

D2.5 MULTINATIONAL SPIN-OUT AND SME SUPPORT INFRASTRUCTURE

Type of Deliverable: Report, Public

December 2023

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Abbreviations

D	Deliverable
EIH	European Innovation Hub
ERA	European Research Area
FHV	Vorarlberg University of Applied Sciences, Austria
HAMK	Häme University of Applied Sciences, Finland
IP	Intellectual Property
IPCA	Polytechnic of Cávado and Ave, Portugal
IPL	Polytechnic of Leiria, Portugal
KT	Knowledge Transfer
MOU	Memorandum of Understanding
NGO	Non-Governmental Organisation
NHL Stenden	NHL Stenden University of Applied Sciences, The Netherlands
R&I	Research and Innovation
RUN-EU	Regional University Network – European University
SME	Small-to-medium Enterprise
SWAFS	Science with and for Society
SZE	University of Győr – Széchenyi István University, Hungary
T	Task
TT	Technology Transfer
TTO	Technology Transfer Office
TUS	Technological University of the Shannon: Midlands Midwest, Ireland
WP	Work Package

EXECUTIVE SUMMARY

This report describes a multinational spin-out and SME support Infrastructure and Knowledge Transfer (KT) Model for the RUN European University which supports enhanced international collaboration between European Innovation Hub (EIH) network members and spin-outs and SMEs of the RUN-EU regions. RUN-EU aims to provide support to regional enterprise and SME stakeholders through our three innovation hub centres supported by our research clusters and the RUN EU discovery programme. The institutions of the RUN-EU alliance will strive to deliver incubation and business support for innovative start-ups and other business types who are associated with the EIH networks.

1.0 Overview of RUN-EU Innovation Ecosystem

The research portfolio of each RUN-EU partner has been determined by the RUN European University and has been presented in **D5.2** of the RUN-EU project. From this, the RUN European University has developed Research Cluster Areas aligned to the Europe's Vision research cluster areas. Each cluster brings together teams of researchers, research students, academic staff, and regional partners (businesses and social organisations) to apply a multi-disciplinary approach to address societal challenges. The Clusters are as follows:

Research Area 1: Creative Art, Design and Materials Thinking (Cluster lead: IPCA)

Research Area 2: Food & Biotechnology (Cluster lead: HAMK)

Research Area 3: Tourism (Cluster lead: TUS)

Research Area 4: IOT & Cybersecurity (Cluster lead: NHL Stenden)

Research Area 5: Smart, Sustainable and Advanced Manufacturing (Cluster lead: TUS)

Research Area 6: Climate Change – Circular Economy & Decarbonisation (Cluster lead: SZE/IPL)

Research Area 7: Education & Social Sciences (Cluster lead: NHL Stenden)

Research Area 8: Health & Wellbeing (Cluster lead: IPCA)

The 3 cutting-edge EIH knowledge networks play a pivotal role in driving innovation and collaboration in the targeted areas of Future and Sustainable Industries, Bioeconomy and Social Innovation which will support the regional development of the alliance partners.

EIH network structures and members are an integral part of the RUN-EU support systems and which, along with the following RUN-EU R&I experts, inform its strategic direction and operation:

- EIH Directors
- Research Cluster Area Managers
- Research Institute Directors
- Academic Research Supervisors
- Technology Transfer Experts
- Enterprise Support Managers

Through their contribution to RUN-EU Innovation, our experts and support systems, along with the support infrastructure implemented by the RUN European University which includes pan-European research facilities, business incubation and acceleration facilities and Knowledge Transfer Agreements support the EIH network members in developing and implementing multinational spinout and SME supports.

The EIHs will promote the sharing of knowledge, the identification of skills needs and the valorisation of an entrepreneurial mindset amongst the RUN-EU research community and regional partners. They will strengthen the collaborative research capacity between EIH network members and academia, support innovation development and develop & mainstream entrepreneurship and transversal skills. Consisting of shared Technology Transfer support, financial support services and with an emphasis on the commercialisation and promotion of RUN-EU innovations and technologies.

