Baltic TRAM -

A splendid journey through the troubled waters between science and economics

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Baltic TRAM – What is it about?

Transnational Research Access in the Baltic Macroregion

- Industrial Research Centres (IReCs)
- Network of Universities and Analytical Research Infrastructures (IReCNet)
- Exchange of customers
Joint Forces

We treated 68 applications from around the Baltic Sea Region and could:

- Increase visibility of analytical research facilities
- Support the knowledge exchange between companies and research
- Built a transnational network of Industrial Research Centres (IReCs)
Smart Cooperation

To support small and medium sized companies

- We act cross-sectorally
- We act cross-disciplinarily
- We act cross-methodologically
- We act cross-institutionally

Applications broken down by sectors

- Automotive & Aviation
- Metals
- Raw Materials & Recycling
- Building Industry
- Composites & Plastics
- Electrical & Electronic Industry
- 3D Printing
- Nanotechnology
- Security Industry
- Diagnostics & Measurement Tools
- Environmental Technologies
- Agriculture & Food Industry
- Biotechnology
- Drug Development
- Beauty & Personal Care
Transregional Collaborations

- **70% local questions – local answers:** local IReCs

- By “tapping” international expertise, we enabled knowledge transfer on a transregional and transnational scale.

**30% transnational exchange of clients:** IReC Network!
Industrial Research Centers (IReC)...

• An IReC can be associated to universities, Analytical Research Facilities or companies

• People at IReCs acted as translators and matchmakers between companies with research challenges and made „transfer happen“

...Network (IReCNet)

• Complementary Lab & research infrastructure

• Fitting to regional demand (Smart Specialisation) & tapping international expertise

• The IReC network is a common marketing tool, knowledge exchange and service tool
Industrial Research Vouchers

- The majority of benefitting companies are micro companies (less than 10 people): the need for financial support is evident
- Sharing the costs of “knowledge and technology transfer” between public and private parties
- This policy instrument might particularly support transnational collaboration
What is missing?
CAROTS as a project supporting intermediary companies

Commercial Analytical Research Organisations Transnational Strategy

CAROs = SMEs that help enterprises to benefit from expertise of scientists and equipment of research facilities
• Develop a transferable business model for CAROs
• Preparation of a follow-up to provide venture capital to CAROs
• Policy recommendations
• Aim: to establish three new pilot companies
Science Link Portal

A digital one-stop-shop for analytical research services

A possible extension of Baltic TRAM might facilitate the set-up of an “online dating service” for industry and research throughout Europe.

Planned application in the Baltic Sea Region Program (INTERREG)
Kindling Enthusiasm and Innovation... in the future

Research

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<th>CAROTS</th>
<th>IReC Network</th>
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Science Link Portal

Business

Dedicated staff needed

Research Vouchers needed
Keen on working with us?

Contact us and stay innovative!

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