



LIETUVOS  
INOVACIJŲ  
CENTRAS

**MANTAS VILYS**

LITHUANIAN INNOVATION CENTRE

# Some EU innovation initiatives ...

- EEN
- EIT/KIC
- EUREKA



# Enterprise Europe Network (**EEN**)



# How big innovation/business support system in SL?

In term of **personnel** that actually interacts with businesses?

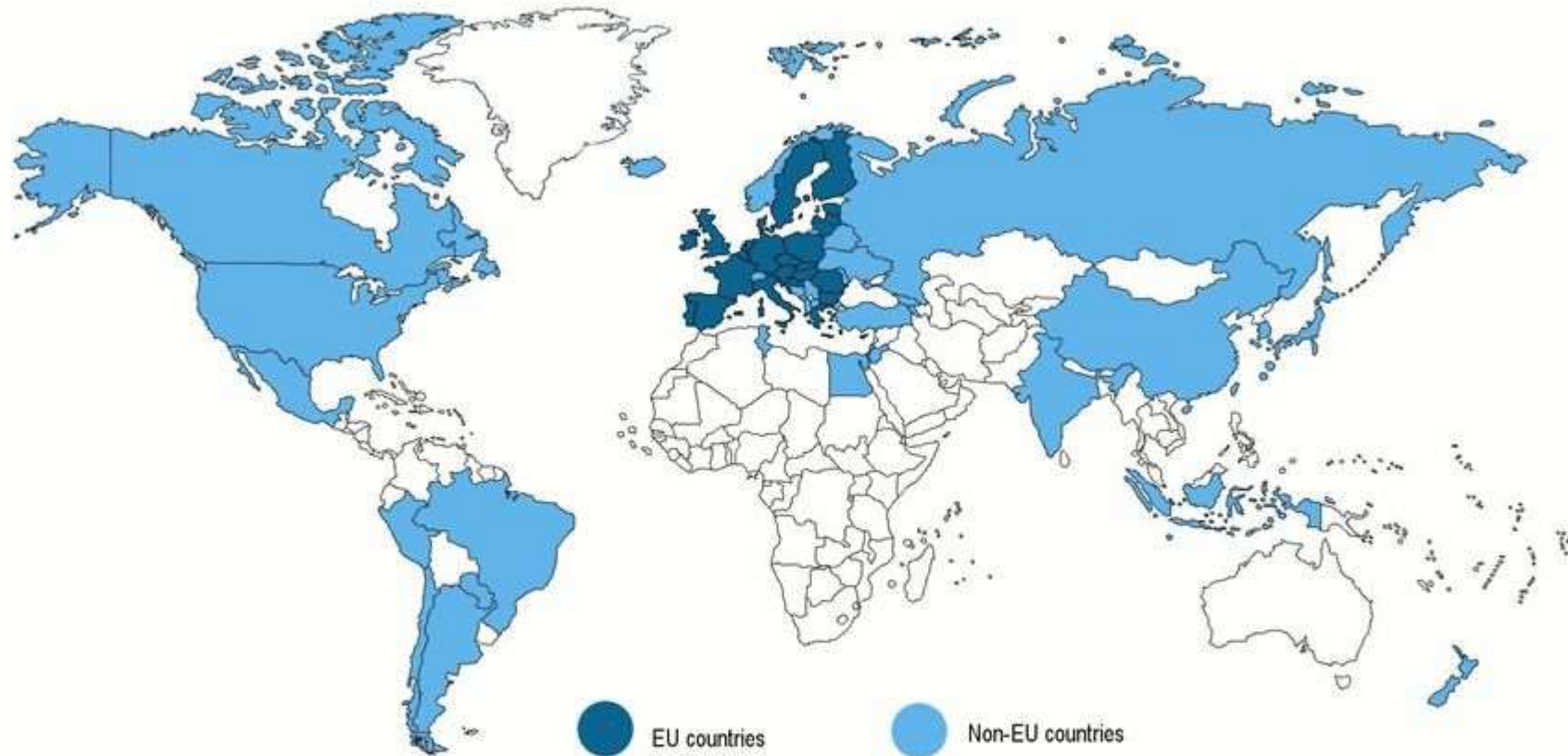
Country	Lithuania	Netherlands	Sri Lanka
Population, millions	3	17.2	21.5
FTE for innovation and business support	110	2500	?
Ratio, FTE/million	0.00003	0.0001 Approx. 4X more then in LT	?

What about **adding 3000** FTE to SL ecosystem?

