



2013 ELECTIONS TO THE TII BOARD OF MANAGEMENT

At this year's Annual General Meeting, the Association will elect or re-elect members to the Board of Management from Cyprus, Estonia, Finland, Hungary, Italy, Romania, Spain and the Affiliate Member Countries. The candidates are:

CYPRUS

Dr Costas Y. KONIS, CEO, Innovage Consulting, Lefkosia (candidate for re-election)

ESTONIA

Vladimir POLEŽAJEV, Project Manager, Knowledge Transfer Centre, Tallinn University, Tallinn (candidate for re-election)

FINLAND

Prof. Juha VÄÄTÄNEN, Academic Director, Global Management of Innovation and Technology Master Programme, Lappeenranta University of Technology, Lappeenranta

HUNGARY

Dr. Péter MOGYOROSI, Director, Laser Consult, Szeged

ITALY

Emma FAU, Senior Consultant, Meta Group, Terni

ROMANIA

Tamas GYULAI, Living Lab Manager, Slavici Spin-Off Srl, Timisoara (candidate for re-election)

SPAIN

Salvador PASTOR, CEO, Facilmente, Alcoy (candidate for re-election)

AFFILIATE MEMBER COUNTRIES

Akash BHAVSAR, Managing Director, Skyquest Technology Group, Ahmedabad, India

ELECTION PROCEDURE

According to the Association's statutes, Board members are elected by the members present or represented by proxy at the Annual General Meeting.

Corporate Members only have the right to vote in the election of all candidates (no geographical restrictions). Where for a particular country, there is more than one candidate for election, the candidate securing the highest number of votes shall be elected.

Voting by Proxy: Corporate Members, who will not attend the AGM, may ask another Corporate Member present at the meeting to vote on their behalf. If you wish another member to vote on your behalf, you must complete the Proxy Form and return it to the TII Secretariat by email, no later than **Friday 3 May**. The Association's Statutes specify (Article 16) that a voting member may exercise no more than **two proxies**.

DR COSTAS KONIS

Dr. Konis is a systems thinker who combines unique engineering, management, strategy and innovation skills that have been applied to a variety of needs and cases. He has started his career in engineering firms of the private sector in Athens, Cyprus and UAE and continued as a public service officer for seven years, taking part in lots of developmental initiatives in the energy sector working for the Ministry of Commerce, Industry and Tourism (MCIT) and later in the areas of innovation and technology while working for the Cyprus Institute of Technology as its Director General.

Dr Konis has been trained by the world's top gurus in creativity and innovation and has trained hundreds of executives in Cyprus and abroad in these fields. This activity included training on well tested creativity techniques and tools and facilitation of creativity and innovation sessions for developing new products, improving products and services and producing new ideas for solving a great variety of problems.

Dr Konis has more than 20 years experience in managing complex projects and tackling major technological management and innovation challenges both in the public and the private sectors.

Since 1993, Dr Konis has been playing a key role in setting up the Cyprus Institute of Technology, a non-profit Economic Development Institution aimed at enhancing the competitiveness of Cyprus' economy. Dr Konis has been the major contributor to the development of Cyprus' high-tech policy.

Dr Konis served as the Senior Officer and later as the CEO of the Cyprus Institute of Technology (CIT) for twelve years. He was also the Manager of the Cyprus Innovation Relay Centre (IRC) a major EU funded and supported project, following a successful open participation in the related competition. In this capacity, Dr Konis managed the transfer of technology from and to the country with many successful cases and achievements.

As the Manager of the IRC, Dr Konis received the National Award for the most successful Innovation Project in Cyprus. Dr Konis served also as the Executive Director of the Institute of Management Consultants of Cyprus. This was a unique project initiated by the Cyprus Institute of Technology and offering international status and recognition to Cypriot Consultants.

In his capacity as officer of the MCIT and CEO of the Cyprus Institute of Technology, Dr Konis has participated in the design and

implementation of major technological schemes for the EU, the World Bank, the UNDP and the government of Cyprus.

Under his guidance and direction the Cyprus Institute of Technology managed to win important EU projects which were completed and managed successfully. Some of these projects were under the 6th FP, Leonardo Da Vinci and Eumedis.

Dr Konis played a key role in the project formulation and successful award of the EU Contract for the establishment of the Cyprus Business Support Centre which is today the major supporting instrument in innovation for the SMEs of the island

The Industrial Restructuring Project for the development of consultants and the subsidisation of Consultancy studies, managed by Dr Konis, served more than 1200 Cypriot enterprises receiving the praise and recognition of the World Bank, the Cyprus Chamber of Commerce and Industry, the Cyprus Employers and Industrialists Federation, the government and the individual Cypriot entrepreneurs. Within this Scheme hundreds of consultants were interviewed, listed, developed and supported establishing them as developmental instruments for the economy of Cyprus.

Dr Costas Konis holds the title of European Engineer (the highest Engineering title in Europe) and is a Leventis Foundation Scholar for his PhD work at the University of Stirling, where he was elected as Honorary Lecturer in the Department of Management Science. Dr Konis serves as a Consultant for PhD Projects of the University of Middlesex, UK and as an External MSc project evaluation in the University of Malta. Dr Konis is also a Visiting Professor at the Centre for Entrepreneurship of Louisiana Tech University in USA and a Visiting Professor at the University of Nicosia in Cyprus

Dr Konis is now an Honorary member of the Board of the European Association for the Transfer of Technologies (TII) after serving in the Board for three consecutive terms, representing initially all non EU countries including Russia and Japan and later on Cyprus.

Dr Konis has been an ex-officio member of the Board of the Cyprus Research Promotion Foundation for twelve years. He served also as the Secretary of the Board and member of its Executive Committee. In this capacity, Dr Konis played a key role in setting up the Foundation, promoting research, approving programs and budgets, developing policies, recruiting staff and promoting the Foundation's national and international reputation and recognition.

Dr Konis served on the Advisory Board of the International Network of SMEs and was the Chairman of its Enterprise Innovation Group. He is also a member of various professional organizations including the American Creativity Association, the American Management Association and the Strategic Planning Society in the UK. Dr Konis served three time as one the International Judges of the MBA Innovation Competition, the largest academic Innovation competition in the World organized by Thunderbird University in the United States.

