



Open your mind. LUT.
Lappeenranta University of Technology

Innovative

**Good Practices
on Open Innovation &
Cooperation Coaching Support
Instruments for SMEs2B
Services from Intermediaries for SMEs**

Bruno Woeran – LUT

TII-Coway Conference, Beijing, May 08, 2013

Overview

Innovative

Strategies

- Introduction
- Regional Services
- Good Practice
 - STRATEGI
 - EDIM
 - smE-MPOWER

Success



Activities

Innovative

- Regional Contact Point for EU Programmes for Training, Research and Technology Programmes for the Vienna Region - Vienna, Lower Austria, Burgenland
- Consultancy, Support and Service Provider for national and transnational Technology Transfer and RTD-Projects
- Regional Promotor for Vocational Training in Europe



Innovation & TT Activities

- Regional Contact Point for national and transnational TT- RTD Activities. Member in several Technology Transfer Networks (www.tii.org)
- Organisation of Technology-Transfer-Days (WASTE, Renewable Energies, Water, etc.)
- Transfer Office for Dissemination, Validation and Search for RTD-Results for SMEs, Universities and Institutes
- Active Partner Search for Technology Transfer



Good Practices

Innovative

- **STRATEG/**
Modernisation in work organisation.
Knowledge Management
- **EDIM –**
More Successful through Innovation Management
- **smE-MPOWER –**
Strategic Business Innovation Coaching

