

MINUTES OF 33 NATIONAL WORKSHOPS

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Project Coordinator	Simona Haprian	CCIA ARAD	

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1. DISTRIBUTION LIST

No.	Member Type	Organization	Contact Name
1.		Arad Chamber of Commerce, Industry and Agriculture	CCIA ARAD
2.		National Institute for Research&Development in Environmental Protection	NIRDEP
3.		Veneto Union of Chambers of Commerce-Veneto Euroinfocenter	EEN UCV
4.		Sogesca SRL	SOG
5.		Bulgarian Chamber of Commerce and Industry	BCCI
6.		Plovdiv Chamber of Commerce and Industry	PCCI
7.		Chamber of Commerce and Industry of Slovenia	SCCI
8.		Technology Development Center Osijek Ltd.	TERA OSIJEC
9.		Foundation for Management and Industrial Research - Skopje	MIR
10.		Institute Mihailo Pupin - Belgrade	PUPIN
11.		Heraklion Chamber of Commerce and Industry	HCCI
12.		Latvian Technological Center	LTC
13.		Lithuanian Innovation Center	LIC
14.		University of Warsaw	UW
15.		Agro Business Park AS	AGP

2. INTRODUCTION

2.1. Executive summary

PROCEED project focuses on communication and dissemination of environmental research results and practices originating in Central and Eastern European (CEE) countries towards industry, policy makers and public and private research centres (including Academia), with the aim to enhance the uptake of research results and foster the participation of CEE countries in EU-funded research projects through S&T cooperation with other European partners. The specific research sectors on which PROCEED focuses are air pollution, chemical pollution and environmental technologies. The project partnership covers 9 CEE countries (6 new Member States and 3 Associated countries) and 3 EU adding together the amount of 15 partners.

The third work package (WP3) of the project is **Brokering of research results and practices**. In this work package the partners structured the PROCEED project communication system made of personal communication in national and international workshops and a web 2.0-based research social network.

The tasks of WP3 are:

Task 1 – Research Social Network (RSN)

Task 2 – National Workshops

2.2 The national workshops (in Bulgaria, Latvia, Lithuania, Poland, Romania, Slovenia, Croatia, F.Y.R. of Macedonia and Serbia)

2.3 Workshops in Italy, Denmark and Greece

Task 3 – International workshops

3.1 The international workshops in Bulgaria and Poland

3.2 The international workshop in Romania

Task 4 – Monitoring

4.1 Quantitative monitoring

4.2 Qualitative monitoring

4.3 Continuous monitoring

2.2. Deliverables of WP3

Deliverables of WP3 - Brokering of research results and practices are:

D3.1 Research social network set up and successfully managed

D3.2 Minutes of 33 national workshops

D3.3 Collection of fact sheets from National workshops with project ideas and research demand-offer in 9 CEE countries

3. OBJECTIVES OF NATIONAL WORKSHOPS

3.1 Background

Prior to the organization of national workshops, within WP1 and WP2, the partners created a database of all innovative environmental research practices and results originating in CEE countries and conducted a SWOT analysis of the existing channels and tools used to communicate environmental research results in Europe with specific focus to Academia, policy makers and industry. This enabled the start of the brokering and facilitation activities which are at the centre of the project. From an operative point of view, the main tools used were personal communication in national and international workshops and Research Social Network.

3.2 Objectives

As described in the DoW, the objectives of WP3 are:

- To discuss and implement a set of solutions for communication and dissemination of research results and practices at Regional, National and EU level
- To create a stable and capillary communication and dissemination channel all over Europe and beyond
- To improve uptake of research results/practices at national and international level.
- To foster direct contacts between Academia, Industry and policy makers.
- To foster direct contacts between Research Centres.
- To improve participation of Central and Eastern European countries in environmental research projects (including FP7).

National workshops, organized within Task 2.1 of this work package, were intended to create opportunities for exchanging research ideas, identifying unsolved industry and research issues, communicating with the environmental professionals from across the country, increasing the number of research institutions from Central Europe capable of taking part in collaborative research projects and providing information on Proceed project results and future activities. On the other hand, the aim of the workshops organized in Italy, Denmark and Greece was to find research institutions in these countries interested in starting S&T cooperation with partners in CEE countries.

4. ORGANIZATION OF EVENTS

4.1 Schedule of events

Within Task 2.1 of WP3, partners in all 6 new Member States (Bulgaria, Latvia, Lithuania, Poland, Romania and Slovenia) and 3 Associated Countries (Croatia, Former Yugoslav Republic of Macedonia and Serbia) organized a cycle of 3 National workshops in different areas of their countries. Also, within Task 2.2, additional workshops were organized in Italy, Denmark and Greece. Places and dates for organization of these workshops were considered carefully, trying to coincide with other important and relevant events in the region.

Some details on the organization of workshops are given in the table hereunder.

Table 1. Organized national workshops

Country	Title of the event	Location	Number of participants	Date
Bulgaria	Innovative solutions and technologies to reduce the environmental impact of packages	Plovdiv	36	25.09.2012
	Linking energy efficiency with environmental protection in production	Plovdiv	29	05.10.2012
	PROCEED Presentation and Sharing of Best Practices	Sofia	16	25.10.2012
Croatia	1.INTERNATIONAL CONFERENCE "GREENING BUSINESS THOROUGH EEN"	Osijek	74	28.03.2012
	Promotion and coordination of research in the field of environmental protection for sustainable development in Central and Easter Europe through EEN	Osijek	18	24.05.2012
	EU fund opportunities and	Osijek	47	17.10.2012

	Promotion and coordination of research in the field of environmental protection for sustainable development in Central and Easter Europe through EEN			
F.Y.R. of Macedonia	Presentation of EU programmes for support of eco-innovation	Skopje	16	28.05.2012
	Presentation of EU programmes for support of eco-innovation	Prilep	26	18.09.2012
	Eco-innovation, environmental research and PROCEED project	Skopje	27	20.10.2012
Latvia	European projects and standards for improvement of environmental indicators in Latvia	Hotel Radisson Blu Latvija, Riga	26	22.11.2012
	Energy audit and energy efficiency in industrial buildings	Institute of Physical Energetics, Riga	18	12.02.2013
	Creating green environment: eco-design and lifecycle approach in production	Hotel Radisson Blu Latvija, Riga	37	27.02.2013
Lithuania	Increasing environmental effectiveness of Lithuanian businesses. Innovation. Public support. How to foster business development and international competitiveness of Lithuanian SMEs through the environmental research?	Vilnius	11	19.09.2012
	Increasing environmental effectiveness of Lithuanian businesses. Innovation. Public support. How to foster business development and international competitiveness of Lithuanian SMEs through the environmental research?	Kaunas	19	24.09.2012
	Increasing environmental effectiveness of Lithuanian businesses. Innovation. Public support. How to foster business development and international competitiveness of Lithuanian SMEs through the environmental research?	Klaipėda	24	27.09.2012
Poland	Commercialization of research projects	University of Warsaw, Warsaw	21	17.10.2012
	Technology Transfer and exchange of good practices in frames of EEN & PROCEED Project cooperation	Zamosc	12	06.12.2012
	Biogas plants in Poland and EU – technologies, profitability, implementations	Olsztyn	97	14.12.2012

Romania	PUBLIC VERSUS PRIVATE ENVIRONMENTAL RESEARCH	Arad	29	26.04.2012
	SWOT ANALYSIS ON RESEARCH OF ENVIRONMENTAL PROTECTION IN THE PRIVATE SECTOR	Arad	22	06.09.2012
	Boosting research in environmental protection field	Bucharest	25	31.10.2012
Serbia	Maximizing the value of environmental research	Chamber of Commerce and Industry of Serbia, Belgrade	20	28.03.2012
	Boosting and securing eco-innovations through new partnerships	Belgrade Fair	16	31.05.2012
	Combining environmental priorities with economic opportunities	Belgrade Ecofair	23	12.10.2012
Slovenia	Entrepreneurial workshop and matchmaking: incentives to innovative culture in companies, intellectual property and cooperation with RTD institutions	Regional Chamber of Commerce and Industry of Pomurje	34	18.12.2012
	Environment, social responsibility and development	Ljubljana	58	05.02.2013
Italy	Promoting the European Environmental Research	Verona Exhibition Centre	32	10.05.2012
Denmark	Opportunities in Denmark after your Ph.D. is done	Agro Business Park	16	28.06.2012
	Linking Research & Agriculture	Agromek Agricultural Trade fair in Herning	45	29.11.2012
Greece	NATIONAL WORKSHOP FOR RENEWABLE ENERGY	Heraklion	23	21.09.2012
	SMEs- Energy- Environment:Recent revolutions	Heraklion	45	20.12.2012

4.2 Content

The main topics of the national workshops were:

- sharing the local environmental research results
- sharing the research and innovation needs in local enterprises
- presentation of the PROCEED data base and opportunities for cooperation
- national and regional public and private financing opportunities
- proposals for national and / or regional agreements among policy makers, industry and research institutions
- intellectual property issues and Technology Transfer opportunities
- collection of ideas for EU-funded research projects
- promotion of the Research Social Network

The topics of the workshops in Italy, Denmark and Greece were:

- presentation of the database of Best Available Environmental Results and Practices in CEE countries
- introduction of research offer and demand in project countries
- sharing project ideas for EU-funded research projects
- collection of proposals for concrete cooperation
- sharing contacts with relevant institutions
- intellectual property issues and Technology Transfer opportunities
- presentation of the Proceed RSN and its functionalities

Partners selected particular topics for each workshop according to expected audience and their interests. All workshops were organized in national languages.

Beside presentations, debates and brainstorming were organized during the events, aiming at strengthening the reciprocal knowledge between participants and trying to lead them towards ideas that would serve for future project proposals. During workshops, the participants were invited to register on the Proceed RSN, where they may promote their practices and results and get in contact with potential partners. All workshops ended with panel discussions where workshop speakers and attendees shared their opinion related to the topics arisen during the presentations.

For each national workshop, the partners prepared a document containing minutes of the workshop. These documents are given in the Annex of this deliverable.

4.3 Participation

As defined in the DoW at least 15 participants per national workshop were expected. Almost all workshops were considerably above this expected number. Participants were mostly researchers, policy makers, potential investors and representatives of enterprises interested in investing in research. The number of participants at each workshop is presented in the Table 1. Total number of participants was 938, thus having in average of 30.26 participants per event.

5. ANNEX – MINUTES OF NATIONAL WORKSHOPS

6.1 National workshops in Bulgaria

6.1.1 First National workshop in Bulgaria

PROCEED – **PRO**motion and coordination of environmental research in **C**entral and **E**astern **E**urope for a sustainable **D**evelopment with the support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop – Innovative solutions and technologies to reduce the environmental impact of packages

Date: **25 September 2012**

Main Organizer: Plovdiv Chamber of Commerce and Industry, Bulgaria

Participants: researchers from public/private institutions, private investors, local policy makers, entrepreneurs, business/trade associations, mass media, other stakeholders.

Total number of participants: 33

The workshop was organized within the International Technical Fair in Plovdiv. The invited speakers had a key knowledge in the following fields: environmental research, environmental management and access to finance.

The main goals of this workshop were to stimulate environmental research demand and investment opportunities, to contribute to the creation of new contacts and partnerships, to foster cooperation between academia, policy makers, private investors and industry, as well as to enable the exchange of good practices and brokering of research results.

The workshop started with a project presentation of PROCEED. The main results of the project were explained like the project web page, RSN, national IPR case study, as well as the main goals to be achieved till the end of the project. The results of the SWOT analysis of current communication process of research practices in Bulgaria, which were identified during the PROCEED project, were also explained and discussed.

All participants were invited to the RSN and to share information about their projects with other RSN users.

A presentation of the “Projects and perspectives of the processing industries using packages” was made with a special emphasis on the environment.

Another presentation was titled “Public-Private Partnership as an Alternative of the EU Funding” focusing on the opportunities provided by the government for the public and private sector to work together in the field of research. The speaker emphasized on the practical dimension of the legislative changes concerning the involvement of the private sector. The two main forms of PPP - contractual and institutionalized, were discussed in details. Additionally, fostering investment in innovative technologies appeared to be of major importance for the private environmental research institutions.

6.1.2 Second National workshop in Bulgaria

PROCEED – **PRO**motion and coordination of environmental research in
Central and **E**astern **E**urope for a sustainable **D**evelopment with the support
of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop – Linking energy efficiency with environmental protection in production

Date: **5 October 2011**

Main Organizer: Plovdiv Chamber of Commerce and Industry, Bulgaria

Participants (regional and national level): researchers from public/private institutions, private investors, local policy makers, enterprise representatives, other stakeholders

Total number of participants: 29

The workshop was held in Plovdiv. PCCI invited speakers with an expertise in energy efficiency and environmental management.

The main goals of the workshop were to stimulate environmental research demand, to foster cooperation between academia, policy makers, private investors and industry, to create steady communication channels between project target groups, to raise environmental management issues for local enterprises, as well as to serve as a forum for exchange of good practices.

The workshop started with a project presentation of PROCEED. The main results of the project were explained, as well as the main goals to be achieved. We communicated the current state of the following project activities: collection of best available environmental research projects in the online project database and the methodology on the SWOT analysis of the communication process of research results and practices in Central and Eastern European countries to be prepared with the contribution of all project partners. A short discussion was held with the participants to exchange ideas on the implementation of the presented issues. Many of the participants confirmed their interest to be involved in the PROCEED project and provide their input further on.

Then a presentation followed on the environmental management systems focusing on the main advantages for the industries.

A representative of the Energy Agency provided information on the funding opportunities and sources available for environmental research at national and EU level. Then a presentation of some current research projects in the field of new technologies development reducing the environmental pollution was made.