2.0 Knowledge Transfer Model

The new knowledge created within the RUN EU research cluster groups will be protected in accordance with best practice and promoted as new technology offerings to RUN-EU EIH network members and regional partners. These innovations, once developed, will in time be commercialised through licensing agreements with these organisations or through the creation of RUN-EU spin-out companies. The knowledge transfer portfolio agreements developed within the RUN Discovery programme will serve as templates for interregional collaborative teams in knowledge sharing agreements with enterprise wishing to licensing or assignment (where practicable) of RUN EU created intellectual property offerings. Alternatively, the commercial

potential of an innovation developed by a researcher or research team within one of RUN-EU's Research Cluster Areas is recognised, upon protection of the IP, the technology offering is promoted and disseminated via the RUN the RUN-EU website and through promotional showcase activities across the RUN-EU consortium.

The RUN-EU spin-out and SME support infrastructures will be managed directly from within the EIH's dependent on the technology offering. The intellectual property journey will be supported from within the technology transfer functions resident in the RUN-EU partner members who can advise on best practise, legal and contract drafting and negotiation and where applicable in intellectual property protection initially through PCT filings and where successful full European and world patent applications.

The EIHs will oversee the development of a RUN-EU Technology Offerings portfolio and engage with business, regional networks/associations & national/EU initiatives to promote innovation offerings through hosting of science meets regions events, circulating promotional material and implementing an incentive scheme for companies to license RUN-EU IP.

Through its EIH network members and Research Cluster Areas, EIH management committees will identify and support inter-alliance research collaborations between regional business and an international RUN-EU partner institution thereby expanding research opportunities for regional business.

With support from RUN-EU partner institutions knowledge transfer functions RUN EU EIHs will support provision of business incubation services to start-up companies (spin-ins and spinouts) including mobility opportunities (incubation with another EU partner), IP offerings and other collaborations through business mentoring schemes and training.

2.1 RUN-EU Knowledge Transfer Agreements

A suite of model template agreement forms has been developed for the RUN European University by its WP 5 (RUN Discovery Programme) and is presented in **D5.3 RUN-EU Knowledge Transfer Agreements**. These agreements, listed in **Table 1**, serve as the central point of reference for internal RUN-EU-alliance and industry-RUN-EU alliance research partnerships from

the perspective of knowledge transfer (KT) and Intellectual Property (IP) management. The template forms are designed to be suitable for research transactions assisting in removing ambiguity in KT by encouraging predictability and transparency across the RUN-EU KT system. The model agreements are offered in a ‘clean’ form Word document, ready to download and use as a starting point for drafting and discussion with research partners.

This suite of common research and IP agreement templates have been established to include how material, knowledge and intellectual property transfer within the RUN-EU Innovation Ecosystem will be managed. The basis of the agreements is based on the results of European best practice across the partnership members following partner consultations. The RUN-EU suite of research documents and the information documents concerning IP management and commercialization available through the European Commission IP Helpdesk (<https://intellectual-property-helpdesk.ec.europa.eu>) will provide exemplar templates for engagement.

Table 1 - RUN-EU Template Knowledge Transfer Agreements (RUN-EU D5.3 RUN-EU Research Framework - Research, Material, Intellectual and Knowledge Transfer Agreements)

RUN-EU Model Agreement Type:
Research Consortium Agreement
Collaborative Research Agreement (Part Industry Funded)
Collaborative Research Agreement (Wholly Industry Funded)
Material Transfer Agreement Outward
Material Transfer Agreement Inward
Innovation/IP Disclosure Form
Joint Ownership and Management Agreement
Exclusive License Agreement
Non-exclusive License Agreement
Option and Evaluation Agreement
Confirmatory Assignment Agreement
Contract Research Agreement
Learner MOU

These agreements are key enablers in the development and maintenance of strong collaborative research links between the RUN European University and regional stakeholders including EIH hub network members with whom we co-design and co-deliver research and innovation.

3.0 SME and Spin-out Supports

Facilities, programmes and activities exist across the RUN European University alliance which support and incentivize enhancement of collaboration between member region spin-out companies and SMEs and the RUN-EU partner institutions. In addition to what has been previously discussed in this report, additional supports are presented in this section, including the hubs themselves as SME and Spin-out Supports, Business Incubation and Acceleration Supports and the International Entrepreneurial Education Network (IEEN).

