



TAKING
COOPERATION
FORWARD

 Workshop 1 ‘State of the art analysis’
STUDY VISIT in Weiz - January 30th 2018

 **First outcomes of the KETGATE SME survey**

 Maria Sole D’Orazio - Veneto Innovazione spa

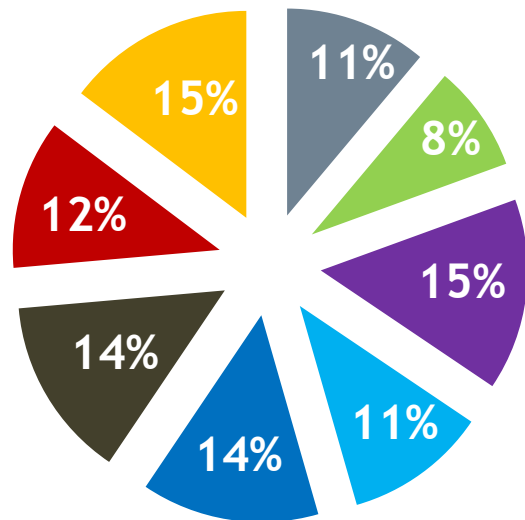
THE SURVEY



- The survey was structured to assess the SME needs in regard to KETs at local level.
- The goal was to better understand
 - the status of KET's awareness and its usage in SMEs,
 - visibility of RTO acting as KET service providers,
 - information on cooperation experiences,
 - barriers and needs of SMEs.
- Online structured questionnaire (around 20 questions - 7 minutes to answer) distributed by 8 PPs

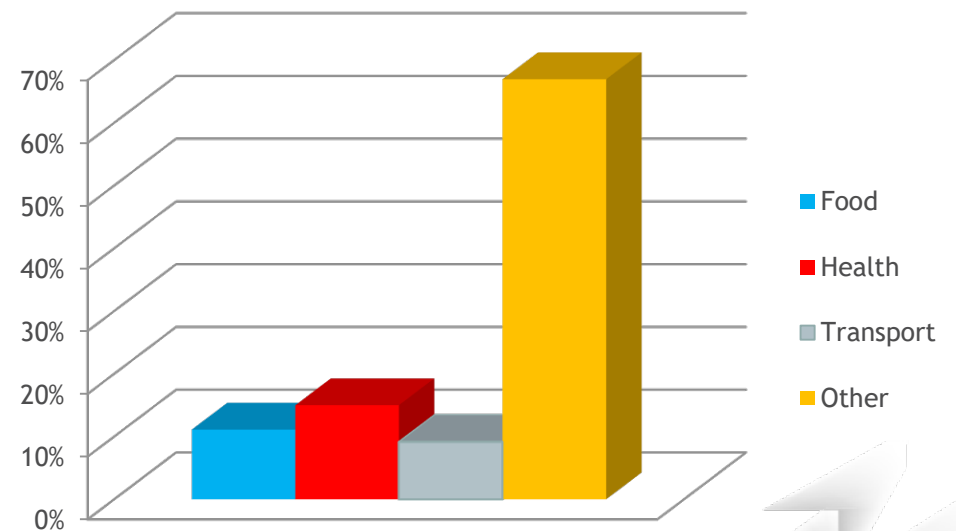


THE SAMPLE



- SEZ - Württemberg
- VI - Veneto
- NCA - Czech Republic
- GAPR - Poland
- TERA - Croatia
- JOANNEUM - Austria
- BZN - Hungary
- JSI - Slovenia