Strategies

for your

Success

Strategi

Modernisation in Work Organization.
Knowledge Management

1. Awareness

2. Training and Audits

3. Web Portal

Partner Institutions



ASSOCIAÇÃO INDUSTRIAL
DO DISTRITO DE AVEIRO

DANUBE
European Training, Research & Technology



FUNDACIÓN UNIVERSIDAD EMPRESA
REGIÓN DE MURCIA



CONFEDERACIÓN REGIONAL DE
ORGANIZACIONES EMPRESARIALES
DE MURCIA



UNIVERSIDAD
DE MURCIA

Departamento de Organización
de Empresas



EXA Group
Consultores



Phases

AWARENESS CAMPAIGN

TRAINING AND AUDIT

Training

Inventory

Strategic
Analysis

Critical
Factors

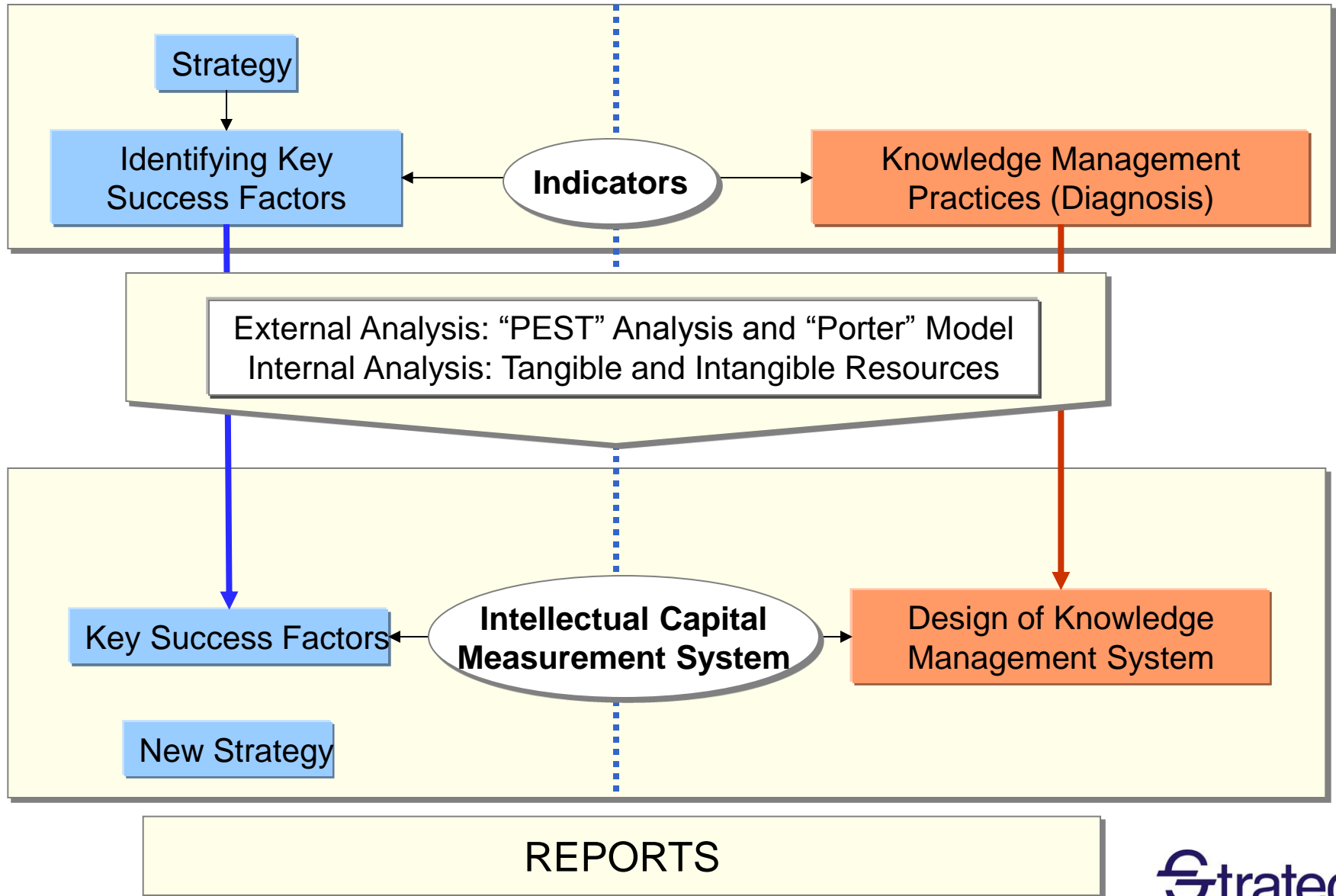
Selecting
Indicators

Improvement
Plan

PORTAL WEB

www.kmstrategi.com

Inventory
Strategic Analysis
Design IC and KM. Systems



Phases

AWARENESS CAMPAIGN

TRAINING AND AUDIT

Training

Inventory

Strategic
Analysis

Critical
Factors

Selecting
Indicators

Improvement
Plan

PORTAL WEB

1.1. Training Results. Phases

AWARENESS CAMPAIGN

TRAINING AND AUDIT

Training Inventory Strategic Analysis Critical Factors Selecting Indicators Improvement Plan