The participants have the possibility to exchange good practices and to discuss the main issues presented by the speakers.

Finally, the audience was informed about the second workshop in the framework of PROCEED project planned for the year of 2012 during the International Technical Fair in Plovdiv.

6.1.3 Third National workshop in Bulgaria

PROCEED – **PRO**motion and coordination of environmental research in **C**entral and **E**astern **E**urope for a sustainable **D**evelopment with the support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop - PROCEED Presentation and Sharing of Best Practices

25 October 2012

Bulgarian Chamber of Commerce and Industry

Participants: researchers from public/private institutions (Bulgarian Academy of Science, GIS Transfer center, Sofia University), national policy makers (Sofia Municipality, Sofia Energy Agency SOFENA, Bulgarian Wind Energy Association), and enterprise representatives.

The workshop was organized by the Bulgarian Chamber of Commerce and Industry and the working language was Bulgarian.

The main goal of the workshop was to gather all stakeholders and to encourage the dialogue and exchange of experience and best practices and the generation of ideas about future research activities.

The workshop started with presentation of the goals and objectives of PROCEED project and the Research Social Network. The participants were acquainted with the web page of Envimpact-Proceed projects and instructed how to register and use the RSN.

The second topic was presentation of the results of the SWOT analysis, uploaded earlier on the web site of the Bulgarian Chamber of Commerce and Industry. The participants discussed the weak involvement of decision makers in the survey and the small number of private companies coordinating EU-funded research projects. The conclusion was that along with the lack of financial and administrative support, the companies have not enough information and capacity to write strong project proposals. Possible solutions to that were presented.

The workshop ended with presentation of other research projects/activities by the participants and general discussion about the new waste management law and the newly adopted change (decrease) of renewable energy tariffs.

6.2 National workshops in Croatia

6.2.1 First National workshop in Croatia

MINUTES OF WORKSHOP 1:

PROJECT PROCEED REPRESENTED AT 1.INTERNATIONAL CONFERENCE „GREENING BUSINESS THROUGH EEN – GREEN PROJECT“

At the First International Conference "Greening business through the Enterprise Europe Network - Green Project ", which is organized in Osijek 27.-29.03.2012. by 'Tera Tehnopolis', institutions with total solutions for innovative businesses and entrepreneurs, attended more than 100 members of EEN - Enterprise Europe Network, scientists and entrepreneurs from eleven states of Central and Southeastern Europe who implemented in their business rules in the field of environmental protection.

Director of 'Tera Tehnopolis' Ivan Štefanić, at the beginning of the conference stressed that the Enterprise Europe Network is the largest enterprise network, because it includes countries much more than European Union itself. GREEN project, conducted between June 2010 and April this year, deals with environmental protection in the food industry and production of building materials. It operates on an equal footing with other countries in the region, and contributes to improvement of SMEs regarding their obligations under national and European requirements relating to environmental protection. Enterprise Europe Network (EEN) is a key instrument in the EU strategy to boost growth and employment. Bringing together close to 600 business support organizations from 50 countries, it helps small businesses to take advantage of business opportunities in the single EU market.

One of the most important presentation at the Conference was held by Cristina Sirbu from National Institute for Research&Development in Enviromental protection research Romania. She introduced project PROCEED through presentation „PROCEED data base – an European bridge between industry and environmental protection research“.

An organised participation of a country to European Research relies on a mix of: well trained researchers and available research structures to lead the actions; a coherent and supportive national and regional policy framework to direct and finance the researchers; engaged economic industrial stakeholders interacting with the research institutions to communicate their needs for innovation and contributing to the development and uptake of research results as end-use. New Members States from Central and Eastern Europe are developing these necessary conditions to participate in the European Environmental Research and the objective of the project is to steadily promote innovative environmental research practices and results originating in Central and Eastern European countries, including Associated countries, in order to increase the opportunities for S&T (Science & Technology) collaboration in the fields of Environmental technologies, air pollution and chemical pollution with other European countries and the uptake of research results.

The concept of the PROCEED project is to exploit the Enterprise Europe Network (EEN), an existing and efficient network of Technology Centres, Chambers of Commerce, technicians, Universities and other private and public Research Centres present in 12 European countries, to create a steady communication network for environmental research results and practices originating in Central and Eastern European countries.

The expected outcomes are: an improved uptake of environmental research results, new technology transfer agreements, better synergies with existing networks and projects supporting the coordination of Environmental research activities in Europe, better communication and better understanding of research results by policy makers, an increased number of research institutions from Central Europe participating in collaborative research projects, including

Associated countries, improved knowledge of intellectual property issues, a Social Network where EU researchers can share publications and ideas for new cooperation, several brokering events in Central and Eastern Europe, Italy, Greece and Denmark, improved services to enterprises by the members of the Enterprise Europe Network.

The project partnership covers 9 Central and Eastern European Countries and 3 candidate countries, as well as 15 partner organisations from Romania, Italy, Bulgaria, Slovenia, Macedonia, Serbia, Greece, Latvia, Lithuania, Poland, Denmark and Croatia.

6.2.2 Second National workshop in Croatia

MINUTES OF WORKSHOP 2:

Participants of this workshop were students/upperclassmen and staff of Josip Juraj Strossmayer University Osijek, with special interest in Transfer of Technology and Intellectual Property issues. All participants are also members of the PROCEED RSN and LinkedIn PROCEED group.

Workshop was organized by TERA TEHNOPOLIS with main goal: bring closer to prospective researchers legislation on intellectual property and Technology Transfer in business.

Topic 1: Legal forms in Entrepreneurship – this topic covered main legal forms of Entrepreneurship and their advantages and disadvantages.

Presentation started with question why to start own business and what is necessary for start. All forms of business in Croatia were presented, together with explanations of each fundamental features.

Topic 2: Intellectual Property Issues – presentation, discussion and exchange/brainstorm of ideas for different kinds of Intellectual Property.

Protection of Intellectual Property is still not well known topic among Croatian SMEs, so through presentation of main kinds of IP, participants were also introduced with major issues they can confront. Participants made brainstorm on what is applicable as intellectual property for protection. Presenters also gave presentation “Good practice examples” with accent on innovation received in TERA TEHNOPOLIS and very good cooperation with SMEs in local and national level.

Topic 3: Technology Transfer - through project PROCEED and Enterprise European Network. In beginning of this part, students were introduced with definition of TT: process that includes protection of IP, as well as commercialization of protected intellectual property. In final part prof. Štefanić gave main inputs about programs that are supporting TT in Croatia (BICRO _ TEHCRO and RAZUM programs).

6.2.3 Third National workshop in Croatia

MINUTES OF WORKSHOP 3:

Participants of this workshop were researchers/upperclassmen of Josip Juraj Strossmayer Osijek. Participants are also members of the PROCEED RSN and LinkedIn PROCEED group and all of them already have student's business plans to be performed in students business incubator after graduating.

Most important topic in this workshop was financing from EU funds, but lecturers also gave inputs about basics of starting up a business through legislative and national laws and Intellectual Property Issues.

Topic 1: Financing from EU funds: in this section, lecturers gave information about most common programs that are available in Croatia like IPARD and IPA Components. Lecturer explained that IPA provides assistance within the European partnership for potential candidate countries. It is assembled as a flexible instrument that consist five components, with emphasis on regional and cross-border cooperation, regional development, human resources and rural development. One of the most used programs is IPARD - program that supports rural development in accordance with international environmental practices.

Topic 2: Intellectual Property Issues – presentation of different forms of Intellectual Property. Protection of Intellectual Property is still not well known topic among Croatian SMEs, so through presentation of main kinds of IP, participants were also introduced with major issues they can confront. Presenters also gave presentation “Good practice examples” with accent on innovation received in TERA TEHNOPOLIS and very good cooperation with SMEs in local and national level.

Topic 3: Technology Transfer - through project PROCEED and Enterprise European Network. Lecturer introduced participants with opportunities that are offered through EEN and project PROCEED, especially with emphasis on Research Social Network and Enterprise European Network.

Topic 4: Legal forms in Entrepreneurship – this topic covered main legal forms of Entrepreneurship and their advantages and disadvantages.

All forms of business in Croatia were presented in accordance with new laws brought on the end of last year, together with explanations of each fundamental feature. Emphasis was on financial part of enterprise: which forms can suit best for certain kind of business, legal advantages and consequences.

6.3 National workshops in F.Y.R of Macedonia

6.3.1 First National workshop in F.Y.R of Macedonia

Workshop title: “**Presentations of EU programmes for support of eco-innovation**” –
1st National Workshop

Date: 28th May 2012

Location: **Skopje, Macedonia (Economic Chamber of Macedonia)**

Organizer: Foundation for Management and Industrial Research

	Participants	No.
Number of participants	Researchers from public/private institutions	2
	Enterprises	10
	Others	3
	Regional policy makers	1
	Investors	/
	SUM	16

I. Agenda of the workshop

1. Welcome address
 - Welcome address of Mr. Mile Sosevski Foundation M.I.R.
 - Welcome address by main presenter Ms. Jadranka Arizankovska, Economic Chamber
2. Introduction of participants
3. Introduction of PROCEED project (*Mr. Mile Sosevski Foundation M.I.R.*)
4. Presentations
 - a. Topic 1: **Eco-innovations**: definition, market opportunities from idea to business (I2B) and challenges (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia*)
 - b. Topic 2: **Sources of funding**: CIP Eco-innovation programme for market application and FP7 for RTD (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia*)
 - c. Topic 3: **How to apply for funding**, call for proposals, IPR issues, partner search, role and support tools of EEN & PROCEED. (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia and Mr. Mile Sosevski Foundation M.I.R.*)
 - d. Topic 4: **Collection of ideas** for research and proposing future steps. (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia and Mr. Mile Sosevski Foundation M.I.R.*)

II. Minutes of the 1st national workshop

1. Topic 1: Eco-innovations: definition, market opportunities from idea to business (I2B) and challenges

Ms. Arizankovska started the presentation with short overview of current state of innovations in ecology with comparisons on national, regional and EU level. Furthermore, she gave introduction how to define eco-innovations, what are the market opportunities with details about

- a. Eco products
- b. Eco innovations
- c. Eco management

At the end of presentation were explained potentials and challenges of going in to eco-innovations especially from idea to business. What that means for Macedonian organizations from point of competitiveness, added value to the work and economic benefits.

Mr. Bojan Andonovski from BA Company was interested in concrete example about eco innovations in recycling, since his company is active in paper recycling. Presenter reflected on previous definitions and gave some of her experiences (case studies) how some companies become more efficient and recognizable by changing the technology. Another question was about eco management from Ms. Ana Kirijas (Rade Koncar). Since her company is manufacturing electrical equipment, they are dealing with toxic waste on a regular base. Although, Ms. Kirijas knows about legal obligations, presenter gave her some examples about eco-management and lead in information's about incentives that exist for implementing it.

Conclusions:

- Since presentation rise interest, participants conclude that this topic is not enough covered. Presenter obligated that via e-mail will send them more information's beside presentation.
- To send Case studies about innovative paper recycling activities to Mr. Bojan Andonovski
- Relevant links for eco management, as well contacts of consultants to be send to Ms. Ana Kirijas

2. Topic 2: Sources of funding: CIP Eco-innovation programme for market application and FP7 for RTD

Second topic was about the most challenging issues for Macedonian companies. It covered information and introduction of programmes that support eco-innovations such as CIP Eco-innovation programme for market application and FP7. Presenter especially focused on some previous experiences, such as what is considered eco-innovation and how is measured in EU programmes. Then, what companies have done or have to in order to be considered capable to enrol. Overall, presentation covered all the information that will help participants to create wider picture about available EU instruments.

After the presentation, companies asked questions regarding the suitability and eligibility of their activities. To that Ms. Arizankovska particularly gave explanation to all 10 companies regarding each business (product and services).

Conclusions:

- Participants stated that there are workshops on EU funds, but this one is most focused and educational regarding eco-innovations
 - Presenter again, obligated to send relevant links and some projects that were awarded
 - Participants were reminded in order to stay in touch that they need periodically to re-educate and follow up new technologies, since environmental technologies are rapidly progressing
3. Topic 3: How to apply for funding, call for proposals, IPR issues, partner search, role and support tools of EEN & PROCEED

On first part of this topic, Ms. Arizankovska focused on access to finances for Macedonian organizations. She presented step by step algorithm of how to apply for funding, what kind of options they have and steps to make. She recalled on her experiences and gave some tips and tricks for efficient access, how to follow up call for proposals, finding consortium and partner searches. Then she talked about IPR issues and other challenges of bringing idea into the consortia, working on innovation in projects, furthermore idea to the market.

Second part of presentation was done by Mr. Mile Sosevski. He explained Enterprise Europe Network and PROCEED project goals and activities, and what organizations should expect from them. Then he explained support tools and services that are available to Macedonian organizations and how can help to SMEs regarding their environmental business. He also presented Eco Innocentre web portal that is focused on environmental issues, spreading information and news about new technologies, as well intranet with tech base and access to tech market. Other tool is also web based and it is called PROCEED RSN – Research Social Network. It is web platform for networking of professionals with interactive communications for exchanging ideas, knowhow and opportunities among investors, R&D and policy makers.

Both presentations raised interest among participants. First question was from Ms. Ana Petroska-Kostovska from Vitalia Health. She was interested how to find and apply for funding. Ms. Arizankovska underlined that first of all it is a process that need consistency and time consuming, but with right focus company can enrol and participate. Then she recalled on her presentations and remark some bullets as important to know before you start. Same question was from Mr. Georgievski from SOS equipment, but presenter redirected him to another means of financing since they were more business oriented. That raised short debate of participant's thoughts; they shared their opinion and their concerns. On that Ms. Arizankovska commented that often focuses are missed and not having in mind all details that lead to misjudging, especially right call, eligibility and having right concept for EU dimension in such projects. Furthermore Mr. Sosevski add that IPR issues must be thoroughly overviewed before starting project activities.