3.1 RUN-EU European Innovation Hubs

The European Innovation Hubs created by the Erasmus+ RUN-EU project focuses on the creation and growth of sustainable cutting-edge knowledge networks to drive innovation and collaboration in targeted areas, through the development of advanced, pan-European Innovation Hubs which are thematically aligned and have shared teams and infrastructures. Within the alliance, it is considered that the existing Innovation Hubs constitute one of the central pillars of sustainable regional development underpinning the collaborative activities to be developed within the framework of this European University, driving collaborative, regionally oriented and novel mobility led education, research, and innovation. EIHs are unique educational platforms where joint interregional research, innovation and regional stakeholder engagement activities are created and nurtured. EIHs collaborate with associated partners in government, business, society and uniquely with the OECD Secretariat of Higher Education and its labour market relevance and outcomes. It is envisaged that the outcomes of this collaborative approach will not only feed back into education, research, and innovation development opportunities within the regions of the alliance but could also inform innovative solutions for labour market relevance and outcomes which would be adaptable to different regions of Europe.

The principal output of these hubs will be the delivery of interregional Research, Development, and Innovation (RD&I) activities designed to deliver on societal transformation requirements, within the framework of the relevant Smart Specialisation Strategies (RIS3) and the UN goals for sustainable development. The RUN-EU EIHs will support and influence the members' regions economic global competitiveness, environmental responsibility, and inclusive social policies, as well as guiding higher education strategies, future skills programmes, interregional activities and joint applications to European research and innovation calls by alliance members. The aim is to promote collaborative teaching and research excellence through the development of student-centred cutting edge pedagogical, research, innovation, and engagement activities, using the strong links between the alliance members and their local ecosystems and businesses. It is envisaged the creation of innovative mobility opportunities through new multinational academies and hubs will improve the national and international competitiveness of the associated regions and their academic community thus allowing them to:

- (i) complement existing capital and large city regions;
- (ii) retain and attract young talent and;
- (iii) correct existing unfavourable bias in development trends in peripheral European regions.

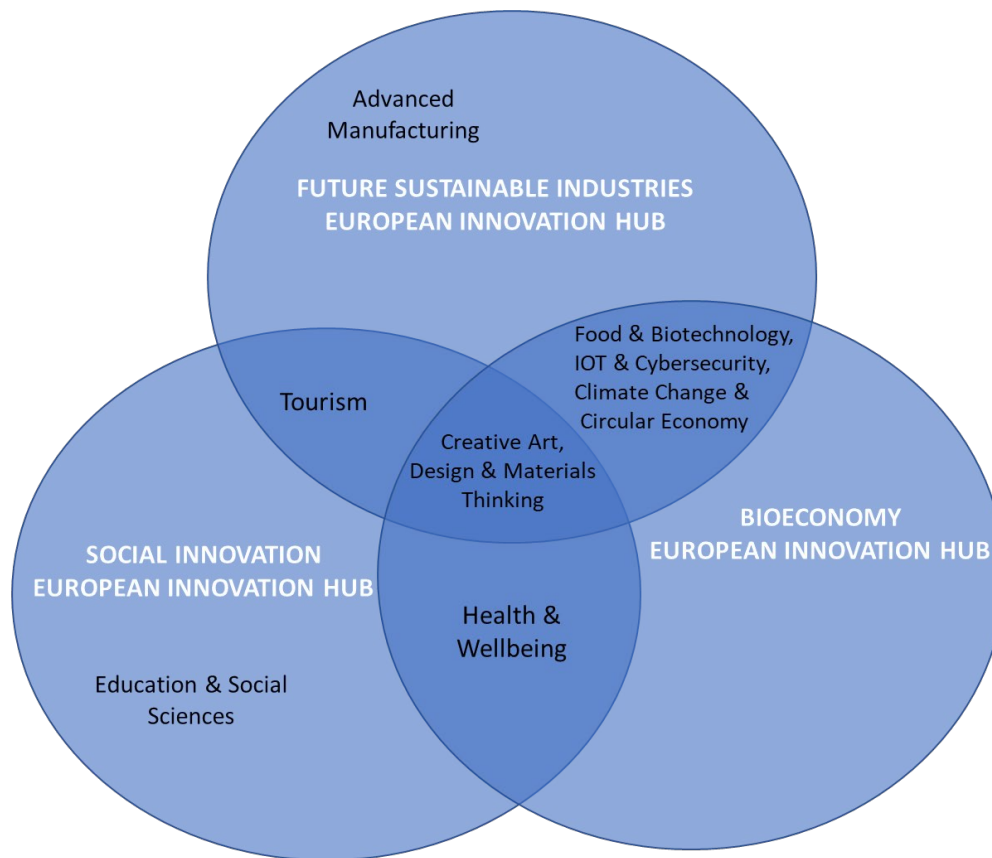


Figure 1- RUN-EU Research Area Clusters and Integration in European Innovation Hubs