**enterprise  
europe  
network**

**Enterprise Europe Network**  
helping ambitious SMEs  
innovate and grow internationally

# The world's largest network for SMEs



600 organizations, >60 countries,  
operating since 2008



επιχειρήματα της επιχείρησής σου

# Some facts about EEN...

## 3,000 local experts at your service

600+ locations  
In more than 60 countries worldwide  
85% client satisfaction rate

## Get tailored business advice

We respond to 10,000+ enquiries from SMEs per month  
We help SMEs access finance and funding

## Take your innovative ideas to commercial success

More than 13,000 SMEs per year benefit from our tech audits and business reviews  
We offer specialised support for high potential, innovative SMEs

## Make the international connections you need to grow

We've brought 1,7 million+ SMEs to our events  
We set up 70,000 targeted business meetings every year  
We connect 7,000 SMEs every month





# A broad range of services for growth-oriented SMEs

## INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

## ADVISORY SUPPORT

Advice on EU laws and standards

Market intelligence

IPR expertise

## INNOVATION SUPPORT

Access to finance and funding

Innovation Management Services

Technology transfer



# How it works: international partnerships

Results in a joint venture in Lithuania to license Wattguard's technology in the Baltic markets



Swedish SME Wattguard's easy-to-install "green box" monitoring device reduces the energy needed to power lights and helps to save money



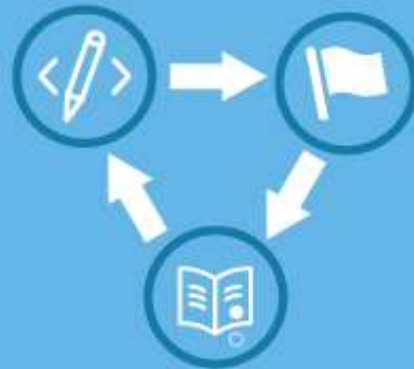
Participates in a Network company mission for energy saving and green technologies