Next question was on second part of presentations, where Mr. Sosevski explained some topics such as first level services, partner search, help in matchmaking, transfer of technology, help in evaluating RTD idea etc.

Conclusions:

- Ms. Arizankovska obligated to send relevant links for search of projects (current and past), short info and tips for searching calls and topics
- Information about Macedonian companies that participated in such projects.
- Mr. Sosevski obligated to create client profiles in Macedonian EEN intranet from where they can use services.
- Mr. Sosevski obligated to send links form eco-inno centre and PROCEED RSN in order to stimulate participants to register and get active. And all agree in next 10 days to establish e-mail communication with all participants in order to help about their needs and questions regarding their needs and problems.

4. Topic 4: Collection of ideas for research and proposing future steps.

This topic aimed to create open session where participants are motivated to participate in debate. First every participant explained their activities and through debate everyone had the opportunity to define their needs and ideas regarding environmental research. Mr. Zdraveski from Dekosand stated that after this workshop he is considering to use mentioned tools to find technology for his production of fruits. Since his production is growing company is facing need for fruit dryer with option for energy saving. As on first topic Mr. Andonovski again stated that they would like some kind of system for eco- management in paper industry, with an emphasis on paper recycling. Debate motivated others to express their need and ideas. Some of the companies retrospect that finding right expert for technology is also challenge. Then Ms. Ana Kirijas (Rade Koncar) asked about possibility to find technology to meet standards for packaging of toxic substances. After debating and answering on raised questions Mr. Sosevski finished workshop by explaining that for challenges they are facing presented tools and services can help a lot.

Conclusions:

- As in previous topic Mr. Sosevski obligated to create client profiles in Macedonian EEN intranet from where they can use services and to orient them towards PROCEED tools as answer to their needs, regarding environmental
- Mr. Sosevski to make technology search about mentioned technologies.
- Ideas
 - o Energy efficient fruit dryer
 - o Eco-packaging for toxic substances
 - o Environmental protection by precision agriculture
- Declared research needs
 - o Eco-friendly packaging in food processing industry
 - o System for eco-management in paper industry, with an emphasis on paper recycling
 - o Technology for metal recycling and recovery

Main conclusions:

- Presented PROCEED project and RSN environmental social network and possibility of networking and matchmaking for Macedonian organizations
- After the workshop were generated partner searches for clients with focus:
 - o EU funding Partner Search for ECS company

- Subject: DIONIS – Distributed and Intelligent system for monitoring vineyards with sensor networks
- EU funding Partner Search for VAR-PROM
 - Subject: Environmentally friendly and energy efficient process for micronization of the calcite as primer raw material
- EU funding Partner Search for Flores
 - Subject: Energy efficient and environmentally friendly fruit dryer (to be checked for suitability).

29.05.2012, Skopje

Prepared by: Mr. Mile Sosevski
Institution: Foundation M.I.R.
Email: mile@mir.org.mk



6.3.2 Second National workshop in F.Y.R of Macedonia

Workshop title: **“Presentations of EU programmes for support of eco-innovation”** –
 2nd National Workshop
 Date: 18th September 2012
 Location: **Prilep, Macedonia (Regional Economic Chamber)**
 Organizer: Foundation for Management and Industrial Research

	Participants	No.
Number of participants	Researchers from public/private institutions	1
	Enterprises	19
	Others	4
	Local/Regional policy makers	2
	Investors	/
	SUM	

I. Agenda of the workshop

1. Welcome address
 - Welcome address by Toni Dimitrioski, Vice-President Regional Economic Chamber
 - Welcome address of Mr. Mile Sosevski Foundation M.I.R.
2. Introduction of participants
3. Introduction of PROCEED project (*Mr. Mile Sosevski Foundation M.I.R.*)
4. Presentations
 - a. Topic 1: **Eco-innovations**: definition, market opportunities from idea to business (I2B) and challenges (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia*)
 - b. Topic 2: **Sources of funding**: CIP Eco-innovation programme for market application and FP7 for RTD (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia*)
 - c. Topic 3: **How to apply for funding**, call for proposals, IPR issues, partner search, role and support tools of EEN & PROCEED. (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia and Mr. Mile Sosevski Foundation M.I.R.*)
 - d. Topic 4: **Collection of ideas** for research and proposing future steps. (*Ms. Jadranka Arizankovska, Economic Chamber of Macedonia and Mr. Mile Sosevski Foundation M.I.R.*)

II. Minutes

1. Topic 1: Eco-innovations: definition, market opportunities from idea to business (I2B) and challenges

Ms. Arizankovska started the presentation with short overview of current state of innovations in the field of the environment with comparisons on national, regional and EU level. Furthermore, she gave introduction how to define eco-innovations, what are the market opportunities with details about

- a. Eco products
- b. Eco innovations
- c. Eco management

At the end of presentation were explained potentials and challenges of going in to eco-innovations especially from idea to business. What that mean for Macedonian organizations from point of competitiveness, added value to the work and economic benefits. Ms. Arizankovska at the end gave some examples by using cases from participants, such as challenges in manufacturing electrical equipment, environmental protection in tobacco production etc.

Question about composites was asked by Mr Spirkoski from Eurokompozit. Presenter commented that composite wastes have a lot of challenges especially in terms of recycling and potential reuse. Another question was raised by Mr. Uzelac about methods of collection and recycling of plastics. He added that his patent is dealing with recycling. Presenter agreed with the comment that his idea is good and must be developed to fit all environmental needs in order for wider implementations. Next question was about eco management, on which Ms. Arizankovska reviewed on some bullets from presentation in detailed explanations and some case studies as examples.

Conclusions:

- Participants declared that environmental topics should be more often used in workshops
- Presenter obligated that via e-mail will send them more information's beside presentation.
- Relevant links for eco management in regarding plastic recycling to Mr. Uzelac

2. Topic 2: Sources of funding: CIP Eco-innovation programme for market application and FP7 for RTD

Second topic was about the most challenging issues for Macedonian companies. It covered information and introduction of programmes that support eco-innovations such as CIP Eco-innovation programme for market application and FP7. Presenter especially focused on some previous experiences, such as what is considered eco-innovation and how is measured in EU programmes. Then, what companies have to had or need, to be considered capable to enrol. Overall, presentation covered all the information that will help participants to create wider picture about available EU instruments.

The subject raised some interests, which at first was some scepticism about Macedonian organizations in EU programmes. Mr. Arizankovska answered by explaining that it is not easy process but is doable, that companies must first decide to spare some time of studying the process and get more information regarding their business activities. And then she particularly gave explanation to some of participants regarding each business (product and services).

Conclusions:

- Participants stated that they need more regular workshops to update their knowledge, although some of them are still pessimistic
 - Presenter again, obligated to send relevant links and some projects that were awarded and additionally encourage them to search for the Macedonian companies in data base of projects that have participated in EU programmes.
 - Participants were reminded in order to stay in touch that they need periodically to re-educate and follow up new technologies, since environmental technologies are rapidly progressing. Here in particular they were referred to tools offered by the Enterprise Europe Network and PROCEED tools to be presented under Topic 3.
3. Topic 3: How to apply for funding, call for proposals, IPR issues, partner search, role and support tools of EEN & PROCEED

Ms. Arizankovska focused on access to finances for Macedonian organizations presenting step by step algorithm of how to apply for funding, what kind of options they have and steps to make. She recalled on her experiences and gave some tips and tricks for efficient access, how to follow up call for proposals, finding consortium and partner searches. Then she talked about IPR issues and other challenges of bringing idea into the consortia, working on innovation in projects, furthermore idea to the market.

Second part of presentation was done by Mr. Mile Sosevski. He explained Enterprise Europe Network and PROCEED project goals and activities, and what organizations should expect from them. Then he explained support tools and services that are available to Macedonian organizations and how can help to SME regarding their environmental business. He also presented Eco Innocentre web portal that is focused on environmental issues, spreading information and news about new technologies, as well intranet with tech base and access to tech market. Other tool is also web based and it is called PROCEED RSN – Research Social Network. It is web platform for networking of professionals with interactive communications for exchanging ideas, knowhow and opportunities among investors, R&D and policy makers.

First question was from Mr. Ilija from Marble Group on possibilities applying for funds. Presenter commented that from the input Mr. Ilija gave that his organization is more business and consult him to another means of financing.

Mr. Nelkovski from Vedralit Ltd raised next question about possibility to enrol by explaining his patent ecological construction material that is fully recyclable. Ms. Arizankovska answered that it is an excellent idea for eco innovation, on which Mr.Sosevski add comment about finding right partner by using PROCEED tools.

Next question was on second part of presentations, where Mr. Sosevski explained some topics such as first level services, partner search, help in matchmaking, transfer of technology, help in evaluating RTD idea etc.

Another comment was about manufacturing electric equipment. Ms. Zakovska from Mikrontech was interested in process of applying. Ms. Arizankovska underlined that first of all it is a process that need consistency and time consuming, but with right focus company can enrol and participate. Then she recalls on her presentations and remark some bullets as important to know before you start. Interesting question was from Mr. Georgi Dimovski from Julmago. He explained his patent about environmental friendly dairy production and asked about his possibilities. Ms. Arizankovska again stated that is another good idea and hi should enrol and use PROCEED for finding partners.

Last comments of Ms. Arizankovska motivate participants to debate about their thoughts, interests and their worries. On that both Ms. Arizankovska and Mr. Sosevski commented that often focuses are missed and not having in mind all details that lead to misjudging, especially right call, eligibility and having right concept for EU dimension in such projects.

Conclusions:

- Ms. Arizankovska obligated to send relevant links for search of projects (current and past) , short info and tips for searching calls and topics
- Mr. Sosevski obligated to create client profiles in Macedonian EEN intranet from where they can use services.
- Mr. Sosevski obligated to send links form eco-inno centre and PROCEED RSN in order to stimulate participants to register and get active. And all agree in next few days to establish e-mail communication with all participants in order to help about their needs and questions regarding their needs and problems.

4. Topic 4: Collection of ideas for research and proposing future steps.

Debate from previous topic prolong easily to final part of workshop. The idea is to motivate participants through open session to participate in discussion. Session started with possibility every participant to explain their activities then to define their needs and ideas regarding environmental research. After that Mr. Dimoski and Mr. Nelkovski stated that they are considering using mentioned tools to find suitable partners for their technology. Debate motivated others to express their need and ideas. Representatives from Prilep municipality were interested in building capacities regarding environmental protection and how they can help to local business stakeholders. Mr. Ivanovski from Izofas was also interested in eco-lifecycle and environmental issues in construction, especially good experts. Final comment was from Mr. Sosevski with short overview and remark that for challenges they are facing presented tools and services can help a lot.

Conclusions:

- As in previous topic Mr. Sosevski obligated to create client profiles in Macedonian EEN intranet from where they can use services and to orient them towards PROCEED tools as answer to their needs, regarding environmental
- Mr. Sosevski to make technology search about mentioned technologies.
- Ideas mentioned on workshop
 - o Eco management in manufacturing of composites materials
 - o Eco friendly tobacco manufacturing
 - o Small carbon footprint for marble industry
 - o Building capacities for rural eco life cycle
- Research needs
 - o Methods for plastic recycling (PET)
 - o Novel type of Eco material for construction industry
 - o System for decentralized eco-production of dairy products
 - o System for eco management for electric components manufacturing

Main conclusions:

- Presented: PROCEED project and RSN environmental social network and possibility of networking and matchmaking for Macedonian organizations
- After the workshop were generated partner searches for clients with focus:
 - o EU funding Partner Search for Vedralit Ltd
 - Subject: Eco-friendly material for improved prefabrication of lightweight concrete elements
 - o EU funding Partner Search for Julmago
 - Subject: Compact and energy efficient eco-concept for small-dairy

19.09.2012, Skopje

Prepared by: Mr. Mile Sosevski
Institution: Foundation M.I.R.
Email: mile@mir.org.mk



6.3.3 Third National workshop in F.Y.R of Macedonia

Workshop title: “ **Eco-innovation, environmental research and PROCEED project**” –
3rd National Workshop
Date: 20th October 2012
Location: **Skopje**, Macedonia (**MAKINOVA / ECONOVA**-Skopje fair)
Organizer: Foundation for Management and Industrial Research

		Participants	No.
Number of participants		Researchers from public/private institutions	1
		Enterprises	21
		Others	2
		Local/Regional policy makers	3
		Investors	/
		SUM	27

1. Welcome address
 - a. Welcome address of prof. PhD Gjorge Ivanov, President of R. Macedonia
 - b. Welcome speech of prof. PhD. Vlatko Stoilkov President of SPATUM
 - c. Welcome address of Ms. Gabriela Kostovska Bogoeska CEO Foundation M.I.R.
2. Introduction of participants
3. Presentations
 - a. Topic 1: **Eco-innovations**: definition, market opportunities from idea to business (I2B) and challenges (*Ms. Gabriela Kostovska Bogoeska Foundation M.I.R.*)
 - b. Topic 2: **Presentation of PROCEED project** (*Ms. Gabriela Kostovska Bogoeska Foundation M.I.R.*)
 - c. Topic 3: **Supporting eco-innovation**: partner search, IPR issues, role and support tools of EEN & PROCEED. (*Mr. Mile Sosevski Foundation M.I.R.*)
 - d. Topic 4: **Collection of ideas** for research and proposing future steps. (*open session – moderator Ms. Gabriela Kostovska Bogoeska Foundation M.I.R.*)

II. Minutes

1. Topic 1: **Eco-innovations:** definition, market opportunities from idea to business (I2B) and challenges

First presentation Ms. Kostovska Bogoeska started with basic explanation on what is eco-innovation. That it means changing consumption and production patterns and market uptake of technologies, products and services to reduce impact on the environment. Then she points that business and innovation can be mixed to create sustainable solutions that are environmentally friendly and can create economic benefits and competitive advantage. Furthermore, she gave introduction how to define eco-innovations, what are the market opportunities with details about

- a. Eco products
- b. Eco innovations
- c. Eco management

At the end of presentation she pointed that it is not just the environment that stands to gain from eco-innovation. The world market for environmental products and services is growing every year and new markets are there to be exploited, that there is a lot of potentials for business, research and new ideas. Eco-Innovation can improve your green credentials and increase profits at the same time.