PORTAL WEB

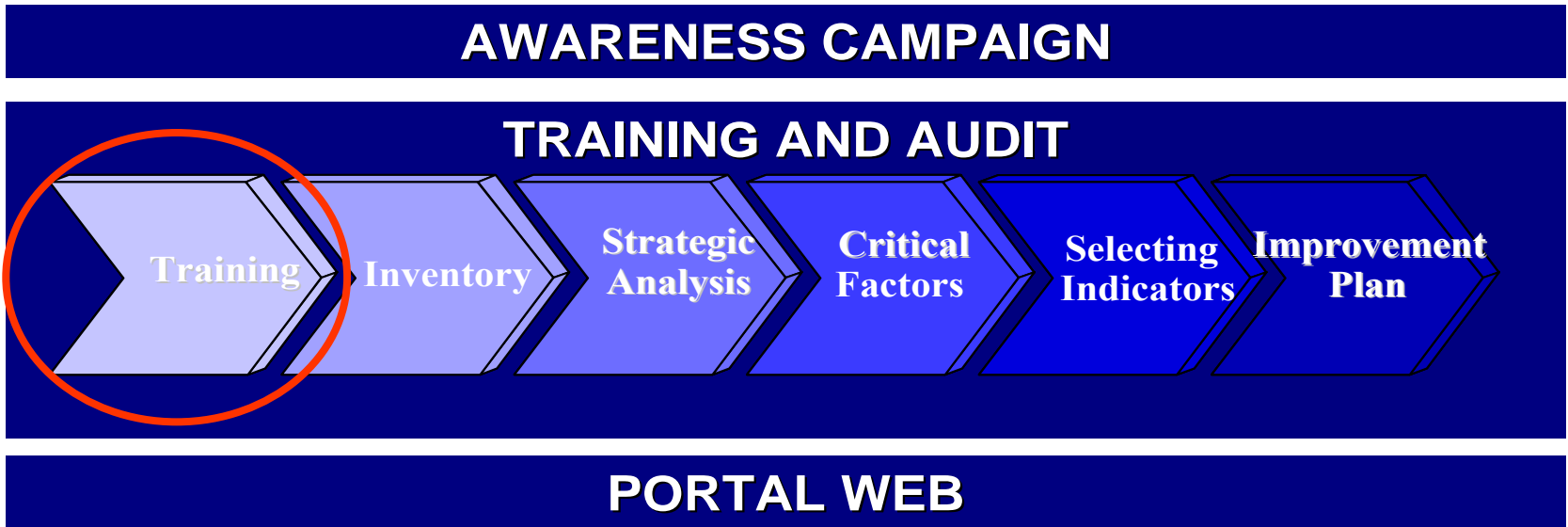
PHASE 2. Training and Audit

AIM: To go more deeply into and apply IC and KM concepts on a set of interested companies

ACTIONS

- 1. Training the companies**
- 2. Audit and Advice**
- 3. Base for comparison**

1.2. Training Results. Given Hours



- 1. Training A: specialization courses for different functions: 6 courses, 15h each = 90h, within a period of 4 months**
- 2. Training B: courses for each interested company: 12 courses, 9h each = 108h, within 3 months**



Good Practices - EDIM

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Modernisation in work organisation. Knowledge Management
- **EDIM**
More Successful through Innovation Management
(Erfolgreich durch InnovationsManagement)
- smE-MPOWER –
Strategic Business Innovation Coaching

Good Practices - EDIM

- Austrian Project within the protec+ 2000 INNO Programme Initiative of Ministry for Economic Affairs
- Project Partners: Regional Offices, Consultants
- Project Duration: 2 years



Good Practices - EDIM

Innovative

- Project Content
 - Adaptation available IM process tools
 - www.unternehmenscheck.at
 - Awareness events
 - Testing
 - Teleconsulting/Telecoaching - Audit



