

Innovation Uptake & Logistics Innovation Marketplace

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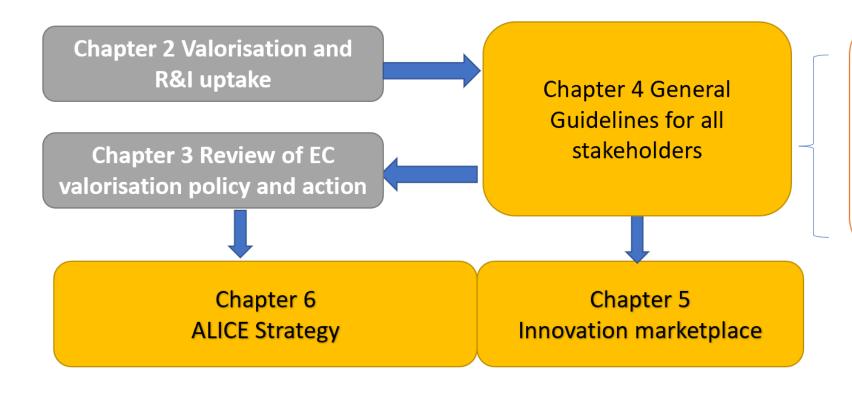




Valorisation Strategies and Guidelines



Chapter 1 Scope & Structure of the deliverable



Chapter 7 Examples of innovation uptake by regional and national clusters/platforms, leading firms, SMES



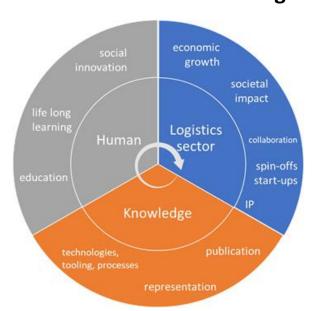


Chapter 2 – Valorisation and R&I uptake



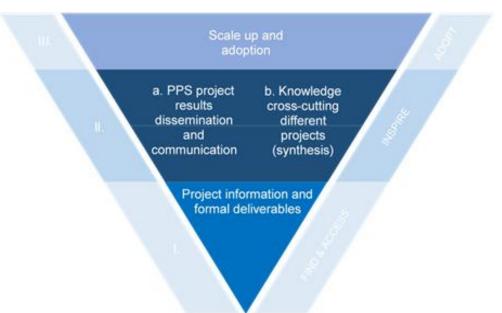
Valorization =

Dissemination and implementation of **knowledge** to logistics **professionals** and organisations to increase the added value of the **logistics sector**



Three levels of valorisation of R&I projects:

- I. Project information: access
- II. Project results: inspire
- III. Implementation and uptake: adopt and expand



Based on Finne et al, A Composite Indicator for Knowledge Transfer, European Commissi Transfer Indicators (2011). And adaptation by VSNU (2013, Framework for valorization Indicators)





Chapter 2- Valorisation and R&I uptake



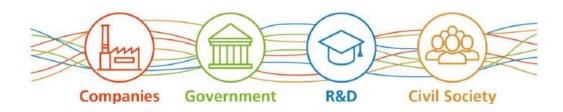
Objective: a wider reach for more impact

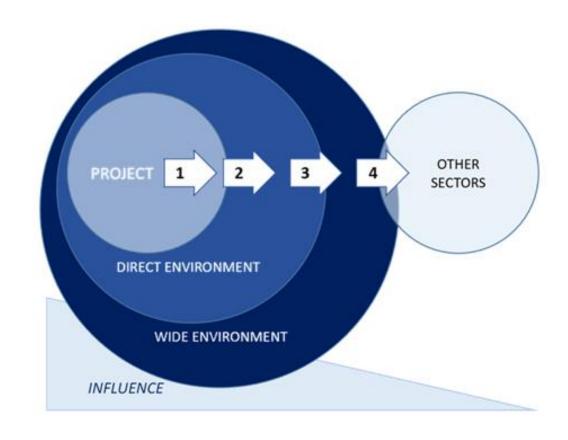
Increase of reach of project results

from project partners (1), to direct environment (2) and wider environment (3) and cross sector (4)

