



Launch Conference, 3° Thematic Seminar

Venice, 10 June 2010

Matteo Ametis - Veneto Innovazione SpA



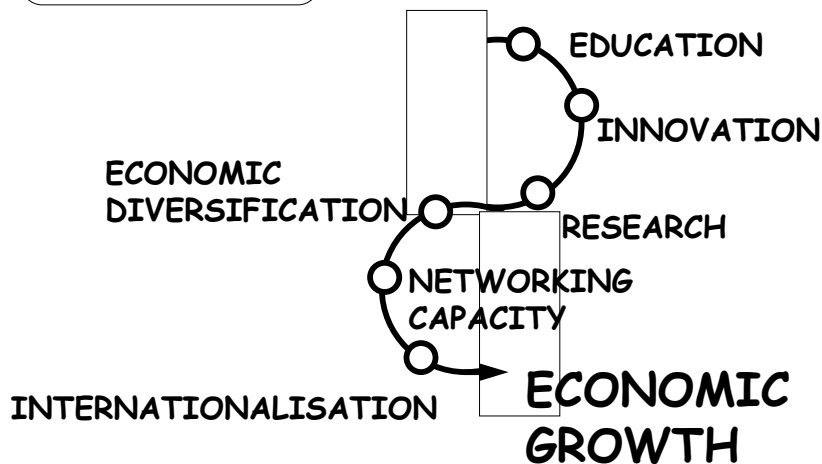
VENETO in a glance

| | |
|-------------------|------------------------------------|
| POPULATION | 4.774.000 (8,1% on total Italy) |
| EMPLOYEES | 2.119.000 (9,1% on Italy) |
| UNEMPLOYMENT rate | 3,3% (Italy: 6,1%) |
| GDP | 121 billion Euro (9,4% on Italy) |
| NUMBER OF FIRMS | 512.700 (8,3% of Italy) |
| EXPORT CAPACITY | 47,5 billion Euro (13,2% on Italy) |



THE MODEL

The VENETO pillars



EDUCATION

107000 STUDENTS (2008)

4 UNIVERSITIES

24 FACULTIES

18 INTER-UNIVERSITY CONSORTIA

21.300 GRADUATED (2008)

Biotech, chemistry, life sciences, cultural heritage, economics

new materials, nanotechnology, engineering



Veneto Innovazione

- Veneto Innovazione was founded as a public private participation
- Formed under the Regional Law N.45/1988 with the objective of promoting innovation and research in the Veneto
- In July 2009 the Veneto Region buys the shares of private shareholders
- With the July 30 shareholders meeting approved the new bylaws is transforming the company in-house company on behalf of the Region

5



THREE PHASES IN REGIONAL INNOVATION POLICIES

- Since 1990: Reinforcing the R&I physical infrastructure
- Since 1995: Supporting SME's innovation demand
- Since 2003: Stimulating SMEs' clustering, networking and R2B agreements / collaboration

6



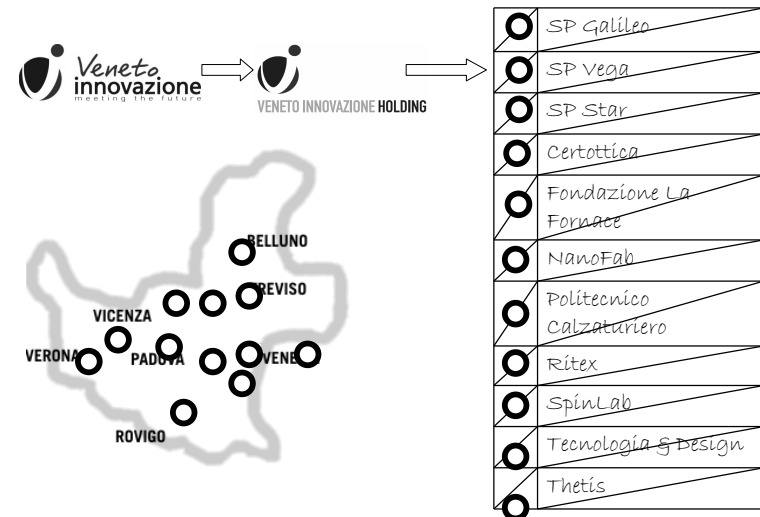
REINFORCING THE PHYSICAL INFRASTRUCTURE: THE REGIONAL SCIENCE AND TECHNOLOGY NETWORK