The detailed audit and characterization of the existing regional innovation clusters and their activities identified clear strategic target goals including alignment of the EIH's (**Figure 1**) with clusters and hubs of similar critical mass across the network and within each thematic area. Further targeting of research groups/centres/clusters in early stages of development and partnering them with a well-established Cluster(s) to enable activation and nurturing of early-stage talent thus accelerating their development through partnership with the identified Cluster(s) and associated partners.

3.2 Business Incubation and Acceleration Supports

Entrepreneurship is recognised as a key contributor to economic performance in terms of economic growth, innovation, employment, technological change, job creation and exports. Across RUN-EU, the partner business incubation centres will serve to provide an array of

business support resources and services to our spin outs and SMEs e.g., Hartnett Enterprise acceleration centre at TUS; StartUp Leiria at IPL and Uni-Inno Ltd. at SZE.

Innovations and Technology Offerings created through collaborative research in the RUN-EU alliance will be contained in the RUN-EU portfolio and will be promoted to key commercialisation players and associated partners of RUN-EU as well as the wider external community by means of the following:

- Annual RUN-EU Science meets regions events:
- RUN-EU website (RUN-EU) and other promotional material.

3.3 The International Entrepreneurial Education Network (IEEN)

The International Entrepreneurial Education Network (IEEN), is being developed as part of the RUN EU Regional University Network. The underlying vision is that the IEEN will strengthen the development of regional entrepreneurship, and improve the international cooperation between universities, business, and civil society. Through the IEEN, students, teachers, researchers, and business will be connected on topics related to entrepreneurship.

Most or all of the universities that are linked to the RUN EU network already have set up organisational units focussed on the subject of entrepreneurship. For instance, the Dutch Centre for Entrepreneurship (CFE) has the mission to support all interested students of NHL Stenden in their efforts to start their own enterprise.

Whereas these regional centres for entrepreneurship mostly have a regional and national focus, the IEEN will instead strengthen the international entrepreneurial perspective. The concept of the IEEN can be clarified based on **Figure 2**. Here, the network is illustrated by means of a map, comparable to an underground metro map. The network has four target groups, visualised by different type of travellers.