Mr. Milan Milosevski from Valmor raised the first question. He was interested how to make its construction services greener. Presenter gave some examples and refer some links with information's, then she point about environmental support tools in PROCEED that will be explained later on. Mr. Trajkovski from Metalna was interested in metal industry eco management and energy efficiency. Again, presenter gave some examples with tips how some companies become efficient and recognizable by changing the technology. Furthermore, she point that in order to implement environmental knowledge cooperation with experts and technology providers is essential, mentioning expert communication channels of PROCEED.

Conclusions:

- Since presentation rise interest, participants conclude that this topic is very interesting and that they need more information. Presenter obligated that via e-mail will send them links with more information's beside presentation.
- Some of companies point that till now they were reluctant towards green technologies
- Relevant links for eco management, as well contacts of consultants to be to send Mr. Milosevski and Mr. Trajkovski.

2. Topic 2: **Presentation of PROCEED project**

Second presentation Ms. Kostovska Bogoeska started with PROCEED project objectives by explaining what challenges are faced regarding environmental technologies. Current situation says that in Central and Eastern European Countries there is communication gap between researchers and business community for exploitation of research results. In particular, at national level the participation rate of

private entities in the environmental research projects is way too limited. By presenting current activities and achieved results she point that objective of the project is to steadily promote innovative environmental research practices and results, as well to increase the opportunities for S&T. Focus will be on Environmental technologies, air pollution and chemical pollution.

Then she talked about methodology and how gained results will be used to support, expand and improve the work of public and private researchers from Central and Eastern European countries, as well to strengthen research communication channels and ease technology access to market. At the end she presented the results that this project has to deliver and what are the potential benefits for the Macedonian organizations. Overall, presentation covered all the information that will help participants to create wider picture about PROCEED project.

Presentation raised participant's interest and there were questions about possible closer cooperation. Ms. Kostovska Bogoeska explained what are the options and that on next topic will be presented in detail possibilities and tools that can be used.

Conclusions:

- Participants stated positive expectations from this project since environmental issues are relevant for all of us.
- More similar initiatives are needed especially to motivate companies to be more environmental friendly
- Presenter obligated to send PROCEED link and other relevant links and
- Participants were reminded in order to stay in touch with changes that they need periodically to re-educate and follow up new technologies, since environmental technologies are rapidly progressing

3. Topic 3: **Supporting eco-innovation:** partner search, IPR issues, role and support tools of EEN & PROCEED.

This presentation was done by Mr. Mile Sosevski. He explained Enterprise Europe Network and PROCEED activities and what organizations should expect from them. Then he explained the support tools and services that are available to Macedonian organizations and how they can help SME to improve their businesses and to facilitate the commercialization of RTD results. He also presented Eco Innocentre web portal that is focused on environmental issues, spreading information and news about new technologies, as well intranet with tech base and access to technology market. PROCEED RSN – Research Social Network is another available tool to Macedonian companies. It is a web based platform for networking among investors, R&D and policy makers with professionals. It offers interactive communications for exchanging ideas, knowhow and opportunities. He finished presentation by explaining how companies can create, manage and use own profiles, as well use the tools.

Mr. Popovic from ACDC Company asked about their energy efficient patents and what should expect from RSN. Then he asked about potentials for their new invention. Mr. Sosevski commented that by creating profile they can search for partners depending of type of business they want to do, such as search for investors or partners for licensing agreement etc. Similar question was from Mr. Trajkovski from SolarMK about their

interest to enroll in FP7 programme for further developing their patented solution. Presenter explained that one of the options is Partner search for EU programmes and provided practical insight on how this can be further used.

Next question was from Mr. Mitrev from SPATUM. He was interested about IPR regarding promotion of novel technologies through RSN and how is solved in EU projects. Mr. Sosevski commented that offered tools are safe and there is always available support regarding safety and innovation management. Regarding projects, he answered that it has modalities and gave some examples.

Conclusions:

- Information about Macedonian companies that participated in such projects.
- Mr. Sosevski obligated to create client profiles in Macedonian EEN intranet from where they can use services.
- Mr. Sosevski obligated to send links form eco-innocentre and PROCEED RSN in order to stimulate participants to register and get active. And all agree in next few days to establish e-mail communication and proceed with possible service provisioning.

4. Topic 4: **Collection of ideas** for research and proposing future steps.

Last part of workshop was planned to create open session where participants are motivated to participate in debate. First every participant explained their activities and through debate everyone had the opportunity to define their needs and ideas regarding environmental research. First comment was from Mr. Trajkovski about eligibility of his patent energy efficient solar panel for enrolling in EU projects. On that Mr. Sirkovski form EUROPROFIL stated that his work with novel solutions by using composites materials is making them not environmental friendly and for that he needs some kind of system or technology that will help him. Then Mr. Todoric from Frikom asked about possibility offering company's new patent about automated fruit dryer through RSN channels. Debate motivated others to express their needs and ideas, inspiring them to environmental approach. Ms. Petkov-Stojanovic from HIGHMARK underlined that she was inspired to introduce packaging for their textile products, further more to focus in near future on technologies for eco friendly textile materials.

Some of the companies retrospect that certain environmental standards are burdening them, referring to the need for access to knowledge and technical solutions. Then Mr. Mitko from ECOPOTS commented about their patent ecological flowerpot, and need for additional research for introducing new eco products, such as ecological drinking cup or eco food container. Same conclusion was from Mr. Sahpanski from FIDKO about their patented method for production of eco-pellets. After debating and answering on raised questions Mr. Sosevski finished workshop by explaining that for challenges they are facing, presented tools and services can help a lot.

Conclusions:

- As in previous topic Mr. Sosevski obligated to create client profiles in Macedonian EEN intranet from where they can use services and to orient them towards PROCEED tools as answer to their needs, regarding environmental
- Mr. Sosevski to check technologies for Eco Innovations on mentioned technology and to follow up with
- Ideas

- Waste management in composites materials
- Environmental and energy efficient equipment for electrical grid
- Eco materials for 3D printing
- Eco packaging for textile industry (underwear)
- Systems and methods for production of ecological pellets.
- Declared research needs
 - Eco-materials for flowerpot
 - System for automated fruit dryer with eco-management
 - Method for production of eco flowerpots
 - Energy efficient solar panel

Main conclusion:

- Presented PROCEED project and its RSN - environmental social network and possibility of networking and matchmaking for Macedonian organizations
- After the workshop were generated partner searches for clients with focus:
 - EU funding Partner Search for EUROPROFIL
 - Subject: Composite waste recycling
 - EU funding Partner Search for Metalna
 - Subject: Technology for hydrometallurgical recovery of metals from waste streams
 - EU funding Partner Search for ACDC
 - Subject: Environmental and energy efficient equipment for electrical grid

22.10.2012, Skopje

Prepared by: Mr. Mile Sosevski
Institution: Foundation M.I.R.
Email: mile@mir.org.mk



6.4 National workshops in Latvia

6.4.1 First National workshop in Latvia

WP3 National Workshops (P12 – LTC – Seminar in Latvia)

European projects and standards for improvement of environmental indicators in Latvia

Discussion workshop on 22.11.2012 in Riga, Latvia.

Minutes.

The discussion workshop was moderated by the director of Latvian Technology centre (LTC) Dr. Janis Stabulnieks.

The opening speech was provided by Dr. Gunta Šlihta, the deputy director of the Latvian Institute of Physical Energetics (FEI) and the manager of the Envimpact project as well. She gave an introduction on environmental policy issues in Latvia and the contribution the European research projects could give.

The introduction was followed by the presentation of Dzintra Znotina, project manager at LTC and the project manager of Proceed as well. She gave an introduction in both Proceed and Envimpact projects, overview on project aims and targets, and presented the project results: www.proceed-project.eu platform and project database, and the Proceed LinkedIn platform as well. Gunta Šlihta supplemented the presentation with extra data on Envimpact project and initiated discussions. Afterwards researcher of FEI Dr. Ivars Kudrenickis gave a presentation on Proceed and Envimpact Central and Eastern Europe SWOT results and triggered a discussion on exploitation of research results for creation of new project proposals. Dr. Juris Balodis presented an overview on Latvian participation in European research projects and provided a small insight in environment related issues in building sector.

Project consultant Inara Teibe from Enterprise Europe Network (EEN) Latvia shared experience in providing EEN technology transfer services to Latvian Association of Waste Management (LAWM) and the related environmental problems in waste management. As a former employee of the LAWM she was also able to provide a background in the waste management sector and suggested several ideas for future projects. Active discussions took place regarding the environmental pollution and chemical waste.

Dr. Guntis Strazds from Latvian association of light industries, Zigurds Beinerts from Latvian Association of Mechanical Engineering and Gaidis Klavs from Institute of Physical Energetics each gave an overview on specific sectors and related environmental issues and challenges. During discussions these opinions were supplemented with opinions and confirmations from the audience: Ministry of Agriculture of Latvia, Riga Municipality, Latvian Institute of Hydroecology, Municipality of Ropazi, Rujahatchery and others.

At the end of the discussion workshop the final ideas for new projects were collected and collaboration opportunities between research and industry were discussed.

Ideas of research originated from the workshop:

- Promotion of applications of renewable resources, especially renewable fibres. Flax, hemp and jute are especially prospective. Governmental support is required.
- Applications of sustainable resources in governmental and municipal tenders. Governmental support is required.
- Further uptake of the existent research results in environmental sector – textile and paper waste management.
- Utilization of building and textile waste – transnational technology transfer.
- Educating the environmental SMEs on solutions for fulfilling environmental criteria.
- Educating the SMEs on needs for fulfilling environmental criteria.

6.4.2 Second National workshop in Latvia

WP3 National Workshops (P12 – LTC – Seminar in Latvia)

Energy audit and energy efficiency in industrial buildings. (Diskusiju seminārs: Energoaudits un energo efektivitāte industriālajās ēkās)

Discussion workshop on 12.02.2013 in Riga, Latvia.
Minutes.

The discussion workshop was moderated by LTC project manager IntsVikсна.

The discussion brought together experts from energy and environment sectors. Several experts from Institute of Physical Energetics were invited, also SMEs operating in energy efficiency and energy audit sectors took part. Independent energy expert from social research center and researcher from Institute of Polymer Mechanics provided some informational background.

The idea of the discussion workshop was to introduce the SMEs with the topic, related problems and initiate possible solutions and collaboration between research and industry sectors. Company representatives shared their experience in dealing with the public procurement issues in energy audit and energy-efficiency field. Environmental policy problems in Latvia were also discussed: 1) lack of support for energy efficiency solutions and the gap between the needs of entrepreneurs and the targets of the policy makers, 2) energy efficiency support on governmental and municipal level should be supervised – too often the public procurement is not evaluated properly.

The participants also expressed interest in joint participation in research and development programmes for development of sustainable buildings.

The discussion was supplemented with the information from several projects operating in environmental sector: Proceed, Enterprise Europe Network and EEN-Pact. Proceed project manager DzintraZnotina introduced the audience with the www.proceed-project.eu platform and project database and provided information on project's overall aims and targets. The discussions on advantages of SME participation in research projects were incited. A certified LEAN trainer IntsVikсна provided information on manufacture flow optimization system LEAN indicating the advantages for industrial manufacturers in reducing expenses, energy resources and raw materials. InaraTeibe gave a presentation on the advantages Enterprise Europe Network technology transfer services can offer to companies and researchers from environment and energy efficiency sectors.

Ideas of research originated from the workshop:

Development of new energy-efficient materials for sustainable buildings.

Development of flexible and easy to use energy audit tools for small industrial producers.

Research on most efficient building, insulation and roofing materials in line with the European energy-efficiency criteria.

Statistic research on the present situation in Latvia: energy efficiency in public and industrial buildings – the need for energy efficiency improvements.

6.4.3 Third National workshop in Latvia

WP3 National Workshops (P12 – LTC – Seminar in Latvia)

Creating green environment: eco-design and lifecycle approach in production. (Veidojot zaļāku vidi: Eko dizaina un dzīves cikla pieeja produktu ražošanā)

Discussion workshop on 27.12.2013 in Riga, Latvia.

Minutes.

The opening speech of the discussion workshop was provided by director of Latvian Technological center Dr. Janis Stabulnieks. Speaking on new product development and eco design he emphasized the need for collaboration between research and industry as well as the sustainability and harmlessness of manufacturing in future.

The discussion workshop was moderated by manager of Eco-design competence center in Latvia Dr.sc.ing Jana Simanovska and her assistant Ilze Garda. The both women provided information on several fundamental eco-design topics and stimulated discussions among the research and industry representatives present.

In first part of the workshop the audience was introduced to Proceed, EEN-Pact and Enterprise Europe Network projects: their aims, goals and instruments. These presentations were provided by DzintraZnotina, IntsViksna and InaraTeibe. Proceed project manager DzintraZnotina introduced the audience with the www.proceed-project.eu platform and project database, and the Proceed LinkedIn platform as well. She also provided information on project's overall aims and targets and Envimpact project. The discussions on advantages of SME participation in research projects were incited.