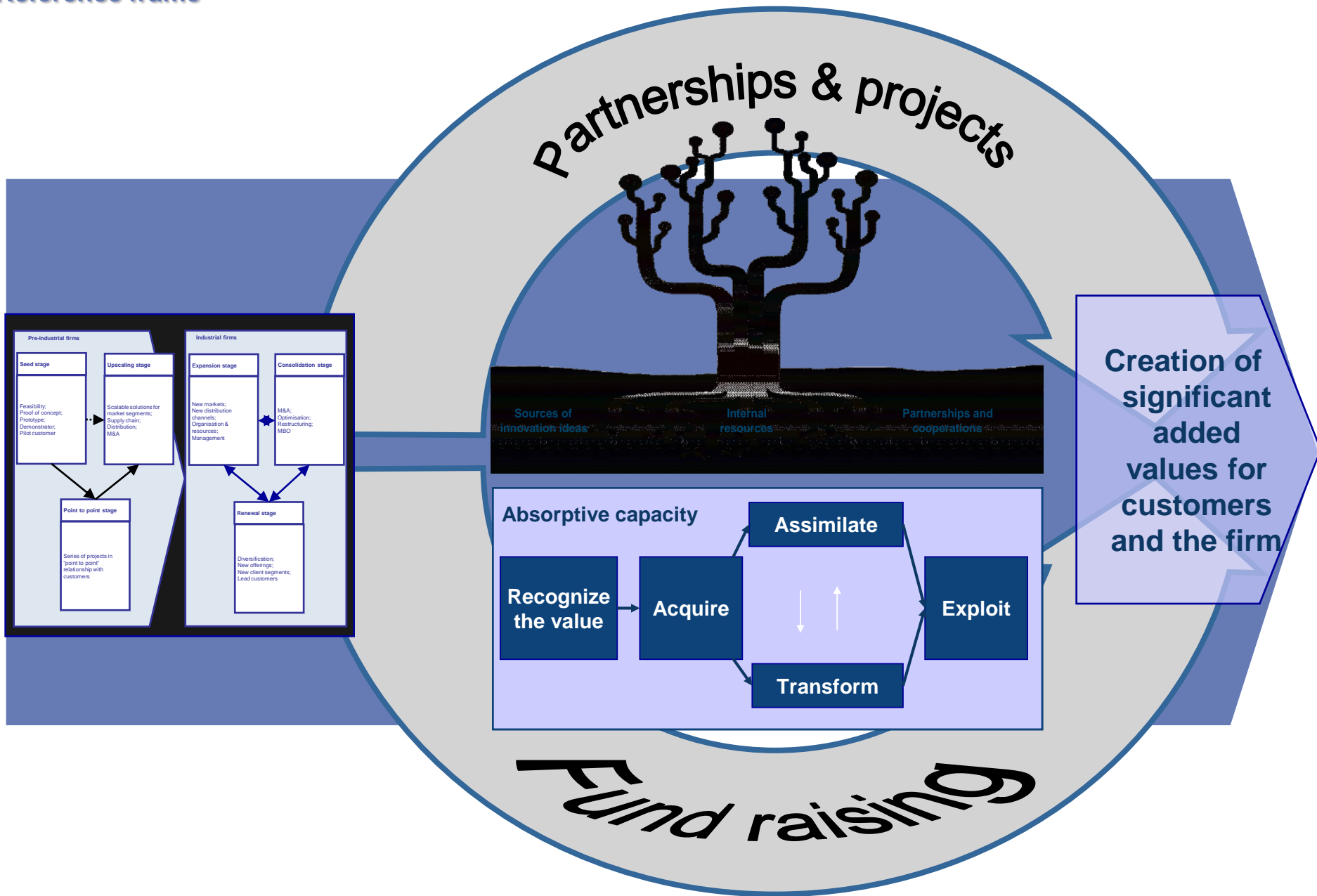
Good Practices – smE-MPOWER