360
participants



TAKING COOPERATION FORWARD



THE PROSPECT



92%
are SMEs

65%
Have an
internal
R&D unit

30%
International
patents

56%
Cooperate
with external
R&D



TAKING COOPERATION FORWARD



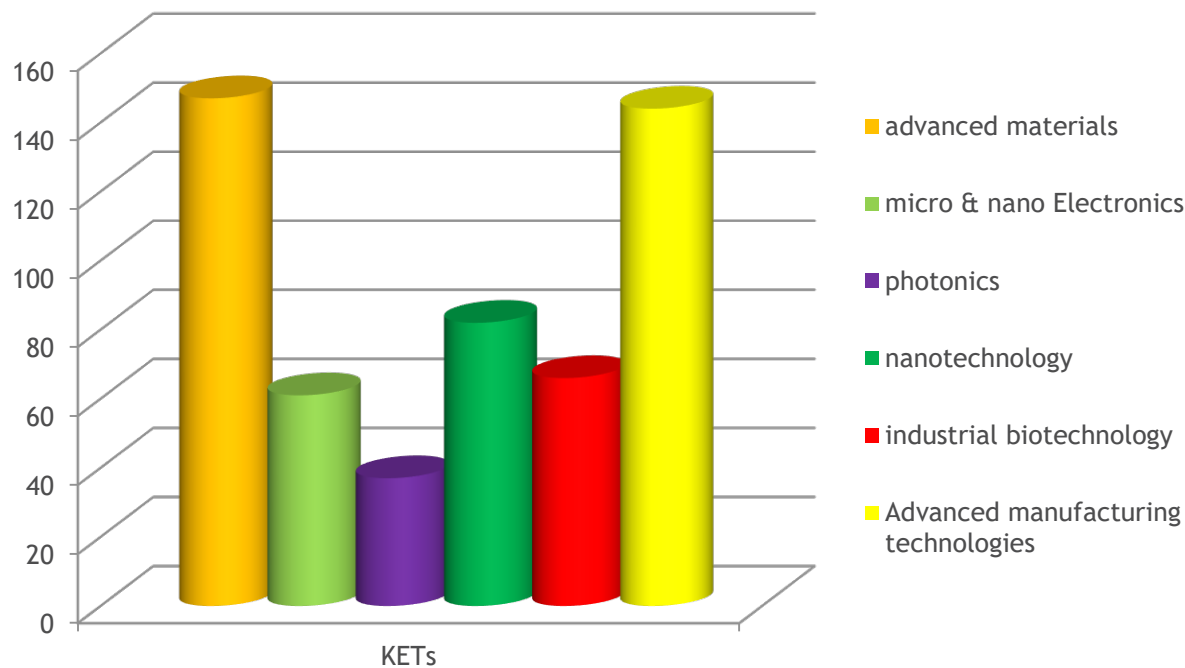
INTEREST IN KETS

55%
Know KETs



59%
Use KETs

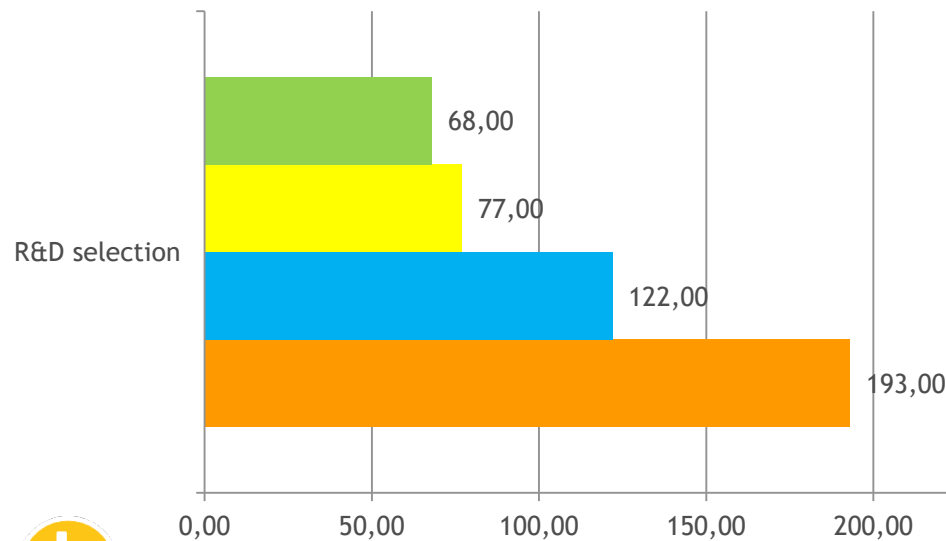
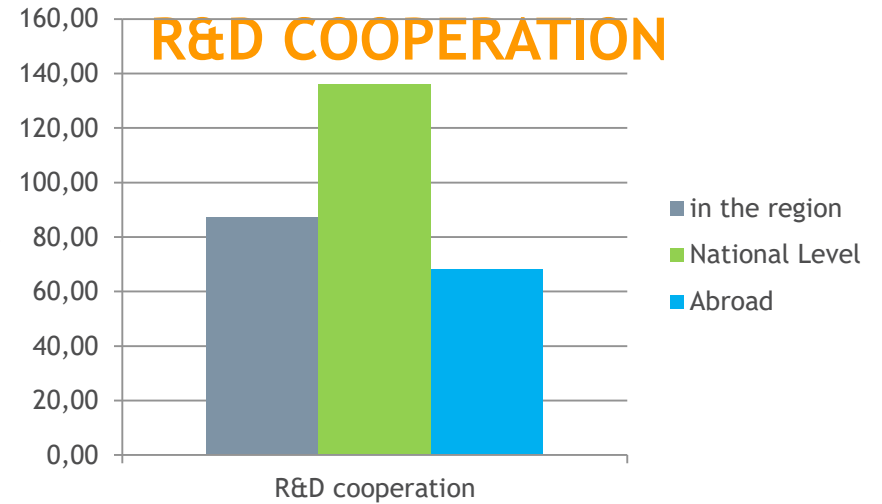
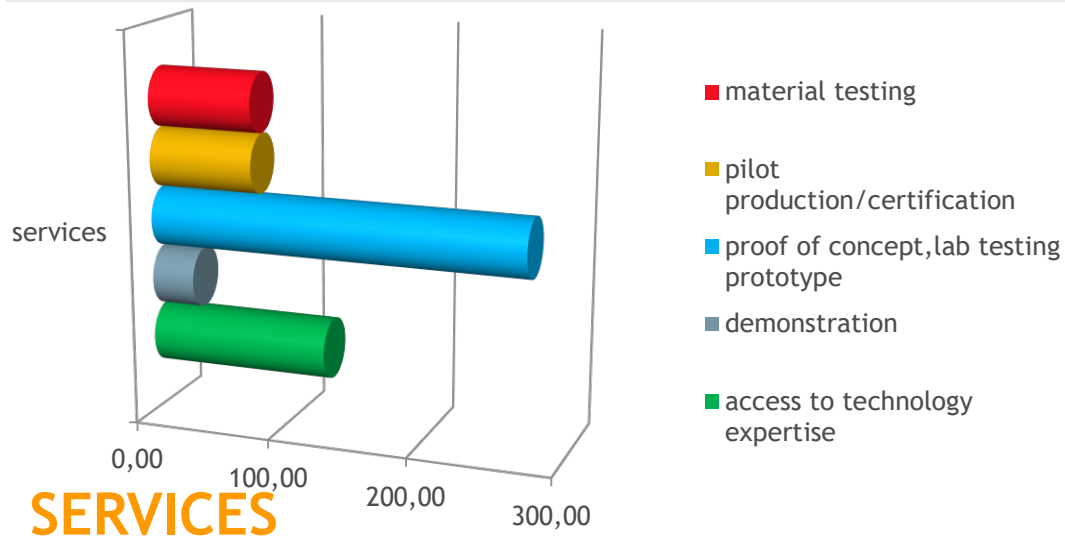
COMPANIES' INTEREST