# How it works?

## International partnerships

**Japanese company** seeks European glassware for distribution in Japan

**Network identifies** Czech traditional hand-made glass producer in Bohemia



**A thriving partnership** is born with a long-term distribution agreement

## Innovation support

**South Korean company** seeks a micro sensor technology with unique

**Network facilitates a technology agreement** during a matchmaking event in Europe

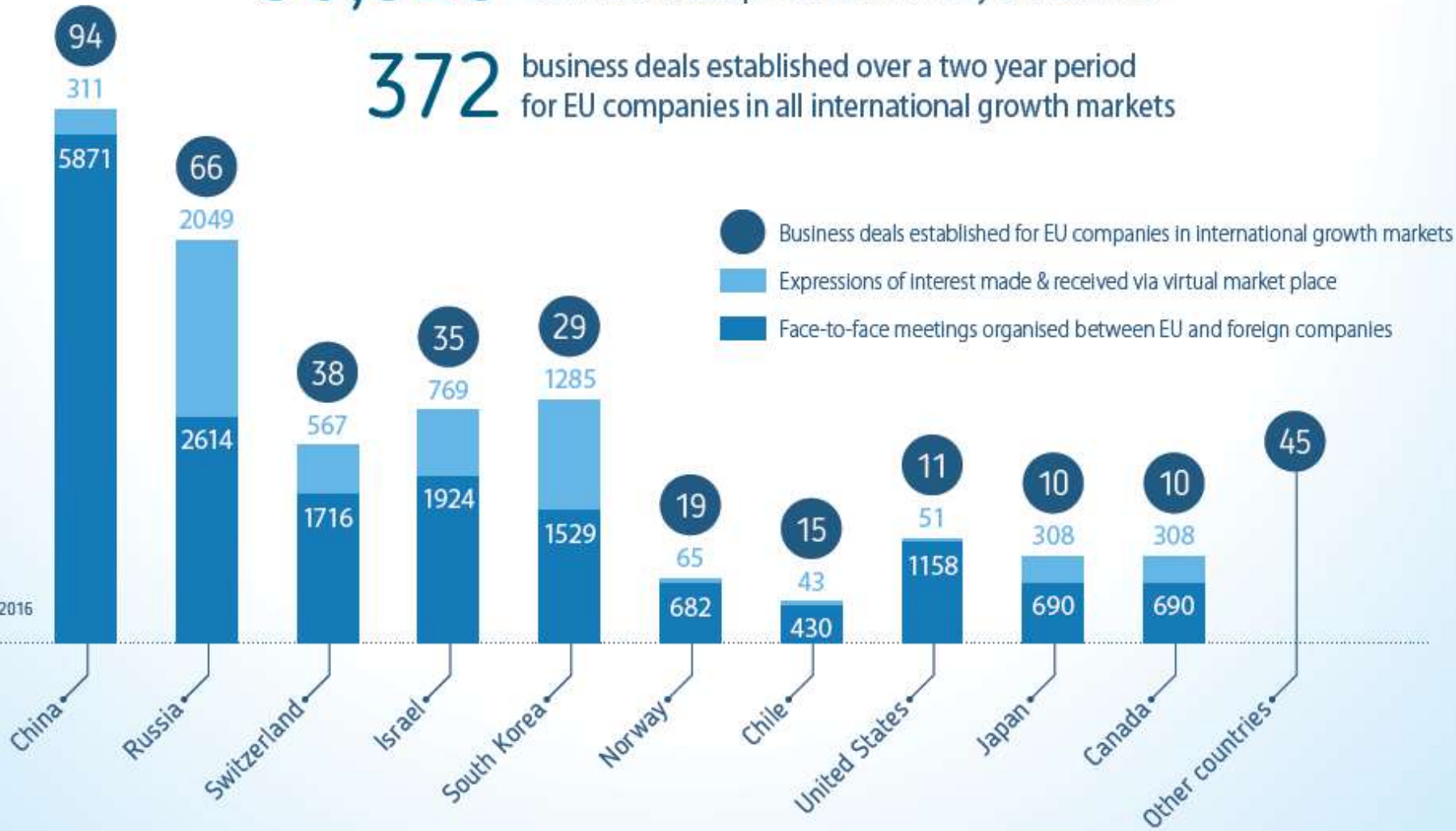


**Makes deal with Polish company** to deliver the technology to the S. Korean market

# Real impact

**30,929** business connections between European and international companies facilitated by the Network

**372** business deals established over a two year period for EU companies in all international growth markets



Figures from 2015 to 2016

# Sri Lanka and Enterprise Europe Network

- Is there a reason to join the network?
- How it could be beneficial to SL ecosystem?

# Thank you for attention!

## Any questions?

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Director

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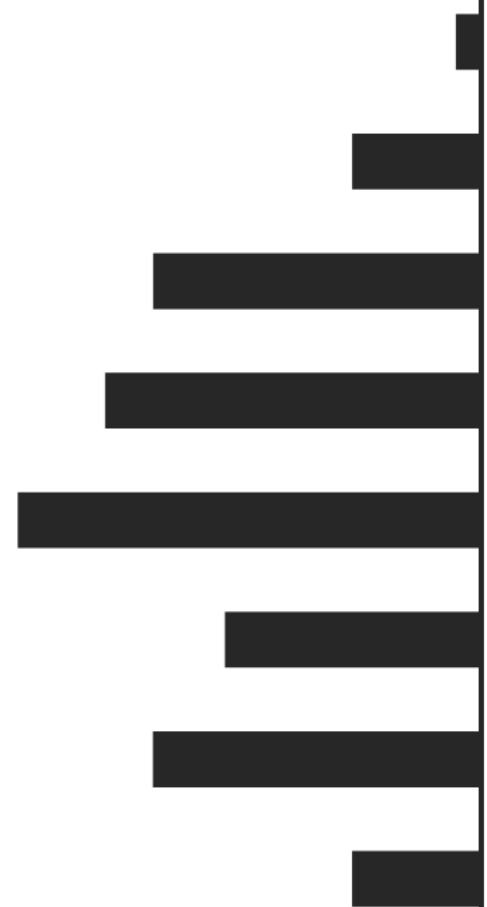
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└ European Institute of Innovation  
and Technology (**EIT**)

└ and

└ Knowledge Innovation  
Communities (**KIC**)



# Evolution of public business/innovation support in EU

## Why???

- Limited impact
- Low level of business participation
- Bureaucratic, slow
- ...

## How???

No more EU agencies - power to the Innovation Communities



# EIT – an integral part of

HORIZON 2020



The EIT contributes to H2020 by addressing societal challenges via the integration of the knowledge triangle



H2020 has a budget of approx. € 80 billion for 2014 to 2020, out of which the EIT has been allocated € 2.4 billion



The EIT will further nurture synergies and complementarities across H2020 and its different initiatives

A photograph showing a pair of hands cupped together, holding a small amount of dark soil. The hands are positioned at the top of the slide, with a white curved line separating them from the text below.

## EIT KIC model

- **High degree of integration:** each KIC is an independent legal entity, gathering world-class partners from across the knowledge triangle based on a contractual relationship/partnership with the EIT.
- **Long-term strategic approach:** each KIC is set up for a minimum of 7 years to eventually become sustainable.
- **Autonomy & flexibility:** to determine organisational structure and activities governed by a Board of KIC partner organisations.
- **Effective governance:** run by a CEO and a lean management team at central and Co-location Centre level all implementing the Principles of Good Governance.







## EIT KIC model

- **Co-location Centres:** each KIC consists of innovation hubs leveraging on existing European capacities and building pan-European networks.
- **Smart funding & high degree of commitment of partners:** EIT funding to KICs is max. 25% of their total budget over time with 75% to be attracted from other sources, both public and private.
- **Results & high impact oriented activities:** KICs implement a Business Plan with measurable deliverables, results and impact.
- **Synergies & complementarities:** with EU, national, regional and local initiatives
- **Outreach** incl. EIT Regional Innovation Scheme
- **Culture:** KICs are shaped by strong entrepreneurial mindsets and culture.



