

**Ref.:** CERIM – Assessment meeting in Vienna - Minutes  
**Date:** September 06-09 2010  
**Attachments:** Agenda  
 Participant lists  
 Selection of innovation\_Model

## Participants

See list below as well as signed participant list.

N°.	Partner	Name
PP2	Valdeal	Klara Stumpf (KS)
PP2	Valdeal	Peter Csikos (PC)
PP3	SAS	Ivan Chodak (IC)
PP3	SAS	Marian Janek (MJ)
PP4	Chemnitz	Tobias Meyhöfer (TM)
PP5	ITG Salzburg	Thomas Reisinger (TR)
PP6	Forum Gryf	Piotr Jankowski (PJ)
PP6	Forum Gryf	Rafal Rak (RR)
PP7	IRI	Manca Poglajen (MP)
PP8	inno	Nils Gabrielsson (NG)
PP8	inno	Robin Grankvist (RG)
PP10	CRS	Alessio Scopa (AS)

## Monday

Monday 6th September	
12:00	a. Lunch For those who already have arrived, we will meet in the lobby of NH Belvedere and go for lunch
13:30	b. Welcome and presentation of selection model including QA The selection model will be presented and adjusted to the partnership's needs.
14:30	c. Coffee break
14:45	d. Case selection The partners will use the model in order to rank their cases and to chose 1-2 high potential ones
17:00-17:30	e. Presentation of the ranking and the selected cases by each partner
19:00	f. Joint dinner

### b) Welcome and Presentation of selection model

NG introduced the agenda of the meeting. RG presented the selection model as suggested from PP1 and PP8. The partners then discussed about the model. TM suggested dividing the team & network criterion into two separate criteria. NG and TM wanted to add the criterion financial stamina. AS suggested adding short key questions to each criterion in order to better describe what has been considered in the ranking. The partners decided to adjust the model accordingly and that each partner was to be given one criterion to which the partner should identify 3 key questions till November 1<sup>st</sup> and include them in the attached Excel sheet "Selection of innovation\_Model". The suggested division of tasks from PP8 is the following:

- PP2 Team
- PP3 Technical uniqueness
- PP4 Financial stamina
- PP5 IPR situation
- PP6 Stage of development
- PP7 Market size
- PP8 Customer value
- PP10 Network

### d) Case selection and assessment

The partners were divided into small groups of 2 or 3 in which they assessed and ranked their identified innovations by using the modified selection model. Each partner made a partner specific ranking but collaborated with each other and provided valuable input on the other partners' assessment of the commercial potential. The rankings are not to be seen as definite and can be modified by the partners later on.

### e) Presentation

This was done on Tuesday as the time ran out on Monday.

## Tuesday

Tuesday 7th September	
09:00	a. Continue of the presentation of the ranking and the selected cases by each partner
10:00	b. Coffee break
10:15	c. Presentation of the commercialisation and IP strategy including examples
11:00	d. Learning workshop for commercialisation and IP strategy The partners will develop (parts of) a commercialisation and IP strategy for the coming 18-months for the chosen cases.
12:00	e. Lunch break
13:00	f. Continue learning workshop
15:00	g. Coffee break
15:15-17:30	h. Presentation and discussion of the commercialisation and IP strategies by each partner
19:00	i. Dinner, for those who wish.

### a) Presentation of selected cases

The partners presented their two top-cases from the ranking done on Monday.

PP2 presented an herbal medication against anxiety and IP-TV software

PP3 presented a method for biodegradation of animal manure and new material withstanding great heat.

PP4 presented a sensor for measuring damages in fibre material and an innovative generator

PP6 presented software for calculating construction parameters and an information system for regional development managers

PP7 presented a system for growing of algae and a living unit for post-disaster management

PP8 presented a novel anti-tumour compound and software for connecting super computers to mobiles.

PP10 presented an anti-tumour compound and an in-vitro method for allergy-diagnosis.

### c) Commercialisation and IP strategy

RG presented the upcoming work with designing a commercialisation and IP strategy for the chosen top cases with some short examples from the work done by PP8.

### d) Learning workshop - Commercialisation and IP strategy

RG presented the strategy card, being a summary of the commercialisation and IP strategy in which the following 3 areas are described for the top cases; (1) long term exit/commercialisation strategy, (2) milestones for the next 6-18 months and (3) description of activities planned to be held in order to achieve the milestones. During the workshop the partners were once again divided into thematically groups of 2 or 3 and assisted each other in identifying required steps to be taken in order to successfully commercialise the specific innovation.

Send the strategy cards that you filled in during the workshop to Robin Grankvist no later than November 1st.

## h) Learning workshop - presentation

Each partner presented the strategy card for one of its top cases for the others.

### Wednesday

Wednesday 8th September	
09:00	<p>a. Policy guidelines</p> <p>The partners will present their contribution to the policy guidelines and the joint report will be discussed</p>
10:00	b. Coffee break
10:15-12:00	c. QA - Admin and financials

### a) Policy guidelines

Each partner presented their contribution to the policy guidelines. If the partners would like to do some adjustments in their policy guidelines, send the final version no later than November 1<sup>st</sup> to Robin Grankvist.

### b) Admin and financials

- The first steering committee meeting will be held during autumn 2010 in order to discuss and take a decision on the proposed budget shift.
- The partnering event will be held in Budapest in February 2011 (around the 20<sup>th</sup>) organised by PP2.
- Prior to the partnering event a fifth learning workshop will be held in order to prepare the partner for presenting and pitching their innovations towards investors. This workshop is planned to be held during the second week in January 2011. Most likely in Vienna.
- The database of entrepreneurs (Act 2.2.5) will be performed during winter 2010. Each partner will identify and contact at least 10 persons with profound experience of innovation processes and company development. The purpose is to create a network of mentors that can be used as support for creating new companies.
- The partners should be aware of the outputs related to press releases, press conferences articles and TV-coverage
- A short version of the policy guidelines will be written as a joint CERIM-article by PP8.
- The partnership decided to wait with deciding when and where the closing conference will take place till the proposed budget shift has been completed.
- The first peer review (4.3.2) will be made in period 4 or 5 and the second one in period 6. The second SAT report (4.3.4) will be made in period 5 or 6. The plan for improvement (4.3.3) will be made in period 6 after the second peer review.
- The partners discussed about overperforming the activities Filtered ideas (5.2.2) and Case reports (5.3.1). Most partners including PP2, PP4 and PP8 said that they were able to do this. The rationale behind this was that the partners have identified a larger number of innovation of which many seem to have a large commercial potential.

The partners discussed about the new administrative requirement from the JTS – having the researcher sign the minutes/lists of the research meetings. All partners agreed that this is not feasible

for the following reasons and that PP1 should inform this to the JTS in order to possibly change this requirement:

- 1) Some researchers are reluctant to sign a presence list for a meeting they want to keep more or less confidential due to different reasons, e.g. them not having filed a patent yet.
- 2) Some meetings are done per telephone as the researcher is situated far away and a face-to-face meeting would require higher travel expenses.

### Next steps

To Dos		
<i>What?</i>	<i>Who (lead)?</i>	<i>Deadline?</i>
Add the short 3 key questions for each criterion in the selection model and send it to Robin.	All partners	November 1st
Send the strategy cards that you filled in during the workshop on the second day of the meeting to Robin	All partners	November 1st
If you would like to do some adjustments in your policy guidelines, please send the final version to Robin	All partners	November 1st
Next meeting will be held during the second week in January 2011, probably in Vienna. It is the 5 <sup>th</sup> learning workshop in order to prepare the partner for presenting and pitching their innovations towards investors.	All partners	