

# Clusters as platforms for business-research (B2R)/research-business (R2B) relations

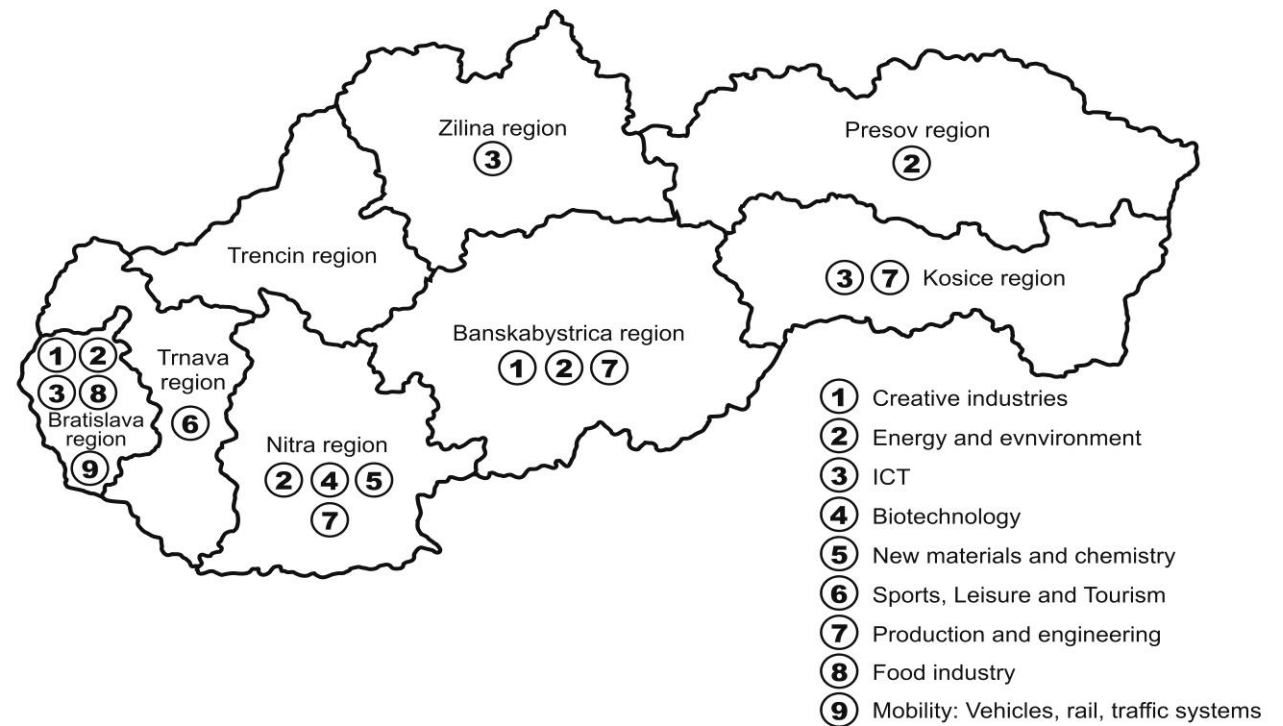
## Slovakia

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# Current status of cooperation between business and research organizations (UNI, RI)

- around 50 COs
- 27 COs in the ESCA database
- 9 economic branches
- 17 COs suitable for the participation in V4 project
- 8 COs completed the questionnaire
- 4 representatives of ROs completed the questionnaire



Based on the questionnaire survey, we can conclude that research organisations and universities are an important partner for the COs, which can solve problems and tasks requested by firms within the cluster, in some cases even for non-cluster member firms.

# Factors affecting B2R/R2B cooperation

- **personal relations:** Collaboration is usually based on informal collaboration and good relations between the cluster management and the representatives of UNI/RI.
- **economic branch:** RO based on the requirements of cluster members prepare analyses, reports, evaluation reports and conduct final theses. In some cases, the cooperation is based on historical preconditions. If economic branche in region is focused with the same orientation as UNI/RI, the precondition or cooperation based on the cluster platform are possible and more beneficial for all CO's members.
- **location and distance between CO and RO:** It depends on the sector such as ICT, localisation and distance of the partners does not play a significant role in terms of cooperation.
- **financial sources:** the direct state support is limited. Financing of activities si based on their membership fees. The COs and UNIs use various forms of grants, such as innovation vouchers, support for SMEs, and international funding support (Interreg, COSME), for their cooperation.
- **interest in linking education with practice:** the creation of new curricula and preparing final thesis in cooperation with UNI are based mainly on personal relationships.

# Motives for B2R/R2B cooperation

## Researchers

- ability to extent their network,
- the commercializing research findings,
- gaining access to infrastructure,
- as not at all important motive, researchers stated the personal financial benefit.

## COs' managers

- access to new knowledge, cutting-edge technology, state-of-the art expertise/research facilities, and complementary know-how.
- Business opportunity, e.g., exploitation of research capabilities and results or deployment of IPR, multidisciplinary character of products and technologies, opportunity to access a wider international network of expertise,
- Access to research networks or pre-cursor to other collaborations.