The project presentations were followed by several interactive lectures by the moderators Jana Simanovska and Ilze Garda. The participants took active part in discussions on environmental problems in industry in Latvia and the related European regulations. The representatives of big companies like Grindex and ValmierasStiklaŠķiedra emphasized the volumes of investments the companies spend on fulfilling the environmental requirements. The small companies indicated the problems with governmental and municipal support of implementing the requirements.

Among the topics discussed were the following: Eco-design and life-cycle approaches in production, Life-cycle assessment, product environment declarations, certification issues, eco-labelling and the financial instruments for research and implementation of eco-design solutions.

Ideas of research originated from the workshop:

- Applications of textile materials in technical production.
- Educating the SMEs on needs for fulfilling environmental criteria and product environment declarations.
- New product development in eco-design in construction, textile and pharmaceutical sectors.
- Building of social awareness on eco issues and the need for fulfilment of environmental criteria.
- Renewable fibres for creation of new eco products.
- Waste-free products from renewable fibres.
- Sustainable textile materials for wide range of sectors.
- The danger of the modern pseudo eco-products – analysis of the present situation.

6.5 National workshops in Lithuania

6.5.1 First National workshop in Lithuania

Increasing environmental effectiveness of Lithuanian businesses. Innovation. Public support. How to foster business development and international competitiveness of Lithuanian SMEs through the environmental research?

MINUTES

SEPTEMBER 19, 2012

10:00

INSTITUTE OF GEOLOGY AND
GEOGRAPHY T. ŠEVČENKOS G. 13,
VILNIUS

MEETING CALLED BY	Lithuanian Innovation Centre
TYPE OF MEETING	National Workshop
FACILITATOR	Mantas Vilys, Lithuanian Innovation Centre
ATTENDEES	Participant list attached

Agenda topics

30 MIN

HOW TO EMPLOY ENVIRONMENTAL RESEARCH
RESULTS FOR THE BENEFIT OF BUSINESSES

DR ARYDAS SUTKUS

DISCUSSION AND CONCLUSIONS	
Presentation was started and finished on time.	
<p>Environmental Impact Assessment (EIA) is a process that predicts, examines and evaluates potential environmental impacts of a project and ensures that the decision makers are provided with information about negative environmental effects which are likely to arise from development actions and know the public opinion before giving a development consent. In Lithuania, Environmental Impact Assessment is performed in accordance with the Law on Environmental Impact Assessment of the Proposed Economic Activity of the Republic of Lithuania. It could be concluded that the main objectives of Environmental Impact Assessment:</p> <ul style="list-style-type: none"> to assess potential environmental effects of a project and ensure that environmental matters are taken into account before development consent is given to provide information on the project for all EIA participants to optimize project design and planning by identifying those aspects of location, chosen technical solutions, construction and operation that may cause adverse environmental effects to identify and evaluate viable alternatives of the project, enabling to choose the most attractive one determine if the proposed economic activity by virtue of its nature and environmental impacts, may be carried out in the chosen site to devise measures for avoiding, minimizing, remediating or compensating negative impacts <p>During the discussion participants highlighted that Lithuanian businesses continue to feel pressure brought by both stakeholders or partners to incorporate sustainable practices within their projects. However, there is currently no broad definition for what actually constitutes sustainable business practices for innovative projects. A great deal of research has been done on the sustainability of various environmentally friendly materials, but very little if any has been devoted to exploitation of environmental research results.</p>	

30 MIN

COMERCIALIZATION OF ENVIRONMENTAL
RESEARCH RESULTS. OPPORTUNITIES AND
PROSPECTS

DR. SAULIUS LAPIENIS

DISCUSSION AND CONCLUSIONS	
Presentation was started and finished on time.	

	<p>Speaker provided detailed information on:</p> <ul style="list-style-type: none"> • Prerequisites for commercialization of environmental research results • cases for commercialization environmental research results • Commercialization: major routes • Making a good match - the challenges • Making a good match - ... some challenges are more challenging in an international cooperation <p>Conclusions:</p> <ul style="list-style-type: none"> • Commercialization opens up ways to satisfy needs. • International cooperations open up opportunities for commercialization of environmental research results. • Commercialization of environmental research results is challenging, even more in an international context • Path depends a lot on how the project is set up initially (starting conditions) • Crucial: Capacities, ability and openness of the involved companies • Crucial: Cooperation, mutual understanding ... People who act as "translators" can make a difference! 	
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30 MIN	PRESENTATION OF THE PROCEED PROJECT AND OPPORTUNITIES FOR COOPERATION IT CREATES IN CENTRAL AND EASTER EUROPE.	DR. MANTAS VILYS
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DISCUSSION AND CONCLUSIONS	
	<p>Presentation was started and finished on time.</p> <p>Speaker provided detailed information on PROCEED project: An organized participation of a country to European Research relies on a mix of:</p> <ul style="list-style-type: none"> • well trained researchers and available research structures to lead the actions, • a coherent and supportive national and regional policy framework to direct and finance the researchers • engaged economic industrial stakeholders interacting with the research institutions to communicate their needs for innovation and contributing to the development and uptake of research results as end-use <p>New Members States from Central and Eastern Europe are developing these necessary conditions to participate in the European Environmental Research and the objective of the project is to steadily promote innovative environmental research practices and results originating in Central and Eastern European countries, including Associated countries, in order to increase the opportunities for S&T (Science & Technology) collaboration in the fields of Environmental technologies, air pollution and chemical pollution with other European countries and the uptake of research results.</p> <p>The concept of the PROCEED project is to exploit the Enterprise Europe Network (EEN), an existing and efficient network of Technology Centres, Chambers of Commerce, technicians, Universities and other private and public Research Centres present in all European countries and beyond, to create a steady communication network for environmental research results and practices originating in Central and Eastern European countries.</p> <p>In fact, EEN members are in a strategic position because they are already in possess of effective communication means towards research centres, universities, industry and policy makers.</p> <p>The results are achieved through the identification of the strengths and weaknesses in the current communication of research results towards policy makers, academia and industry on national, regional and EU-wide level; the selection of research practices and results which are then collected in a data base and disseminated through national and international brokerage events; the involvement of European researchers in a dedicated Social Network.</p> <p>The expected results of PROCEED project:</p> <ul style="list-style-type: none"> • an improved uptake of environmental research results • new technology transfer agreements • better synergies with existing networks and projects supporting the coordination of Environmental research activities in Europe • better communication and better understanding of research results by policy makers • an increased number of research institutions from Central Europe participating in collaborative research projects, including Associated countries • improved knowledge of intellectual property issues • a Social Network where EU researchers can share publications and ideas for new cooperation • several brokering events in Central and Eastern Europe, Italy, Greece and Denmark • improved services to enterprises by the members of the Enterprise Europe Network <p>The FP7 project PROCEED want to:</p> <ul style="list-style-type: none"> • Integrate the environment-related scientific achievements of researchers from Central-Eastern Europe; • Enrich the knowledge base of the European Research Area; • Find innovative solutions for the lasting protection of our environment. <p>Why taking part in PROCEED activities:</p> <ul style="list-style-type: none"> • To network with Central-Eastern European researchers and broaden the opportunities for S&T collaboration; • To use innovative communication tools to disseminate research results; • To collect innovative research practices and results from Central-Eastern European researchers related to Air Pollution, Chemical Pollution and Environmental Technologies; • To participate in trainings and workshops

30 MIN	NATIONAL AND EU PUBLIC AND PRIVATE FINANCING OPPORTUNITIES FOR THE INNOVATIVE BUSINESSES	DR. ARTURAS JAKUBAVICIUS
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DISCUSSION AND CONCLUSIONS

Presentation was started and finished on time.

An innovation based on environmental research is as one of the most important factors for the long-term economic growth also create preconditions for the structural reform of the economy. Therefore, it is not only in the USA, but also in Japan, EU, and in other developed States that innovation policy is developed and implemented on the public governance level and thus facilitating the creation of conditions conducive to innovations and supporting the economic growth. In individual States innovation policy types may acquire a different shape; however, it is essentially developed and implemented following the general principles established in the international practice. The adherence to the principles is of specific importance with a view to creating the common market that is regulated in accordance with certain agreed standards and through analogical structural political institutions.

Conclusions: Many of the innovation policy measures related to application of environmental research results are unavoidably related to direct or indirect State aid to the innovation process. Despite extensive restrictions in obtaining any State support, Lithuanian business entities developing innovations still have access, through the integrated innovation support measures implemented by the State, to a range of support facilities that can be categorized into four major types:

1. **Direct support** – is a direct allocation of funds to support a specific business development project. However, under this facility, the projects receiving public support are required to target certain specific areas related to innovations and therefore linked to an increased risk: (i) development of innovations (research and development); (ii) implementation of innovations; (iii) clusterisation, cooperation networks; (iv) other specific areas (energy, tourism, protection of environment, etc.).

2. **Indirect support** – receipt of subsidised (free or partly charged) business support services through the public organizations providing business support services. The spectrum of the services thus provided is sufficiently extensive ranging from information services to specific consultations related to partner search, assistance in project development, etc. The indirect business support is made accessible to business entities within the framework of projects executed by public business support entities (innovation centers, business incubators, research-technology centers, business information centers, etc.).

3. **Direct and indirect support** – is linked to the professional improvement and qualifications and skills enhancement. The measure is meant to support projects related to programs on qualification improvement, requalification and skill formation submitted by enterprises themselves, training institutions and other organizations providing public services. Having submitted a project related to improvement of the qualification of employees is entitled to direct material support to facilitate the implementation of the project; in case a project is submitted by a training institution the enterprise will be entitled to avail itself of the services provided in the course of the project as long as the services are related to the professional improvement of employees.

4. **Receipt of benefit** – is related to the investment programs implemented by the State in relation to which the State and public institutions announce tenders for the performance of the works and services provided for in the projects; ordinarily only business entities will participate in such tenders. This means not only additional orders that will facilitate accumulation of funds necessary for the development of innovations, but also a possibility to avail itself of the benefits provided due to the project (infrastructure, etc.). In other words, financial benefit in the form of additional orders will be received by enterprises engaged in the construction and repair activities, manufacturers and suppliers of equipment, providers of publication, advertising, transport and other services. An even more tangible benefit will be available to enterprises through the use of the infrastructure objects created within the framework of the projects (laboratories, roads, engineering and communications facilities, etc.).

Public assistance in the development of innovations does not substitute efforts by enterprises and investment into development of innovations, but rather acts as a support to investment thus alleviating the risk and enhancing the incentives to develop innovations. As has been mentioned earlier, Lithuania, as well as other States of the world, concurrently and in different proportions, apply both direct and fiscal (in the form of tax reliefs) or non-fiscal innovations support measures.

6.5.2 Second National workshop in Lithuania

Increasing environmental effectiveness of Lithuanian businesses. Innovation. Public support. How to foster business development and international competitiveness of Lithuanian SMEs through the environmental research?

MINUTES

SEPTEMBER 24, 2012

10:00

KAUNAS HIGH – TECH & IT PARK,
 BRESLAUJOS G. 3B, KAUNAS

MEETING CALLED BY	Lithuanian Innovation Centre
TYPE OF MEETING	National Workshop
FACILITATOR	Mantas Vilys, Lithuanian Innovation Centre
ATTENDEES	Participant list attached

Agenda topics

30 MIN

HOW TO EMPLOY ENVIRONMENTAL RESEARCH
 RESULTS FOR THE BENEFIT OF BUSINESSES

DR ARYDAS SUTKUS

DISCUSSION AND CONCLUSIONS	
Presentation was started and finished on time.	
<p>Environmental Impact Assessment (EIA) is a process that predicts, examines and evaluates potential environmental impacts of a project and ensures that the decision makers are provided with information about negative environmental effects which are likely to arise from development actions and know the public opinion before giving a development consent. In Lithuania, Environmental Impact Assessment is performed in accordance with the Law on Environmental Impact Assessment of the Proposed Economic Activity of the Republic of Lithuania. It could be concluded that the main objectives of Environmental Impact Assessment:</p> <ul style="list-style-type: none"> to assess potential environmental effects of a project and ensure that environmental matters are taken into account before development consent is given to provide information on the project for all EIA participants to optimize project design and planning by identifying those aspects of location, chosen technical solutions, construction and operation that may cause adverse environmental effects to identify and evaluate viable alternatives of the project, enabling to choose the most attractive one determine if the proposed economic activity by virtue of its nature and environmental impacts, may be carried out in the chosen site to devise measures for avoiding, minimizing, remediating or compensating negative impacts <p>During the discussion participants highlighted that Lithuanian businesses continue to feel pressure brought by both stakeholders or partners to incorporate sustainable practices within their projects. However, there is currently no broad definition for what actually constitutes sustainable business practices for innovative projects. A great deal of research has been done on the sustainability of various environmentally friendly materials, but very little if any has been devoted to exploitation of environmental research results.</p>	

30 MIN

COMERCIALIZATION OF ENVIRONMENTAL
 RESEARCH RESULTS. OPPORTUNITIES AND
 PROSPECTS

DR. SAULIUS LAPIENIS

DISCUSSION AND CONCLUSIONS	
Presentation was started and finished on time.	

