



*Fostering REsearch-based
Entrepreneurship and the development of
spin-off companies in Central America*

**Study visit and coordination meeting
at «Università degli Studi di Genova»**

Venue: Via Balbi 5, Rectorate building, «Pellitteri» hall

Genova, Italy

Dates: 11th - 14th September 2017



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Project reference number:
573971-EPP-1-2016-1-PA-EPPKA2-CBHE-JP

Event framework

Activity 3.1 Study visit of CA HEIs decision makers: brainstorming and discussion by working groups

Objective: to conduct a brainstorming and discussing exercise in working groups on the **methodologies and procedures for establishing the ISOs - Innovation Support Offices.**

The result of this activity will be an agreed roadmap for the creation of the ISOs in CA - Central America partner HEIs. CA HEIs decision makers will be involved in this activity.

Scheduled activities:

- Presentation of UNIGE experiences, exchange of ideas and initial discussions on the applicability and transferability of UNIGE model by CA partners.
- Meetings with the UNIGE teaching and management staff involved in Technology Transfer for discussing spin-off regulations and procedures.
- Practical presentations and discussions by the staff at the UNIGE Technology Transfer Office on spin-offs, policies, supporting services.
- Presentation of practical experiences by researchers when creating a spin-off (services, advice, legal issues, problems faced...).
- Brainstorming and discussions by groups following a **methodology provided by UNIGE as WP leader** in order to **agree on the roadmap for the implementation of the ISOs** at CA partner HEIs.

Expected results:

- Intangible outputs: awareness of the role of HEIs in spin-off development and top management engagement.
- Tangible outputs: Study visit reports (D3.1.1)
Roadmap for the Creation/adaptation of ISOs (D3.1.2)

Relevant Indicators:

- Number of CA participants from each partner HEI travel to UNIGE
- UA + GCU participants travel to UNIGE + UNIGE onsite staff
- Number of total participants in the study-visit (including coordination-meeting)
- Number of study visit reports
- Roadmap for the implementation of the ISOs at CA partner HEIs

Bilateral meetings

Monday - 11/09/2017	
09:00 - 11:15	Meeting point: Piazza Nunziata 6, SRI, International relations Service Bank procedures. <i>UNIGE SRI (International relations Service), Mrs Gabriela Castillo & Noelia Lopez, UA</i> Group A - 09:15: UTP, UDI, ITCR, ULACIT, UNAH, UTH Group B - 10:15: UES, UTEC, UNAN Leon, UAM, USAC, GALILEO
11:15 - 13:00	Bilateral meetings - administrative issues Meeting room at SRI, International relations Service <i>Mrs Gabriela Castillo & Noelia Lopez, UA</i>
Afternoon	Self-managed social event in downtown, Genova acquaintance
Evening	Free program

Study Visit - «Pellitteri» hall

Tuesday - 12/09/2017	
09:00 - 09:15	Arrival & registration of participants
09:15 - 09:25	Institutional welcome <i>Prof. Andrea Trucco, Vice Rector for international relations</i>
09:25 - 09:30	Objectives of the Study Visit <i>UNIGE SRI (International relations Service)</i>
09:30 - 10:15	Technology Transfer Office - Support to Innovation & Technology Transfer <i>Mrs. Monica Ballarini - UNIGE Innovation & technology transfer Service</i>
10:15 - 10:45	Spin off regulation, procedures and services <i>Mrs. Monica Ballarini - UNIGE Innovation & technology transfer Service</i>
10:45 - 11:15	COFFEE BREAK
11:15 - 11:45	Spin off companies as tool for the exploitation of research results <i>Mrs. Monica Ballarini - UNIGE Innovation & technology transfer Service</i>
11:45 - 12:45	Business Incubation - <i>Department of Economics and Business Studies</i> 1. Roadmap to develop a specific business plan for university spin-offs: the UNIGE model - <i>Prof. Renata Paola Dameri</i> 2. Survey on the entrepreneurial features of the UNIGE spin-offs - <i>Prof. Pier Maria Ferrando</i> 3. Definition of a framework to assess initiatives to support the creation of spin-offs: the UNIGE case - <i>Prof. Roberto Garelli</i>

