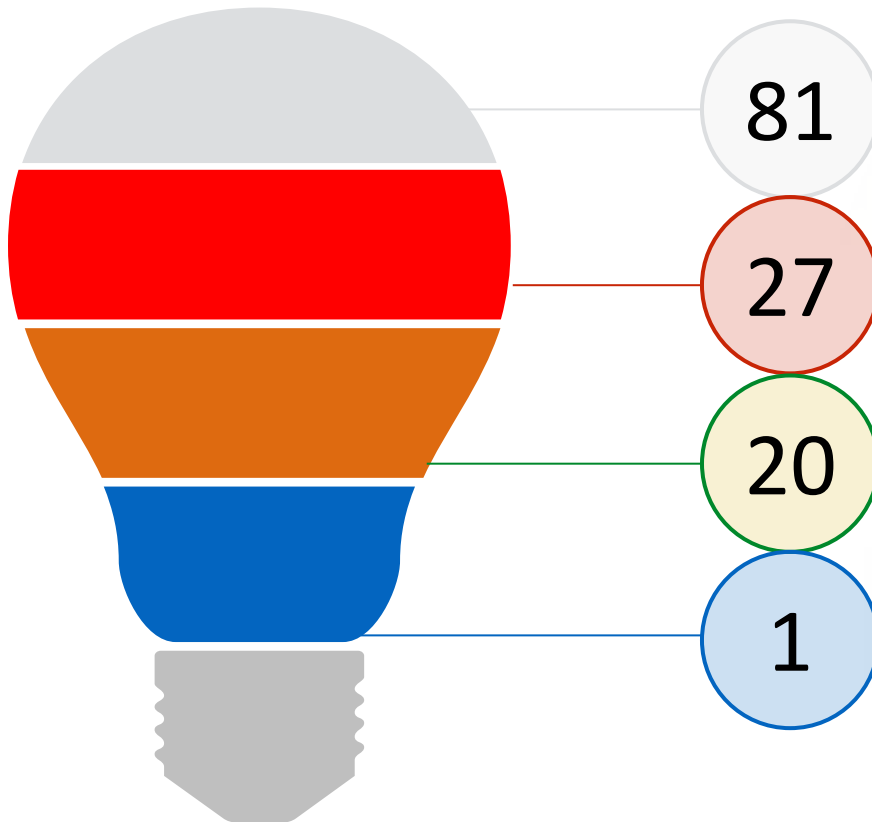
65 Days 22 Hours 49 Minutes 31 Seconds

SocialChallenges.eu awards 1.230.000€ in Europe within the first call (Social Challenges)

I'm a challenge owner
I want to submit a challenge

I am an Entrepreneur or Social Innovator

Visit places
Bringing them together to solve problems and



Solution providers selected to co-develop solutions to social needs

Challenges supported and sponsored by an EU grant

Strategic nodes supporting challenge owners

Smart online environment at your service



Total grant available 2.430.000 €
30.000 € per selected solution provider

11 COUNTRIES:

1. Austria (2 challenges),
2. Bulgaria (1 challenge),
3. Cyprus (2 challenges),
4. France (7 challenges),
5. Germany (1 challenge),
6. Hungary (1 challenge),
7. Italy (4 challenges),
8. Netherlands (5 challenges),
9. Portugal (3 challenges),
10. Spain (1 challenge),
11. UK (3 challenges).

10 THEMES:

1. *Aging* (3 challenges),
2. *Education* (2 challenges),
3. *Employment-Skills* (2 challenges),
4. *Energy* (no challenges for the first call),
5. *Environment-Food* (6 challenges),
6. *Health-Disability* (2 challenges),
7. *Youth* (1 challenge),
8. *Refugees-Migration* (1 challenge),
9. *Smartcities-Mobility* (3 challenges),
10. *SocialInclusion-Gender* (10 challenges).

30 Challenges collected!

+1000 registered users

+600 active profiles

+400 entrepreneurs

225 Solutions received

41 solutions funded

TRACTION (3 months)

Warsaw Innovation Days – Municipality of Warsaw

Warsaw Innovation Days, WinnDays, was the bottom – up initiative that engaged several partners from different sectors of Warsaw innovation ecosystem.

WinnDays aims to create, engage and develop a collaborative ecosystem of innovative events taking place in Warsaw both turning ideas into new partnerships and challenges focused activities. WinnDays was based on Global Innovation Platform approach to mobilise stakeholders and implement activities.

