

INNO-DEAL—*Analysis, Diagnosis, Evaluation, Pilot Actions and Learning processes for Joint Innovation Programmes*— is a Sixth Framework Programme project, supported by the EU.

Duration: 36 months  
(September 2006—August 2009)

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workshop

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## Project INNO-DEAL

The strategies for the creation of a start-up and a spin-off represent a key aspect of the European project INNO-DEAL, funded under the PRO INNO Europe initiative of the European Commission. INNO-DEAL aims at creating the conditions for promoting a systematic exchange of information and good practices on the ongoing programmes supporting innovation and development of SMEs and, in particular, the creation of a start-up and of a spin-off. INNO-DEAL is analysing the modalities of financing the start-ups, such as the access to financing in the “pre-seed” and “seed” phase, the first commercialisation and the exit strategies.



Project consortium

## Project results

After the first year of activity, it has been possible to draw a picture of the main schemes for financing innovation available in the partner regions of the INNO-DEAL consortium. The schemes were gathered in the **Catalogue of funding schemes**, which will shortly be available on the project website. Table 1 (see next page) indicates the nature of these programmes and types of beneficiaries.

Among the INNO-DEAL partners, Lazio and West Midlands are the regions that have a stronger focus on supporting the SMEs. At an aggregated level of analysis 54 % of the funds taken into consideration are devoted to SMEs and nearly 33% are used for creating start-ups and spin-offs (see next page, Figure 1).

The catalogue of funding schemes that has been gathered shows a **great variety of instruments** for supporting the financing of start-ups and innovative enterprises. These diversities represent an added value since one of the goals of INNO-DEAL consists in transferring the best practices highlighted at regional level, starting from a heterogeneous matrix of schemes for financial support.

**Project consortium**

**FILAS spa**  
Italy  
(Project coordinator)

**Méditerranée Technologies**  
France

**Vienna Science and Technology Fund**  
Austria

**North East Regional Development Agency**  
Romania

**Kouvola Region Federation of Municipalities**  
Finland

**Central Bohemia Regional Development Agency**  
Czech Republic

**Advantage West Midlands**  
United Kingdom

**Lithuanian Innovation Centre**  
Lithuania

**City of Ljubljana**  
Slovenia

**Region of Navarra**  
Spain

**Podlaska Regional Development Foundation**  
Poland

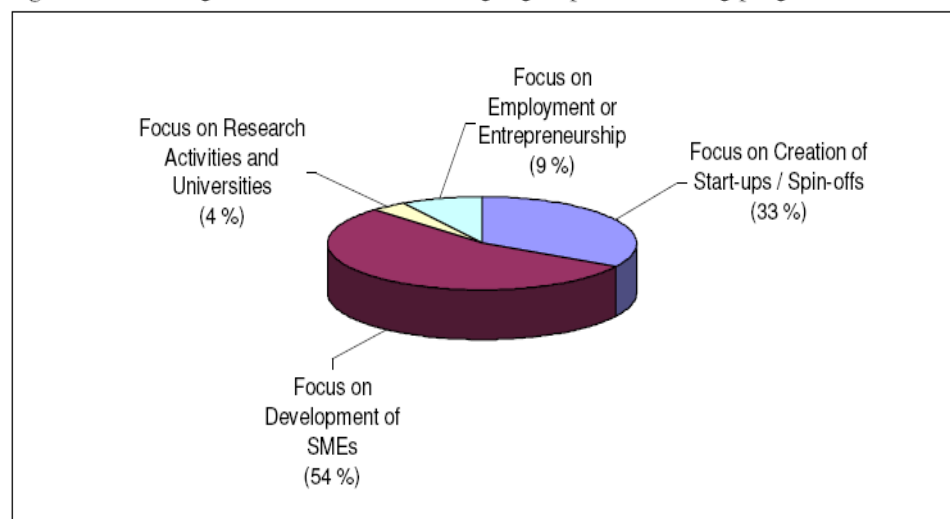
**Stuttgart Region Economic Development Corporation**  
Germany