# EIT's Innovation Communities

## EIT Climate-KIC



## EIT Digital



## EIT InnoEnergy



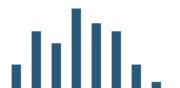
## EIT Raw Materials



## EIT Health

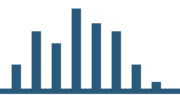
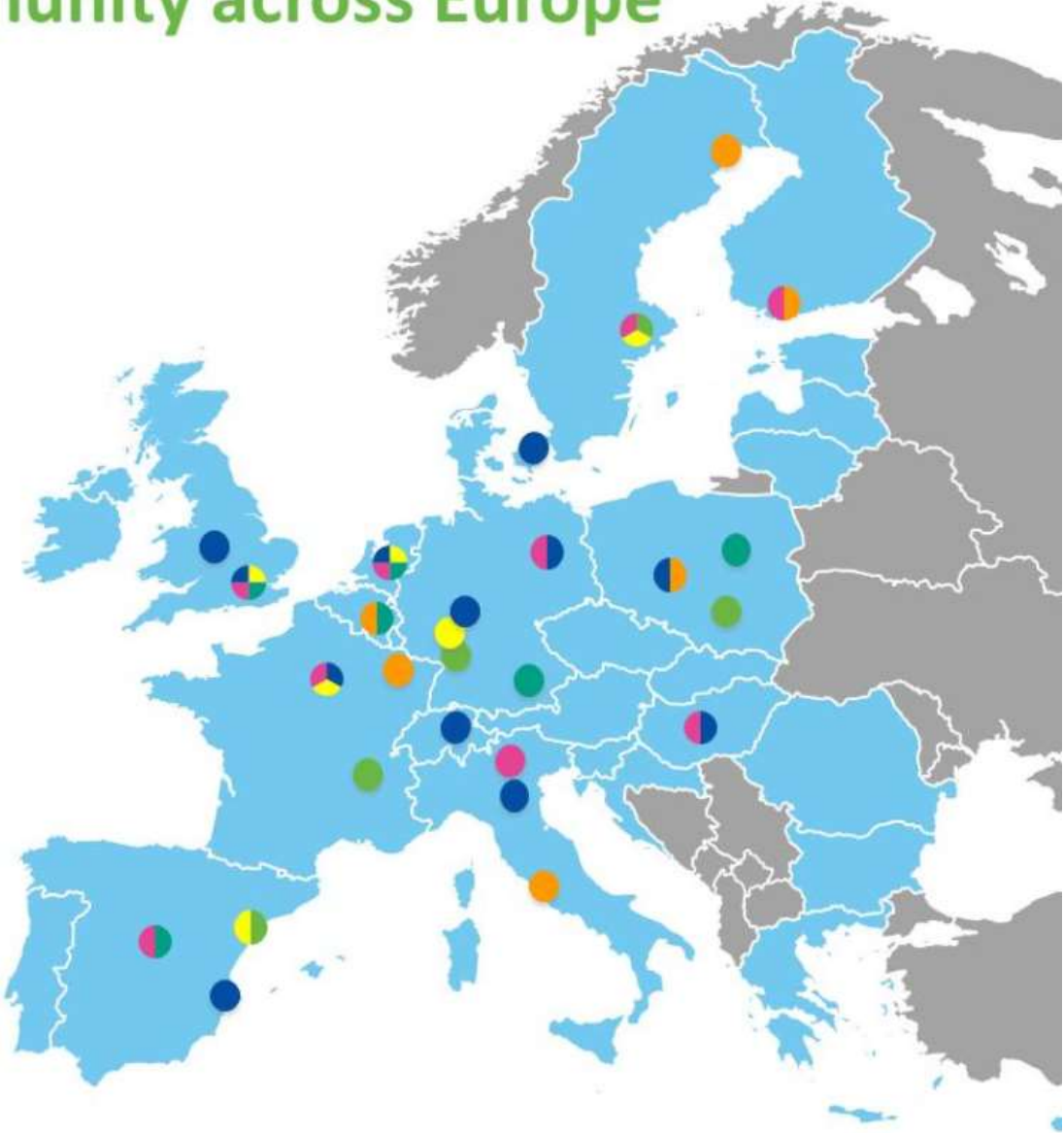


## EIT Food



# EIT Community across Europe

- EIT Climate-KIC
- EIT Digital
- EIT Food
- EIT Health
- EIT InnoEnergy
- EIT Raw Materials





# EIT Community achievements

The EIT's Innovation Communities are growing into thriving European innovation hubs:



**1224**

number of graduates



**305**

number of start-ups created



**430**

number of new or improved products, services and processes launched



**2242**

number of business ideas incubated



**1232**

number of knowledge transfers/adoption



# Possible ways to collaborate...



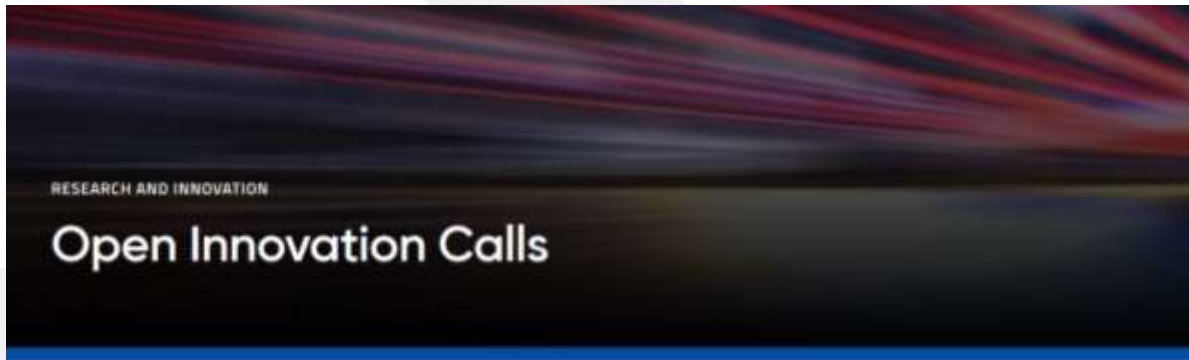
**As an example:** Climate-KIC has signed a Memorandum of Understanding with the European Business and Technology Centre (EBTC) in Bangalore, India. This partnership will support and promote European climate entrepreneurs in India.

What is done:

- [EBTC](#) showcases European technologies, solutions and research via real and virtual media.
- EBTC provides services to start-ups for their market introduction
- EBTC investigated the portfolio of [Climate-KIC start-ups](#) and preselected promising products and services. EBTC explores the opportunities to source European start-ups that have technology that will work in India.
- EBTC will visit European [Climate-KIC locations](#) to meet a selection of start-ups. Ten Climate-KIC start-ups will be offered support to make the most of this unique opportunity, as a first pilot with EBTC.



## Another example...



Take part in our upcoming Open Innovation Calls

The broad, complex and systemic nature of climate change means that a multi-actor setup is required in order to adequately develop, test and implement new solutions.

At its core, **open innovation** is defined as "a distributed innovation process based on purposively managed knowledge flows across organizational boundaries". These knowledge flows are governed through particular mechanisms, depending on the objectives and stakeholders, with the ultimate aim to create and capture value for those

The goal for Open Innovation call is to engage innovators, companies and other relevant stakeholders who work with concrete solutions which can address the water related challenges defined in each of the selected cities.



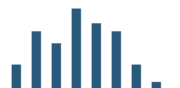
# Another example...



With a population poised to increase by 400 million by 2050, India is facing a huge challenge to meet the expected growth of its cities and urban infrastructure.

An important element in India's growth outlook is its current urban transformation. India is yet to unlock the full growth potential of its urbanisation process and the existing urban infrastructure is not equipped to accommodate the coming dramatic growth of its cities. Addressing these issues is high on Government of India's agenda.

- └ Open Innovation Days in India are designed to engage with and connect to a variety of local and relevant stakeholders
- └ At EU KIC selected solution owners are invited to India for a workshop with senior city officials
- └ Co-creation of relevant and innovate solutions that matches the particular needs of selected cities



# Thank you for attention!

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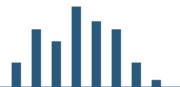
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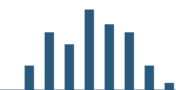
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# Eureka