<http://warsawinnovationdays.com/en>

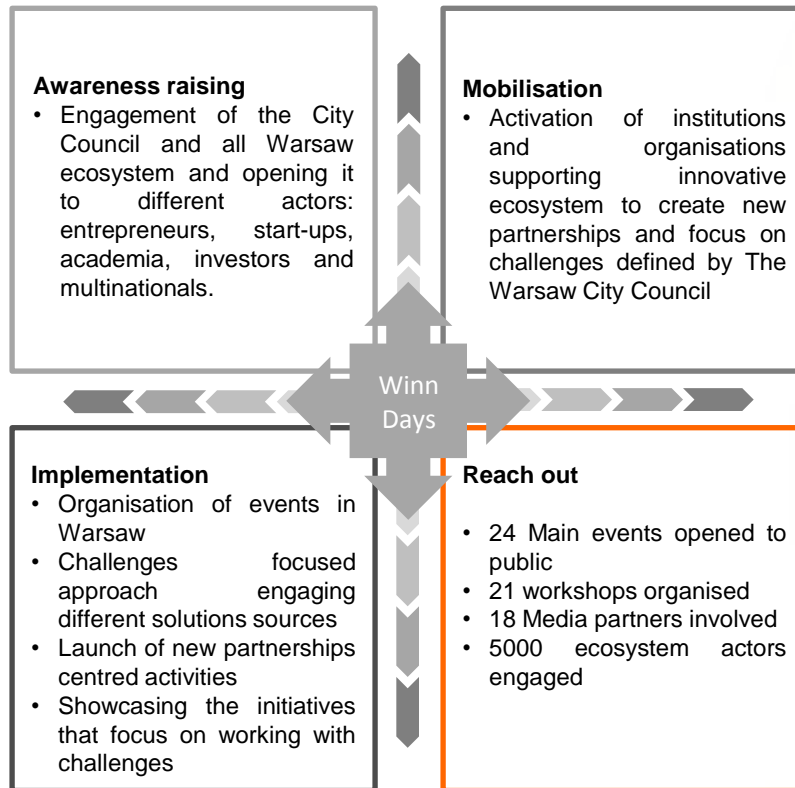


Warsaw Innovation Days was co-organized and run in by the Globe Forum Foundation powered by META Group with the coordinating role of The Warsaw City Council.

Key elements

- COLLABORATION taking place between The City and different partners from local entrepreneurial ecosystem ;
- ACTIVENESS of institutions and organisations supporting innovative ecosystem;
- INTEGRATION of events in Warsaw never realised before;
- INNOVATIVE INITIATIVES that integrate program and communication activities;
- VIRAL ATTITUDE: creating and promoting the entrepreneurial culture
 - mutual promotion of new ideas and partnerships;
 - gip approach: engaging and developing the ecosystem.

META Group's engaging proces: GIP approach



Unique know how to cover the entire process from context analysis to the road shows

Global Entrepreneurship Congress 2015 – Milan

An entrepreneurial ecosystem has started to take shape around the world, connecting people across borders to unleash their ideas and transform innovation into reality.

The Global Entrepreneurship Congress is an inter-disciplinary gathering of startup champions from around the world, where entrepreneurs, investors, researchers, thought leaders and policymakers work together to help bring ideas to life, drive economic growth and expand human welfare.

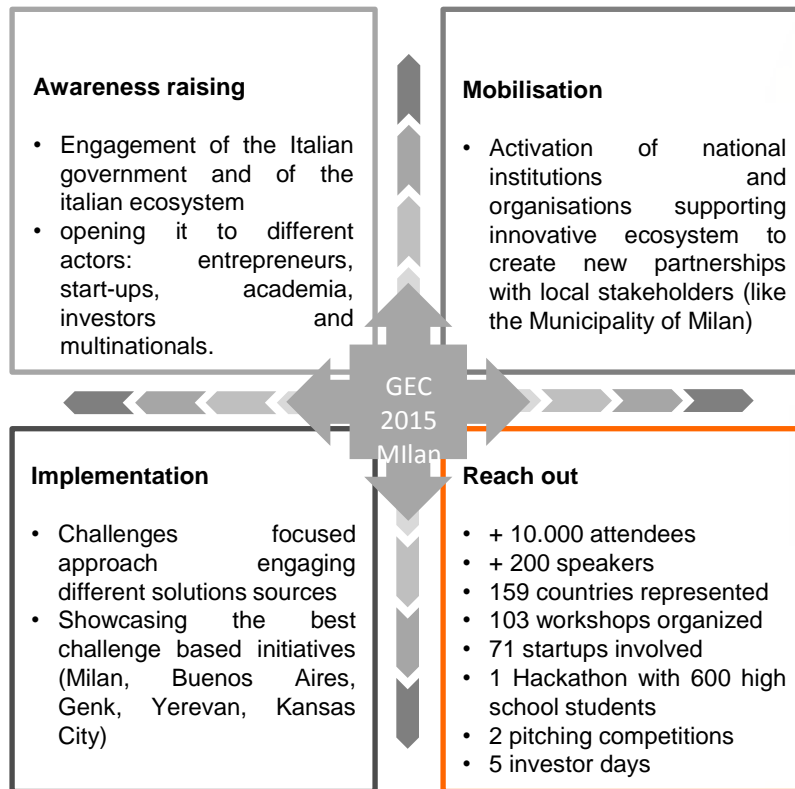


META Group has been selected from the Kauffman Foundation to serve as the local host of the 2015 GEC in Milan, Italy. <http://gec.co/gec-2015-recap>

Key elements

- Providing an environment to exchange ideas and approaches on strengthening economic growth through policies and initiatives favorable to entrepreneurs;
- Helping entrepreneurs and business owners launch and grow firms that create jobs and generate wealth in cities and countries around the world;
- Improving global collaboration and expanded awareness of national campaigns to engage citizens in entrepreneurial activity;
- Increasing global recognition of entrepreneurs for the role they play in building economies while developing innovative solutions that improve daily life.

META Group's engaging proces: GIP approach



Unique know how to cover the entire process from the engagement of public entities to private investors



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Thank you very much!

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