



Enterprise Europe Network

Rimantas Serva
Lithuanian Innovation Centre



LI...THU...A...NI...A



Lithuania's highest peak

Small mountains...

...tall people



tall people in action...





last pagan nation in Europe...

Geographical midpoint of Europe (26 km from Vilnius)



Geographical midpoint of Europe (Polotsk, Belarus)

































ENTERPRISE EUROPE NETWORK

- WHAT
- WHO
- POSSIBILITIES

EU countries

-  Austria
-  Belgium
-  Bulgaria
-  Croatia
-  Cyprus
-  Czech Republic
-  Denmark
-  Estonia
-  Finland
-  France
-  Germany
-  Greece
-  Hungary
-  Ireland
-  Italy
-  Latvia
-  Lithuania
-  Luxembourg
-  Malta
-  Netherlands
-  Poland
-  Portugal
-  Romania
-  Slovakia
-  Slovenia
-  Spain
-  Sweden
-  United Kingdom

Non-EU countries

-  Albania
-  Armenia
-  Bosnia and Herzegovina
-  Canada
-  Chile
-  China
-  Egypt
-  FYRoM
-  Iceland
-  India
-  Israel
-  Japan
-  Mexico
-  Moldova
-  Montenegro
-  Morocco
-  Norway
-  Russia
-  Serbia
-  South Korea
-  Switzerland
-  Tunisia
-  Turkey
-  Ukraine
-  USA



Innovation, Technology and Knowledge Transfer Services...

Service-oriented, network-based model of technology/knowledge transfer:

*Selling technology partnership building service is like selling any other service: you need a **good service**, a **clear target**, skilled and **motivated people** and **good networking**.*



In search of EEN value proposition:

- Accelerated innovation process through partnership
- Creative process leading to the problem solving

In search of EEN value proposition:

**accelerated innovation process
through partnership...**

SME in Italy



In search of EEN value proposition:

**accelerated innovation process
through partnership...**



Institute in Lithuania

In search of EEN value proposition:

accelerated innovation process through partnership...

SME in Italy

R&D process

New ketchups



Institute in Lithuania

SME in Italy

R&D process

**New
ketchups**



In search of EEN value proposition:



The paradigm shift is needed:

- **From** “information push”
- **To** “creative process leading to the problem solving”

In search of EEN value proposition:

Challenge of Lithuanian Biotech Company

How to remove the liquid leftovers from high number of glass tubes without touching them?



In search of EEN value proposition:

44 methods could be proposed?

Acoustic Cavitation, Acoustic Vibrations, Archimedes' Principle, Bernoulli's Theorem, Boiling, Brush Constructions, Capillary Condensation, Capillary Evaporation, Capillary Pressure, Coanda Effect, Condensation, Coulomb's Law, Deformation, Electrocapillary Effect, Electro-osmosis, Electrophoresis, Electrostatic Induction, Ellipse, Evaporation, Ferromagnetism, Forced Oscillations, Funnel Effect, Gravity, Inertia, Ionic Exchange, Jet Flow, Lorentz Force, Magnetostriction, Mecano-caloric Effect, Osmosis, Pascal Law, Resonance, Shock Wave, Spiral, Super Thermal Conductivity, Super-fluidity, Surface Tension, Thermal Expansion, Thermo-capillary Effect, Thermo-mechanical Effect, Ultrasonic Capillary Effect, Ultrasonic Vibrations, Use of foam, Wetting.

Do we a solution here?

**Information is not
a “magic pill” ...**

**Ok, 44 known processes
of moving a liquid to be
exploited.**

**Is this information a
Solution?**



In search of EEN value proposition:

Acoustic Cavitation, **Acoustic Vibrations** Archimedes' Principle, Bernoulli's Theorem, Boiling, Brush Constructions, Capillary Condensation, Capillary Evaporation, Capillary Pressure, Coanda Effect, Condensation, Coulomb's Law, Deformation, Electro-capillary Effect, **Electro-osmosis** Electrophoresis, Electrostatic Induction, Ellipse, Evaporation, Ferromagnetism, Forced Oscillations, Funnel Effect, Gravity, Inertia, Ionic Exchange, Jet Flow, Lorentz Force, Magnetostriction, Mecano-caloric Effect, Osmosis, Pascal Law, Resonance, Shock Wave, Spiral, Super Thermal Conductivity, Super-fluidity, Surface Tension, **Thermal Expansion** Thermo-capillary Effect, Thermo-mechanical Effect, Ultrasonic Capillary Effect, Ultrasonic Vibrations, Use of foam, Wetting.

IT

Liquatech, a.s., Mr. Karel

UK

Bubble, Ltd, Mrs. Misa

SE

Laqua AB, Mr. Dahn



Innovation, Technology and Knowledge Transfer Services should be:

- enriched by creativity. We should be able to provide a framework for our clients to think out of the box;
- linked to the new ways for SMEs to cooperate with researchers as well as with large companies and clusters.



Technology marketplace

Daily updated database available to more than 3000 technology brokers and 11.000 companies

- Designed for efficient exchange of technology profiles
- Not only for offers, requests as well
- Profiles stored in searchable database (23 000)
- Automatic matching of profiles





Examples

Solution proposed:

A method to improve Magnetic Resonance Imaging (Selective Parity RARE imaging)

Solutions required:

Anti-bacterial technologies sought for liquid applications

Summary:

A Korean SME is specialized in industrial gases. The company is looking for CO2 analyzing sensor technology and design technology of analysis system. The company is looking for a partner for acquiring patent right if the development has been completed, if not, the company wants to discuss cooperation development.

Reference:

TRKR20130911001

Market:

Industrial measurement and sensing equipment

**Title: CO2 analyzing sensor technology and design technology of analysis system
Technology:**

Biosensor, Sensor Technology related to measurements

NACE:

Technical testing and analysis

Country:

South Korea

Submitted:

Sep 11 2013

Updated:

Sep 12 2013

[Detailed information](#)



Information instantly available:

- **Technical details**, specification
- **Novelty**, uniqueness explained
- **Stage of development** (lab tested, available for demonstration, already on the market etc.)
- **Patent Rights** (applied, patent(s) granted etc.)
- **Expectation towards cooperation type** (technical consultancy, joint further development, license agreement etc.)
- **Expectations** for the partner:
 - § Type of partner sought
 - § Specific area of activity of the partner
 - § Task to be performed by the partner sought



EEN clients can act:

- **Passively :**
 - § **Monitor technology profiles (e-mail subscription)**
 - § **Search for the technology profiles online**
- **Actively:**
 - § **Propose solutions to the network**
 - § **Insert the need (request) that requires solutions**
 - § **Present your offer/request during the matchmaking event**



Matchmaking Events

The purpose of the matchmaking events is to **create opportunities** for companies to meet and to agree on how to make a creative partnership.

- Usually organized in the framework of the well known fair (CeBit, WMC etc.)
- Face-to-face meetings with the potential partners
- Individual agenda for every participant
- Highly “condensed” meetings schedule

Matchmaking Events. Facts and figures



Future Match 2013:

- **370** participants
- **33** countries represented
- **1.253** bilateral meetings

MWC 2012:

- **514** participants
- **27** countries represented
- **588** technology profiles
- **1.142** Matched meetings



Thank you for your attention!

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