# EUREKA is...

EUREKA   
innovation across borders

Leading  
**platform** for  
international  
cooperation

Intergovernmental  
**network**

Supporting  
**market-oriented**  
**R&D** projects

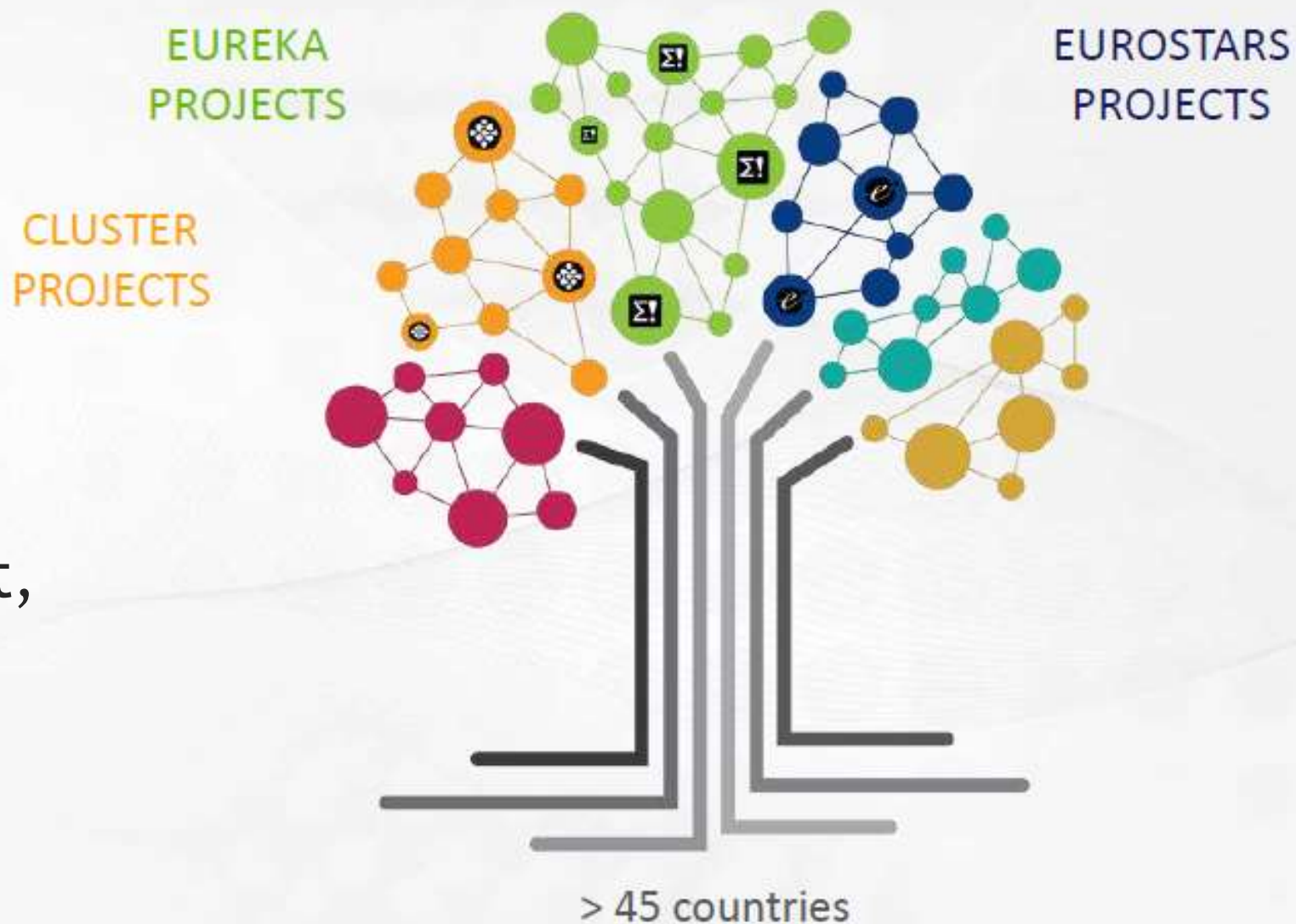
Facilitating  
**access to**  
**finance**



# EUREKA characteristics

- Market-oriented nature
- Bottom-up approach
- Innovative product, process or service
- International cooperation