# Forms of B2R/R2B cooperation

- occasional cooperation,
- alliance (common initiatives for cooperation)/informal channel,
- RI/UNI as members of cluster,
- conducting research,
- consulting
- conducting trainings
- writing applications

# Challenges and barriers for B2R/R2B cooperation

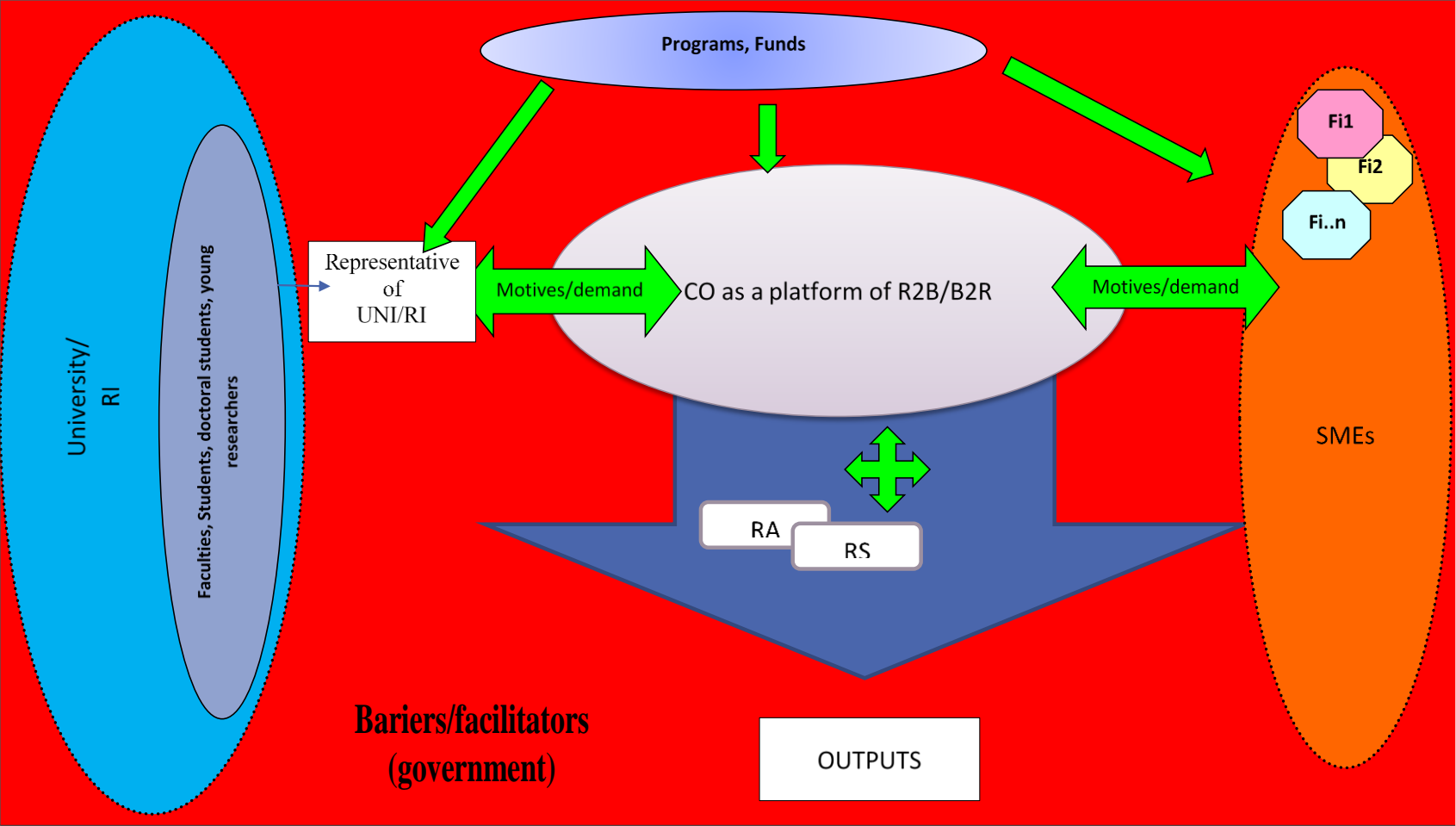
- human resources,
- interest of companies,
- culture of RO/companies,
- limitation of capacity for science, research and innovations,
- financial sources,
- organizational structure of RI and UNI and businesses