Dr Konis holds a BSc degree in Mechanical Engineering and an MSc degree in Engineering from Louisiana Tech University, USA.

Dr Konis holds also an earned PhD degree in Management Science from the University of Stirling in Scotland, UK.

In 2008, Dr Konis set up Innovage Consulting, his own Consultancy firm. Innovage Consulting is a consultancy firm providing innovative technologies, products, services, training and support to enterprises wishing to compete successfully in the New Economy.

Through an international network of experts, consultants, scientists, and vendors Dr Konis continues to support enterprises and individuals with products, services, ideas and frequent articles and conference and seminar presentations.

Curriculum vitae

CONTACT INFORMATION

Name: Vladimir Poležajev
Telephone: +372 5330 7902
Email: vladimir@tlu.ee

PERSONAL INFORMATION

Date of Birth: Jan 2 1983
Place of Birth: Tallinn, Estonia
Citizenship: EST
Marital Status: Married

EMPLOYMENT HISTORY

2008-Present	Tallinn University, knowledge transfer centre services sales specialist
2007-2008	Äripäev AS, "Delovye Vedomosti" weekly newspaper journalist
2006-Present	Sagrada OÜ, CEO assistant, financial investments adviser
2004-2006	Redinalis OÜ, production line operator
2002-2004	Estonia National Opera, ballet dancer

PROFESSIONAL MEMBERSHIPS

2011-Present	Technology Innovation International technology transfer and innovation support network board member
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EDUCATION

2004-2008	Tallinn University of Technology, Bachelor Degree in business administration
1993-2002	Tallinn Ballet School

ADDITIONAL EDUCATION

"Excel for advanced users" 3 days training programme (2010)
"Negotiation skills training" 2 days workshop (2010)
"Management basics training" 2 days workshop (2009)
"Ten Great Ideas for Marketing Innovation" 2 days workshop (2009)

PROFESSIONAL QUALIFICATIONS

Languages:

Russian – native

Estonian – fluent

English – good

Computer Skills:

Office programs advanced user

PUBLICATIONS

Journal “Director”, Kasuta juhust! Ülikool lööb su äri käima (Grab the opportunity! University can help your business) (2009)

Various original economy related news stories (about 80) as “Delovye vedomosti” weekly newspaper journalist



Open your mind. LUT.
Lappeenranta **University of Technology**

LETTER OF MOTIVATION

April 12, 2013

Dear TII AGM participants

I am very delighted to announce my interest for candidacy to TII Board member from Finland. I work as a Professor of International business in School of Industrial Engineering and Management at Lappeenranta University of Technology (LUT). LUT is a publicly funded university focusing on green energy and technology, and sustainable value creation. LUT has a tradition of strong links with the business community and is ranked as best in business technology cooperation in Finland especially in the field of innovations and energy technology. Currently over 40% of our financing is competitive external funding.

My own expertise areas are international business and innovation management, which both I teach and research. My passionate research interests are country and enterprise competitiveness. The main research focuses how companies innovate and get international. To do good research it is essential to work in strong co-operation with private sector and businesses, and operate actively in international networks. I have a strong desire to participate actively in TII as board member if elected and I strongly believe that this will be mutually beneficial. I believe that my expert areas closely match and support TII mission. I am also ready to commit my time, networks and expertise to promote TII mission, and in return hope that TII networks and expertise will support LUT and my research interests. However, I also recognize that TII members are elected as individuals.

I hope that the above mentioned examples are sufficient enough to explain why I have announced my interest for candidacy to TII Board member from Finland. Unfortunately I am not able to participate AGM in Beijing, China due to private occasion at the same time. Regardless this I can assure you that I have intention to be active participant and contributor in the future. I hope to have your support to be nominated to TII Board member from Finland and I wish you successful annual conference in Beijing.

Sincerely,

Juha Väättänen
Professor, International Business & Transitional Economies
Academic Director, Global Management of Innovation and Technology Master Programme

School of Industrial Engineering and Management
Lappeenranta University of Technology
P.O Box 20
53851 Lappeenranta
FINLAND

Email. juha.vaatanen@lut.fi
Tel. +358 40 526 1518

Curriculum Vitae - Juha Vääänen

Personal information

Professor
School of Industrial Engineering and Management
Lappeenranta University of Technology
P.O. Box 20
FI-53851 Lappeenranta, Finland
Phone: +358-40-526 1518
e-mail: juha.vaatanen@lut.fi
Year of birth: 1967



EDUCATION

- | | |
|------|--|
| 2008 | D.Sc. (Tech.), Industrial Management, Lappeenranta University of Technology (LUT), Finland |
| 1992 | M.Sc. (Tech.), Industrial Management, Lappeenranta University of Technology (LUT), Finland |
| 1992 | B.Sc. (Eng. Adm.), Michigan Technological University (MTU), Michigan, USA |

PROFESSIONAL EXPERIENCE

- | | |
|--------------|---|
| 2003-present | Professor, International Business and Transitional Economies, School of Industrial Engineering and Management, Lappeenranta University of Technology, Finland |
| 1999-2003 | Researcher, School of Industrial Engineering and Management, Lappeenranta University of Technology, Finland |
| 1996-1998 | Deputy Representative, Skandinaviska Enskilda Banken, Moscow, Russia |
| 1993-1996 | Financial Officer, Finnish Export Credit, London, United Kingdom |
| 1992 | Diploma Thesis Worker, Finnish Export Credit, Helsinki, Finland |

ACADEMIC EXPERIENCE

- | | |
|--------------|--|
| 2012-present | Deputy Head, Value Networks Department, School of Industrial Engineering and Management, Lappeenranta University of Technology, Finland |
| 2011 | Visiting researcher, Columbia Business School, New York, USA (1 month) |
| 2011-present | Board Member, Finnish Master's Programme in Russian and East European Studies, Helsinki, Finland |
| 2010 | Visiting professor, ESADE Business School, Barcelona, Spain (1 month) |
| 2009-present | Academic Director, Global Management of Innovation and Technology (GMIT) Master Programme, School of Industrial Engineering and Management, Lappeenranta University of Technology, Finland |

2009-2012	Head, Industrial Marketing and International Operations, School of Industrial Engineering and Management, Lappeenranta University of Technology, Finland
2004-2010	Vice Board Member, Finnish Centre for Russian and Eastern European Studies, University of Helsinki, Finland

MAIN RESEARCH PROJECTS

Open Innovation Service for Emerging Business – OpenINNO, project director, project size LUT share 207.000 euro (Project total 1.189.000 euro), funded by European Neighbourhood and Partnership Instrument – ENPI, 2012-2014.

