

2007



# BUSINESS LAB

business lab



- **What it is**
- **What it aims at**
- **How it works**
- **How FILAS supports it**
- **What has it done**
- **The network**





**Business Lab**  
*What it is*

**Filas**

- Business Lab is a business unit promoting **technology transfer** and **spin-offs** in the *Information and Communication Technology* (ICT) sector of the Lazio Region
- Business Lab acts as a **mediator** between **universities/research bodies, enterprises** and **venture capitalists**





## Business Lab *What it aims to*

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Business Lab aims at:

- **stimulating** and **sustaining innovation** within SMEs
- promoting the **start-up** of new companies in the **new-technologies sectors** (providing financial and legal assistance)
- answering the **needs for internationalisation** of SMEs





## Business Lab

*How it works – Phase 1*

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- recognition of **key technological needs** from SMEs
- identification of **key technological areas** from researchers at the universities/research centres
- evaluation of **projects** by a group of experts





Setting up of **working groups** composed by:

- 3 “high-potential” **students** with a post-graduate degree (University/Enterprise)
- a **scientific tutor** (University/Research Centre)
- a **coach** (Enterprise)
- a **coordinator** (FILAS)





## Business Lab

*How FILAS supports it*

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- **grants** of 24.000 € to each student (up to 3)
- management and **scientific tutorship**
- tools and resources related to the preparation of **market analysis, patents' research** and **business plans**
- partial **reimbursement** of costs related to travels, bibliographies, research material
- **dissemination** through international workshops, events, meetings with key players





**Business Lab**

**INNO DEAL: Integration of Services for Spin-off and Internationalization**

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### **Basic principles:**

- **The cooperation is effective when it is convenient for both**
- **No competition between partners**
- **Real willingness to seek opportunities**
- **Local support on a medium-term vision.**
- **Commitment to cooperate**





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**INNO DEAL: Integration of Services for Spin-off and Internationalization**

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**Cooperation topics: Integration of schemes**  
**(Dedicated to new-co, spin-off, scientific bodies,**  
**etc.)**

- 1. Establish a monitoring committee with the task of verifying the implementation of the Agreement and ensure that it is updated.**
- 2. Building a portal for the exchange of information on current activities.**
- 3. Promote and assist the development spin-off involving people of two or more countries.**
- 4. Meet once a year to evaluate the agreement.**





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**INNO DEAL: Integration of Services for Spin-off and Internationalization**

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**Cooperation topics: Access to markets**  
**(Dedicated to new-co, spin-off, scientific bodies, etc.)**

- 1. Promote the commercialization of patents and know-how.**
- 2. Search for new markets for products and services of the spin-off already active.**
- 3. Activating cooperation to increase the participation in R & D programs of the EC.**
- 4. Organize Associations and Consortiums on multilateral basis in order to compete for Public Procurement Bids.**





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**INNO DEAL: Integration of Services for Spin-off and Internationalization**

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**Cooperation topics in detail: Access to markets  
(Dedicated to new-co, spin-off, scientific bodies,  
etc.)**

- 1) Promote the commercialization of patents and know-how.**
  - Build a portal for partners, which is open to members of their local networks.**
  - Build an e-catalogue of quickly transferable technologies available to partners.**
  - Define a standard for procedure and economics agreements to be applied to transfer operation.**





**Business Lab**

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**Cooperation topics in detail: Access to markets  
(Dedicated to new-co, spin-off, scientific bodies,  
etc.)**

- 2) Search for new markets for products and services of the spin-off already active.**
- Use the e-community for the dissemination of products and services information of associated and selected spin-off.**
  - Provide an assistance of local professionals to conduct negotiations.**
  - Give assistance to market research activity for potential spin off.**





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**Cooperation topics in detail: Access to markets  
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etc.)**

