

# ERRIN

## Project Development Seminars

*First Starter Seminars  
for Regional Offices*

*13/01/2009*

# One person office means..



# Important elements

You have to be:

- **Present** in important events (info days, Errin WG, project development sessions...)
- **Reactive** (circulate information, pretend reactivates back home)
- **Proactive** (identify opportunities and stimulate people back home)
- **Know** your regional priorities, strengths, potentialities, key sectors to be able to “sell” your region
- **Create a circle of Trust** with people back home - **Be reliable** with partners
- **Be creative**

# Important elements

- Avoid losing time in duplicating what already exists – **add value** to information
- Try to be at the **margin** of different systems  
(power of create connections, vision)

# Networking

## *Networks are key elements*



- **In your region** (try to identify channels of communication – use existing networks and/or create new ones)



- **In Brussels** (consultants, CCI, NRC, regions, universities and other RDA)

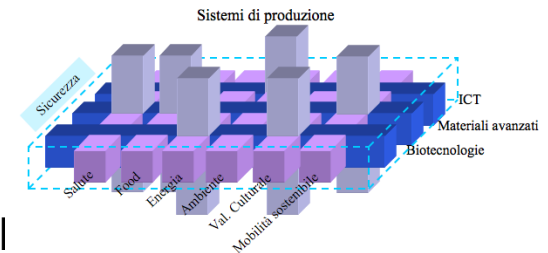
- **In the rest of the world**  
(NCP, CCI, EEN...)





# Networking

## In your Region/Country



**Technology Clusters** (in Lombardy: Biotech, Nanotech)  
**productive districts/ sectors** (Health, Food, Energy, Environment, Manufacture , ecc.)

**Policy Driven Meta-districts :** (in Lombardy: 5 Food/ Health biotech, ICT, Fashion, Design, New Materials)

**Centers of Excellence** ( In Lombardy: 9) and Universities (12)

**Regional Key actors:** Organizations Managing RTD & Innovation Funding  
Innovative Companies, Business Support organizations..)

**Thematic networks** (EEN, Innovation Points, Internationalization, Environment, Sustainable Development, New Enterprise, NCP

**National Actors (National Research Councils, Funding Agencies, NCP)**

**International organizations** (ex. JRC, EC agencies..)

# Tools



- **Networking for Innovation:** Regional Network of Innovation Points linked to European Support Networks (EEN, Europe Innova, Pro Inno, ERRIN)



- **Knowledge Management System (KM)**



- **European projects** to animate the regional environment



# EEN: SIMPLER CONSORTIUM

## IL NETWORK ITALIANO

### SIMPLER

- CESTEC Milano (coordinatore)
- CCIAA Milano
- Politecnico Innovazione (Milano)
- FAST (Milano)
- ASTER (Bologna)
- Unioncamere Emilia R. (Bologna)
- CCIAA Ravenna

### ALPS

- CCIAA Torino (coordinatore)
- Unioncamere Piemonte (Torino)
- Confindustria Piemonte (Torino)
- Finpiemonte (Torino)
- CCIAA Aosta / Az. Speciale Attiva
- Unioncamere Liguri (Genova)

### CINEMA

- Consorzio Fisa Ricerche (coordinatore)
- Unioncamere Toscana (Firenze)
- CCIAA Firenze / Az. Speciale Promofirenze
- CCIAA Firenze / Az. Speciale Firenze Tecnologia
- Confindustria Toscana (Firenze)
- Consorzio Eurosportello Confesercenti (Firenze)
- CCIAA Ascoli Piceno
- Marche Innovation Training (Ancona)
- Compagnia delle Opere (Pesaro)
- Coldiretti Umbria (Perugia)
- Umbria Innovazione (Terni)
- Etruria Innovazione (Siena)
- Centro Estero CCIAA Umbria (Terni)
- Università Tor Vergata (Roma)
- Agenzia Promozione Ricerca Europea (Roma)
- Consiglio Nazionale Ricerche (Roma)
- BIC Lazio (Roma)
- Unioncamere Lazio (Roma)
- Confcommercio (Roma)
- FILAS (Roma)
- CCIAA Cagliari / Az. Speciale Centro Servizi Promozionali per le Imprese
- CCIAA Sassari
- Sardegna Ricerche (Pula - CA)



- Unioncamere Calabria (Lamezia Terme - CZ)
- Sviluppo Italia Calabria (Cosenza)
- SPIN (Rende - CS)
- Unioncamere Molise (Campobasso)
- Unioncamere Puglia (Bari)
- Regione Puglia / ARTI (Valenzano - BA)
- Consorzio Catania Ricerche (Catania)
- Provincia Regionale di Catania (Catania)
- Centro Ricerca Elettronica Sicilia (Monreale - PA)
- CCIAA Palermo
- Sistemi Formativi Confindustria Sicilia (Palermo)

### FRIENDEUROPE

- Unioncamere Veneto (coordinatore)
- CCIAA Udine / Az. Speciale Promozione
- CCIAA Gorizia
- CCIAA Trieste / Az. Speciale Aries
- CCIAA Fordenone / Az. Speciale Centro
- Consorzio AREA RSeT (Trieste)
- Veneto Innovazione (Venezia)
- INFORMEST (Gorizia)
- ENEA (Roma)
- Trentino Sviluppo (Rovereto)
- CCIAA BOLZANO / Az. Speciale EOS

### BRIDGE@economies

- Mondimpresa (coordinatore)
- ATS: Unioncamere Abruzzo / CCIAA: L'Aquila, Chieti, Pescara, Teramo
- Unioncamere Basilicata (Potenza)
- ENEA (Portici - NA)
- Unioncamere Campania (Napoli)
- CCIAA Napoli / Az. Speciale Eurosportello
- Università Federico II (Napoli)
- Confcommercio Campania (Napoli)



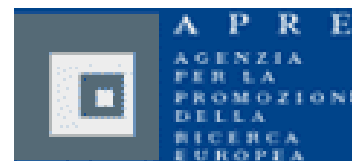




## In Brussels:

European Organizations (Eurochambers),  
Networks (ERRIN ....)  
Representations of Local and Regional Actors  
(CCI, Regions, Universities, RDA...)  
Technology Platforms  
Consultants  
National Research Councils, NCP,  
Perm Rep...  
EU Institutions (target DGs)

# Networking & EU Projects



# Networking

## In the rest of the world

- Networks: NCP, CCI, EEN...
- European Projects (AIDCO, INCO)



Global Chamber Platform



# How can Brussels offices support project development and delivery?

Circulating partner searches and identify the more interesting ones

Working on Annual Work Programs and identifying priorities

Using ERRIN call preview, following publication of calls, attending Info Days

Catching opportunities

Suggesting creative solutions

Building capacities (training in PCM)

Providing the strategic vision and the policy framework

Supporting project drafting and in particular on “relevance, impact, EU added value..)


Finding reliable partners – Trusted Network of Contact

Stimulating people back home – creating synergies



# Approaches on giving support

## What works, what doesn't?

- Sending information ❌ (synthetic, targeted) 😊
  - Market Places of ideas ❌
  - Project Development sessions 😊
  - Using professional facilitators 😊
  - Using/working with consultants ⚠️
  - Involving regional practitioners & experts 😊
  - Dialogue with the EU institutions  
(timing, discretion, personal contacts) 😊 ⚠️
- 
- An illustration showing several stylized human figures in various colors (blue, red, green) standing on top of interlocking gears of different sizes and colors. The figures are in various poses, some with arms raised, suggesting collaboration and activity.



**Thanks for your attention!**

*Valentina Pinna*

*Unioncamere Lombardia*