	<p>Speaker provided detailed information on:</p> <ul style="list-style-type: none"> • Prerequisites for commercialization of environmental research results • cases for commercialization environmental research results • Commercialization: major routes • Making a good match - the challenges • Making a good match - ... some challenges are more challenging in an international cooperation <p>Conclusions:</p> <ul style="list-style-type: none"> • Commercialization opens up ways to satisfy needs. • International cooperations open up opportunities for commercialization of environmental research results. • Commercialization of environmental research results is challenging, even more in an international context • Path depends a lot on how the project is set up initially (starting conditions) • Crucial: Capacities, ability and openness of the involved companies • Crucial: Cooperation, mutual understanding ... People who act as "translators" can make a difference! 	
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30 MIN	<p>PRESENTATION OF THE PROCEED PROJECT AND OPPORTUNITIES FOR COOPERATION IT CREATES IN CENTRAL AND EASTER EUROPE.</p>	DR. MANTAS VILYS
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DISCUSSION AND CONCLUSIONS	
	<p>Presentation was started and finished on time.</p> <p>Speaker provided detailed information on PROCEED project: An organized participation of a country to European Research relies on a mix of:</p> <ul style="list-style-type: none"> • well trained researchers and available research structures to lead the actions, • a coherent and supportive national and regional policy framework to direct and finance the researchers • engaged economic industrial stakeholders interacting with the research institutions to communicate their needs for innovation and contributing to the development and uptake of research results as end-use <p>New Members States from Central and Eastern Europe are developing these necessary conditions to participate in the European Environmental Research and the objective of the project is to steadily promote innovative environmental research practices and results originating in Central and Eastern European countries, including Associated countries, in order to increase the opportunities for S&T (Science & Technology) collaboration in the fields of Environmental technologies, air pollution and chemical pollution with other European countries and the uptake of research results.</p> <p>The concept of the PROCEED project is to exploit the Enterprise Europe Network (EEN), an existing and efficient network of Technology Centres, Chambers of Commerce, technicians, Universities and other private and public Research Centres present in all European countries and beyond, to create a steady communication network for environmental research results and practices originating in Central and Eastern European countries.</p> <p>In fact, EEN members are in a strategic position because they are already in possess of effective communication means towards research centres, universities, industry and policy makers.</p> <p>The results are achieved through the identification of the strengths and weaknesses in the current communication of research results towards policy makers, academia and industry on national, regional and EU-wide level; the selection of research practices and results which are then collected in a data base and disseminated through national and international brokerage events; the involvement of European researchers in a dedicated Social Network.</p> <p>The expected results of PROCEED project:</p> <ul style="list-style-type: none"> • an improved uptake of environmental research results • new technology transfer agreements • better synergies with existing networks and projects supporting the coordination of Environmental research activities in Europe • better communication and better understanding of research results by policy makers • an increased number of research institutions from Central Europe participating in collaborative research projects, including Associated countries • improved knowledge of intellectual property issues • a Social Network where EU researchers can share publications and ideas for new cooperation • several brokering events in Central and Eastern Europe, Italy, Greece and Denmark • improved services to enterprises by the members of the Enterprise Europe Network <p>The FP7 project PROCEED want to:</p> <ul style="list-style-type: none"> • Integrate the environment-related scientific achievements of researchers from Central-Eastern Europe; • Enrich the knowledge base of the European Research Area; • Find innovative solutions for the lasting protection of our environment. <p>Why taking part in PROCEED activities:</p> <ul style="list-style-type: none"> • To network with Central-Eastern European researchers and broaden the opportunities for S&T collaboration; • To use innovative communication tools to disseminate research results; • To collect innovative research practices and results from Central-Eastern European researchers related to Air Pollution, Chemical Pollution and Environmental Technologies; • To participate in trainings and workshops

30 MIN	<p>NATIONAL AND EU PUBLIC AND PRIVATE FINANCING OPPORTUNITIES FOR THE INNOVATIVE BUSINESSES</p>	DR. ARTURAS JAKUBAVICIUS
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DISCUSSION AND CONCLUSIONS

Presentation was started and finished on time.

An innovation based on environmental research is as one of the most important factors for the long-term economic growth also create preconditions for the structural reform of the economy. Therefore, it is not only in the USA, but also in Japan, EU, and in other developed States that innovation policy is developed and implemented on the public governance level and thus facilitating the creation of conditions conducive to innovations and supporting the economic growth. In individual States innovation policy types may acquire a different shape; however, it is essentially developed and implemented following the general principles established in the international practice. The adherence to the principles is of specific importance with a view to creating the common market that is regulated in accordance with certain agreed standards and through analogical structural political institutions.

Conclusions: Many of the innovation policy measures related to application of environmental research results are unavoidably related to direct or indirect State aid to the innovation process. Despite extensive restrictions in obtaining any State support, Lithuanian business entities developing innovations still have access, through the integrated innovation support measures implemented by the State, to a range of support facilities that can be categorized into four major types:

1. **Direct support** – is a direct allocation of funds to support a specific business development project. However, under this facility, the projects receiving public support are required to target certain specific areas related to innovations and therefore linked to an increased risk: (i) development of innovations (research and development); (ii) implementation of innovations; (iii) clusterisation, cooperation networks; (iv) other specific areas (energy, tourism, protection of environment, etc.).

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4. **Receipt of benefit** – is related to the investment programs implemented by the State in relation to which the State and public institutions announce tenders for the performance of the works and services provided for in the projects; ordinarily only business entities will participate in such tenders. This means not only additional orders that will facilitate accumulation of funds necessary for the development of innovations, but also a possibility to avail itself of the benefits provided due to the project (infrastructure, etc.). In other words, financial benefit in the form of additional orders will be received by enterprises engaged in the construction and repair activities, manufacturers and suppliers of equipment, providers of publication, advertising, transport and other services. An even more tangible benefit will be available to enterprises through the use of the infrastructure objects created within the framework of the projects (laboratories, roads, engineering and communications facilities, etc.).

Public assistance in the development of innovations does not substitute efforts by enterprises and investment into development of innovations, but rather acts as a support to investment thus alleviating the risk and enhancing the incentives to develop innovations. As has been mentioned earlier, Lithuania, as well as other States of the world, concurrently and in different proportions, apply both direct and fiscal (in the form of tax reliefs) or non-fiscal innovations support measures.

6.5.3 Third National workshop in Lithuania

Increasing environmental effectiveness of Lithuanian businesses. Innovation. Public support. How to foster business development and international competitiveness of Lithuanian SMEs through the environmental research?

MINUTES

SEPTEMBER 19, 2012

10:00

KLAIPEDA SCIENCE AND TECHNOLOGY PARK,
 H. MANTO G. 84 KLAIPEDA

MEETING CALLED BY	Lithuanian Innovation Centre
TYPE OF MEETING	National Workshop
FACILITATOR	Mantas Vilys, Lithuanian Innovation Centre
ATTENDEES	Participant list attached

Agenda topics

30 MIN

HOW TO EMPLOY ENVIRONMENTAL RESEARCH RESULTS FOR THE BENEFIT OF BUSINESSES

DR ARYDAS SUTKUS

DISCUSSION AND CONCLUSIONS	
Presentation was started and finished on time.	
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30 MIN

COMERCIALIZATION OF ENVIRONMENTAL RESEARCH RESULTS. OPPORTUNITIES AND PROSPECTS

DR. SAULIUS LAPIENIS

DISCUSSION AND CONCLUSIONS	
Presentation was started and finished on time.	

	<p>Speaker provided detailed information on:</p> <ul style="list-style-type: none"> • Prerequisites for commercialization of environmental research results • cases for commercialization environmental research results • Commercialization: major routes • Making a good match - the challenges • Making a good match - ... some challenges are more challenging in an international cooperation <p>Conclusions:</p> <ul style="list-style-type: none"> • Commercialization opens up ways to satisfy needs. • International cooperations open up opportunities for commercialization of environmental research results. • Commercialization of environmental research results is challenging, even more in an international context • Path depends a lot on how the project is set up initially (starting conditions) • Crucial: Capacities, ability and openness of the involved companies • Crucial: Cooperation, mutual understanding ... People who act as "translators" can make a difference!
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30 MIN	<p>PRESENTATION OF THE PROCEED PROJECT AND OPPORTUNITIES FOR COOPERATION IT CREATES IN CENTRAL AND EASTER EUROPE.</p>	DR. MANTAS VILYS
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DISCUSSION AND CONCLUSIONS		
	<p>Presentation was started and finished on time.</p> <p>Speaker provided detailed information on PROCEED project: An organized participation of a country to European Research relies on a mix of:</p> <ul style="list-style-type: none"> • well trained researchers and available research structures to lead the actions, • a coherent and supportive national and regional policy framework to direct and finance the researchers • engaged economic industrial stakeholders interacting with the research institutions to communicate their needs for innovation and contributing to the development and uptake of research results as end-use <p>New Members States from Central and Eastern Europe are developing these necessary conditions to participate in the European Environmental Research and the objective of the project is to steadily promote innovative environmental research practices and results originating in Central and Eastern European countries, including Associated countries, in order to increase the opportunities for S&T (Science & Technology) collaboration in the fields of Environmental technologies, air pollution and chemical pollution with other European countries and the uptake of research results.</p> <p>The concept of the PROCEED project is to exploit the Enterprise Europe Network (EEN), an existing and efficient network of Technology Centres, Chambers of Commerce, technicians, Universities and other private and public Research Centres present in all European countries and beyond, to create a steady communication network for environmental research results and practices originating in Central and Eastern European countries.</p> <p>In fact, EEN members are in a strategic position because they are already in possess of effective communication means towards research centres, universities, industry and policy makers.</p> <p>The results are achieved through the identification of the strengths and weaknesses in the current communication of research results towards policy makers, academia and industry on national, regional and EU-wide level; the selection of research practices and results which are then collected in a data base and disseminated through national and international brokerage events; the involvement of European researchers in a dedicated Social Network.</p> <p>The expected results of PROCEED project:</p> <ul style="list-style-type: none"> • an improved uptake of environmental research results • new technology transfer agreements • better synergies with existing networks and projects supporting the coordination of Environmental research activities in Europe • better communication and better understanding of research results by policy makers • an increased number of research institutions from Central Europe participating in collaborative research projects, including Associated countries • improved knowledge of intellectual property issues • a Social Network where EU researchers can share publications and ideas for new cooperation • several brokering events in Central and Eastern Europe, Italy, Greece and Denmark • improved services to enterprises by the members of the Enterprise Europe Network <p>The FP7 project PROCEED want to:</p> <ul style="list-style-type: none"> • Integrate the environment-related scientific achievements of researchers from Central-Eastern Europe; • Enrich the knowledge base of the European Research Area; • Find innovative solutions for the lasting protection of our environment. <p>Why taking part in PROCEED activities:</p> <ul style="list-style-type: none"> • To network with Central-Eastern European researchers and broaden the opportunities for S&T collaboration; • To use innovative communication tools to disseminate research results; • To collect innovative research practices and results from Central-Eastern European researchers related to Air Pollution, Chemical Pollution and Environmental Technologies; • To participate in trainings and workshops 	

30 MIN	<p>NATIONAL AND EU PUBLIC AND PRIVATE FINANCING OPPORTUNITIES FOR THE INNOVATIVE BUSINESSES</p>	DR. ARTURAS JAKUBAVICIUS
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DISCUSSION AND CONCLUSIONS

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Conclusions: Many of the innovation policy measures related to application of environmental research results are unavoidably related to direct or indirect State aid to the innovation process. Despite extensive restrictions in obtaining any State support, Lithuanian business entities developing innovations still have access, through the integrated innovation support measures implemented by the State, to a range of support facilities that can be categorized into four major types:

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6.6 National workshops in Poland

6.6.1 First National workshop in Poland

PROCEED – **PRO**motion and coordination of environmental research in **C**entral and **E**astern Europe for a sustainable **D**evelopment with the support of the Enterprise Europe Network

Minutes of the National Workshop

17 October 2012

University of Warsaw, Warsaw, Poland

National Workshop took place on October 17th in the premises of University of Warsaw.

Key-speaker, Ms. Anna Hejka focused on different forms of commercialization of research projects and also IPR connected with these projects.

The meeting has followed the foreseen agenda. Participant list is attached to this document. There were representations from academia, local authorities and enterprises – in total 21 participants.

The contents of the meeting can be summarised as follows:

1. Main idea of Proceed project were addressed to the audience.
2. In the beginning Ms. Hejka described what kind of environment is around the idea, invention, technology and how to connect it to IPR.
3. After that she spoke about the methods of commercialization with impact on spin-off enterprises. All financial issues on this stage were discussed and all the steps from research to the market.
4. Next step was to describe process of creating proper value of the idea/invention which has to contain all specific factors which are crucial in the commercialization process – different round of financing, team quality, market, features of new value, barriers & obstacles of entering to the market.
5. Whole commercialization process ‘step-by-step’ was described (main questions, all activities, results).

Presentation of Ms. Hejka as well as whole idea of the workshop was very enthusiastically received by the audience. Discussion was very interesting and revealed new ideas, needs and weaknesses of communication between different sectors. The main conclusion from the meeting was that it is very needed to raise scientists awareness about what industry and other sectors wants from RTD sector (not the other way round). Other conclusion and idea was to combine together energy, passion and efforts of scientists in order to achieve better results for universities and at the end for society.

6.6.2 Second National workshop in Poland

PROCEED – **PRO**motion and coordination of environmental research in **C**entral and **E**astern Europe for a sustainable **D**evelopment with the support of the Enterprise Europe Network

Minutes of the National Workshop

6th December 2012

Zamosc, Poland

National Workshop took place on December 6th in Zamosc, Poland.

Speakers of the workshop focused on technology transfer and exchanging good practices amongst different members of EEN.

The meeting has followed the foreseen agenda. Participant list is attached to this document. There were representations from academia and private and governmental bodies for supporting regional development – in total 12 participants.