Innovativeness in Russian High-Tech Industries, responsible professor, project size 252.000 euro, funded by Academy of Finland and Russian Humanities Foundation, project partners Lappeenranta University of Technology (LUT) and Graduate School of Management (GSOM), St. Petersburg, Russia, 2007-2009.

Competition and Co-operation between Finnish and Russian Industries, responsible professor, project size 402.000 euro, funded by Finnish Funding Agency for Technology and Innovation (TEKES), company partners The Research Institute of the Finnish Economy (ETLA), International Finance Corporation (IFC), City of Lappeenranta and Finnish Food and Drinks Industries' Federation, 2004-2007.

Mobile Telecommunications Research Project, project manager, funded by Sonera corporation, 2002.

ACADEMIC PUBLICATIONS, TEACHING AND SUPERVISION

Over 15 scientific articles in the field of innovation management and international business in refereed journals such as

- International Journal of Innovation Management
- International Journal of Business Innovation and Research
- International Journal of Entrepreneurship and Innovation Management
- Multinational Business Review
- International Journal of Transformations in Business & Economics
- Journal of East-West Business

Over 30 conference papers with referee practice and in the proceedings in conferences such as

- International Conference on Management of Technology (IAMOT)
- International Society for Professional Innovation Management (ISPIM)
- European Marketing Academy (EMAC)
- European International Business Academy (EIBA)

Over 50 courses lectured in LUT during 2003-2013.

- Managing International Business, 5 ECTS (Level B.Sc. 3)
- Basics of Doing Business in Russia, 5 ECTS (Level B.Sc. 3)
- Candidate Thesis Seminar, 10 ECTS (Level B.Sc. 3)
- International Business Methods, 6 ECTS (Level M.Sc. 1)
- Enterprises and Competition in Russia, 6 ECTS (Level M.Sc. 1)
- Management of Innovations in Russia, 5 ECTS (Level M.Sc. 1)
- European Union – Competitiveness and Enlargement, 5 ECTS (Level M.Sc. 1)

Over 45 M.Sc. Theses supervised and examined as first examiner and over 45 as second examiner.

**Europass
Curriculum Vitae
Personal information**



First name(s) / Surname(s)

Péter Mogyorósi Dr.

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Fax(es) +36-62-643-574

E-mail laserconsult@laserconsult.hu

Nationality Hungarian

Date of birth 24.10.1959

Gender male

Work experience

Dates 1992-

Occupation or position held Director

Main activities and responsibilities

- Technology transfer services for Hungarian and International SMEs and PROs
- Innovation management trainings for SMEs, researchers and students
- Project development and writing project proposals for large scale business – academia cooperation projects
- Cross border innovation management project
- Study "Financing of Innovative SMEs in Hungary; proposal for modernisation in different phases of project life cycle." for the Hungarian Ministry of Economic Affairs.
- Development of regional innovation strategies (RIS/RITTS)
- Industrial park development (Eger Industrial Park, Hajdúböszörmény IP, Heves IP, Rába IP)
- H&M Trafo Kft, majority owner, Privatisation of a small transformer manufacturing company; majority ownership
- Laser Consult, director and senior consultant, Writing project proposals in the field of R&D and technology transfer:
- Laser Consult, director and senior consultant, Writing project proposals in the field of environment protection
- Laser Consult, Director and team leader, Writing project proposals in industrial development and regional development

- UNIDO, local expert, "Industrial Development in Hungary" (US/HUN/129)
- Laser Consult, local expert, PSO programs 96/HU/3/1, 97/HU/1/6 96/HU/3/1
- Progress Foundation (Local Enterprise Agency of Csongrád County), Szeged, Hungary, Project manager on the Hungarian side, "Italian - Hungarian Industrial Co-operation (Technology transfer) Project"
- WMEB, local expert, PHARE project „Strengthening the links between business & research, with special emphasis on technology transfer, venture capital investment and contract research opportunities." HU 603-01-02-L013
- Laser Consult Kft., local expert, PHARE CBC Romanian- Hungarian crossborder programme, ZZ 9622
- Laser Consult Kft., Consultant, Technology transfer management,
- Laser Consult, Team leader
 - Phare project , Development of Kékestető
 - Phare regional pilot project , Regional Industrial investment promotion
- Laser Consult, Team leader ,Writing feasibility study, business plan and project proposal: Szeged Convention Centre.
- Laser Consult, Team leader, Training programme on "Writing project proposal" for regional development managers; Contract from the Prime Minister's Office
- Laser Consult, Key expert
- „SME development programme of South Great Plain" operative programme
- Laser Consult, Member of organising committee and key speaker
- NATO Advanced Research Workshop on "Overcoming Barriers to Technology Transfer and Business Commercialisation in Central and Eastern Europe: Solutions and Opportunities"
- Laser Consult, Team leader, Marketing programmes
- Laser Consult, team leader, Enterprises in Bélapátfalva Region – study
- Laser Consult, Key speaker, NATO Advanced Research Workshop on "Science for Peace Workshop on Commercialization " Commercialization of research results in CEE
- Laser Consult, Key speaker, NATO Advanced Research Workshop on "Workshop Agenda Facilitator and M.C." Sme's During High Defense Spending Years
- Laser Consult, Team leader, HUFRA – Hungarian French Technology Transfer Programme
- Laser Consult, team leader, PHARE (HU9705 I-252) project
- Laser Consult, Local expert, Progresspack – RIS/RITTS
- Laser Consult, External expert/Team leader, Industrial park development
- Laser Consult, Team leader, Development of county innovation strategy in Szabolcs-Szatmár-Bereg and Jász-Nagykun Szolnok counties.
- Laser Consult, Consultant and trainer, Innovation training for regional SMEs.
- Laser Consult, Team leader, Study "Benchmarking base evaluation of innovation, adaptation, and financing in Hungary; proposal for modernisation in different phases of project life cycle." for the Hungarian Ministry of Economic Affairs.
- Laser Consult, Team leader:
- Debrecen Infopark, Informatics Cooperation Research Centre, project development (PGF/564 HRD101)
- Budapest Eötvös Loránd University Informatics Cooperation Research and Educational Centre, project development (PGF/1330 HRD104)
- University of West Hungary, Research and Cooperation Centre for Environmental Protection and Resource Management, project development
- University of West Hungary, Applied Informatics Cooperation Research Centre, project development (PGF/2512 HRD 109)
- Laser Consult, Team leader, University of West-Hungary Regional University Based Knowledge Centre, project development
- Laser Consult, Team leader Jász-Nagykun Szolnok county