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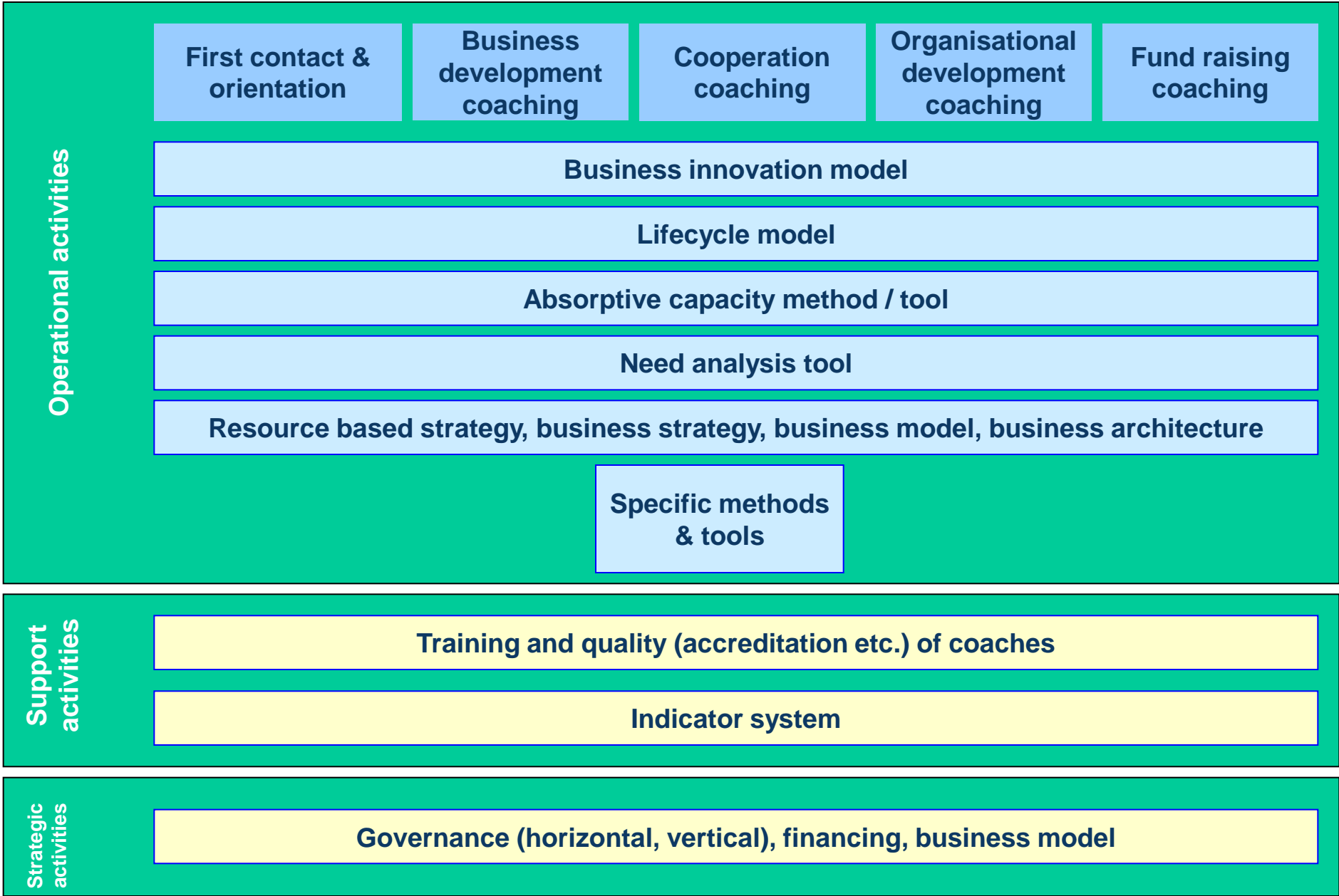