The contents of the meeting can be summarised as follows:

1. Main idea of PROCEED project were addressed to the audience. Project's tools as Research Social Network and CEE Research Results Database were described and whole audience were encouraged to use them effectively on a daily basis in order to achieve better effect of communication and cooperation between different sectors of environment.
2. Main ideas of technology transfer were raised and discussed.
3. Discussion took place, during which participants exchanged their experiences and good practices inside EEN with linkage to PROCEED project.

Audience was very much interested in project's tools which can be very useful in breaking communication barriers and starting new cooperation platforms. During discussion many of participants highlighted the same thing, that the problem of communication is still very strong and it is needed to eliminate all the weaknesses of this process. That is why open meetings with representatives of different groups like academia, industry, decision makers etc. are one of the most effective ways to work out new value of cooperation. There is also a need to exchange different ways, practices of technology transfer amongst interested organizations to strengthen competence and creativity of commercialization specialists. Participants were also very much impressed by SWOT Analysis created by PROCEED partners.

6.6.3 Third National workshop in Poland

PROCEED – **P**ROmotion and coordination of environmental research in **C**entral and **E**astern Europe for a sustainable **D**evelopment with the support of the Enterprise Europe Network

Minutes of the National Workshop

14th December 2012

Olsztyn, Poland

National Workshop took place on December 14th in Olsztyn, Poland.

Speakers of the workshop focused on issues connected with technologies of biogas plants, its financing and phases of development.

The meeting has followed the foreseen agenda. Participant list is attached to this document. There were representations from public and private research institutions, local, regional and national policy making bodies, private investors, enterprises – in total 101 participants.

The contents of the meeting can be summarised as follows:

1. EEN actions in North-East Poland were described. Main idea of PROCEED project was addressed to the audience and project's tools as Research Social Network and CEE Research Results Database were described. Cooperation between EEN and PROCEED in Poland was indicated.
2. Innovative technologies of micro biogas plant were presented with details about its inner processes.
3. Potential of algae biomass as a substrate for biogas plant was vastly described.
4. Energetic application of waste from biogas plant was presented.
5. Presentation of Biogas electrical power generator engines was addressed to participants.
6. Portfolio of EEN technological profiles was presented to the audience.
7. Legislation conditionings of biogas development in aspect of Poland's and EU's law was discussed.
8. Good practices from already working biogas plant 'BIOGAL' were depicted.
9. BioEnergy Farm - biogas plant profitability calculation was described.
10. Presentation of good practices by PrzemGri Company was depicted.
11. Financing of biogas plant investments by regional public & private bodies was presented and discussed.
12. Issues connected with 'Biogas in 7th FP' were presented.

Conference was opened by Vice-Rector for University Development, University of Warmia and Mazury in Olsztyn – prof. Mirosław Gornowicz. Scientists from the University of Warmia - Mazury in Olsztyn presented innovative solutions regarding biogas production as well as innovative technologies for biogas plants installations.

Representatives of regional and national organizations which are dealing with issues of renewable energy sources presented issues related to the operation of biogas legal conditions and calculation of profitability of such investment.

During the conference, one could learn more about possible sources of funding investments in biogas field, as well as listen to practical tips from representative of already functioning biogas plant in Boleszynie (Warmia – Mazury voivod).

6.7 National workshops in Romania

6.7.1 First National workshop in Romania

MINUTES of PROCEED national workshop in Arad - Romania FP7-ENV-2010, PROJECT NUMBER 265352 PUBLIC VERSUS PRIVATE ENVIRONMENTAL RESEARCH

Date, 26th of April 2012, hour 9,45 – 15,50

Meeting objective: Increase research capacity development (R & D), stimulate cooperation between research institutions and development innovation (RDI) and companies, enterprises and increasing access to RDI.

Participants: 29 people (researchers from private and public sectors, national authorities, students)

During the meeting:

- the representative of National Authorities for Research and Development DR.ing. Gabriel Cristescu presented the research environment from Romania as being well established bounds in project partnerships. It was pointed out that companies act as technology developers, users and researchers which help to a more easily dissemination and exploitation of the results. Best practices showed off that projects results are focused mainly on technologies, both in obtaining new ones and improving existing ones.
- The representative of Technological and Scientific Park Dr. ing. Marius Mirica pointed out that now days there is a strong national partnerships with prestigious institutions, a solid dissemination strategy and exploitation plans and a fruitful interconnectivity with other EU funded programs.
- The representative of Business and Technological Incubator prof. drd. Alexandru Savici emphasize that in the future it is a strong necessity for future initiative from the companies sector in initiating projects, more exploitation of project results and new standards created by companies who developed research activities.

6.7.2 Second National workshop in Romania

**MINUTES of PROCEED national workshop in Arad - Romania
FP7-ENV-2010, PROJECT NUMBER 265352
SWOT ANALYSIS ON THE ENVIRONMENTAL RESEARCH IN PRIVATE
SECTOR**

Date, 6th of September 2012, hour 9,45 – 13,00

Meeting objective: Presentation of Evaluated Research projects through PROCEED project – Romania case, SWOT analyse of Romanian research environment, best practices and future development

Participants: 22 people (researchers from private and public sectors, national authorities, students)

During the meeting:

- the representative of CCIA Arad Eng. Simona Haprian emphasize the research results that shown that the companies, who are interested in research activities, spent a most of their budget on infrastructure, professional trainings, disseminating activities and investments necessary for applied research, and that is a positive approach for future developments.
- The representative of research environment from university body “Aurel Vlaicu” University of Arad, Eng. Oana Brinzan, presented the importance of researcher social networks, the possibility for research results dissemination, finding right partners for future projects, sharing experience and creates a friendly environment for communication.
- The representative of National Institute for Research and Development in Environmental Protection, Cristina Sarbu presented examples of best practices from projects which were evaluated during PROCEED project, pointing out that a strong research network need to include business partners (on both sides) in the project, research results must be based on real needs and the project must be focused on market possibilities, a strict orientation to the market has to be very realistic.

6.7.3 Third National workshop in Romania

Minutes of PROCEED National workshop in Bucharest - Romania

FP7-ENV-2010, PROJECT NUMBER 265352

Date: 31.10.2012, hour: 10⁰⁰ – 12⁰⁰

Meeting objectives: boosting research in environmental protection field, collaboration between private and public research institutes, promoting the PROCEED search tools

Participants: 25 people (researchers from private and public sectors, national authorities, students)

During the meeting:

- two researchers from INCDPM (Monica Radu and Monica Matei) presented the PROCEED project, the database and PROCEED RSN; all the participants were invited at the end to make an account on the RSN and to share their projects with other users.

- the representative of Environment and Forests Ministry, counselor Miss Gabriela Dorobanțu spoke about the Support of the Ministry regarding funding of research projects developed by private companies; Mr. PhD. Eng. Iulian Gabriel Birsan was very interested by the new national financing call *POS Mediu, Axe 4*, "Implementation of appropriate management systems for nature protection".

- the INCDPM scientific counselor and associated teacher at USAMV Bucharest, Mr. PhD. Eng. Mihai Lesnic presented one of the best practices examples of research project implemented in coloboration with private sector: „Updating the National Plan for Implementation of the provisions of the Stockholm Convention on Persistent Organic Pollutants (POPs) from Romania”; the Ministry representant asked about the usage of project results after its finalization and about the possibility to acces a new research project based on the previoused.

- Mr. PhD. Eng. Iulian Gabriel Birsan, General Manager of SA Measurements and Diagnostic Group SRL and ViceRector of Dunarea de Jos" University of Galati, spoke about one research project (good practice example) developed in cooperation with INCDPM "Monitoring the environmental impact of the works regarding the improvement of the navigation conditions on the Danube River between Calarasi and Braila, km 375 and km 175".

PhD. Cristina Sirbu



Violeta-Monica Radu



6.8 National workshops in Serbia

6.8.1 First National workshop in Serbia

PROCEED – **PRO**motion and coordination of environmental research in
Central and **E**astern **E**urope for a sustainable **D**evelopment with the
support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop - Maximizing the value of environmental research

28 March 2012

Chamber of Commerce and Industry of Serbia, Belgrade

Participants: researchers from public/private institutions, national policy makers,
enterprise representatives

The workshop was organized in parallel with a seminar prepared by Chamber of
Commerce and Industry of Serbia (Board of Environmental Protection and
Sustainable Development). All presentations were in Serbian language.

The main goals of this workshop were to stimulate research demand and offer and
structure it in a proposal for regional and national cooperation and to foster the
direct contact between academia, industry and policy makers.

The workshop started with the presentation of the PROCEED project, with focus
on the Research Social Network (RSN). The main results of the project were
explained, the project web page and its content were presented and a brief
demonstration of RSN usage was given. All participants were invited to make an
account on the RSN and to share information about their projects with other RSN
users.

After that, Dejan Paunovic, a researcher at the Mihajlo Pupin Institute, presented
the next topic, "SWOT analysis - presentation of results". SWOT analysis tool and
the methodology used in the Proceed project were briefly described. Strengths,
weaknesses, opportunities and threats of present communication of research
results/practices in Serbia, which were identified during the Proceed project, were
explained and discussed. Participants have shown a great interest in this topic and
they were enthusiastic about finding the solutions to the problems described.

Following this presentation, Dejan Paunovic presented "National and EU financing
opportunities". In this presentaton he explained various aspects of national and
FP7 participation in order to help participants recognize the suitable space for
their ideas. In particular, he gave practical guidelines on how to get involved in
project proposals, how to find partners and how to make the proposal meet
evaluators expectations.

The final presentation was titled "Sharing of environmental research results". This presentation was given by Dusan Stokic, the secretary of the Chamber of Commerce and Industry of Serbia. He explained the various possibilities for sharing of research results and why is this critical to advancement of any knowledge. He also emphasized the importance of the growth of research relationships between academia and private industry.

After presentations, participants asked more questions and described some problems they have been facing. The main topics discussed were financing opportunities, communication plans (strategies) and administrative procedures for participation in EU projects.

6.8.2 Second National workshop in Serbia

PROCEED – **P**romotion and coordination of environmental research in
Central and **E**astern **E**urope for a sustainable **D**evelopment with the
support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop - Boosting and securing eco-innovations through new partnerships

31. May 2012

Belgrade Fair

Participants: researchers from public/private institutions, national policy makers, enterprise representatives

The workshop was organized during 38th International Fair - 112 Expo. All presentations were in Serbian language.

The main goals of this workshop were to improve the participation of Central and Eastern European countries in environmental research projects (including FP7), to promote potential opportunities for international and national cooperation and Transfer of Technology and to promote directly the contents of the Proceed database.

The workshop started with the presentation of the PROCEED project, with focus on the database of research practices/results. The main results of the project were explained, the project web page and its content were presented with special emphasis on the database of research practices. All participants were invited to visit and browse the project website.

After that, the "Sources of funding; How to apply" was presented by Dejan Paunovic, a researcher at the Mihajlo Pupin Institute. The focus of this presentation was on practical guidelines for finding partners and making consortia. In particular, the presenter briefly explained how Serbian companies could get more involved in project proposals and what tools they should use when searching for partners. At the end of this presentation there was a discussion about how to make the project proposal meet evaluators expectations.

After this presentation, Dejan Paunovic gave a presentation about "Intellectual property issues". In this presentation Intellectual Property Rights (IPR) procedure was briefly described. It was explained that awareness of IPR and strategic management of IPR was at a quite low level and the necessity for improvement was emphasized. After that, there was a discussion about why proper usage of IPR in research results is still very much limited.

The final presentation was titled "Collection of ideas for research". In this presentation Dusan Stokic shared his experience with research in the area of environmental protection, as the head of the Board of Environmental Protection

and Sustainable Development in the Chamber of Commerce and Industry of Serbia. After that, participants explained their activities and took part in a discussion.

After presentations, participants asked more questions and shared their experiences, problems and possible solutions to the problems. The main topics discussed were related to IPR, methods of commercialization of research projects and administrative procedures for participation in EU projects.

6.8.3 Third National workshop in Serbia

PROCEED – **PRO**motion and coordination of environmental research in
Central and **E**astern **E**urope for a sustainable **D**evelopment with the
support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop - Combining environmental priorities with economic opportunities

12 October 2012

Belgrade Ecofair

Participants: researchers from public/private institutions, national policy makers,
enterprise representatives

The workshop was organized during 9th International Fair of Environmental Protection - ECOFair. All presentations were in Serbian language.

The main goals of this workshop were to improve the uptake of research results/practices at both national and international level, to encourage the direct contact between research centres and industry and to increase the understanding of Intellectual Property Rights (IPR).

The workshop started with the presentation of the PROCEED project, with focus on the Research Social Network (RSN). At the beginning of this presentation, the most important results of the project were described and the project web page and its content were presented. After that, it was explained how to use the RSN to exchange ideas and opportunities with researchers, investors, policy makers. All participants were invited to make an account on the RSN and to share information about their projects with other RSN users.

After that, Dejan Paunovic, a researcher at the Mihajlo Pupin Institute, presented the next topic, "Technology Transfer opportunities". He explained why it is important to ensure that scientific and technological developments are accessible to a wider range of users who can then further develop and exploit the technology into new products and processes. He emphasized the significant advantage of research institutions dedicated to identifying research which has potential commercial interest and strategies for how to exploit it.

After this presentation, Dejan Paunovic gave a presentation about "Intellectual property issues". In this presentation, IPR procedure was briefly described. It was explained that awareness of IPR and strategic management of IPR was at a quite low level in Serbia and the necessity for improvement was emphasized. After that, there was a discussion about why proper usage of IPR in research results is still very much limited.

The final presentation was titled "Good practice examples". In this presentation Dusan Stokic shared his experience with research projects in the area of

environmental protection, as the head of the Board of Environmental Protection and Sustainable Development in the Chamber of Commerce and Industry of Serbia.

