



MENTORING PLAN SMART SPECIALISATION

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AIM OF THE MENTORING PLAN

The Mentoring Plan shall ease the organisation and implementation of the 2nd round of the study visits aiming at transfer of specific regional and innovation connected good/best practices within the INOLINK Project.

DEFINITION OF GOOD PRACTICE

In the INTERREG IVC Programme Manual (Section 1.1.) “a good practice is defined as an initiative (e.g. methodologies, projects, processes and techniques) undertaken in one of the programme’s thematic priorities which has already proved successful and which has the potential to be transferred to a different geographic area. Proved successful is where the good practice has already provided tangible and measurable results in achieving a specific objective.”

Selection of the GP

1. The impact of the good practice on:

- A. Policy level (legal documents: EU/national/regional/municipal and formal decision required)
- B. Strategic level (strategic documents, incorporating the vision, mission, goals and the strategy how to obtain them on EU/national/regional/municipal level; e.g. Regional innovation strategy)
- C. Operational level (implementation plans/measures, programmes, projects)

Selection of the GP

2. Innovative feature of the undertaking in issue in terms of:

- 1. new and useful management;
- 2. new and useful processes;
- 3. new and useful services/products;
- 4. new and useful institutional arrangements.
- Note that new and useful for the customer/target group stands for innovation (EU, 2005).

Selection of the GP

3. Type of novelty

- 1. idea
- 2. suggestion (written and elaborated idea)
- 3. invention (not at the market yet; e.g. patent)
- 4. innovation (in market terms: product/services rated as useful by the customers/target groups and as such anticipated/sold to them)

Selection of the GP

4. The type of innovation/good practice related to it:

- 1. Technical-technological;
- 2. Non technological:
 - a. Business program;
 - b. Methods,
 - c. Organization;
 - d. Business process;
 - e. Management style;
 - f. Management process;
 - g. Values/culture/ethics/norms (VCEN);

Objective of the Mentoring Plan

- Transfer of knowledge between the innovation`s environments/frameworks, represented by the project partners being one of the innovation agents (intermediaries) representatives in their regions,
- Contribution to the development of the entire region through creation of efficient innovation network.

Process of the Mentoring Plan (Steps to be done)

Existing situation of each region was described in the Survey. The questions are:

1. Relevance of the stakeholders;
2. The nature of obstacles/innovation barriers;
3. Accountability of the innovation agent for implementation of GP;
4. Complementarity of existing measures/activities.

MATCHING BEFORE THE 2nd ROUND

The following matches will be done before the 2nd round of the study visit:

- 1. Existing situation vs. desired future
- 2. Existing good practices in one of the already visited places.

OUTCOME OF WORKSHOPS

Place of the Study visit	Partner	Good practice
SAARBRÜCKEN	CCI Essone	<ul style="list-style-type: none"> Best practices of TTO of the university of the Saarland Biotech company Pharmacelsus
	RETA	<ul style="list-style-type: none"> Centre of Artificial Intelligence – DFKI (e-learning platform)
	Coventry	<ul style="list-style-type: none"> Centre of Artificial Intelligence – DFKI Best practices of TTO of the university of the Saarland
	CRIA	<ul style="list-style-type: none"> European Research and Project Office – Eurice Centre of Artificial Intelligence – DFKI
	RAPIV	<ul style="list-style-type: none"> European Research and Project Office – Eurice Best practices of TTO of the university of the Saarland
	Abruzzo Region	<ul style="list-style-type: none"> Biotech company Pharmacelsus Centre of Artificial Intelligence – DFKI (e-learning platform)
	North-East RDA	<ul style="list-style-type: none"> Best practices of TTO of the university of the Saarland Cluster-support, evaluation and benchmarking, German initiative Kompetenznetze.de
	FUNDECYT	<ul style="list-style-type: none"> Biotech company Pharmacelsus
	MRA	<ul style="list-style-type: none"> Innovation policy of the Saarland Centre of Artificial Intelligence – DFKI

CUE`s TYPES OF GP (content related)

- ✓ Finance
- ✓ Intellectual Property Rights
- ✓ Network/Clusters
- ✓ Ideas selection
- ✓ Technology Transfer
- ✓ Incubation
- ✓ Training/Qualification
- ✓ Graduate retention
- ✓ Internationalisation
- ✓ Proposal /partnering support
- ✓ Etc.

Steps and requirements for the 2nd round of the study visits

Basic requirements for the 2nd round of study visits

The 2nd round of the study visits will be
implemented at least by 5 partners.