Coaching throughout the SME's lifecycle

Reference frame

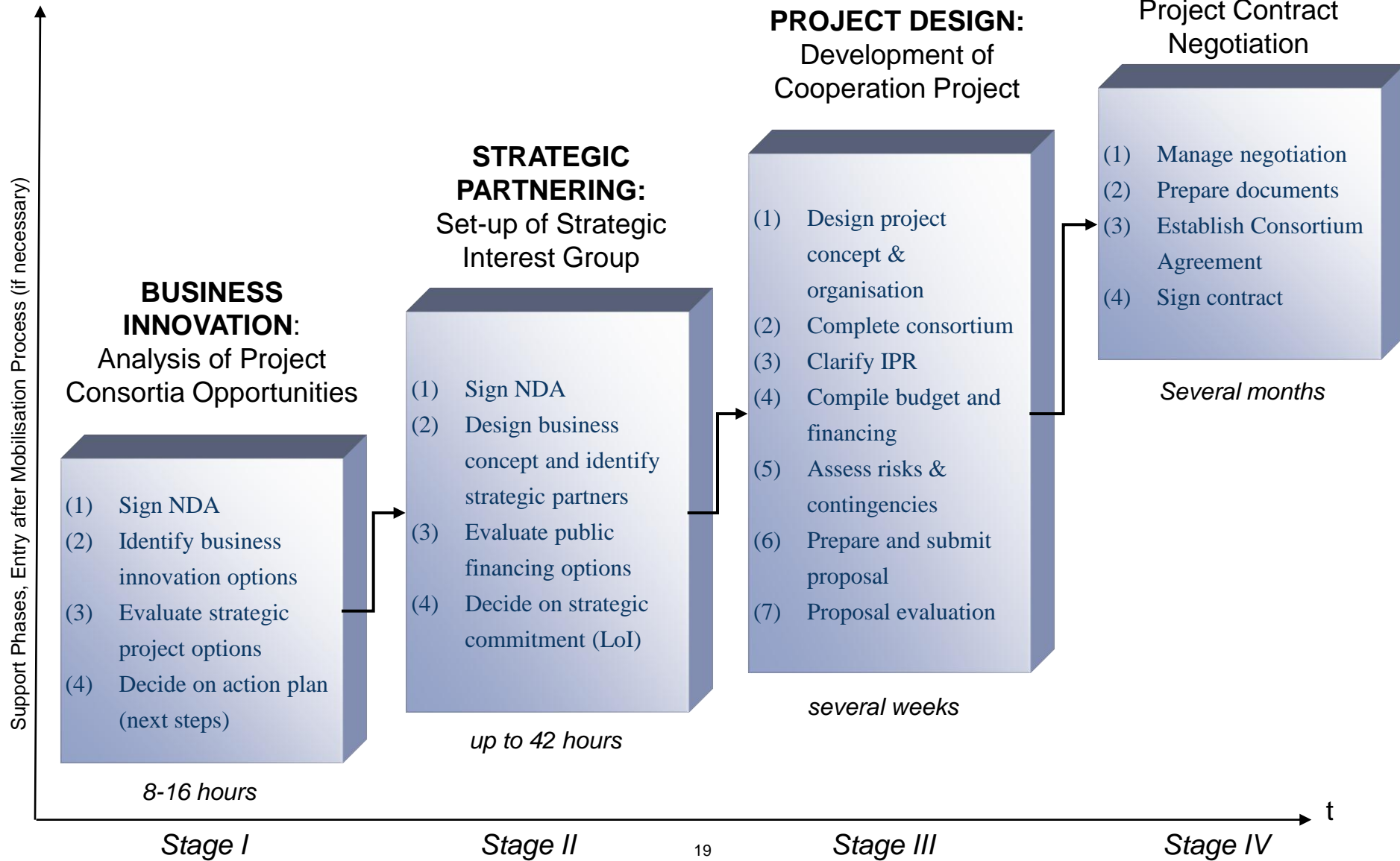