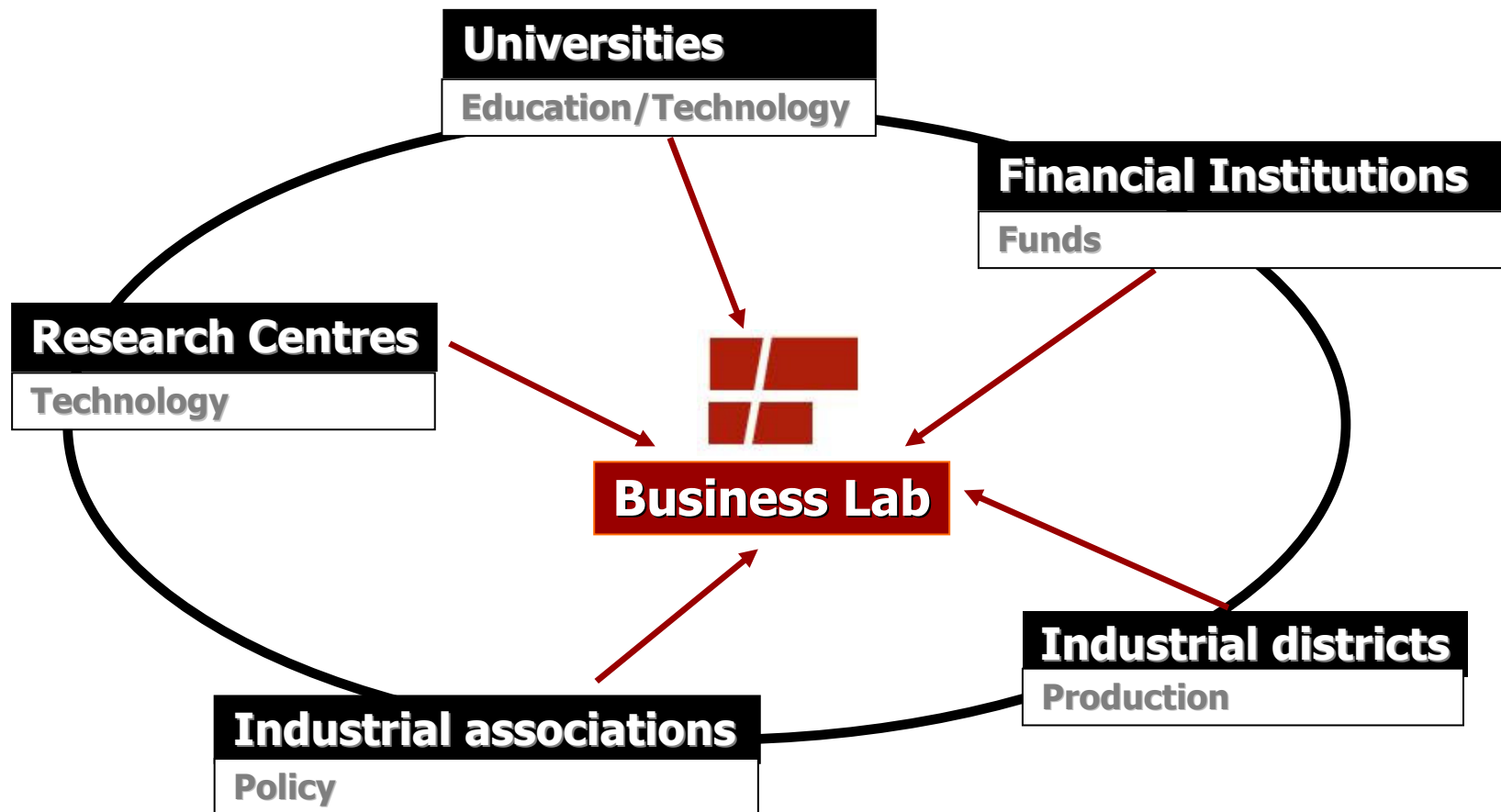
- 3) Activating cooperation to increase the participation in R & D programs of the EC.**
- **Conduct surveys on call for R&D project at EC level.**
  - **Organize group of interest and help them to build and submit projects.**
  - **Support projects at national and UE level.**



**Cooperation topics in detail: Access to markets  
(Dedicated to new-co, spin-off, scientific bodies,  
etc.)**

- 4. Organize Associations and Consortiums on multilateral basis in order to compete for Public Procurement Bids.**
  - **Select domains of interest to established spin-off and/or to the network.**
  - **Conduct surveys for local/national tenders of interest to the network.**
  - **Organize group for submitting proposals.**







**Business Lab**  
*Contact details*

**Filas**

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