## EUREKA instruments

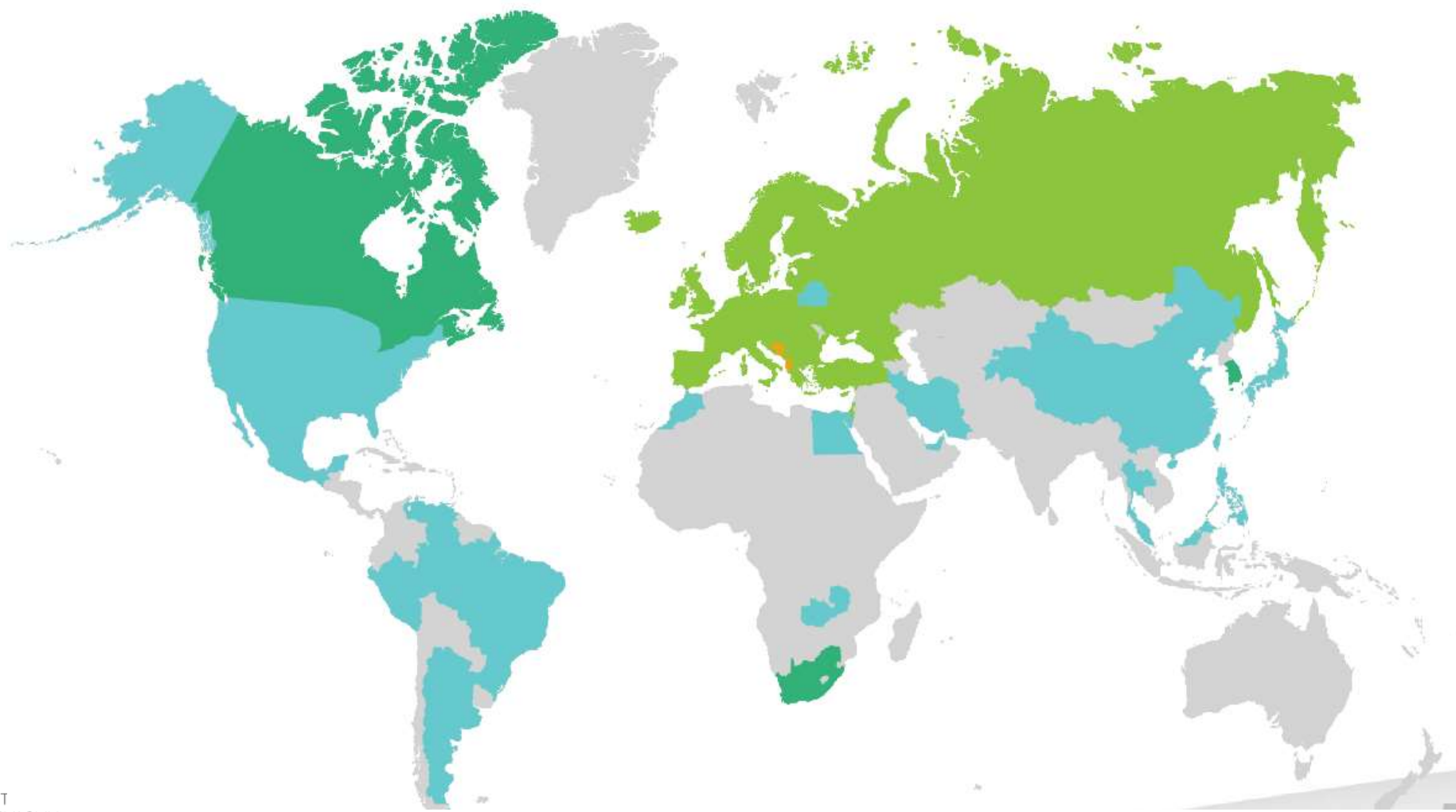




# More than 40 EUREKA countries

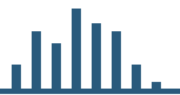
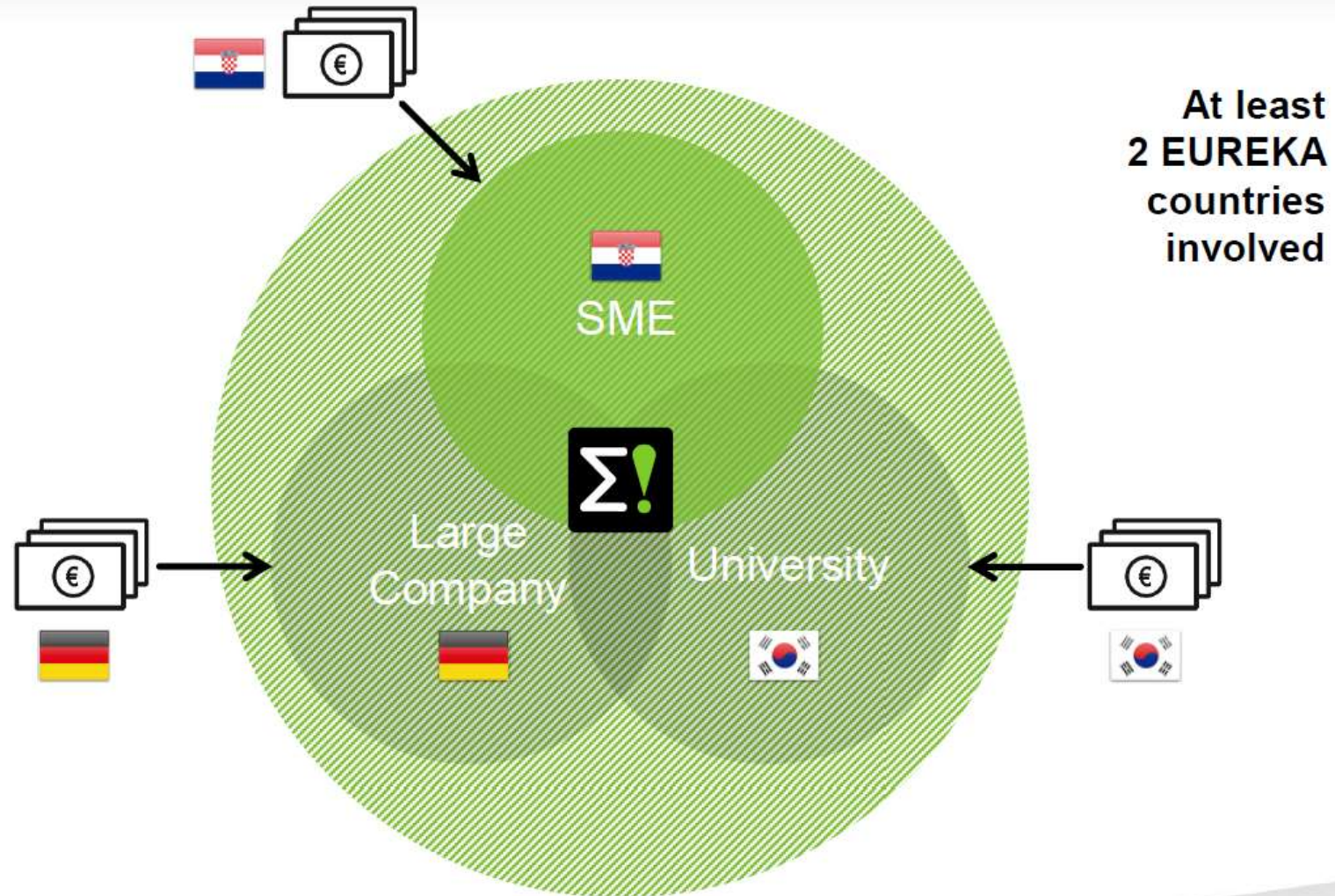
EUREKA  $\Sigma$   
innovation across borders