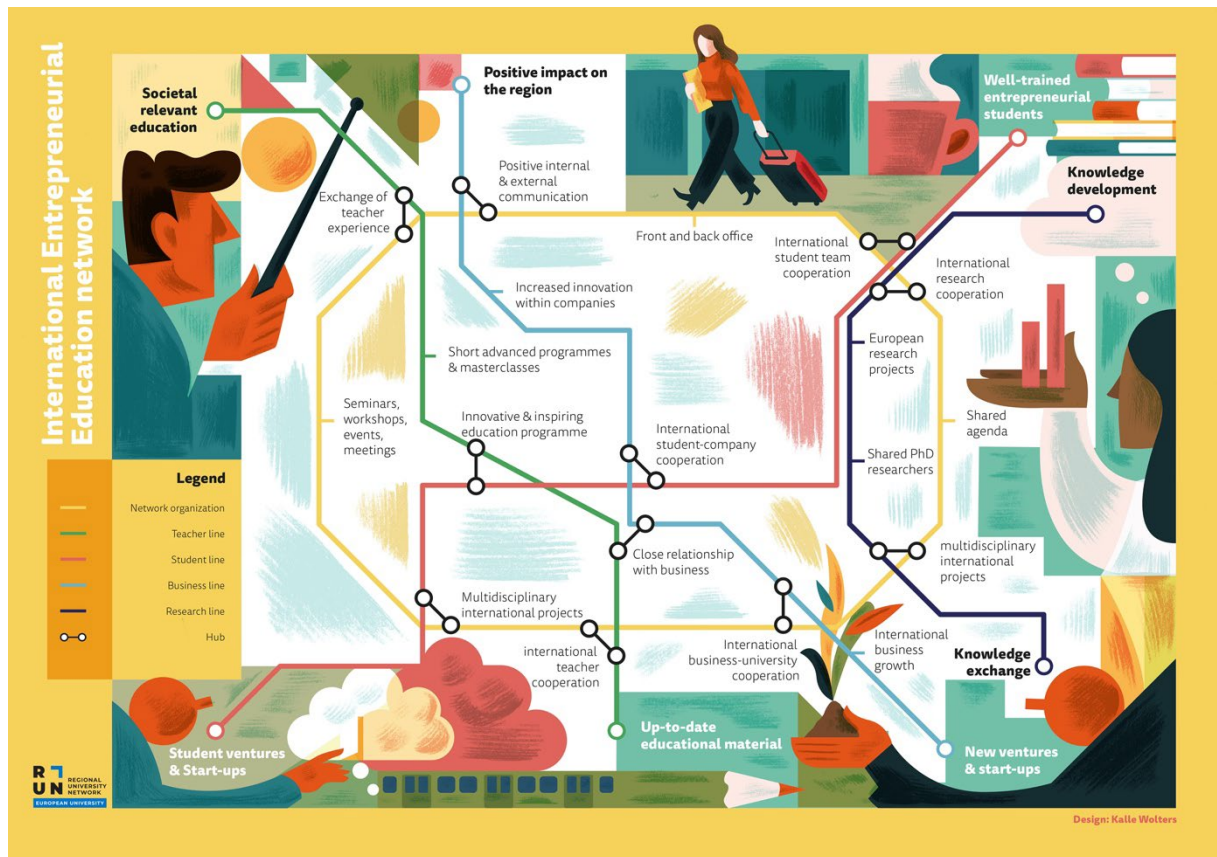


Figure 2- RUN EU - International Entrepreneurial Education Network

The ‘metro lines’ represent different stakeholders. The teachers are represented by the **green** line. The students are represented by the **red** line. The companies, which include spin-outs and SMEs, and other external partners are visualised by the **blue** line. The **black** line represents the researchers. All lines are connected by the **yellow** line, which is the network organisation. The interchange stations indicate when goals of different stakeholders overlap.

When looking at the **student perspective** (the red line), stakeholders are on their way to becoming well-trained entrepreneurial students. Through the IEEN, they work together with other international students, collaborating in projects with companies located in different countries. They do this within an innovative and inspiring educational programme, including various international multidisciplinary projects, resulting in a range of successful student ventures and start-ups.

When looking at the **teacher's perspective** (the green line) it's clear that entrepreneurial skills are an essential element of societally relevant education. To achieve this, entrepreneurial teachers exchange experiences within the IEEN, for instance through Short Advanced Programmes and master classes, which in turn are part of an innovative and inspiring educational programme. All these activities take place in close relationship with business, while ultimately, this international teacher cooperation leads to high-quality and up-to-date educational material.

When looking at the perspective of business and other societal stakeholders (the blue line), it is about realising a positive impact on the region. The IEEN will contribute to positive internal and external communication and will lead to increased innovation within the companies connected to the network. The international student cooperation, and the close relationship between the university and business, will lead to new ventures and start-ups, which will benefit both education as well as society.

When looking at the research community (the black line), the main goal of the stakeholders is focussed on the development of new knowledge. The IEEN supports developing this new knowledge through international research cooperation, supported by European programmes like Erasmus+, in which professors and PhD researchers cooperate with each other, within the multidisciplinary international projects mentioned before, exchanging and disseminating the knowledge to other stakeholders in the network.

The last line, the yellow line, represents the International Entrepreneurial Education Network support organisation, connecting all other lines. Through a professional front and back office, the IEEN organization facilitates the different activities, for example by means of a shared agenda, and by organising seminars, workshops, events, and other meetings.

All in all, by strengthening the cooperation between all stakeholders, the International Entrepreneurial Education Network will help to raise the quality of entrepreneurial education and entrepreneurial impact for all partners of the RUN EU network.

4.0 Summary

This report presents a KT model for the RUN European University to enhance collaboration between the RUN European University and member region spin-out companies and SMEs. It outlines the supports available to spin-out companies and SMEs across the RUN-EU consortium.



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