1. 1995: Regional Act 36/1995 "Creation of a Regional network on Science and Technology"
2. 1997-2003: five call for proposal for feasibility studies, facilities, R&I and networking projects
3. Veneto Innovazione charged to manage the scheme and help starting the new network
4. 45 proposals funded and completed
5. 7,7 M€ public funding and about 20 M€ total investment
6. Complementary funds were used to assist the creation and development of specific infrastructures: SP, incubators, lab facilities..
7. Development process still ongoing

7



REINFORCING THE PHYSICAL INFRASTRUCTURE: TODAY



8



SUPPORTING SME'S INNOVATION DEMAND

1. Since 1995: Entry level Innovation Services (Professional advice, product test, quality and certification, internal auditing, training..)
2. Since 2000: More ambitious Innovation services added (TQM, management, external auditing, proof of concept market-analysis, internationalisation...)
3. Since 2007: Strategic services added (Strategic Innovation audit, feasibility studies, Business planning ...)
4. Various support schemes adopted (direct grants, loans, knowledge vouchers)
5. About 15.000 SMEs assisted so far
6. About 150 M € public funding

9



STIMULATING CLUSTERING, NETWORKING AND R2B COLLABORATION

1. 2003: Cluster-building promotion (Regional Act 8/2003)
2. 2003: Starting of the regional high-tech cluster Veneto Nanotech
3. 2004: Starting of the "Azione Biotech" Programme
4. 2006-2007: Competitiveness Forum: Regional Green + White Paper on R&I
5. 2007: Regional Act on R&I (9/2007)
6. 2007: Regional Operational Plan (ERDF-Regional Competitiveness and Employment)
7. 2008: Regional Strategic Action Plan on R&I 2008-2010
8. 2003-2009: Calls for proposals
9. 44 clusters and 500 cluster projects assisted so far
10. 1500 SMEs assisted so far and many more in the future
11. Stronger R2R and R2B collaboration
12. About 200 M€ public funding

10



INNOVATION

REGIONAL INNOVATION ACT
(18 May 2007)

PROMOTION AND COORDINATION OF SCIENTIFIC RESEARCH, ECONOMIC DEVELOPMENT AND INNOVATION IN THE REGIONAL PRODUCTIVE SYSTEM

11

11



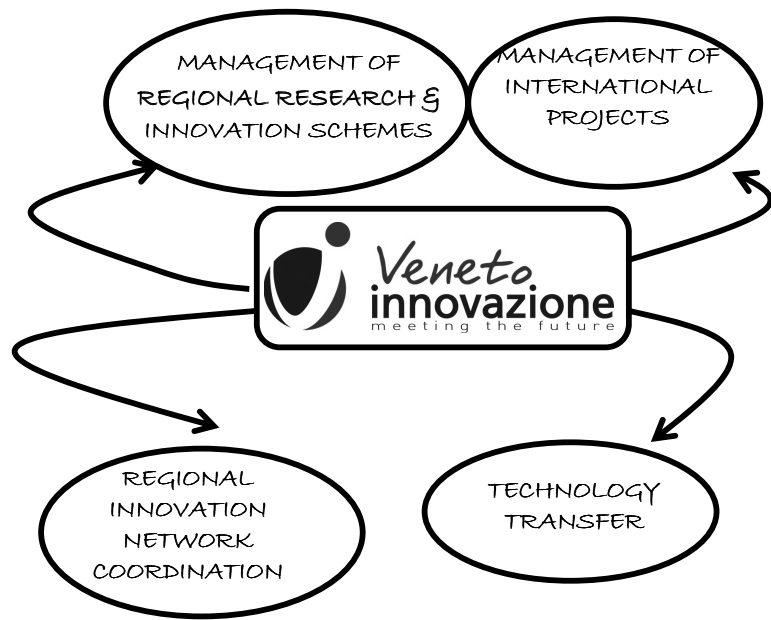
SWOT FOR SMEs INNOVATION INFRASTRUCTURE

| | |
|---|--|
| STRENGTHS <ul style="list-style-type: none"> ▪ Good adaptive capacity to market changes ▪ Good entrepreneurial and incremental innovation ▪ Many existing clusters (Spill-over effect) ▪ Good technological equipment and process-innovation | WEAKNESSES <ul style="list-style-type: none"> ▪ Low investment in R&D ▪ Low capacity of radical product-innovation ▪ Innovation in management to be improved ▪ Innovation financial instruments to be increased and re-inforced |
| OPPORTUNITIES <ul style="list-style-type: none"> ▪ Market globalisation ▪ Product de-materialisation | THREATS <ul style="list-style-type: none"> ▪ Too small firm-dimension ▪ R2B collaboration to be furtherly improved ▪ Low capacity to attract quality services due to the absence of a metropolitan area in the Veneto region |

