

**πράξη** »  
*δίκτυο διάχυσης τεχνολογίας*



FOUNDATION FOR RESEARCH AND TECHNOLOGY – HELLAS

## **Technology transfer & Innovation support**

# PRAXI Network in a nutshell

**What:** FORTH's technology transfer unit

**When:** back in 1991

**Who:** 3 founding partners

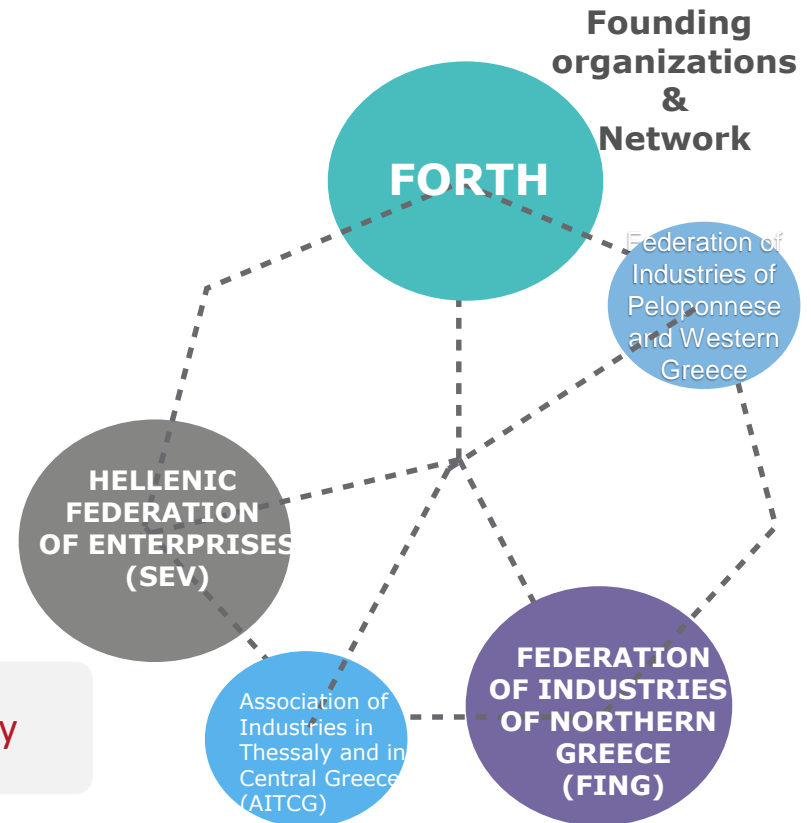
**Why:** Bridging the gap between research & industry

**Who:** 30 staff in all science fields

**Where:** in 5 cities throughout Greece



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## What we can do for FORTH's researchers ?

› Do we ALL know the **answers** to ALL the following **questions** ??

› Do we ALL know the **Who / How / When** ??



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## What we can do for FORTH's researchers

### Research results / what can I do with them

#### QUESTIONS

Should I be asking this?

Is there a market for this?

How big is it?

Do I have a place there?

Where ... exactly?

What options are there?

#### ANSWERS



Technology assessment & validation



Patent search  
Market analysis



Advice on spin-off /  
licensing etc



## What we can do for FORTH's researchers

**IP = Intellectual Property (i.e. Patents & Knowhow)**

### QUESTIONS

What ... is a patent?

Why ... should I consider it?

What ... can be protected?

Can ... my work be protected?

Where ... and @ what ... cost?

### ANSWERS



Patent search / state of the art  
Freedom to operate



IP management  
IP advice  
IP valuation



## What we can do for FORTH's researchers

### Liaise and catalyse access to ... (public) finance

#### QUESTIONS

Where should I look for finance?

What are the different funding mechanisms and their specificities?

What more can I do to access EU Finance for innovators?



**Καινοτόμο Υπερταμείο Συνεπενδύσεων**  
για υλοποίηση επενδύσεων υψηλής προστιθέμενης αξίας

#### ANSWERS

**EU & National funding mechanisms:**  
Access to Horizon 2020, other European and national programmes' information and calls, participation rules and modalities, training, partner search, proposal pre-check and advice on impact and markets



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## What we can do for FORTH's researchers

### Liaise and catalyse access to ... opportunities

#### QUESTIONS

Can you guide me?

Can you find me industrial partners?

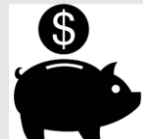
Can you bring me in touch with investors?

Can you help me prepare?

#### ANSWERS



Internationalisation / access to and networking with:



- The industry
- The investment community (Venture Capital & Seed / Angel funding)
- The banking system



Guidance & Advice

## What else we are doing... 4 main pillars ... 4 powerful networks ...







## Enterprise Europe Network

- More than 600 organisations, 4000 people in 60 countries
- Helping companies innovate and grow internationally
- Partnering
- Support for business innovation



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## International Cooperation



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# Hellenic BioCluster



## BIOTECH & PHARMA



## DIAGNOSTICS



## MEDTECH



## Δίκτυο ΠΡΑΞΗ

## RESEARCH & ACADEMIA



## SPECIALISED SERVICES



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# Hellenic Photonics Cluster





## Activities & Achievements



Mediation for ~20 commercial / technological / research transnational agreements per year



Added value innovation support services to > 350 SMEs per year



Organisation / Participation in more than >20 brokerage events per year with > 100 participants, > 300 bilateral meeting



Supporting >60 H2020 proposals with Greek participation per year



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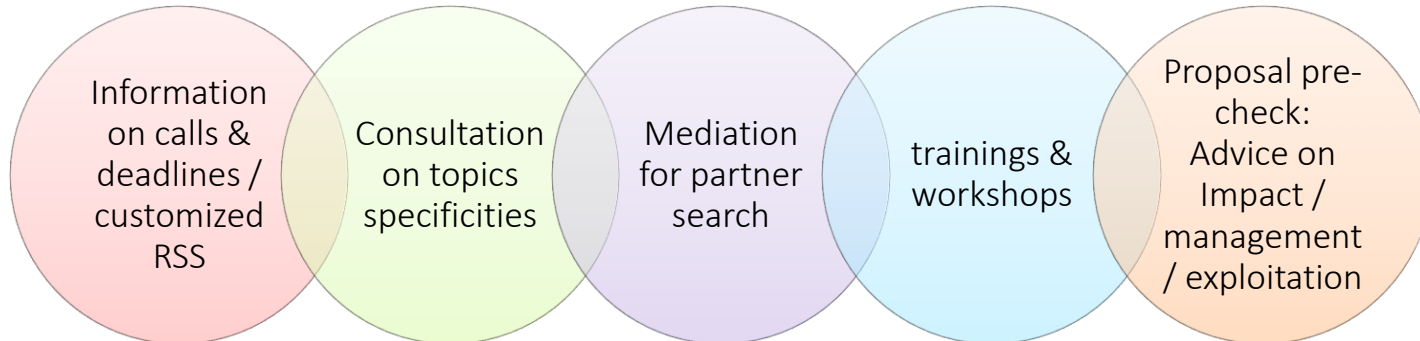


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# »»» What we are up to

1

OCT 2017 / Launch of a dedicated H2020 support dept @ FORTH



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# »» What we are up to

2

DEC 2017 / Updated Technology Marketing tools



3

DEC 2017/ (Re)Launch of the CrINi Initiative



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4

early 2018 / Internal Tech Transfer Processes & tools



# Where you can find us



**Thessaloniki**



**Athens**



**Heraklion**



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Thank you !

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