

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



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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)

Applications per country

- Estonia
- Poland
- Lithuania
- Latvia
- Germany
- Finland
- Sweden
- Denmark
- France
(outside consortium)



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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



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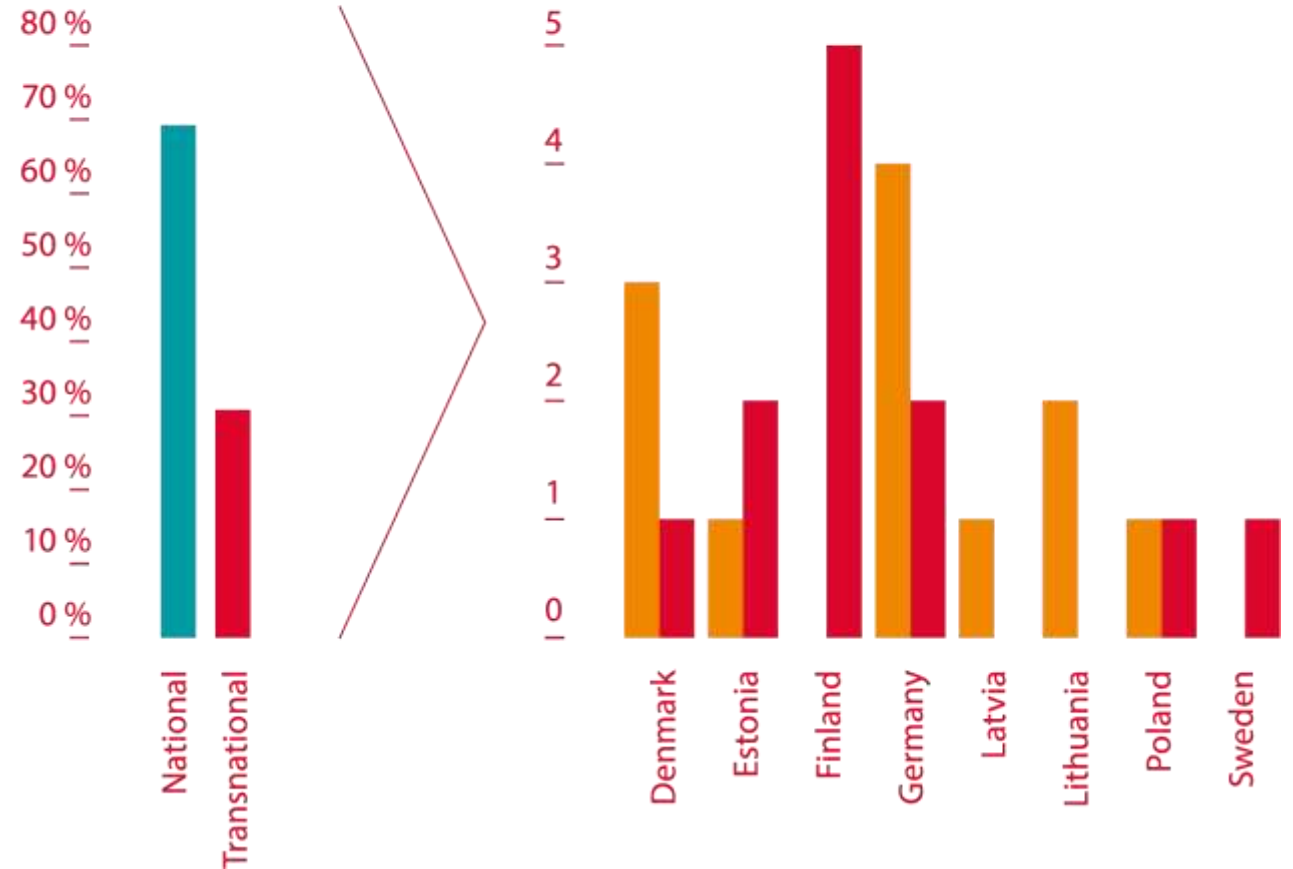
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Transregional Collaborations

- **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!