# Lesson learned

Short summary:	Establishing the data platform to create cooperation B2R/R2B for the joint research projects development
Detailed information:	<p>Realization of Innovation days for the purpose of presenting the activities of individual companies and ROs, finding overlaps in mutual focuses and objectives, creating new collaborations, strengthening competitiveness, and networking. In order to successfully implement this practice, it is essential that such meetings are carried out with the personal participation of representatives of the above mentioned entities. The presentations must not be generic but must present the specificities of the individual entities.</p> <p>At the Innovation Days, companies focus on presenting their requirements in the field of research development and innovation, for specific products and services. They define clearly what activities are expected from the RO e.g. MSc. and PhD. theses, research projects at national and international level.</p> <p>It is ideal to present the results of R&amp;D&amp;I already achieved, whether in the form of innovation of products and services, production processes, as well as acquired patents. The RO minimises the presentation of common knowledge about its activities (history, staffing, student numbers).</p>
Resources needed:	Financial resources used for the practise are private sources and membership fees.
Evidence of success (results achieved):	<ul style="list-style-type: none"><li>- Establishment of mutual cooperation in solving scientific and research problems of companies through the final theses of students of MS and PhD grade.</li><li>- Participation in new projects in the field of applied research.</li><li>- Connecting the study programmes with practice, the possibility of internships for university students in companies, the possibility of gaining experience and possible easier application on labour market.</li></ul>
Potential for learning or	The implementation of this form of best practice is not based on the problems of inter-relationships between participants and cultural differences. Each subject comes to such a meeting on the basis of individual needs with the aim of obtaining solutions for his/her problem. The implementation of such a meeting on a regional level is not organizationally demanding, which



# SLOVAK COs' R2B/B2R Model of Cooperation



CO - cluster organization, R - representatives - researchers, FI - financial institutions, RA - regional agencies, RS - other regional stakeholders, Fi - company

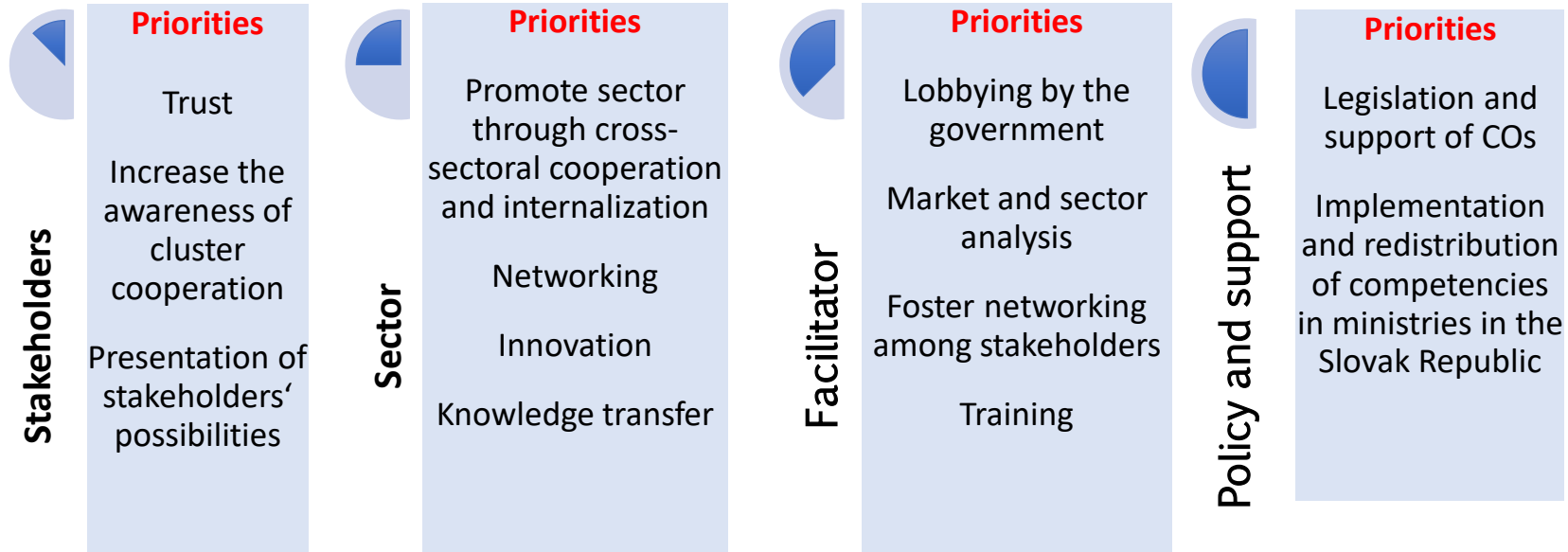


# SLOVAK COs' R2B/B2R COOPERATION ROAD MAP

Current state

- European, national and regional strategies and priorities.
- RIS3 Measure: 1.1. Development of innovative capacities through cooperation between enterprises and research institutions in key sectors of the Slovak economy.
- Context: Stakeholders; Union of Slovak clusters; Barriers/Motives; Slovak Innovation and Energy Agency; Slovak Business Agency; Innovation days; Typology; Low level of support; Missing legislation; Personal relationships; Common projects.

Effective  
R2B/B2R  
cooperation  
within COs



# Thank You For Your Attention

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