Good practice methodologies

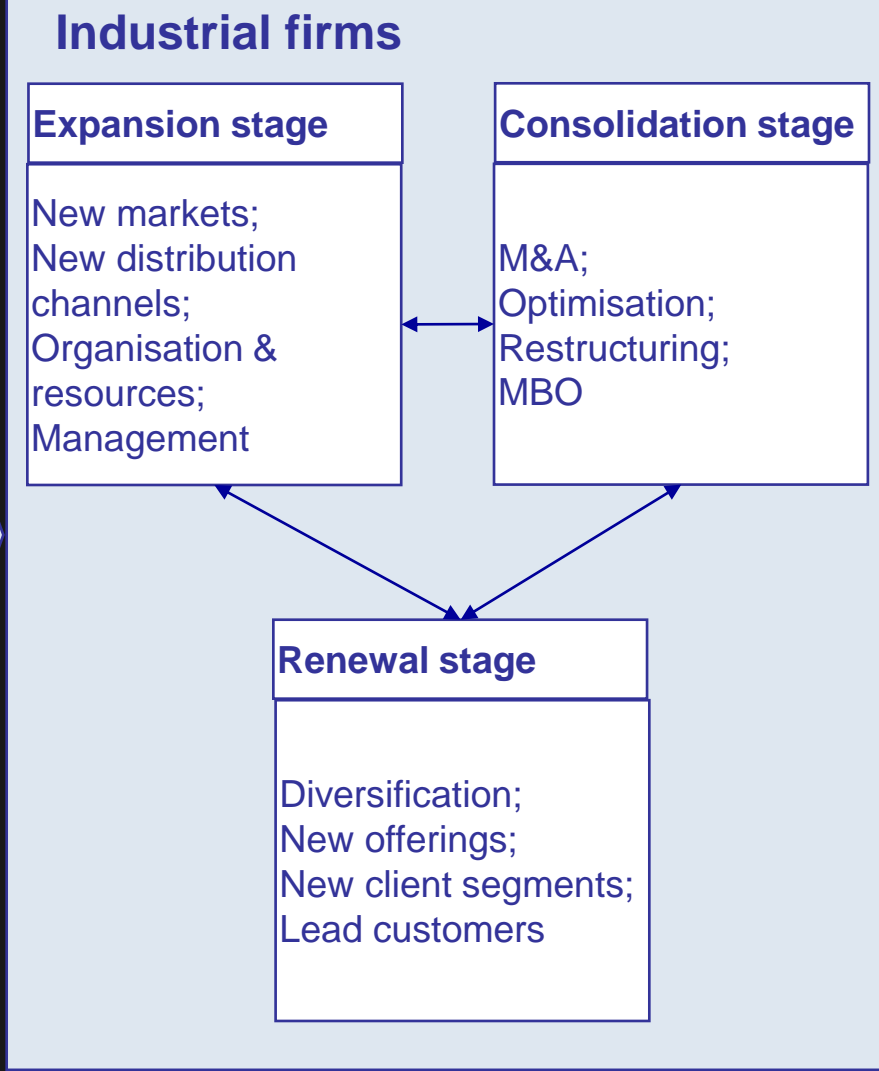
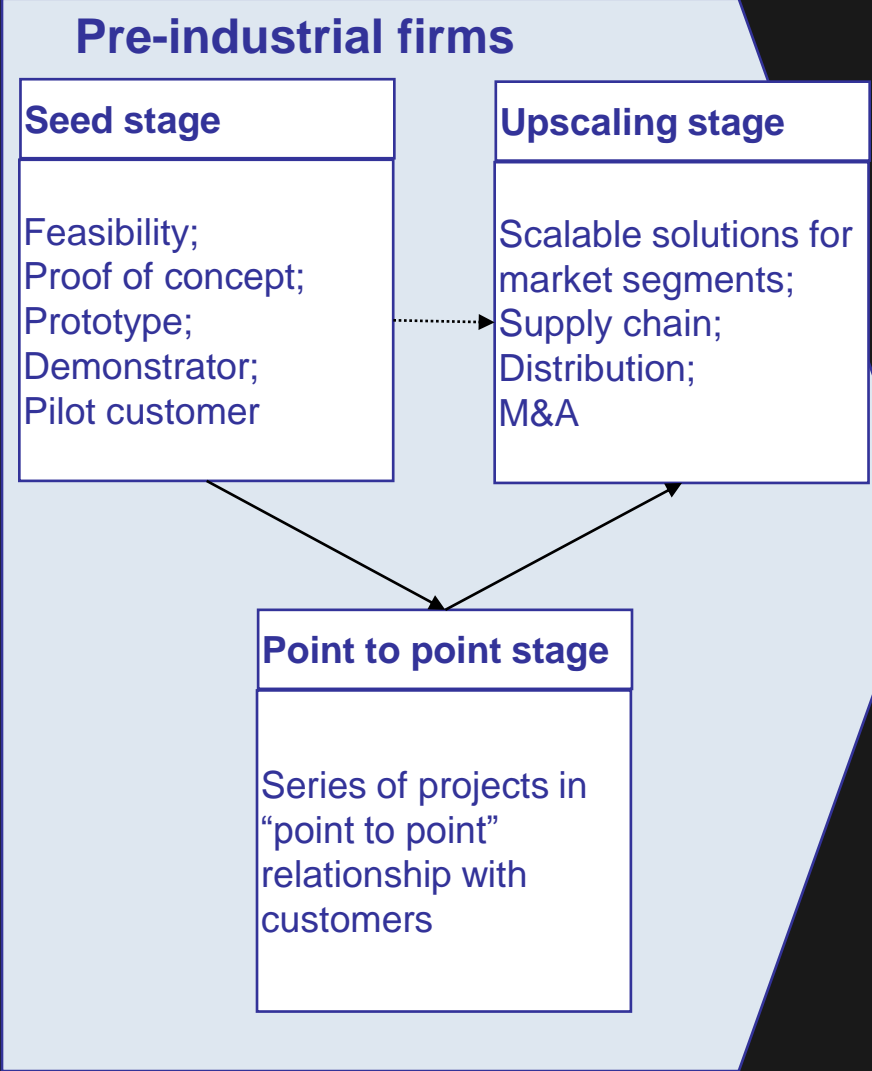