After presentations, participants asked more questions and presented some problems they have been facing. The main topics discussed were related to IPR and possible roles of policy makers regarding technology transfer opportunities.

6.9 National workshops in Slovenia

6.9.1 First National workshop in Slovenia

PROCEED – **PRO**motion and coordination of environmental research in
Central and **E**astern Europe for a sustainable **D**evelopment
with the support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop (Slovenia)

Entrepreneurial workshop (innovation support, IPR protection and RTD collaboration) with Matchmaking meetings among researchers and companies

18 December 2012, regional event in Murska Sobota (Pomurje)

Organized by Chamber of Commerce and Industry of Slovenia.

Participants: researchers from public/private institutions, regional policy makers, enterprise representatives

The workshop was organized with the aim to stimulate innovation culture of Pomurje enterprises and with it, the collaboration among enterprises and research institutions.

All presentations were in Slovene language.

The workshop started with short presentation of the aim of the PROCEED project (by Simona Rataj), with focus on the importance of collaboration among companies and academia researchers (the main advantages of the domestic and international collaboration were explained, the role of Proceed partners and our connections to the EEN were presented).

The workshop was opened with a presentation of good practice of an innovative company SweatyComet (activities and tools for boosting of innovativeness in the company, focusing also on collaboration with RTD institutions), introducing basic elements of the innovation process (innovative culture, researcher as employees, the role of internal/external RTD department, IPR, domestic and international RTD collaboration).

The second presentation was focusing on the processes and advantages of establishment of RTD groups in companies. The third presentation was aiming at the role of IPR in the process on innovation development. Four presentation continued with IPR theme – how to protect the IPR in business and research contracts.

The final part of the event was dedicated to the presentation of “ready-to-go” applicative (environmental) research projects of the biggest three Slovene RTD institutes (Jožef Stefan institute, National Institute of Chemistry, National Institute of Biology). The event finished with matchmaking meetings among researchers and companies.

6.9.2 Second National workshop in Slovenia

PROCEED – **PRO**motion and coordination of environmental research in
Central and Eastern Europe for a sustainable **D**evelopment
with the support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

Minutes of PROCEED National workshop (Slovenia)

Conference "environment, social responsibility and development" (environmental protection, monitoring and reporting and their influence on innovation and development)

5th February 2013, central event in Ljubljana

Organized by Chamber of Commerce and Industry of Slovenia.

Participants: mainly enterprise representatives and researchers from public/private institutions

The conference's goal was to present the link between environmental monitoring, reporting, corporate social responsibility with emphasis on sustainability reports and innovation/development.

All presentations were in Slovene language.

The conference began with a short presentation of the PROCEED project (by Andrej Brvar).

This was followed by a presentation of basic monitoring and evaluating tools available to companies and their role in ascertaining sustainable development parameters. Emphasis was given to EMAS (environmental management and auditing scheme) and IR (integral sustainable reporting).

The presentations offered insight how to include these parameters in annual business reporting and exploit them, to determine the basis for a company's future development strategies.

Recent nanotechnology developments were presented as an opportunity of future development which must be accompanied with an adequate evaluation of possible environmental and health and safety risks.

The day was concluded with two innovations from Slovenian companies following the concepts of resource and energy efficiency in line with the current motto "less is more".

6.10 National workshops in Italy

6.10.1 First National workshop in Italy

PROCEED – **PRO**motion and coordination of environmental research in
Central and **E**astern **E**urope for a sustainable **D**evelopment with the
support of the Enterprise Europe Network

Minutes of PROCEED National workshop - Promoting the European Environmental Research

10 May 2012

Verona Exhibition Centre

Participants: researchers from public/private institutions, national policy makers,
enterprise representatives

The workshop was organized by the Chamber of Commerce of Verona, during Solarexpo, an important international exhibition and conference. Working languages were English and Italian.

The main goal of the workshop was to find research institutions in Italy interested in cooperation with partners in Central and Eastern European countries.

The workshop started with a short presentation of the PROCEED project by Dr. Filippo Mazzariol from Unioncamere del Veneto - Eurosportello del Veneto.

After this introduction, Dr. Cristina Sirbu from Romanian National Institute for R&D in Environmental Protection presented in detail the Proceed database of research practices/results. The main results of the project were explained, the project web page and its content were presented with special emphasis on the database of research practices. All participants were invited to visit and browse the project website.

After this presentation, prof. Oana Brinzan, from the Arad University in Romania, presented the Proceed Research Social Network (RSN). She explained in detail the purpose of the RSN and how it can be used by researchers from all over Europe to promote their practices and results, get in contact with potential partners, clients, financiers etc. All participants were invited to make an account on the RSN and to share information about their projects with other RSN users.

The next speaker was Roberto Santolamazza, from Treviso Tecnologia, Special Agency for Innovation of the CCIAA of Treviso. He presented various IPR and Technological Transfer issues.

After this presentation, Dr. Filippo Mazzariol gave a presentation about some of the main EU funds for research, titled 'From FP7 to Horizon 2020'.

The morning session ended with presentations from different Veneto's stakeholders about their experiences with participation in FP7 research projects.

In the afternoon session, participants were involved in free networking, structured by country desks. It was a good opportunity for sharing of project ideas and cooperation proposals, including technology transfer opportunities.

6.11 National workshops in Denmark

6.11.1 First National workshop in Denmark

Minutes of first workshop in Denmark, PROCEED project.

The first small national workshop was held at the Agro Business Park on 28th June 2012 and there were 16 participants predominantly from Aarhus University. The event targeted researchers from the university Faculty of Agricultural Science and included information on opportunities in Denmark after completion of a Ph.D.

Broadly, the programme covered the following points:

- Entrepreneurship - The possibilities of starting your own company in Agro Business Park
- Find a job - Help with company contacts
- Environmental research - Find new project partners via the PROCEED project

The detailed programme is shown below:

15.00: Welcome

15.10: Entrepreneurship in Agro Business Park /Jacob Mogensen, Agro Business Park

Agro Business Park is a science park and incubator – right next to AU Foulum - where researchers can get the support they need to transform their innovative ideas into a business. Agro Business Park can provide support for everything from fundraising and accounting to business development.

15.30: My experiences starting up a company in Agro Business Park /Holger Nehmdahl – Co-founder, ConTerra ApS

ConTerra was founded in 2002 by Poul E. Larsen and Holger Nehmdahl, who have both worked with agricultural research related to environmental issues. Today the company is a leading advisor within this area. Holger will speak about his experiences as an entrepreneur in Agro Business Park.

15.50: The local business council – what can they do for you? /Anne Christensen, Viborg Business Development Center

Contact to local companies, possibility for financial support for companies that employ academics, and other guidance concerning job hunting.

16.10: Find research results and partners via www.envimpact.dk /Louise Krogh Johnson, Agro Business Park

The PROCEED/Envimpact project collects research practices and results of CEE researchers in the fields of air pollution, chemical pollution and environmental technologies to improve the visibility, effectiveness and uptake of the results in the European Research Area and broaden opportunities for S&T collaboration between researchers in Eastern and Western Europe. Get an introduction to the Research Social Network and the possibilities of finding relevant research results and colleagues through the CEE Research Results Database.

Time and place: Place on June 28th 2012 from 15.00 – 17.00 in Agro Business Park Sign up by sending an e-mail to lkj@agropark.dk by the 26th of June

Research promoted was use of near-infrared spectroscopy for biogas production and/or measurement of miscanthus yield for energy production and reduction of methane production in cow stomachs through feed composition and/or supplements

6.11.2 Second National workshop in Denmark

Minutes of second workshop in Denmark, PROCEED project.

The second national workshop was held on 29th November 2012 during the Agromek trade fair, the largest agriculture trade fair in northern Europe as part of the open speakers' corner session. Agro Business Park ran a large number of activities at the fair, including running the International lounge for foreign visitors, guided tours within environmental innovation, a matchmaking between researchers and SMEs, and the speakers corners workshops. One of the workshops was for PROCEED where there were 45 participants in total- a mixture of SME participants in the innovation hall and RTD people. The workshops were based on the principle that you can come and go throughout and listen to the various speakers without being necessarily committed to the whole event. Project material was displayed on the stands, which was visited by several hundred people over the week.

The full programme for the workshop is shown below:

Workshop Linking Research & Agriculture

Time and place: Agromek 2012, Thursday November 29th, International Lounge - Hall D **Who:** Open for anyone attending the fair – no sign up necessary

10.30: Introduction to Agro Business Park and the PROCEED project

10.45: How to find relevant environmental research results via the research database

11.00: About the Research Social Network

11.15: Open discussion of project ideas within environment and agriculture

Research presentations

13.00: Gene variants – improving robustness in chickens

Rikke Munkholm Kjærup, Aarhus University

13.30: Salmonellosis in chicken – is Mannose-binding lectin the answer?

Sofie Louise Ulrich-Lynge, Aarhus University

14.00: Innate and adaptive immune parameters controlling response to coccidiosis in chicken

Edin Hamzic, Aarhus University

14.30: Infrared temperature measurements – The quick and non-invasive method for diagnosing fever, inflammation and lesions in farm animals

Dennis Dam Sørensen, Aarhus University

Research promoted was projects that limit the negative effects from agriculture on the environment. Research projects that can improve the economy for farmers and make agriculture more efficient. Research ideas included intelligent draining systems to limit nutrients leaving the field via drain pipes, cleansing air in stables for the benefit of animals and farmers, smell reduction in manure and biogas production

6.12 National workshops in Greece

6.12.1 First National workshop in Greece

PROCEED BROKERAGE EVENT IN HERAKLION CRETE GREECE 21ST OF SEPTEMBER 2012

Title «National Workshop for Renewable Energy»

On 21/09/2012, in Heraklion Chamber of Commerce and Industry's (HCCI) premises and in the framework of the implementation of PROCEED project (WP3 Task 2), took place the NATIONAL WORKSHOP FOR RENEWABLE ENERGY.

23 persons participated in the work shop

- 9 of them were researchers from Technical University of Crete, Technological Educational Institute of Heraklion, Science and Technology Park of Crete, University of Crete, and Praxi Network.
- 4 of them were Policy Makers and they represented the local Municipalities of Heraklion And Hersonissos
- 2 of them were investors on renewable energy plans
- 5 were representatives from local Enterprises
- 3 were partners of the project from Greece, Italy and Romania

The workshop can was divided in 6 parts:

In the first part there was a Presentation regarding Proceed project by Miss Simona Harpian (Project Leader) as well a presentation of Proceed Database by Dr Michalis Katharakis (Member of HCCI). Finally a presentation of RSN by Miss Simona Harpian.

In the second part there was a presentation for research funding opportunities and the road to Horizon 2020.

The third part was dedicated to presentations of research stakeholders

- Mr Gkouskos presented the Technical University of Crete and last research projects results
- Mr Koudoumas presented the Technological Educational Institute of Heraklio and Dr E. Karapidakis lectured about Wind Power in Crete - Current Situation, Future Developments and Prospects, Dr K Siderakis presented "Developing reliable photovoltaic and outdoor high voltage systems" and Dr D Vernardou lectured about "Energy saving in buildings via solar control coatings on glass windows"
- Dr Saitakis from Science and Technology Park of Crete presented also last research projects results

In the fourth part there was a presentation of Cretan Energy Cluster by Mr Michalis Agriogiannos

In the fifth part there were presentations by two Cretan Enterprises giving emphasis on their environmental strategies and environmental research needs.

- Mr Amanakis presented the Karatzis S.A
- Mr Gergoudakis presented Mechatron S.A

Finally, in the sixth part that was dedicated on networking and discussion, all participants agreed that there is a lack of communication between Researchers and Industry and as a consequence, we need to find new communication channels. The enterprises must state their need on Environmental Technologies to the Research centres so they can work on them. There was also mentioned the need for the organization of more networking workshops as they bring together Academia, Industry, Policy makers and research centres. For that reason HCCI will organise this kind of networking workshop every year.

6.12.2 Second National workshop in Greece

PROCEED – **PRO**motion and coordination of environmental research in
Central and **E**astern **E**urope for a sustainable **D**evelopment with the
support of the Enterprise Europe Network
FP7-ENV-2010, PROJECT NUMBER 265352

BROKERAGE EVENT IN HERAKLION CRETE GREECE 20ST OF DECEMBER 2012

Title « SMEs- Energy- Environment:Recent revolutions»

On 20/12/2012, in Heraklion Chamber of Commerce and Industry's (HCCI) premises and in the framework of the implementation of PROCEED project (WP3 Task 2), took place a workshop SMEs- Energy- Environment:Recent revolutions

20 persons participated in the workshop

- 5 of them were researchers from Technical University of Crete, Technological Educational Institute of Heraklion, Science and Technology Park of Crete, University of Crete
- 2 of them were Policy Makers and they represented the Crete region
- 3 of them were investors
- 10 were representatives from local Enterprises

The workshop was divided in 3 parts:

In the first part there was:

- A Presentation regarding Proceed project and its tools (Data base and RSN) Dr Michalis Katharakis, (Member of HCCI)
- A Presentation for Research offer and demand in Crete Dr Michalis Katharakis (Member of HCCI)
- A presentation for Funding of Research programs Panayiotis Kallianis (Member of HCCI)

In the second part there was:

- A presentation "Environmental management in SMEs" -Sfakianakis Theodoros (Ecowatt)
- A presentation "Saving energy for enterprises" Aspirtakis Ioannis (Inventive Energy)

The third part was dedicated on networking and discussion.

The entrepreneurs mentioned that due to financial crisis they give more importance to economic problems they face, than to environmental management *but here is a big interest from SME's in the field of Energy saving.*

Also all participants agreed that there is a lack of communication between Researchers and SMEs and they asked from HCCI more information about financing opportunities and ideas for participation to EU environmental projects.