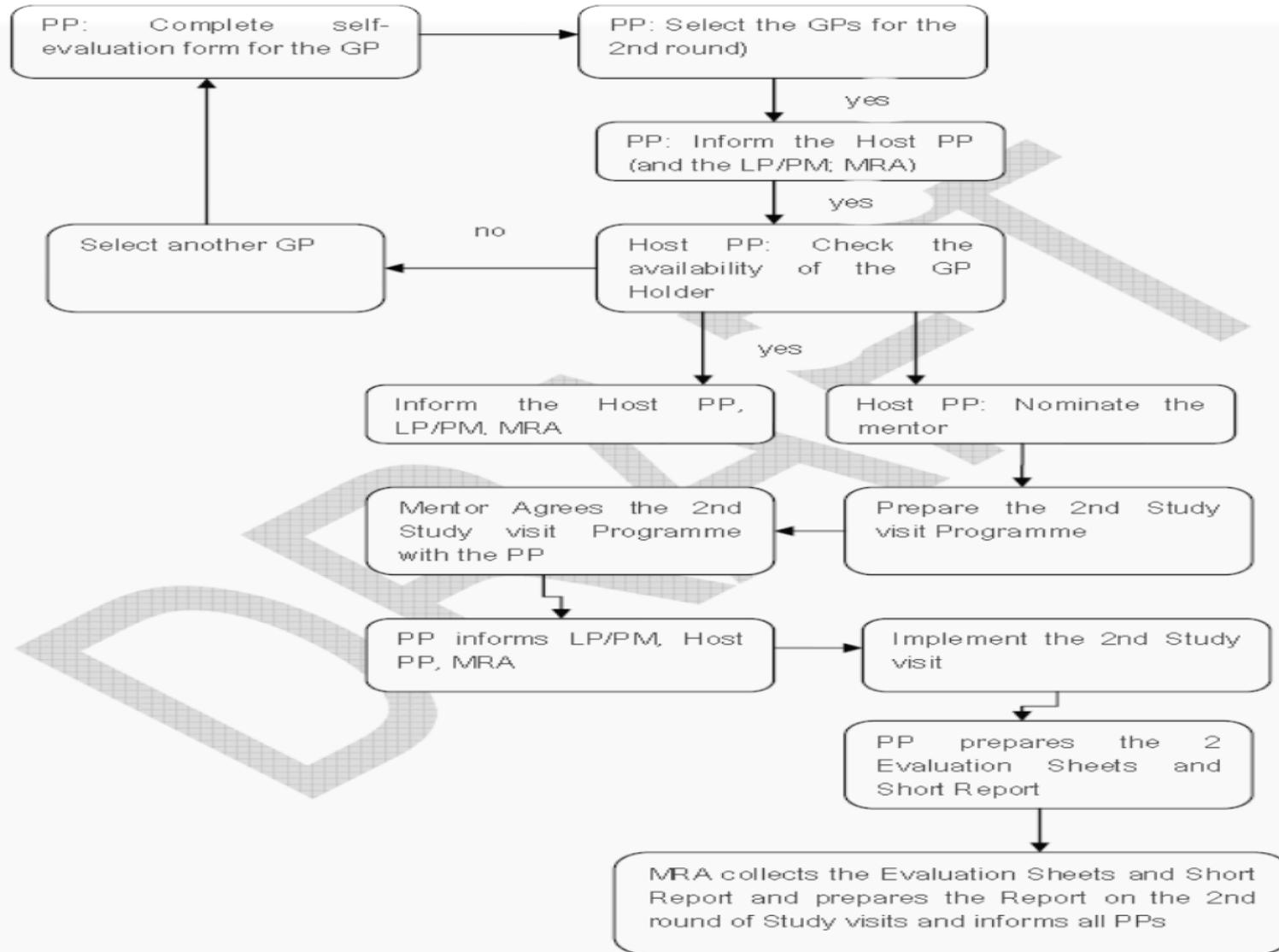
The following procedures will be implemented