- Development Council, Innovation study for preparing policy paper
- Laser Consult, Team leader, University of West-Hungary Regional Knowledge Centre of Forest and Wood, implementation of Knowledge and Technology Transfer Programme
- Laser Consult, Team leader, Heves Industrial Park, project development
- Laser Consult, Team leader, Rába Industrial Park, project development
- Laser Consult, Team leader, Cooperation Research Centres, ex-post evaluation
- Laser Consult, Team leader, Győr Szechenyi Istvan University, Regional University Based Knowledge Centre, project development
- Laser Consult, Team leader, Solvo Joint stock company, Xenobiotic Transporter Technology Platform (XTTP) – Therapeutical and Toxicological Applications, project development
- Laser Consult, Team leader, Körösladány Industrial Park – Henkel, project development
- Laser Consult, Team leader, College of Nyíregyháza, Regional University Based Knowledge Centre, project development
- Laser Consult, Team leader, College of Dunaújváros Regional University Based Knowledge Centre, project development
- Laser Consult, Team leader, Szeged Biopolisz Science Park, concept paper
- Laser Consult, Team leader, Study for "Methodology for innovation management and development of regional innovation network"
- Laser Consult, Key speaker, China-EU Symposium on innovative Management of Technology Transfer
- Laser Consult, Team leader, Hajdúböszörmény East Industrial Park, project development, feasibility study
- Laser Consult, Team leader, Hajdúböszörmény West Industrial Park, project development, feasibility study
- Laser Consult, Team leader, University of West Hungary, developing and establishment of Research and Cooperation Centre, project development, management of knowledge transfer work package
- Laser Consult, Team leader, Győr Szechenyi Istvan University, Cooperative Research Centre for Vehicle Electronics and Logistics, project development
- Laser Consult, Team leader, Improvement of the water quality with Organica technologies in the water management system of Shenzhen, Organica Ecotechnologies Inc., project development
- Laser Consult, Team leader, Pharmapolis Debrecen Innovative Pharmacological Cluster, project development, Chamber of Commerce and Industry Hajdú-Bihar County, project development
- Laser Consult, Team leader, Setting up of Innovative Knowledge Teams, University of Debrecen, project development
- Laser Consult, Team leader, University of Debrecen, developing and strengthening of University Based Knowledge Centre, project development
- Laser Consult, Team leader, Setting up the Cooperation Research Center project of University of Miskolc
- Laser Consult, Team leader, Setting up six project proposals for EU funds for different Universities of Hungary
- Laser Consult, Team leader, „3T - the Development of Conditions of Technology and Knowledge Transfer in University Knowledge Bases of the South Transdanubian Region” project – University of Pécs
- Laser Consult, Team leader, Biodiagnostica Ltd., Testing of diagnostic tool for the diagnosis of lung cancer and the screening of early lung cancer, project development
- Laser Consult, Team leader, Carbotech Ltd., Innovative technology for liquid manure treatment
- Laser Consult, Team leader, Sokon Ltd., Prototype development of light frame passive house with improved isolation with innovative materials, project development
- Laser Consult, Team leader, Cross-border Network for Innovative Development of Economies and Knowledge Transfer (CoNfiDekt), project development
- Laser Consult, Team Leader, Partnership Centre for Clusters and Enterprises (PACCLE) project development
- Laser Consult, Team leader, „Tools and condition improvement, development for knowledge-, benefit and transfer at University of Szeged, in South Great Plain Region” project – University of Szeged

- Hungarian Association of Innovation, project manager, "Complex cross-border knowledge transfer activities for innovation management - COMPLEXIM" project
- Hungarian Association of Innovation, project manager, "Studies for assistance to commercialize innovative research results of PROs in Timis and Csongrád counties serving as a pilot for future projects - COMINPRO" project
- Innovation management training program at Pannon University

Name and address of employer Laser Consult Kft., H-6723 Szeged, Felső-Tisza Part 31-34.

Type of business or sector Innovation consultancy

Dates 1991-1995

Occupation or position held majority owner

Main activities and responsibilities Privatisation of a small transformer manufacturing company; majority ownership

Name and address of employer H&M Trafo Kft, Nyíregyháza, Hungary

Type of business or sector Manufacturing

Dates 1989-92

Occupation or position held Researcher

Main activities and responsibilities Laser-induced chemical vapour deposition of W on Si wafers
Investigation of laser-induced production of C60 from vapour

Name and address of employer Uppsala Universitet, Sweden

Type of business or sector University

Dates 1987-89

Occupation or position held Researcher

Main activities and responsibilities Laser-induced forward transfer of supported metal thin films

Name and address of employer JATE University, Hungary/Szeged

Type of business or sector University

Dates 1986-87

Occupation or position held Researcher

Main activities and responsibilities Laser-induced micro-etching of Si wafers and Mo, W supported thin films

Name and address of employer Johannes-Kepler-Universitaet, Austria/Linz

Type of business or sector University

Dates 1984-86

Occupation or position held Researcher

Main activities and responsibilities Laser-induced surface oxidation of metals

Name and address of employer JATE University, Hungary/Szeged

Type of business or sector University

Education and training

Dates 1984-1986

Title of qualification awarded Physicist PhD

Principal subjects/occupational skills covered Physics

Name and type of organisation providing education and training JATE University, Szeged, Hungary



Christine Robinson
Secretary General
TII, ASBL
3, rue Aldringen
L-1118 Luxembourg

Terni, 12 April 2013

Subject: Application TII Board Member

Dear Christine,

Following the recent TII call for Board candidates and on behalf of META Group, I would like to apply as candidate for this position.