- Full members
- Associated countries
- National information points
- International cooperation





# Public-private partnership



# EUREKA projects

EUREKA  $\Sigma!$   
innovation across borders



**Innovative**  
product, process  
or service with a  
civilian purpose



Participants  
from at least  
**two EUREKA**  
**countries**



No thematic  
restrictions but  
projects need to  
reflect **market**  
**demand**



**National**  
**evaluation**  
procedures &  
funding



# Eurostars is...

**EUREKA**  $\Sigma$   
innovation across borders



**Joint programme**  
between  
EUREKA  
and EU



Dedicated  
to **R&D-**  
performing  
**SMEs**



**Market-**  
oriented



**Bottom-up**

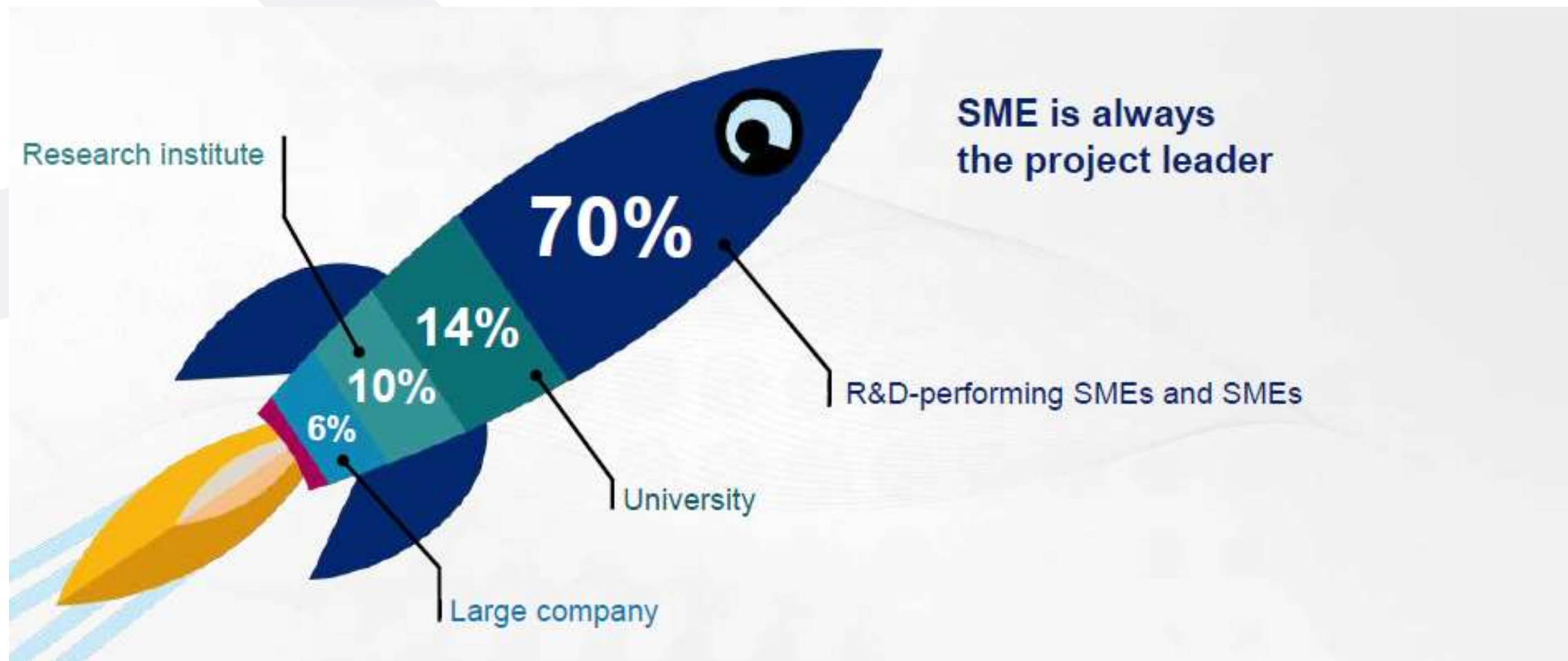


**International**  
cooperation





# SME in a driving seat...



# Motives for participation



**You need access to  
someone else's  
science/technology**



**You have a solution  
for someone else**



**Access skills you  
don't have**



**Requires  
collaboration  
across the value  
chain**



**Share risks**

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