

THE NEW VOUCHER SYSTEM : STRENGTHENING THE INNOVATION CAPACITY IN LOMBARDIA

*Ing. Giampaolo Amadori
Lombardy Region*



FLASH OF LOMBARDY SYSTEM

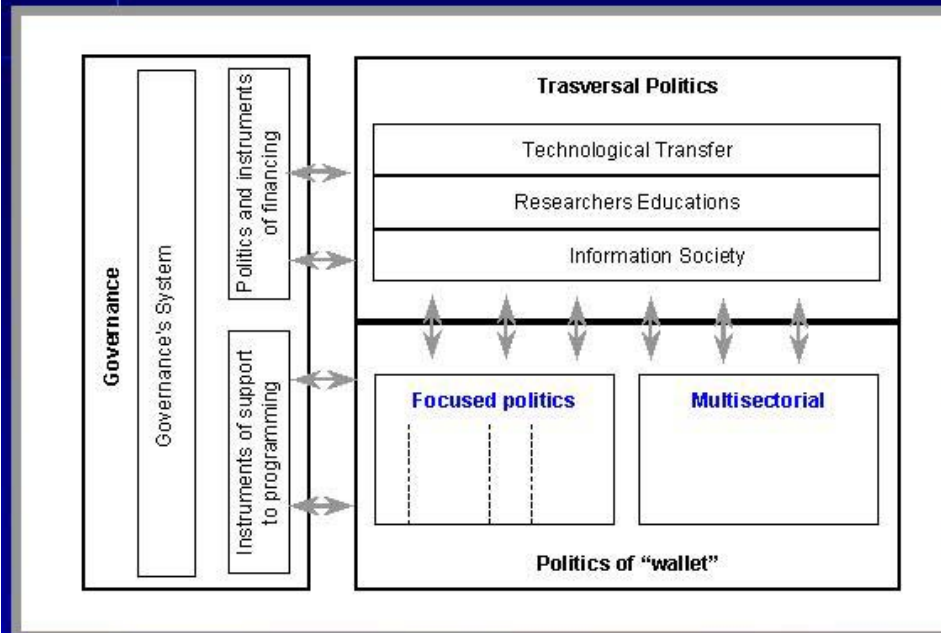
9.1 millions Citizens
>800,000 Enterprises
2% of EU GDP
20% of Italy GDP
28,3% Italy Export
12 Universities

*25% of Lombardy companies have
foreign ownerships
800 non-Italian multinationals
(500 in Milan)
103 Diplomatic Representations in Milan*



12 Provinces
1.547 Municipalities
**+ Associations,
Chambers of
Commerce..**
1,4% GDP for R&D

THE RL STRATEGIC MODEL for RTD



- RISE (Technology Foresight)
- Meta-Districts (Bio, New Materials, ICT)
- Funds for Start-Up and Spin-Off (FinLombarda)
- Local Agreements with Provinces
- Support and Selection of R&D Centres
- Technological VOUCHERS

RESEARCH AND INNOVATION: Lombardy Region strategies

The **innovation capacity** is a key factor for the **development and the enhancement of competitiveness** of an economic system.

Lombardy Region policies supporting entrepreneurship recognizes **research, innovation and technology transfer** as strategic factors.

Lombardy Region promotes **networks of excellences** for SMEs, focusing in particular on strengthening the capacity of **research** and the use of **knowledge** gained through the technology transfer (i.e. facilitating *start ups* and *spin offs*)

MINERVA: Regional Program of Innovative Actions (1/4)

Innovation and knowledge for entrepreneurship

APPROVED	2002
STARTED	2003
ENDED	2004



MINERVA Programme represents the opportunity to experiment a new approach and **new innovative methodologies** of regional policies.

Through MINERVA Lombardy Region set up and tested **innovative actions** to support the "development of competences" in 2 main areas:

**Research & Innovation
and
Information Society**

MINERVA: Regional Program of Innovative Actions (2/4)

Main Aims

- To facilitate the **technical and scientific empowerment** of the productive system by supporting a strong link between research and production
- To elaborate **innovation strategies** between public and private sector
- To encourage the **development of new technologies** in order to strengthen the competitiveness of the Lombard productive system

MINERVA: Regional Program of Innovative Actions (3/4)

Three "transversal" initiatives:

- 1) A "Regional Forum for Innovation", grouping stakeholders of research and technology transfer
- 2) An "Expertise Repertory" and a "Competency Portal"
- 3) A pilot survey on technology and foresight monitor, focusing on critical, key and qualified technology

Four "vertical" experimental initiatives

1. A pilot action entitled "*New practices for supporting start-ups and spin-offs and enterprise innovation*", to experiment innovative methods for creating technological enterprises and implementing technology transfer processes
2. An award for SMEs to prize their planning and creativity efforts
3. A support for Market-Place development in connection with the diffusion of ICT based tools
4. The support to SMEs (also in the context of their cooperation with the University/Research world) in order to enhance their participation to European Programmes (i.e. 7th Framework Programme), also through the establishment of trans-regional networks