I believe that my experience in the field of early stage finance as head of venture capital at EVCA (European Private Equity and Venture Capital Association) for the last 12 years could prove very helpful for TII and its members. In addition, I have advocacy experience in Brussels for an even longer period.

I would be delighted:

- To take an active role in promoting the interest of your association and expanding the membership in Italy.
- To support your members bringing to your attention potential opportunities for working together on specific projects.
- To contribute to positioning TII as an international hub strengthening its true global dimension while facilitating creation of links in Europe and abroad.
- To provide you with further insights on key topics on the EU political agenda of relevance to your members such as Horizon 2020.

I would be delighted to further discuss and provide any further requested information.
Thank you very much

Best regards

Emma Fau

META Group S.r.l.

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Emma FAU

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Tel: +32 476 93 95 92
Email: e.fau@meta-group.com
Date of birth: 01.05.1969



EXECUTIVE SUMMARY

Main strengths: Strong network of European private equity and venture capital practitioners, international investors and EU and national policy-makers. Excellent understanding of the working and politics of the three main EU Institutions (European Commission, Parliament and Council). Ability to anticipate policy issues of concern for businesses, identify business opportunities and build strong coalitions with relevant stakeholders.

WORK EXPERIENCE

- February 2013 - Current **META Group.** Senior Consultant. Promoting the activities of the Group before the EU Institutions and other public and private organisations. Managing specific EU projects and supporting its fundraising activities.
- October 2012 - Current **EUcapital SPRL.** Founder. Advising venture capital firms, companies and trade associations on business development, partnerships, growth strategies and assisting them on advocacy work. Supporting other consulting firms who take the lead on EU projects, providing them with expertise for EU tenders and coordinating the work of different experts.
- Sept 2000 - June 2012 **European Private Equity and Venture Capital Association (EVCA).** Head of Venture Capital - Public Affairs. Analysing and monitoring EU policy developments, drafting position papers and participating and preparing meetings of industry groups. Representing EVCA in external expert groups, meetings, workshops and events of the EU Institutions and relevant stakeholders. Coordinating the work of EVCA's Tax & Legal Committee and EVCA's Environmental Task Force. Organising meetings and conferences on policy issues related to the industry.
- May 1997 - Sept 2000 **Bank Bilbao Vizcaya Argentaria (BBVA).** Advisor at the Public Affairs Department. Representation and lobby before the European Institutions. Financial management of EU funds. Follow up of EU public tenders. Advising clients on EU budget lines, grants and subsidies of interest to their activities.
- April 1997 **Deloitte & Touche.** Internship. Following-up of a public tender awarded by the European Commission and marketing it to potential participants.
- Sept 1996 - March 1997 **Eurogestores S.P.R.L.** Consulting firm specialised in European and international affairs. Organisation, management and administration of projects filed with the European Commission. Advising clients on EU financial grants and programmes for SMEs. Collaboration in the company's publications on EU legislation and programmes.

EDUCATION

- March 1997 **Master's Degree in Business Administration (MBA).** European University, Brussels (Belgium).
- Sept 1995 **Law Degree,** University of Zaragoza (Spain).

ADDITIONAL INFORMATION

Languages: Spanish (mother tongue), English (fluent spoken and written), French (fluent spoken and intermediate written).

References: Available upon request.

Hobbies: Travelling, running, social networks.



Tamas GYULAI

Current positions:

- Living Lab manager at Slavici Spin-Off SRL (Timisoara, Romania)
- (part-time) expert of cross-border innovation projects at Tehimpuls Association (Timisoara, Romania)

Professional membership:

- Eminence Grise Club of EURADA (Brussels)
- Regional Innovation Agency Association of South Great Plain region (Hungary)
- TCI (Barcelona)

Competence and experience:

- technology transfer projects for University of Szeged, Hungary
- cross-border innovation projects for Faculty of Technical Sciences, University of Novi Sad, Serbia
- planning and management of Structural Funds at the Regional Development Agency in Szeged, Hungary
- provision of training for management of Structural Funds at the Regional Development Agency in Timisoara, Romania
- provision of training for management of Structural Funds at the County Development Administration in Rijeka, Croatia



Europass Curriculum Vitae

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Salvador A. Pastor



Personal information

First name(s) / Surname(s) **SALVADOR ABEL PASTOR**

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03801
ALCOY
Spain

Telephone(s) +34 965591007 Mobile | +34 610723826

Fax(es) +34 965546323

E-mail(s) spastor@facilmente.es

Nationality SPANISH

Date of birth 26 November 1970

Gender Male

Desired employment / Occupational field

Member of the Board at TII

Work experience

Dates	16 December 1992 - 15 December 1995
Occupation or position held	OIL AND STEAM BOILER TECHNICAL SUPERVISOR
Main activities and responsibilities	1- INSPECTION OF INDUSTRIES 2- WRITING OF TECHNICAL PROJECTS FOR ADMINISTRATIVE AUTHORISATIONS 3- STARTUP TESTS
Name and address of employer	MANUEL LUQUE INSTMAN FIELD S.A.L. C/CIUTAT DE GRANADA 37 BARCELONA - SPAIN
Type of business or sector	MANUFACTURER OF STEAM AND OIL BOILERS
Dates	15 August 1996 - 15 April 1997
Occupation or position held	SALES AND MARKETING EXECUTIVE
Main activities and responsibilities	NEGOTIATION OF MARKETING SPACES FOR SPORTING EVENTS
Name and address of employer	MONTGOMERY SCOTT INTERNATIONAL LTD. New Loom House 101 Back Church Lane, LONDON, E1 1LU
Type of business or sector	MARKETING AGENTS AND INTERMEDIARIES
Dates	15 October 1997 - 14 January 1998
Occupation or position held	QUALITY MANAGER
Main activities and responsibilities	IMPLEMENTATION OF THE QUALITY SYSTEM (AS A TEST CASE) AT AN EDUCATIONAL PRIVATE BUSINESS

