



ELAN

European and Latin American
Technology based Business Network

www.elannetwork.org

EU – CELAC R&I – SOM

Enhancing the Innovation dimension of the Common Research Area

El Salvador, 2 october 2017



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ELAN Network is an EU funded project (2015-2017) ICI+/2014/349-967



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Technology based Business Network

European and Latin American Technology based Business Network ([ELAN Network](#)): whose main purpose is to identify technology-based business opportunities between European and Latin American SMEs.

1. Network

A Triple Helix network composed of intermediary organisations that support SMEs in the development of TBBOs between EU and



- Knowledge and technology based organisations (KBO)
- Business support organisations (BSO)
- Public sector actors, drivers of innovation ecosystem

2. TBBO and Strategic alliances

Generate tech-based business opportunities (TBBO) between European and Latin American organisations, especially SMEs, as well as strategic alliances between EU and LAC intermediary organisations with a multiplier effect.

TBBO

- Business
- Recent tech innovation
- EU – LAC partnership



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In the following domains



**RENEWABLE
ENERGY**



NEW MATERIALS



ICT



**BIOTECHNOLOGY
BIOECONOMY**



HEALTH



**ENVIRONMENTAL
TECHNOLOGY**



NANOTECHNOLOGY



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Conclusions from ELAN Network

The **relevance** of the need to create a Network has been confirmed, and the **triple helix** approach has proven to be the defining & **differential component** of this Network.

The **added value** of the Network from the perspective of its members includes:

- A channel to help SMEs generate **new tech-based business** between EU and LAC
- An opportunity to find the **right partners** for alliances & projects
- A scenario to find the right connections & networking opportunities

Network members confirm they have increased their organisational capacity to support tech-based business between EU and LAC due to ELAN Network.

The following needs have been identified as potential future pillars for development within ELAN:

- **R&I and technological cooperation** (e.g. through H2020 or other mechanisms)
- **Increase capacity to generate & materialise “multiplier alliances” as “opportunity motorways”**

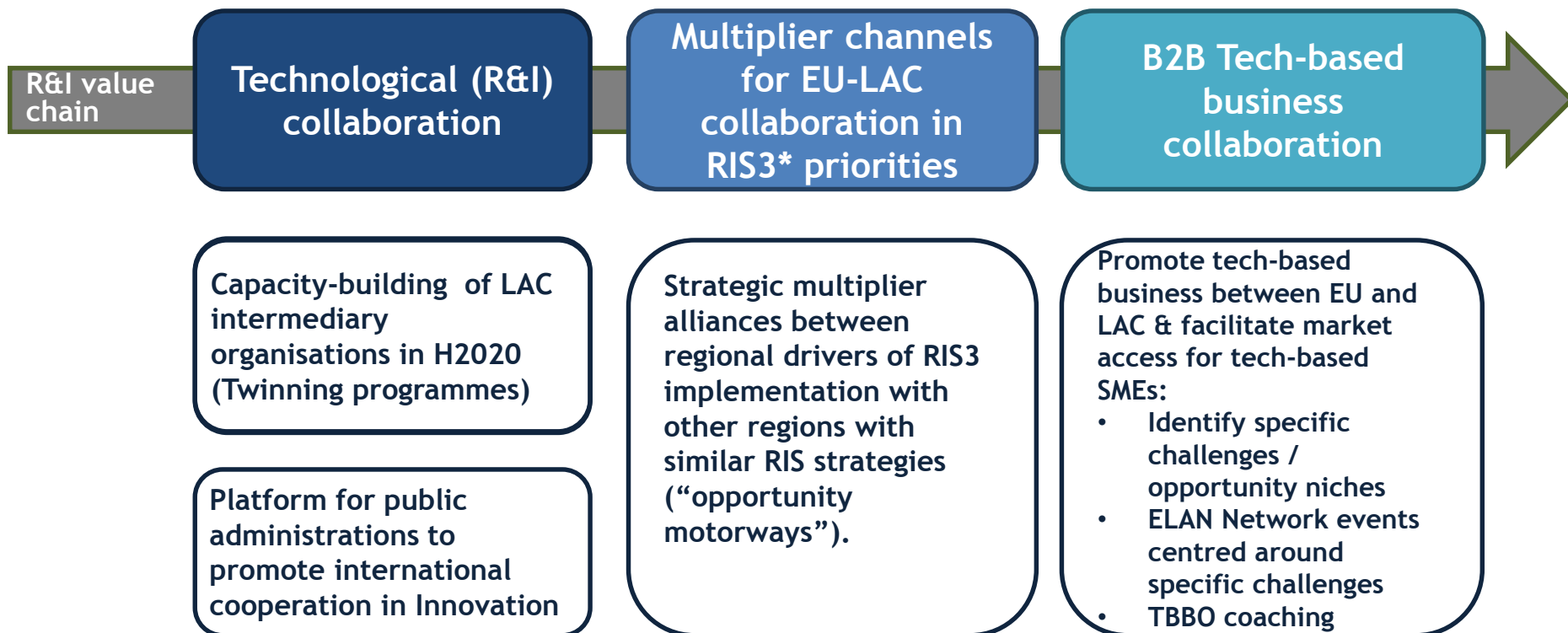


ELAN Network: EU-LAC collaboration in the R&I value chain

ELAN Network: A network of research & innovation (R&I) agents that work together to accelerate EU-LAC tech-based business collaboration.