Transnational exchange of cases

- Measurements executed on behalf of foreign customers
- Measurements commissioned to foreign RPOs



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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

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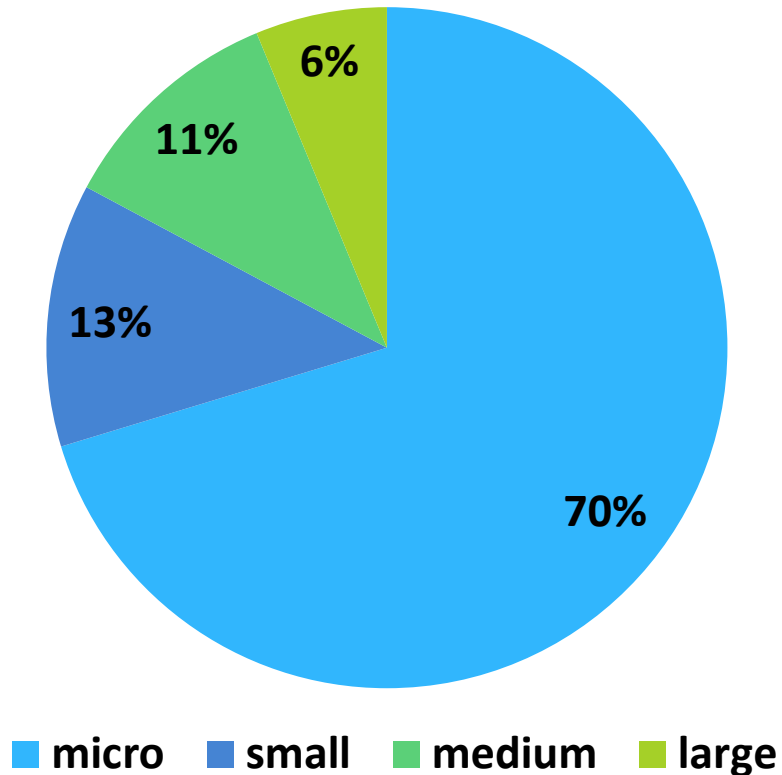
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Industrial Research Vouchers