TAKING COOPERATION FORWARD



COOPERATION WITH R&D CENTRES

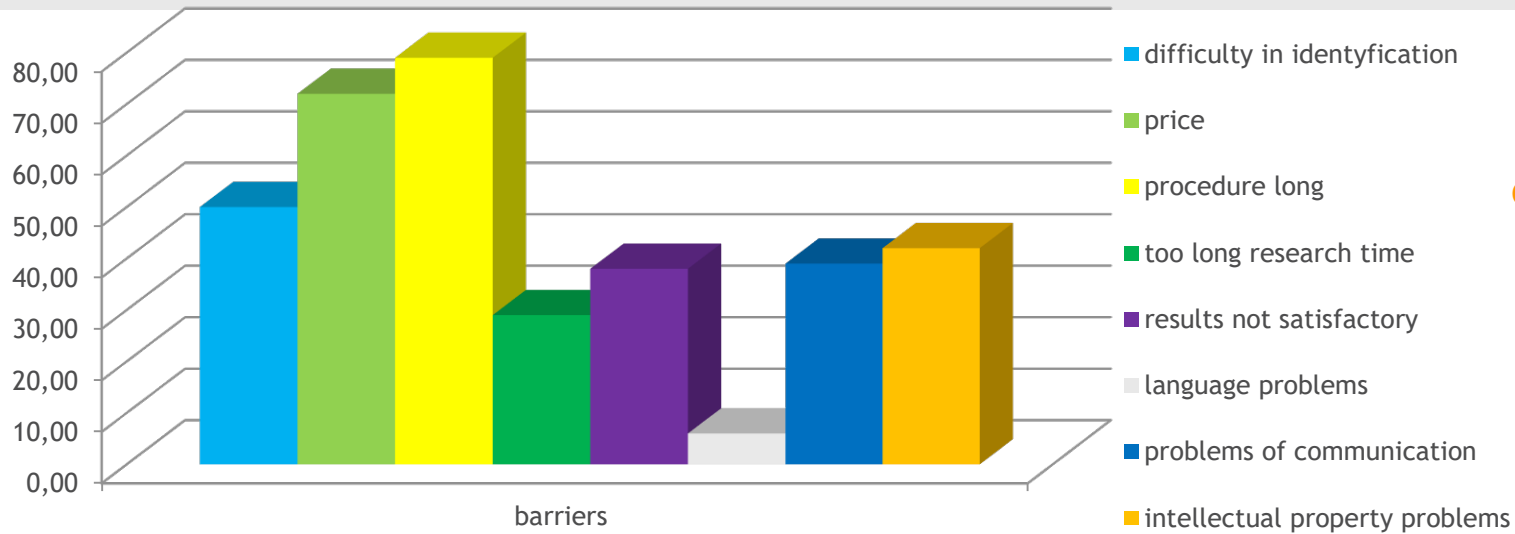


R&D SELECTION criteria

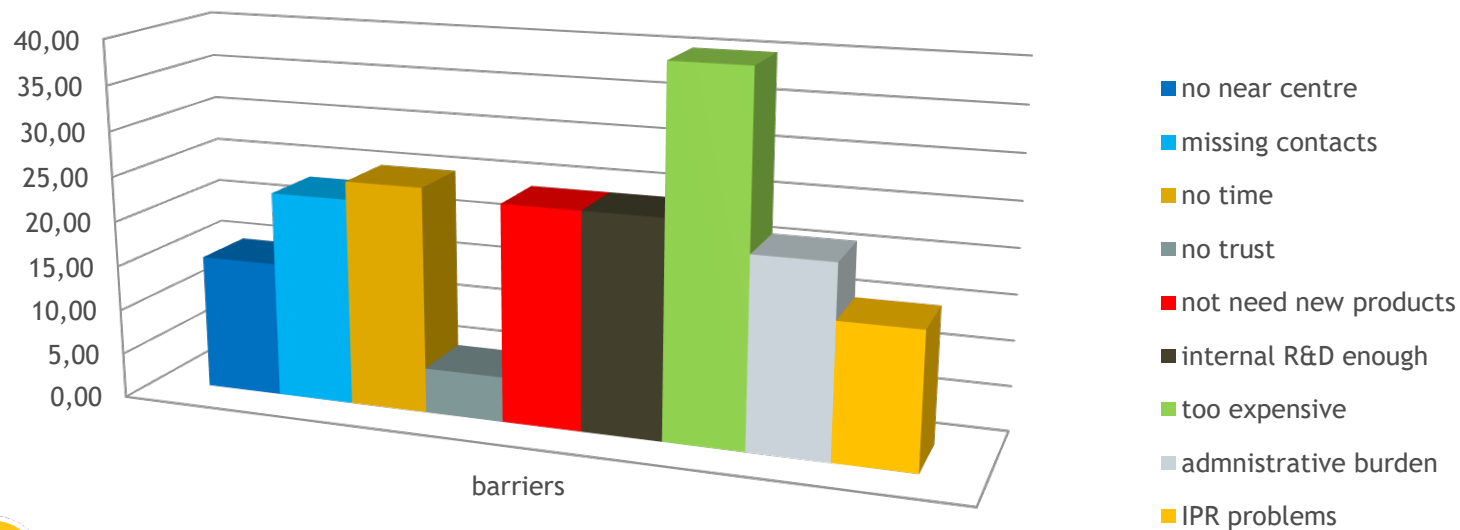
TAKING COOPERATION FORWARD



BARRIERS



**Companies
cooperating
with R&D**



**Companies
NOT
cooperating
with R&D**



TAKING COOPERATION FORWARD



“FOOD FOR THOUGHT”



- Strong differences at national level to be further analysed (also for potential synergies)
- Awareness and reputation are a must to enhance cooperation with R&D centres (role of the BSO centre)
- PRICE and administrative barriers are an issue
- Two profiles of SMEs
 - SMEs used to cooperate (they could see long-term cooperation as an added value (added value projects))
 - SMEs not used to cooperate (they need to see easy and quick results “products ready on the shelf”)



FURTHER INFORMATION



Maria Sole D'Orazio
European Projects
Veneto Innovazione spa



www.venetoinnovazione.it



Mariasole.dorazio@venetoinnovazione.it



+39 041 8685301



TAKING COOPERATION FORWARD