MINERVA: Regional Program of Innovative Actions (4/4)

Financial Support

ERDF (European Regional Development Fund)	2.973.000 €
National Government (30%)	986.700 €
Regional Government (70%)	2.302.300 €
Private participation	2.900.000 €

Total Budget:
9.162.000 €

MINERVA: The Technological Voucher

The Technological Voucher is the **innovative financial instrument** chosen by Lombardy Region **to set up innovation entrepreneurship processes** (start ups and spin offs) and interaction between SMEs and Centers of research/development

The Voucher has been experimented in areas having structural difficulties (**Areas Objective 2**), through pilot action (**Measure 7.4 A and 7.4 B**)

The Technological Voucher is:

1. A "Financial Title" issued by the Regional Government
2. A nominative, "non-transferable" grant

MINERVA: The Technological Voucher

The procedure to receive an INTEC Voucher is composed by three steps:

1. Application: the beneficiary has to fill in the dedicated form after having selected the supplier of the required service in "Questio" - *Quality Evaluation in Science and Technology for Innovation Opportunity System*. This system includes: Lombard Universities, Research Centers, Innovation and Technological transfer services in Lombardy, Financial Companies
2. Admissibility control
3. Voucher allocation: the voucher amount is allocated directly to the centre providing the service of consultancy or assistance

MINERVA: The Technological Voucher

- ACTION 7.4 A - **NEW PRACTICES TO SUPPORT** **START UPS AND SPIN OFFS**

<i>ACTIVITY PHASE</i>	<i>VOUCHER VALUE</i>	<i>VOUCHER DISTRIBUTED</i>
I - Technical verification of the Idea	3.000 €	56
II - Redaction of the business plan	7.500 €	32
III - Start up of the enterprise	25.000 €	9

MINERVA: The Technological Voucher

- ACTION 7.4 B - **NEW PRACTICES TO SUPPORT** **ENTERPRISES INNOVATION**

<i>ACTIVITY PHASE</i>	<i>VOUCHER VALUE</i>	<i>VOUCHER DISTRIBUTED</i>
I - Technical verification of the Idea	10.500 €	18
II - Introduction of the technological innovation	35.000 €	4
I Bis and I Ter - Technical verification of the Idea	10.500 €	38+11

MINERVA: The Technological Voucher

In consequence of the success of both Pilot Actions (7.4 A and 7.4 B), Lombardy Region Government decided to **spread the application of Technology Voucher to the whole regional territory** and experiment new innovative measures:

TECHNOLOGICAL INTEC VOUCHER

Main aims of the new measure are:

1. Connecting research and enterprises sectors assuring an effective match between demand and offer
2. Simplifying administrative procedures for funding calls
3. Increasing SMEs' propensity to innovation and supporting new start ups

TECHNOLOGICAL INTEC VOUCHER

The INTEC VOUCHER finances four kinds of actions:

PATENT ASSISTANCE

Assistance at national and European level during the patent procedure

TECHNOLOGICAL DUE DILIGENCE

Consulting services to evaluate innovation and competitiveness level of technologies proposed for an entrepreneurial or technological transfer project

BUSINESS EVALUATION

Consulting activities for the evaluation of economical and financial aspects of project concerned with Innovation or technological transfer

RESEARCH VOUCHER

*Scientific research through cooperation partnerships
Selection of qualified personnel to perform scientific and technical research*

Voucher Typology	Beneficiaries	Entity	Duration and peculiarity
PATENT ASSISTANCE	SMEs	3.000€ for national assistance 7.000€ for international assistance (100% of total cost)	Duration of the project: 100 days
TECHNOLOGICAL DUE DILIGENCE	Persons, SMEs	5.000€ for physical persons (100% of total cost) 3.750€ for SMEs (75% of total cost)	Duration of the project: 60 days
BUSINESS EVALUATION	Persons, SMEs	10.000€ for physical persons (100% of total cost) 7.500€ for SMEs (75% of total cost)	Duration of the project: 60 days Amount to be supplied in two equal <i>tranches</i> : 50% at the realization of the business evaluation, 50% at the realization of the investment
RESEARCH VOUCHER	SMEs	9.500€ (it represents about the 50% of the maximum amount of research vouchers)	Duration: 1 year

TECHNOLOGICAL INTEC VOUCHER

SECTORS OF INTEREST

- ❖ BIOTECHNOLOGIES (FOOD AND NOT FOOD)
- ❖ ELETTRONICS
- ❖ MECHANICS
- ❖ ELETTO-MECHANICS
- ❖ TEXTILE
- ❖ CHEMICALS
- ❖ INDUSTRIAL DESIGN
- ❖ NEW MATERIAL
- ❖ ICT
- ❖ ENVIRONMENTAL TECHNOLOGIES
- ❖ ROBOTICS
- ❖ ARTIFICIAL INTELLIGENCE
- ❖ LOW-ZERO EMISSION INDUSTRIAL TECHNOLOGIES



For more information and to download the documentation to submit the requests, please look at :

www.artigianato.regione.lombardia.it

Thank You...