GROWTH AMBITION: Our ambition is to grow in order to cover the R&I value chain from the development of the technological idea to the market access.

OVERALL OBJECTIVE: To increase economic impact through technology, connecting EU and LAC innovation ecosystems.



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* Regional Innovation Strategies for Smart Specialisation (RIS3)



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1. R&I collaboration

R&D value chain



Contribution of Technological collaboration (R&I) to overall objective:

“Increase economic impact through technology, connecting EU and LAC innovation ecosystems.”

Participation of EU and LAC organisations in H2020 contributes to the:

- Co-development between EU and LAC Partners: New IPR, knowledge transfer
- Co-exploitation of results of common R&I projects between EU and LAC Partners and market take-up of innovations
- Utilization of relationship and knowledge about context and needs of the project Partners to launch new business opportunities

ELAN Network LAC partners' perception of H2020:

- It is seen as a complex programme, which scares possible participants.
- Difficulty in identifying projects in which to participate.
- LAC: Currently academic participants (almost) only



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2. Multiplier channels collaboration in RIS3 priorities

R&D value chain



Contribution of multiplier channels for EU-LAC collaboration

“Increase economic impact through technology, by connecting EU and LAC innovation ecosystems.”

- Decades of experience designing and implementing RIS: knowledge of best practices, lessons learnt, public-private partnership models,...
- RIS3 deployment in LAC Regions present varied results due to institutional - governance matters, different maturity levels of the innovation systems, funding model, etc.
- Therefore, EU-LAC collaboration in RIS3 priorities through ELAN Network contributes to the:
 - To facilitate the generation of tech-based business in common prioritised sectors on a systemic approach.
 - Co-development of strategic projects between EU and LAC innovation ecosystems: knowledge and technology transfer
 - Cooperation between EU and LAC regions dealing with similar priorities



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3. B2B tech-based business collaboration



Contribution of B2B tech-based business collaboration to overall objective

- **B2B tech-based business collaboration** is the natural conclusion of the R&I life cycle.
- At the end of the day we must reach down to the individual enterprises
- The **Triple Helix** approach has proven its effectiveness

“Increase economic impact through technology, by connecting EU and LAC innovation

A few proposals (1/2)

R&I value chain



ELAN Network proposal:

- Replicate the role of EU RTOs (Applied Research & Innovation) in LAC since the distance is often large between Science and Industry
 - Orchestrators of the innovation ecosystem
- RIS3 approach
 - Deployment of RIS3 concepts throughout LAC
 - Launch ¿5? Pilot cases of collaboration on common priorities between EU and LAC regions who have already carried out successfully the RIS3 exercise,
- **Strengthen H2020 support capacities** in LAC to improve proposals.
 - Twinning programme or similar
 - Develop networks (ELAN Net, NCPs, EEN) to facilitate the connection with the **right partners** for R&I and for Business, in both continents
 - Extend the concept of
 - EU Technology Platforms (some exist already in LAC)
 - Innovation Hubs (popular now in EU under H2020) with funding

[...]



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A few proposals (2/2)

R&I value
chain



ELAN Network proposal:

- [...]
- Increase the number/funding of available programmes for EU-LAC technological cooperation, and align the existing ones.
 - “Open EUREKA for Innovation” with Innovation Agencies instead of Scientific ones?
 - Joint Calls (ie CYTED) easier to implement than Open Centralised (ie, H2020)
- Promote Multiplier Alliances but the objective is to reach down to Enterprises



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ELAN 2017 EVENTS

APRIL						
Mo	Tu	We	Th	Fr	Sa	Su
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

MAY						
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29	30	31				

JUNE						
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OCTOBER						
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30	31					

NOVEMBER						
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25	26	27	28	29	30	

Information and registrations:

<http://www.elannetwork.org/content/events-calendar-2017>

Costa Rica	Nano/Biotechnology, ICTs and Renewable/ Alternatives Energies: innovation as key to generating successful technology based business opportunities Coordinated with ExpoPYME
Argentina	New technological businesses between Europe and Argentina to address challenges in Industry 4.0, Energy and ICTs Coordinated with Enterprise Europe Network and Eurocamara Argentina
Peru	Technological solutions for an integral urban growth. Sustainable business LAC-EU Coordinated with Expo Energy Efficiency 2017
Brazil	Health and Biotechnology for the generation of new business opportunities in Brazil
Chile	Technologies and Business Models to Face the Energy Challenges of the 21st Century Coordinated with ExpoERNC 2017
Colombia	The role of ICTs in the productive development agenda of Colombia and especially in Bogota - Cundinamarca Coordinated with 20th TCI Global Conference
Mexico	4 missions throughout the year Sectors: Intelligent Tourism and Automotive



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