12:45 - 14:30	LUNCH BREAK
14:30 - 15:00	UNIGE Spin-off (practical experience) <i>Prof. Renata Paola Dameri - Department of Economics and Business Studies</i>
15:00 - 15:30	COFFEE BREAK
15:30 - 17:00	Spin-off case study at UNIGE (6 x 15 minutes. UNIGE) 1. Prof. Daniele Caviglia - ARTYS "Smart Rainfall System" 2. Dr. Silvia RUM - ACCADERMICA "Acadermic University Pharma" 3. Dr. Thomas Lamberti - H2BOAT 4. Prof. Pietro Zunino - AMP "Advanced Machines for Power and Propulsion" 5. Dr. Maddalena Mastrogiacomo - BIORIGEN "Regenerative medicine" 6. Eng. Saverio Pagano - SMART TRACK "Safety and Security"
17:00 - 17:15	Questions & Answers. Discussion. Summing-up

Wednesday - 13/09/2017	
09:00 - 09:15	Arrival & registration of participants
09:15 - 11:15	Status of spin-off support at Central America Higher Education Institutions (Max. 10 minutes per partner). CA Partner HEIs
11:15 - 11:30	COFFEE BREAK
11:30 - 11:45	Spin-off support at University of Alicante <i>Loren Moreno, Technology Transfer Service, Universidad de Alicante</i>
11:45 - 12:00	Spin-off support at Glasgow Caledonian University <i>Pablo López, European Projects Manager, Glasgow Caledonian University</i>
12:00 - 13:30	Brainstorming and discussions, first part (lead by EU partners) <i>Monica Penco, UNIGE Dep't of Political Sciences - All partners</i>
13:30 - 14:30	LUNCH BREAK
14:30 - 15:30	Brainstorming and discussions, second part (lead by EU partners) <i>Monica Penco, UNIGE Dep't of Political Sciences - All partners</i>
15:30 - 16:30	Presentation of agreed Roadmap for the implementation of the ISOs - Innovation Support Offices at Central America partner HEIs <i>WP leader, UNIGE (Prof. Renata Dameri, Mrs. Monica Ballarini) & EU partners</i>
16:30 - 17:00	Questions & Discussion. Summing-up of the Study Visit <i>All partners</i>
20:00	<i>Social dinner on the seaside hosted by SRI</i>

Coordination meeting - «Pellitteri» hall

Thursday - 14/09/2017	
09:00 - 09:15	Arrival & registration of participants
09:15 - 09:30	Presentation of the agenda and objectives <i>Noelia López, Senior Project Manager, Universidad de Alicante</i>
09:30 - 10:00	Presentation of spin-off support at EU HEI partners (D.1.1.2) <i>Pablo López, European Projects Manager, Glasgow Caledonian University</i>
10:00 - 10:30	Presentation of the Needs Analysis Report (D.1.2.2) <i>Pablo López, European Projects Manager, Glasgow Caledonian University</i>
10:30 - 11:15	WP.2: Capacity Building via training (for Innovation Support Offices) <i>Noelia López, Senior Project Manager, Universidad de Alicante</i>
11:15 - 11:30	COFFEE BREAK
11:30 - 12:15	WP.3: Institutional Building: Creation / adaptation of Innovation Support Offices <i>Angelo Musaió, Head of international relations Service, UNIGE</i>
12:15 - 13:00	WP.4: Networking & Sustainability <i>Mario Alberto Morel Barahona, Universidad Nacional Autónoma de Honduras</i>
13:00 - 14:30	LUNCH BREAK
14:30 - 15:15	WP.5: Dissemination & Exploitation <i>Daniel Neftalí Ramírez, Universidad Tecnológica de El Salvador</i>
15:15 - 16:00	Financial aspects of the project <i>Gabriela Castillo, Project Administrator, Universidad de Alicante</i>
16:00 - 16:30	Conclusion and next activities <i>Noelia López, Senior Project Manager, Universidad de Alicante</i>

ROADMAP towards the establishment of Spin-Off Units (Research-Based Entrepreneurship)

Reflexiones previas. Presentación de 6 diapositivas.

1. DEFINICIÓN DE SPIN-OFF PARA LA INSTITUCIÓN.
 - a. ¿existe definición oficial?
 - b. Aunque no exista, indicar qué idea se tiene sobre qué se considera spin-off.