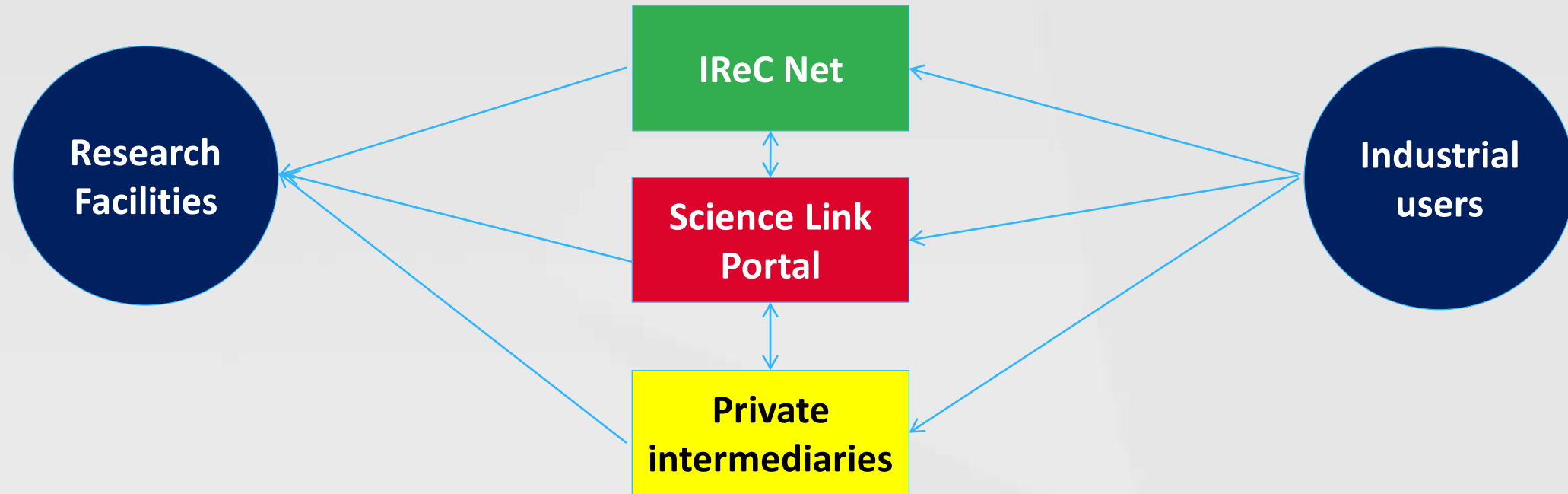


- The majority of benefitting companies are micro companies (less than 10 people): the **need for financial support is evident**
- **Sharing the costs of “knowledge and technology transfer”** between public and private parties
- This policy instrument might particularly support **transnational collaboration**

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What is missing?



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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

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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)

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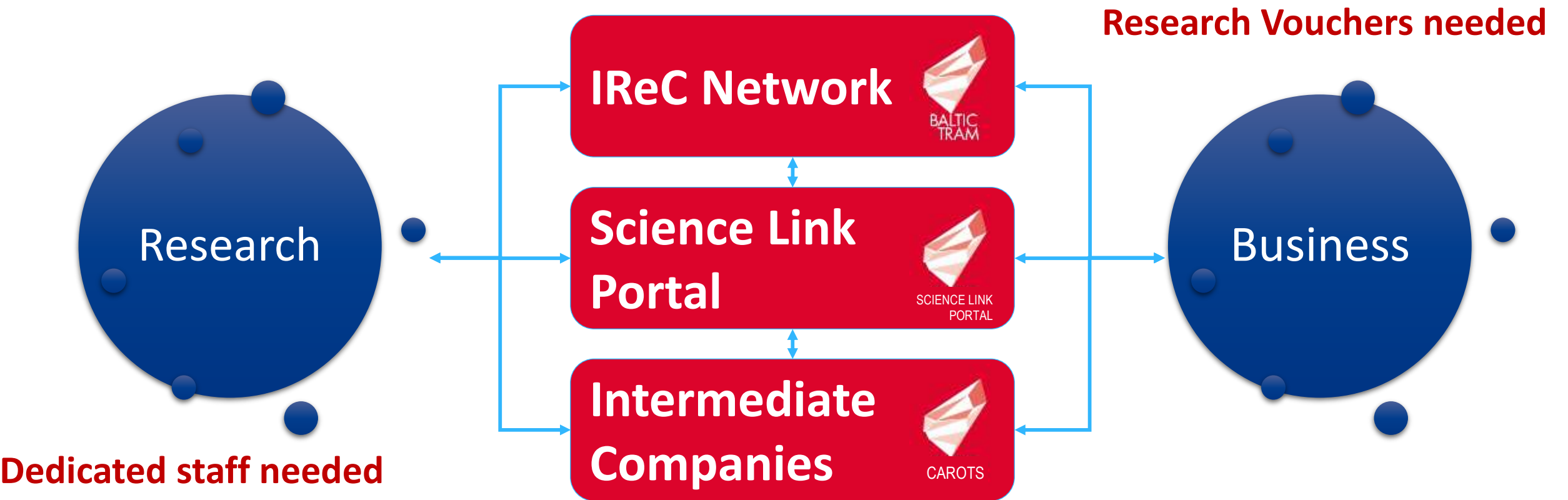
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Kindling Enthusiasm and Innovation... in the future



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KEEN ON WORKING WITH US?
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