Source: Regional Strategic Action Plan on R&I 2008-2010

12





R&D schemes management

| | |
|-----------|-----------------------------|
| 26 | calls for proposals managed |
| 1115 | Projects evaluated |
| 486 mil.€ | of investment |
| 103 mil.€ | Public budget managed |

TECHNOLOGY TRANSFER RESULTS 2008

| | |
|-----|--------------------------------|
| 5 | Technology Transfer Agreements |
| 100 | New contacted companies |
| 400 | Served companies |
| 80 | visits and technology audits |
| 2 | International brokerage events |

Technology Transfer Institutions,

Such as industrial liaison offices, technology transfer offices, contract research organizations and other innovation support providers such as technology parks and incubators, play an increasingly important role in the creation and reinforcement of the relationships between industry and public research organizations.

The main functions

1. **Knowledge sourcing:** scanning the market, assessment and selection of knowledge and possible partners, governance and coordination for the exchange;
2. **Knowledge transformation:** production and combination of knowledge;
3. **Knowledge exploitation:** marketing innovation.

Source: Open Innovation nel Veneto - S. Bonesso - A. Comacchio - 2008

17



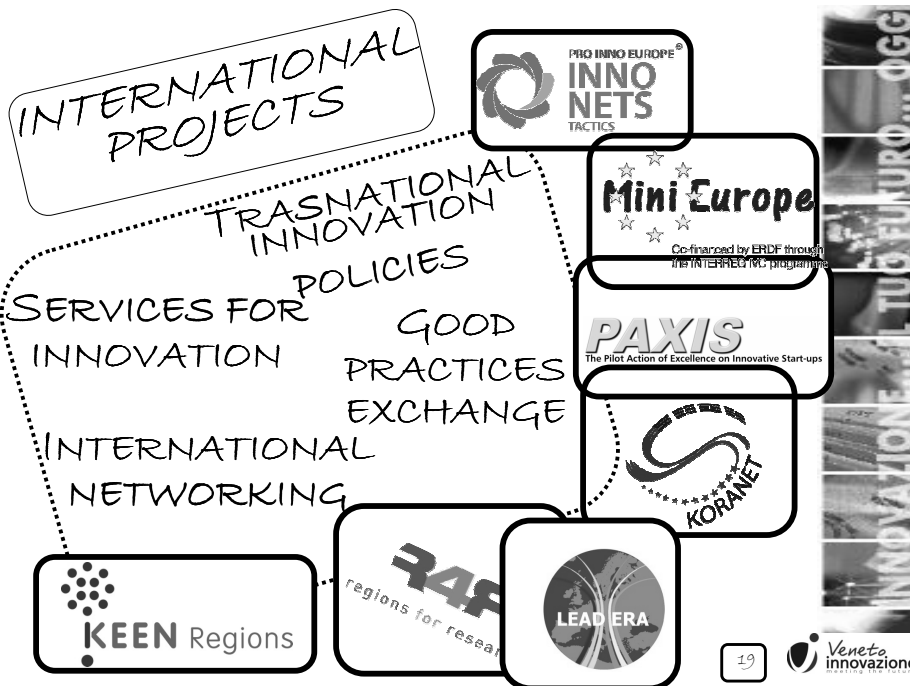
RICERCA

TTIS in Veneto

| | |
|----|---|
| 3 | Science and Technology Park |
| 7 | Incubators |
| 3 | Technology Transfer Office |
| 1 | Business Innovation Centre |
| 4 | Special Companies Chambers of Commerce |
| 1 | Experimental Station for Industry |
| 14 | Topic centers or multisectoral |
| 6 | Public research centers |
| 50 | Laboratories |
| 1 | Development Agency |

Source: Open Innovation nel Veneto - S. Bonesso - A. Comacchio - 2008

18



19



Grazie per l'attenzione!

Matteo Ametis
Deputy Director
Matteo.Ametis@venetoinnovazione.it

20