2. NATURALEZA DE LA INSTITUCIÓN:
 - a. indicar el perfil de la universidad (politécnica, generalista, ciencias, sociales, etc.).
 - b. indicar las áreas de investigación más relevantes: mayor producción científica, más resultados de investigación, más resultados de investigación cercanos al mercado.
 - c. ¿Se identifican investigadores que estén interesados en la creación de empresas spin-off?
 - d. La demanda de una oficina que apoye la creación de spin-off está justificada o se detecta la necesidad de sensibilización.

3. TRANSFERENCIA DE TECNOLOGÍA
 - a. ¿La transferencia y, concretamente, la creación de spin-off es una línea prioritaria a impulsar por la institución?
 - b. ¿existe una oficina propia de transferencia de resultados de investigación?
 - c. ¿hay una cultura consolidada de colaboración universidad-empresa?

4. EMPRENDIMIENTO
 - a. ¿Existen dentro de la institución unidades de apoyo al emprendimiento? ¿Qué tipo de servicios cubren?
 - b. ¿Se diferencia o se pretende diferenciar dentro de la institución las empresas basadas en investigación y las que no lo están? ¿y las promovidas por investigadores y el resto de la comunidad universitaria?
 - c. ¿qué papel juega la universidad en los emprendimientos existentes?

5. RECURSOS
 - a. ¿se cuenta con los recursos propios necesarios?
 - b. ¿tienen las alianzas externas que se requieran para crear, incubar, consolidar y hacer crecer estas empresas?
 - c. ¿han participado activamente en la búsqueda de financiación para empresas o tienen previsto hacerlo?
 - d. ¿ofrecen a día de hoy servicios a empresas ya sea directamente o a través de otros organismos?

6. COMPROMISO CON LA CREACIÓN DE SPIN-OFF
 - a. ¿Existe algún tipo de legislación que apoye la creación de este tipo de empresas?
 - b. ¿Están claros los incentivos para los investigadores que creen este tipo de empresas?
 - c. ¿Está claro el papel que jugará la universidad en este tipo de empresa? ¿Tiene la universidad previsto participar en el accionariado?
 - d. ¿El "top-management" de la universidad apoya este tipo de transferencia? ¿Está reflejada en algún tipo de estrategia?

FREE NETWORK partners



UNIVERSIDAD DE ALICANTE ES

INSTITUTO TECNOLÓGICO DE COSTA RICA CR

UNIVERSIDAD AMERICANA ASOCIACION - MANAGUA NI

UNIVERSIDAD DE EL SALVADOR - SAN SALVADOR SV

UNIVERSIDAD DEL ISTMO - PANAMA PA

UNIVERSIDAD GALILEO - GUATEMALA GT

UNIVERSIDAD LATINOAMERICANA DE CIENCIAS Y T - San Jose CR

UNIVERSIDAD NACIONAL AUTONOMA DE HONDURAS - TEGUCIGALPA HN

UNIVERSIDAD NACIONAL AUTONOMA DE NICARAGUA - LEON NI

UNIVERSIDAD SAN CARLOS DE GUATEMALA - GUATEMALA GT

UNIVERSIDAD TECNOLÓGICA DE EL SALVADOR - SAN SALVADOR SV

UNIVERSIDAD TECNOLÓGICA DE HONDURAS - SAN PEDRO SULA HN

UNIVERSIDAD TECNOLÓGICA DE PANAMA - PA

GLASGOW CALEDONIAN UNIVERSITY UK

UNIVERSITA' DEGLI STUDI DI GENOVA IT

**Contact person at UNIGE: Mr. Angelo Musaio, project manager
Head of the International Relations Service (SRI)**

**Coordinator of the UNIGE academic team: Prof. Daniele Caviglia
Polytechnic School, DITEN**

Info:

University of Genoa, SRI

Piazza della Nunziata, 6 - 16124 Genoa, Italy

Phone: +39 010 2099433 E-mail: intstrat@unige.it

**Aldina Bianchi, Elena Chiapatti, Mariangela Ferrando
Michela Parodi, Miriam Polese, Isabella Querci**



**Co-funded by the
Erasmus+ Programme
of the European Union**

This project has been funded with support from the European Commission.
This publication [communication] reflects the views only of the authors, and the
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