- **I. Selection of the good practices shown in one of 5 places** (Algarve, Malaga, Saarbrucken, Coventry, Maribor, Tuscany).
- **A. The wished knowledge deepening of special good practice by at least one PP;**
- **B. The availability of the good practice holder (preparedness to share the knowledge); the conditions (if apply);**
- **C. Successful mediation between them with the assistance of the domicile PP.**
- **D. The agreement between the PPs and the good practice holder about:**
 - **1. The nature of the visit** (e.g. on bilateral basis or participation in the event not customised only for the INOLINK PPs);
 - **2. The methods of the knowledge deepening:**
 - - workshop
 - - lecture
 - - training
 - etc.
 - **3. Duration of the 2nd study visit**
 - min. 1 working day; max 3 working days
 - **4. Number of the participants per PP**
 - The number should be limited according to the available budget. However, min. 1 and max 5 representative (of single PP) should attend the study visit.
 - **5. The expected content of the study visit**
 - To be defined according to the needs of the PPs and transferability of the good practice:
 - related to the institutional set up
 - content related
 - processes related
 - results and likely impact related.
- **E. The monitoring of the 2nd round of the study visits.**
- The monitoring should be done according to the elaborated Mentoring plan.
- **F. The reports** to be produced and shared among PPs on the basis of evaluation sheets.

SELF-EVALUATION SHEET

- However, before deciding for the 2nd round of the study visit and in order to assist the good practice organisation, the PPs will make the self-evaluation;
- The PPs shall decide for the 2nd study visit for those good practice(s) for which they gave the highest score(s);
- Note: the self evaluation should be prepared for the innovation agent intended to make the 2nd study visit (e.g. it could be done also for the external partners, not PP);

MENTORING STEPS



2 further EVALUATIONS (part of the Study visit Report – 2nd round)

- Evaluation of the host/good practice organisation
- Evaluation of second round of study visits

MENTORING PLAN

OUTCOME(S) TO BE
INTERPRETED IN THE
IMPROVEMENT
PLAN(S)

SMART SPECIALISATION

WHERE DOES THIS “SMARTISM” COMES FROM

... ROOTS

... DEBATE

...Slovenian / Podravje implementation

... POLITICAL COMMITMENT

... THE UNFORSEEN OUTCOME OF THE
CLASSICAL REPERTOAR

SMART SPECIALISATION

- Janez Potočnik, 2005 - 2009
- Knowledge for Growth – K4G
- 9 policy briefs

The policy brief no. 9 (of June 2009) – Smart Specialisation Concept

Authors: Dominique Foray, Paul A. David and Brownny H. Hall

Rationale behind Smart Specialisation

ALTERNATIVES TO CREATE FUTURE DOMESTIC
CAPABILITY AND INTERREGIONAL
COMPARATIVE ADVANTAGE

What Smart Specialisation should not be:

- Top down industrial policy
- Nor should involve foresight exercise

WHAT THEN???

And SS story goes...

- SS should be entrepreneurial process of discovery (what a country or region does best in terms of S&T)
- A learning process to discover R&I domains in which a region can hope to excel

The leading role

ENTREPRENEURIAL ACTORS – discovering
promising areas of future specialisation

WHY? Adapt to local skills, materials,
environmental conditions, market access
conditions / differ to the codified publicly
shared knowledge

The role of public entities in SS

- A) Provide and collate appropriate info about emerging technological and commercial opportunities and constraints, product and process safety standards for domestic and export markets, external sources of finance and distribution agencies.
- B) Assisting local entrepreneurs to coordinate in forming mutually reinforcing connections and pool generic knowledge that will accelerate this discovery process.

Hierarchy of regions

Region	Role/function
Leader regions	Invest in innovation of a General Purpose Gechnology or the combination of different GPTs (e.g. bioinformatics)
Follower regions	Invest in “coinvention of applications” (e.g. biotechnology applied to the wine quality control, fishing, cheese and olive oil industries): market niches
Laggards	Struggle to build up absorptive capacities to apply advanced technologies

Responsibilities of the Governments

- A. Incentives to encourage entrepreneurs and other organisations to become involved in the discovery of the region`s respective specialisation
- B. Evaluating and assessing effectiveness (potential of the GPT; size of the relevant sectors)
- C. Identifying complementary investments associated with the emerging specialisation

SS in the policy 2014+

- Europe 2020 – SS is the central pillar
- Europe 2020 – Flagship Initiative Innovation Union (COM (2010)546)
- The EU Budget Review (COM (2010)700)
- Regional Policy contributing to Smart Growth in Europe (COM(2010)553)

Podravje region SS

- **FACT:** there was none RIS in place in Podravje region (the only Slovenian RIS targeted Slovenia as a whole region)
- Emphasis on entrepreneurs (quantitative and qualitative data) and entrepreneurial culture plus the S&T&I institutional set-up (including the mapping of the stakeholders, set-up of Regional Innovation Council)
- Set up institutional framework (new definition of roles of different public and private institutions involved in entrepreneurial ecology)
- Implementation plan 2014+

THANK YOU

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