Analysing innovation opportunities in enterprises

Cooperation Coaching Process of smE-MPOWER

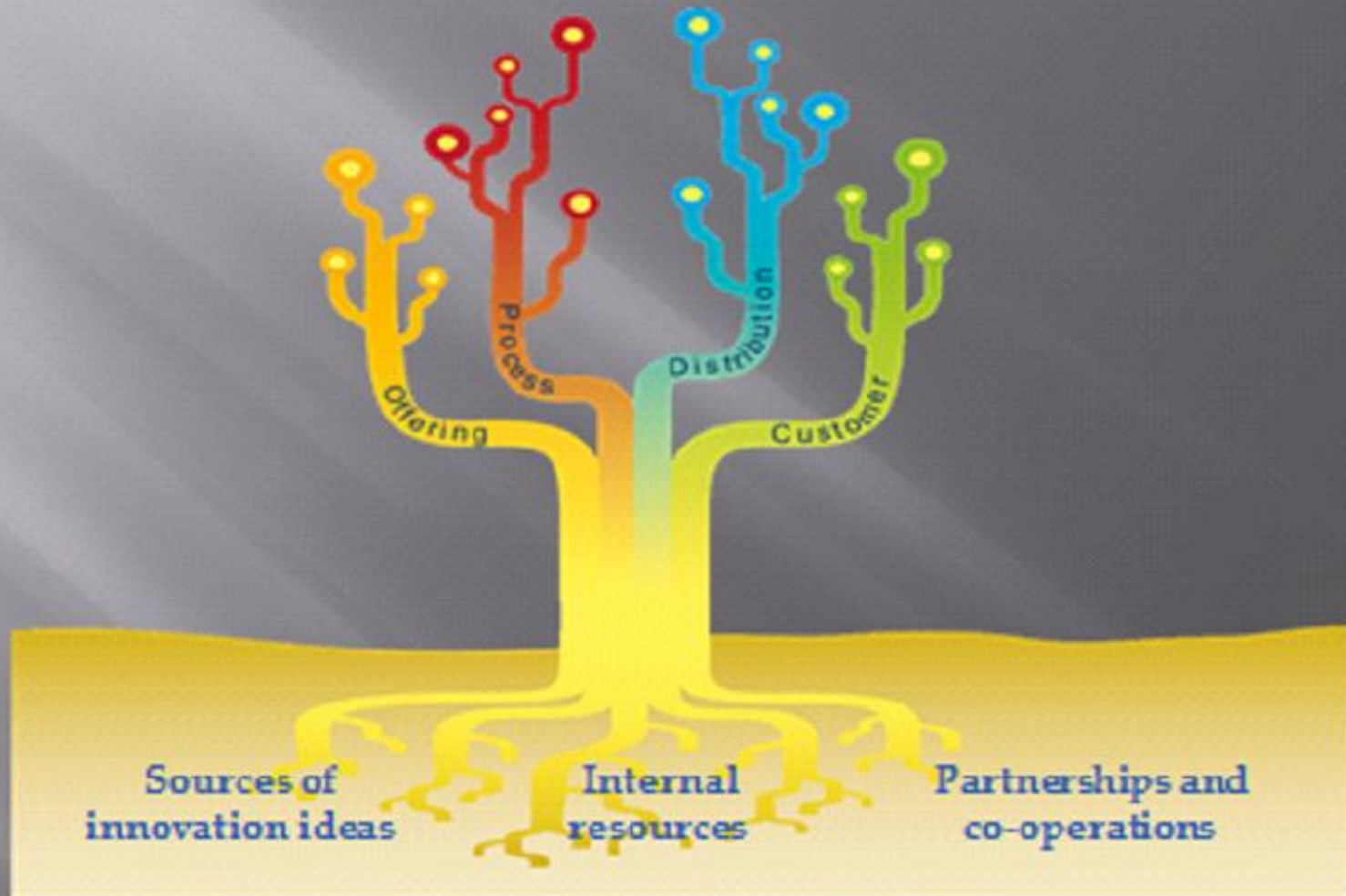


Business challenges along life-cycle



Business Innovation:

Creation of significant added value for the customer and the company through modification of one of the four vectors:



Tools, Methods, Experience, Practices

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Strategic Business Innovation Coaching