EUROPEAN LEVELS - SELF ASSESSMENT GRID

Name and address of employer	CAXTON COLLEGE BILINGUAL SCHOOL Autovía del Mediterráneo, salida 1B Carretera de Barcelona, s/n 46530 Puçol VALENCIA - SPAIN
Type of business or sector	PRIVATE ENGLISH-SPANISH BOARDING SCHOOL
Dates	20 March 1998 - 29 February 2000
Occupation or position held	RESEARCHER
Main activities and responsibilities	PARTICIPATION AS RESEARCHER AT ESPRIT PROJECT 26267 CALLED SCHUMANN, OR "Supply Chain Uncertainty Management Network Optimization. Various tasks related to companies' validation of the model.
Name and address of employer	UNIV. POLITECNICA DE VALENCIA Departamento de Organización de Empresas. Campus de Vera s/n VALENCIA - SPAIN
Type of business or sector	UNIVERSITY
Dates	20 March 1998 - 29 February 2000
Occupation or position held	TECHNICAL STAFF AT MATERIALS PLANNING & LOGISTICS DEPT.
Main activities and responsibilities	VALIDATION OF MATHEMATICAL MODEL FOR SUPPLY CHAIN PLANNING UNDER SCENARIOS TECHNIQUE
Name and address of employer	FORD ALMUSSAFES FORM MOTOR COMPANY ALMUSSAFES VALENCIA SPAIN
Type of business or sector	AUTOMOTIVE MANUFACTURER
Dates	01 March 2000 - 02 of May 2004
Occupation or position held	LOGISTICS MANAGER
Main activities and responsibilities	MANAGING OF LOGISTICS ACTIVITIES INCLUDING: PURCHASES, MANUFACTURING, WAREHOUSING & EXPEDITIONS.
Name and address of employer	INTERFABRICS S.L. Pol. Ind. Fco.Vitoria Laporta S/N 03830 MURO DEL ALCOY ALICANTE - SPAIN
Type of business or sector	HOME TEXTILES MANUFACTURER & DISTRIBUTOR
Dates	03 of May 2004 - 30 June 2005
Occupation or position held	LOGISTICS MANAGER
Main activities and responsibilities	MANAGING OF LOGISTICS ACTIVITIES
Name and address of employer	GRUPO JASLEN S.A. ATZENETA D'ALBAIDA VALENCIA - SPAIN
Type of business or sector	TRAVEL EQUIPMENT DESIGNER & DISTRIBUTOR
Dates	01 November 2005 - today
Occupation or position held	PRIVATE CONSULTANT
Main activities and responsibilities	TRENDWATCHING, IDEATION, BUSINESS MODELLING AND PLANNING EUROPEAN R&D&I PROJECTS COORDINATION: FP7, CIP, INTERREG, MED ORGANISATIONAL MANAGEMENT TECHNOLOGY IMPLEMENTATION (CORPORATE AND ENTERPRISE 2.0) LOGISTICS CONSULTING
Name and address of employer	FACILMENTE – EASY MINDSETS FOR MANAGEMENT (SELF EMPLOYED) PLAZA DE ESPAÑA 17 - ATICO 03801 ALCOY ALICANTE -SPAIN
Type of business or sector	CONSULTANCY
Dates	15 December 2005 – July 2010

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Occupation or position held	INNOVATION & PROJECTS AREA COORDINATOR
Main activities and responsibilities	DEVELOPMENT OF INNOVATION PLANS AND METHODOLOGIES. DISSEMINATING AND DEVELOPMENT OF SUPPORT SERVICES FOR INNOVATIVE PROJECT HOLDERS AND ENTREPRENEURS. DESIGN OF BUSINESS MODELS AND DEFINITION OF BUSINESS PLANS. LAUNCHING OF TRANSVERSAL CLUSTERS.
Name and address of employer	CEEI ALCOY PLAZA EMILIO SALA Nº 1 2ª 03801 ALCOY ALICANTE-SPAIN
Type of business or sector	BUSINESS INNOVATION CENTRE
Dates	April 2012 – today
Occupation or position held	EXTERNAL EXPERT · EXPLOITATION STRATEGY AND INNOVATION CONSULTANT AT ESIC2 PROJECT
Main activities and responsibilities	EXPERT ON-DEMAND PROVIDER OF EXPLOITATION AND INNOVATIONS SERVICES ON BEHALF OF META GROUP FOR THE ASSIGNMENT TOWARDS THE DIRECTORATE GENERAL FOR RESEARCH & INNOVATION (DG RESEARCH) OF THE FOLLOWING ACTIONS UNDER THE NMP1-SC-2011-ES2000 FRAMEWORK SERVICE CONTRACT
Name and address of employer	META GROUP VIA LUIGI CASALE 7 05100 TERNI ITALY
Type of business or sector	VENTURE CAPITAL & PRIVATE EQUITY
Dates	October 2010 – today
Occupation or position held	LECTURER ON THE SUBJECT: COLABORATIVE 2.0 TOOLS
Main activities and responsibilities	LECTURER IN THE AREA OF MANAGEMENT AND STRATEGY PROVIDING A COMPREHENSIVE SET OF COLLABORATIVE TOOLS THAT HAVE EMERGED IN RECENT YEARS AROUND THE INTERNET, AND CAN BE APPLIED TO THE COLLABORATIVE ENVIRONMENT FROM A BUSINESS PERSPECTIVE. UNIVERSIDAD EUROPEA DE MADRID – VALENCIA CAMPUS
Name and address of employer	TAJO S/N VILLAVICIOSA DE ODÓN, 28670 MADRID SPAIN
Type of business or sector	HIGH EDUCATION INSTITUTION

Education and training

Dates	September 1988 - June 1992
Title of qualification awarded	BSC IN ELECTRONICS
Principal subjects / occupational skills covered	ELECTRONICAL ENGINEERING
Name and type of organisation providing education and training	UNIV. POLITECNICA DE VALENCIA - SPAIN UNIV. OF NOTTINGHAM - UNITED KINGDOM
Level in national or international classification	ISCED 6
Dates	September 1992 - June 1996
Title of qualification awarded	MSC IN BUSINESS MANAGEMENT & ENGINEERING
Principal subjects / occupational skills covered	OPERATIONS ADMINISTRATION FINANCING ENGINEERING MARKETING HUMAN RESOURCES INNOVATION