Project consortium

Programme organisation Market









Chapter 3: EU Policy Review



| Channels | Instrument | | | |
|--|--|--|--|--|
| 1. Academia-industry joint research and mobility | European Partnership; Marie Skłodowska-Curie Actions | | | |
| 2. Research-driven spin-offs and start-ups | Funding opportunities from European Innovation Council (EIC): EIC Accelerator Business Acceleration Services EIC Prizes | | | |
| 3. Intermediaries and knowledge transfer | Horizon 2020 D&E booster EIT - Knowledge and Innovation Communities | | | |
| 4. Citizens and public bodies | European Capital of Innovation (iCapital) Award Horizon Impact Award | | | |
| 5. Intellectual Property (IP) and standards | European IPR Helpdesk IP Booster | | | |
| 6. Knowledge dissemination and policy uptake | Horizon Results Platform JRC Policy Lab Scientific Advice Mechanism (SAM) Projects for Policy Knowledge4Policy (K4P) | | | |





Chapter 4: General guidelines

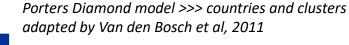


Innovation model and strategies: owners and seekers

Regional networks



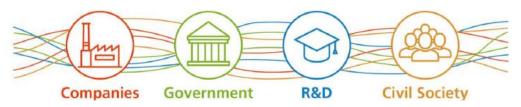
Plug & play ICT solutions







Chapter 4: General guidelines



| for: | Before projects | Innovation owners v |
|-----------|-----------------|-------------------------|
| uidelines | During projects | V A |
| Guide | After projects | ^ Innovation seekers |



We need an innovation marketplace



| | Companies | Government | R&D | Civil Society | | | |
|--------|---|---|---|--|--------------------------------|--|--|
| BEFORE | B1. Articulate the needs and a clear, broadly supported point on the horizon | | | | | | |
| | B2. Engage the right partners with competitive innovation strength | B3. Define calls for proposals or design programmes based on the needs of society and sector B4. Require an R&I uptake plan and deliverables (outcome) for project proposals | | B5. Engage the right partners with competitive innovation strength, e.g. regional clusters or sector organisations; especially network | INNOVATION OWNER STRATEGY >>> | | |
| DURING | D1. Develop a R&I uptake strategy, including ownership D2. Share Project information and results | | | | | | |
| | D3. Develop R&I uptake business models alongside the technological innovation | D4. Be involved to listen to and act on possible legislative or policy impediments to change to enable or stimulate R&I uptake | D5. Involve the Impact centre, incubator or campus in the project to identify opportunities | D6. Disseminate (intermediate) results to a broad audience and ecosystem | ***INNOVATI | | |
| AFTER | A1. Further elaborate the R&I results and keep engaged in the ecosystem | | | | | | |
| | A2. Invest and implement results in product portfolio (innovator and demand or related industry) | A3. Follow-up on monitoring progress after the project finalisation A4. Facilitate further development towards higher TRL levels and start-ups | A5. Convert knowledge to teaching materials A6. Convert knowledge to implementation tools for students and civil society to engage with companies A7. Support start-ups | A8. Engage the networks on national, regional and local levels with the R&I Results, with dissemination, inspiration and implementation support in other programmes. A9. Enable access for Innovation Seekers | <<< INNOVATION SEEKER STRATEGY | | |





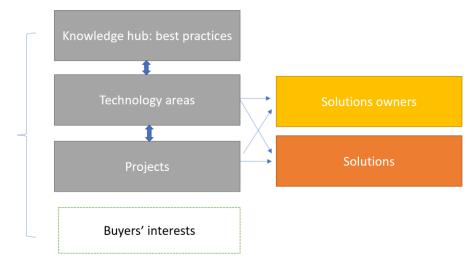
Innovation Marketplace



Specifically for R&I project outcome uptake including:

- A. Reference to projects
- B. Category by technology areas (e.g. Cloud topics)
- **C. Knowledge hub**: best practices
 - 1. Implementation cases from cloud report
 - 2. Other projects succssfully delivered expected impact
- D. Buyers able to register their interests
- E. Expert contacts

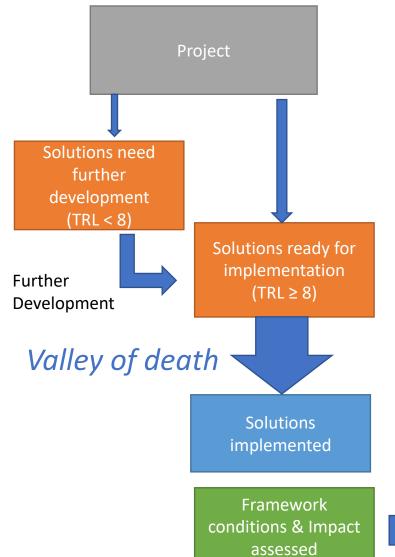








ALICE Strategy







We need to go beyond TRL to address properly the valley of death and achieve impact from R&I





Thank you!

For more information please contact:



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https://www.linkedin.com/company/alice-logistics/



