

23RD ANNUAL EARMA CONFERENCE MALTA, **APRIL 24TH-26TH 2017**



Abstract Book

WE GRATEFULLY ACKNOWLEDGE THE SUPPORT OF OUR SPONSORS

RESEARCHconnect 
an **idox** solution

 **Research Professional**

Worktribe.TM


MESO
CONSULTANTS

 **Altmetric**
 **figshare**


ELSEVIER

ProQuest.

stopstart
academy 

KUDOS 
Greater Research Impact

 **Clarivate Analytics**

natureresearch

 **RESEARCH MEDIA**

eurelations
R&D Management • Public Funding

 **DRAGON|STAR Plus**

Table of Contents

Opening Keynote Session:Negotiating Research: What is the Best Deal for European Research	1
<i>Dr. Sean McCarthy (Hyperion Ltd.), Ms. Christina Miller (Director UK Research Office), Dr. Thomas Estermann (EUA), Dr. James Foden (Malta Council for Science and Technology), Dr. Peter Fisch (Independent expert)</i>	
Preparing Your Researchers for Ethical Approval	2
<i>Mr. Isidoros Karatzas (European Commission)</i>	
The 3-in-1 Horizon 2020 Financial Checkpoint Essentials	3
<i>Mr. Yoram Lev-Yehudi (Managing Director)</i>	
Hiring the Right Staff to Negotiate Research: From Position Description to Candidate Selection	4
<i>Ms. Barbara Gray (East Carolina University)</i>	
Bumpy road from idea to market in H2020 proposals: US perspective	5
<i>Mr. Lance Leverette (Industrial Market Research Analyst)</i>	
Do we need ‘perfect proposals’?	6
<i>Dr. Peter Fisch (Independent expert)</i>	
Funding strategies and the funding model canvas, ttopstart academy	7
<i>Mr. Patrick De Boer (ttopstart), Mr. Andree Schram (ttopstart)</i>	
The future of EU Funding - Key issues for universities	8
<i>Dr. Thomas Estermann (EUA)</i>	
Horizon 2020 legal framework - the modified DESCA model for Marie Sk.-Curie Actions	9
<i>Mr. Christian JÄGER (University of Freiberg), Mr. Siegfried HUEMER (Vienna University of Technology)</i>	
The Research Administration Profession in Small Island States and Small Jurisdictions	10
<i>Mr. Christian Bonnici (University of Malta)</i>	
Demystifying Joint Programming	11
<i>Mr. Joerg Niehoff (European Commission)</i>	
Spreading Excellence and Widening Participation, new frontiers and present challenges	12
<i>Ms. Margriet Griethuysen (GSBi/Erasmus University Rotterdam), Ms. Esther Philips (Leiden University, Institute of Environmental Sciences), Dr. Zygmunt Krasiński (NCP Poland), Dr. Magda Di Carli (European Commission), Ms. Nadine Castillo (Malta Council for Science and Technology.)</i>	
Reducing Administrative Burden While Improving Information Quality	13
<i>Mr. David Baker (CASRAI)</i>	
Crowdfunding - an alternative to research funding cuts?	14
<i>Dr. Pasi Sihvonen (University of Helsinki), Dr. Matias Partanen (University of Helsinki)</i>	
Where next for open access in Europe?	15
<i>Mr. Rob Johnson (Research Consulting), Mr. Pablo De Castro (University of Strathclyde)</i>	

Evaluation of interdisciplinary research projects in Europe - implications for advisers coaching young researchers	57
<i>Dr. Anja Hegen (University of Bergen)</i>	
Research Contributions to Education entrepreneurship Ecosystems	58
<i>Mr. James Albright (British Columbia Institute of Technology), Mr. James McCartney (British Columbia Institute of Technology)</i>	
Connecting with communities: international collaborations in Asia and Africa	59
<i>Mr. Felix Rehnberg (SOAS, University of London)</i>	
Evolution of Research Management and Profession Recognition: The Malaysian Context	60
<i>Dr. Hsiao Wei Tan (University of Malaya)</i>	
A Strategy to Promote Technology and Knowledge Transfer from Research Centers to the Business Enterprise Sector	61
<i>Dr. José Santos (Polytechnic Institute of Bragança)</i>	
Just data or real change? How digital tools and data support the role of a research office in meeting the university's strategic goals	62
<i>Mrs. Esther De Smet (Ghent University), Ms. Cat Williams (Altmetric)</i>	
Lessons learned from the development and management of a large multiparty research consortium; surprising lessons that can assist Research Administrators successfully develop and manage a large multiparty research network	63
<i>Mr. James Albright (British Columbia Institute of Technology), Dr. Hassan Farhangi (British Columbia Institute of Technology)</i>	
Cooperating with EU Strategy to Maximize the Returns to Society from Investment in Innovation: A South American Social Sciences and Humanities Research Institution Perspective	64
<i>Prof. Goret Paulo (Fundação Getulio Vargas), Ms. Whilla Coimbra (fgv)</i>	

A Strategy to Promote Technology and Knowledge Transfer from Research Centers to the Business Enterprise Sector

Wednesday, 26th April - 17:45 - Poster Session Available from 25th-26th April - Sacra Infermeria Hall - Poster -
Abstract ID: 215

Dr. José Santos (Polytechnic Institute of Bragança)

Research centers should play an active role in promoting the involvement of the business enterprise sector in research and innovation projects, in order to facilitate knowledge and technology transfer. Furthermore, the participation of companies in European research and innovation projects should be viewed as an important component of their internationalisation strategy. But how can research centers get closer to the business enterprise community? In particular, how can SMEs in traditional sectors find the best scientific/technological partners and integrate international research and innovation consortia?

The Mountain Research Centre (CIMO) is a multidisciplinary research centre focused on mountain issues. One of the three strategic Research Groups deals with Food Safety and Technology, namely in the context of the traditional food sector.

In order to promote the commercial application of research results, technology and knowledge transfer initiatives are a priority for CIMO. A project (AgroAli@EU) was developed aiming at promoting the participation of Portuguese SMEs in European projects.

A Strategy was defined to:

- 1) Disseminate the potential of CIMO's scientific capabilities, namely added-value R&D results;
- 2) Increase the awareness of Portuguese SMEs in relation to the advantages of participating in FP7 projects;
- 3) Involve SMEs in consortia preparing proposal for FP7 KBBE topics.

The Action Plan involved:

- 1) Engagement of strategic partners such as Regional Businesses Associations, the Portuguese Food Cluster, the Portuguese Agrifood Businesses Association;
- 2) Organization of workshops and brokerage events in cooperation with the strategic partners and, whenever possible, as satellite events of major scientific and technical events;
- 3) Participation in international events organized by European networks, aiming at presenting the competencies, needs and opportunities provided by Portuguese SMEs and CIMO;
- 4) Support to the submission of FP7 project proposals with the participation of Portuguese SMEs.

The major results included:

- 1) The integration of Portuguese entities in 5 FP7 projects, with a total allocated budget of nearly 2 million €, and
- 2) The promotion of additional market-oriented, collaborative research and innovation projects between traditional food SMEs and CIMO.

Conclusions:

1. It is time for researchers to leave their labs and talk to SMEs. However, a facilitator should always be present in order to improve communication and consensus!
 2. The active participation in European networks is key. Get known in Brussels!
 3. SMEs need to be supported all along and participate actively in the project development process. Otherwise the technology and knowledge transfer efforts may not fulfil the expectations!
 4. The approach used was shown to be effective: local traditional food SMEs are interacting more with CIMO and participating more in market-driven collaborative innovation projects.
-