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Name and type of organisation providing education and training UNIV. POLITÉCNICA DE CATALUNYA

Level in national or international classification ISCED 7

Dates March 2007 - November 2007

Title of qualification awarded MASTER DEGREE IN INTERNATIONAL MANAGEMENT OF SMEs

Principal subjects / occupational skills covered INTERNATIONAL TRADE

Name and type of organisation providing education and training ESCUELA DE ORGANIZACIÓN INDUSTRIAL - E.O.I. -MADRID

Level in national or international classification ISCED 7

Dates September 2009 – Now

Title of qualification awarded MASTER DEGREE ON INFORMATION & KNOWLEDGE SOCIETY

Principal subjects / occupational skills covered KNOWLEDGE MANAGEMENT AND TECHNOLOGY

Name and type of organisation providing education and training UNIVERSITAT OBERTA DE CATALUNYA - U.O.C. - BARCELONA

Level in national or international classification ISCED 7

Personal skills and competences

Mother tongue(s) **Spanish; Castilian**

Other language(s)

Self-assessment

European level (*)

Catalan; Valencian

English

Italian

German

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user	B1	Independent user
B1	Independent user	B1	Independent user	B1	Independent user	B1	Independent user	B1	Independent user

(*) Common European Framework of Reference (CEF) level

Social skills and competences

- TEAM SPIRIT ACQUIRED AS PART OF A MULTIDISCIPLINARY GROUP AT CEEI ALCOY
- EXTROVERTED PERSONALITY
- EXPERIENCE SPEAKING FOR AUDIENCES AS PART OF DAILY RESPONSABILITIES
- HIGH NETWORKING CAPABILITIES

Organisational skills and competences

- OBJECTIVE-ORIENTED DAILY WORKPLAN
- CAPACITY TO WORK WITH A PREVIOUSLY-ESTABLISHED PLAN AND FULFILL GOALS
- ABILITY TO OVERCOME UNEXPECTED URGENT TASKS
- GOOD STRESS MANAGEMENT

Technical skills and competences

- ADVANCED KNOWLEDGE OF LOGISTICS FOR INDUSTRIES
- KNOWLEDGE OF STRATEGY AND MANAGEMENT TOOLS FOR INNOVATIVE COMPANIES

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Computer skills and competences	<ul style="list-style-type: none">- ANDROID MOBILE APPS PROGRAMMING (BASIC)- INTERNET PRODUCTIVITY WEB 2.0 TOOLS (ADVANCED)- MS OFFICE AND/OR SIMILAR (OPEN OFFICE , LIBRE OFFICE) (ADVANCED)- MS ACCESS AND/OR SIMILAR (ADVANCED)- MS PROJECT AND/OR SIMILAR (ADVANCED)- AUTOCAD 2005 (ADVANCED)- MS VISIO (USER)- IMAGE TREATMENT SOFTWARE (USER)- BUSINESS ERP'S: NAVISION, EKON, MS DYNAMICS CRM (ADVANCED)
Other skills and competences	OPEN WATER DIVING LICENCE
Driving licence(s)	CATEGORY B1
Additional information	<ul style="list-style-type: none">- PUBLICATION: <u>Supply Chain Management under Uncertainty: The Schumann Project. S.Pastor et al. III Jornadas de Ingeniería de Organización, Barcelona, 16-17 Sept. 1999.</u>- PUBLICATION: <u>In-line Vehicle sequencing for Automotive plants (SPFM). S.Pastor et al. III Jornadas de Ingeniería de Organización, Barcelona, 16-17 Sept. 1999.</u>- PUBLICATION: <u>A creative proposal to improve the applied research results transfer from the University to the companies. Open University of Catalonia. Working paper. Barcelona, Dec. 2009.</u> <p>Current Expert Evaluator at the Europe-Unlimited Network. Board Membet at: <u>ADL-Logística (Spain), TII Technology Innovation International (Luxembourg) Associations.</u></p>

AKASH BHAVSAR, BS, MBA, INTERNATIONAL IP COMMERCIALIZATION EXPERT

Mr. Akash Bhavsar has several years of technology management and business consulting experience involving diverse industries including Clean Technology, Renewable Energy, and Life Sciences.

Being a technocrat, he has been instrumental in turning promising scientific ideas into useful products and companies. Mr. Bhavsar is specialized in technology commercialization, its assessment and valuation. With his prolific travel & exposure to important innovation focused countries like USA, Germany, Israel, Canada, South Korea, China, Taiwan & others has enabled him to develop the skill of diligently evaluating technology and given him a perspective of holistic assessment thereby supporting in taking strategic decisions related to technology commercialization. He has had hands on experience across different development stages of a technology beginning from the idea to market. Mr. Bhavsar has been part of 32 licensing deals and has raised a total amount of ~90 Mn USD in co-operation with global partners.

Mr. Bhavsar has an extensive experience of technology valuation, licensing, fund syndication in addition to business consulting. Furthermore, Mr. Bhavsar is also a published author of articles written on different topics in Technology Management & related aspects like 'Contract Research & Manufacturing Services', 'Technology Transfer - An Indian Perspective' and 'Open Innovation - A New Dimension for Drug Discovery'. He has been deeply involved in the design and development of various course modules, manuals, documents to be employed as distance learning programme/courses or delivered in a seminar or workshop format.

He strongly believes that a wave of revolution can be brought by allocating resources towards the development of renewable energy technologies and in turn securing global energy demands. To this end, he has championed the adoption of technology based solutions and alternatives within the ecosystem by sensitization on the importance of Intellectual Property, Technology Transfer and entrepreneurship development.

Being a postgraduate in business administration started his corporate career with business development profile but his passion to build an innovation ecosystem and his risk taking ability motivated him to become an entrepreneur having a unique business model catering niche market.

He is very active with forums with Licensing Executive Society (LES), The Indus Entrepreneurs (TiE), American Association of Advancement of Sciences (AAAS) and other associations and societies.