**Table I** indicating the nature of programmes and types of beneficiaries

Partner Organization	Programmes in Total	National programmes	Regional Programmes	Focus on Start-ups / Spin-offs	Focus on SMEs	Focus on Research and Universities	Focus on Employment and Entrepreneurship
FILAS (Italy)	7	2	5	1	7	1	1
MT (France)	4	1	3	1	2	0	0
WWTF (Austria)	1	0	1	1	1	0	1
ADR NORD-EAST (Romania)	7	0	7	2	6	1	2
KRFM (Finland)	6	4	2	5	4	0	1
CBRDA (Czech Republic)	4	4	0	0	4	1	0
AWM (UK)	13	2	11	13	13	0	2
LIC (Lithuania)	7	6	1	4	7	0	0
MLJ (Slovenia)	8	4	4	5	5	1	3
NARE (Spain)	1	0	1	3	1	1	1
PRDF (Poland)	3	0	3	0	3	0	0
WRS (Germany)	5	1	4	2	1	3	3
<b>In Total</b>	<b>66</b>	<b>24</b>	<b>42</b>	<b>37</b>	<b>54</b>	<b>8</b>	<b>14</b>
	<b>100%</b>	<b>36%</b>	<b>64%</b>	<b>33%</b>	<b>54%</b>	<b>4%</b>	<b>9%</b>

Cooperation at transregional level in a view of mutual learning implies a deep analysis of the instruments of support that are likely to be transferred and also of the different regional contexts that can be found in INNO-DEAL consortium. After the first study of the information gathered within the twelve partner regions of INNO-DEAL, some common characteristics came to surface such as the difficulties encountered by the highly innovative SMEs in accessing the financial support and the obstacles in using risk capital for creating start-ups.

**Figure I** indicating the beneficiaries and target groups of financing programmes



#### In the next issue:

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Details about the first  
INNO-DEAL Trans-regional  
workshop

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Presentation of new project  
results and outputs

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And more...

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SIXTH FRAMEWORK PROGRAMME

#### Spin-offs

Concerning the creation of spin-off from public research, the analysis shows a quite heterogeneous picture, with excellences located in the regions of West midlands and Stuttgart, and a common theme shared by all partners represented by the **vague rules that regulate the relationship between the spin-off and the universities/research centres** from which they origin. It is therefore necessary to develop a unique answer at European level concerning the definition of spin-off and the protection of intellectual property rights, in order to favour the creation of new enterprises that could enter the market with fresh ideas and create further innovation in strategic sector for the competitiveness and economic growth of the regions.

#### Innovative sectors

INNO-DEAL has also made a cross analysis of the principal innovative sectors in the twelve partner regions in order to verify the possibility of cooperation among the clusters and eventually the implementation of joint actions for favouring their growth and enhance their synergies. According to the analysis that has been carried out, the sectors that have been considered more interesting and more easily influenced by the support actions of the regional organizations are: **Life Science, Media Industries, ICT and Aerospace.**

### Facilitating cooperation among programme managers: “INNO-DEAL Trans-regional workshop”

INNO-DEAL project is based on the experience of the involved programme managers and on the good practices already identified at regional level. Our aim is to facilitate the transferability of the good practices and to create a solid network for the mobility and support of the regional authorities responsible of the innovation processes. The identification and the analysis of common strategic issues in support of innovation and the mutual learning among the programme managers will create a shared base for cooperation and for the implementation of trans-regional joint programmes for innovation.

At the end of the first year of activity it has been possible to elaborate 36 schemes of best practice which range different experiences of innovation support. The analysis of these best practices and of the regional funding schemes will be fundamental inputs for identifying the barriers that make it difficult to cooperate at trans-regional level in Europe.

In order to present the results of this analytical work and above all, to enable cooperation among the programme managers, we are organising the first “INNO-DEAL Trans-regional workshop”, which will take place in Vienna, on 10th and 11th of April 2008. **For regional policy makers and managers of innovation financing, who want to compare their performance with other European peers, the INNO-DEAL workshop is a trans-regional networking event that will bring together 60 experts and practitioners from 12 EU regions. Unlike other purely research-oriented initiatives, the INNO-DEAL workshop aims at comparing challenges and solutions to collaborate in transferring best practices and enhancing schemes.**

For any further info regarding INNO-DEAL, please check: [www.proinno-europe.eu/innodeal](http://www.proinno-europe.eu/innodeal)