He is also the President of Indian Innovators Association, Western Chapter.

Most recently, He has been appointed as a Member on the prestigious United Nations ESCAP Business Advisory Council (UN EBAC) in February 2013

CURRENT POSITIONS:

Co-founder & Managing Director of SkyQuest Technology Consulting Pvt. Ltd.
(Founded in June 2006)

SkyQuest is an Integrated Business Intelligence, Collaborative Research & Technology Development Organization working in the areas of Green Technologies, Renewable Energy, Waste management in capacity of Global Aggregator & Accelerator of such technologies.

Key Responsibilities:

- Strategic Business Development & creating long term client relationships with key account executives.
- Assisting in the drafting of compelling summaries to communicate the potential value of a technology acquisition opportunity
- Developing alternative deal structures and valuations.
- Negotiating IP rights acquisition licenses with research institution.
- Negotiating technology transfer contracts with clients.
- Advocacy & Public Relations

Key Achievements:

- 1) Successfully led a delegation to Ohio, USA to explore innovative Research & Development and Technology strengths in the Renewable Energy sector aiming to address the technology needs of the Indian ecosystem.
- 2) Facilitated *Technology Investment worth 7.3 mn USD for developing “Biofuel from microalgae and specialized bioreactors” for Univerve Biofuel, Israel*
- 3) Identified investment & licensing opportunities for off-grid, hybrid renewable energy solution, combining micro wind with Solar PV for *E-Hands Energy*
- 4) Led the SkyQuest team in identifying & evaluating innovative technologies for the *World Wide Fund’s (WWF) Climate Solver Initiative*.
- 5) Devised strategy for scouting clean technologies *for the Climate Technology Initiative on behalf of SS-GATE*.
- 6) Evaluated algae production technology for licensing.
- 7) Has carried out 32+ Successful International Technology Transfer & Licensing Deals for Technologies across a diverse array of sectors.
- 8) Successfully organized India’s 1st **Patent Auction, Tech Transfer 2010**, in August 2010 and a series of 4 Technology Roadshows in India in Mar-Apr 2011.
- 9) Have been advisor for consequently two years to The Israel Export & International Cooperation Institute (IEICI), Govt. of Israel, Tel Aviv, and helped 72 Israeli companies commercialize their products and enter new markets.
- 10) He has consulted several medical device companies with business development strategies, identification & evaluation of potential strategic partners, Fund Raising, Regulatory Approvals for Medtech Companies like - Labstyle Innovations, US; InSightec Ltd. USA, ; 3QBD Ltd., Israel; Advanced BioHealing, USA, Exciton Technologies Inc., Canada and many more MedTech companies.
- 11) He has led SkyQuest team in formulating a **Training Manual on Technology Transfer and Licensing deals in India** for Rural Innovators.
- 12) He has been instrumental in designing the course on **Technology Management for “Biotechnopreneur Program”**, a 10 months course launched by Entrepreneurship Development Institute (EDI) in collaboration with Gujarat State Biotechnology Mission (GSBTM) and Foundation for MSME Clusters (FMC).
- 13) Has been part of the **Technology evaluation of around 540+ technologies** across various sectors.



- 14) Have been pivotal in the selection of SkyQuest as the 1st Indian Workstation for UNDP & Chinese Government promoted South-South Global Assets & Technology Exchange (SS-GATE), headquartered in Shanghai, China.
- 15) Have been Instrumental in helping SkyQuest collaborate with National Research Development Corporation, Govt. of India; Israel Export & International Cooperation Institute, Government of Israel, Tel Aviv, Israel; Shanghai Technology Transfer & Exchange, China; State Agency for Technological Innovation, Vietnam amongst others.
- 16) Have played a key role in setting up US Subsidiary of Skyquest as Skyquest Technology Ventures, Inc. and establish partnerships with various Companies in Australia, Taiwan, Spain, USA, UK.
- 17) Invited for International Invention Show, Taipei, (2010, 2011, 2012), for speaking about the Indian Innovation Ecosystem and Technology Transfer Experience.
- 18) Conducted more than 10 Lectures and over 25 Training Programs on Good Clinical Practices & Research Sensitization for Medical Researchers, Doctors & Life Sciences Students in India.
- 19) Invited for presentation about 'Indian Lifesciences Sector & Opportunities' to Israeli Life Sciences companies, by the Israel Export & International Cooperation Institute, Govt. of Israel in April 2010.
- 20) Have conducted 'Bio-Technology Research Management Program (TRM)' in association with Gujarat state biotechnology mission (GSBTM) and Gujarat Venture Finance Limited (GVFL) for the Researchers of universities towards sensitization and facilitation in the field of Technology Management
- 21) Have undergone Technology Valuation training as part of 'Technology Licensing, Valuation and Acquisition for the Biotech Sector' conducted by Biotechnology Industry Research Assistance Program (BIRAP), in association with Biotech Consortium India Limited (BCIL), India.
- 22) Winner of the Grand Award and 13 other awards @ Seoul International Invention Fair (SIIF) 2012, The largest Annual Invention Fair in Asia. SkyQuest had displayed innovative technologies from countries like US, UK, India and Israel in Medical Device, Pharmaceutical, Agriculture & Food industry.
- 23) Credits the authorship of below mentioned Publications:
 - a. An article titled "Contract Research & Manufacturing Services - An Indian Perspective" in Sept-Oct 2005 Issue of BIOPHARMALIFE - a Magazine reaching to International & Regulated Markets
 - b. An article titled "Technology Transfer - An Indian Perspective" in October 2008 Issue of Modern Pharmaceuticals - A leading Industry Magazine in India.
 - c. An article titled "Open Innovation - A New Dimension for Drug Discovery" in December 2008 Issue of Modern Pharmaceuticals - A leading Industry Magazine in India.

Member Secretary of IBIOME Independent Ethics Committee (Founded in Sept 2008):
An OHRP, US DHHS registered Independent Ethics Committee actively involved in Ethical Review of Biomedical & Clinical Research Projects.

Charter Member of **The Indus Entrepreneurs (TiE)**, **Licensing Executives Society, India** (LES India), Member of AAAS (American Association of Advancement of Sciences).