



Supporting inter-sectoral collaboration possibilities between
Research and Industry
GE 18 ENI OT 02 19

MEETING REPORT
STI Funding Instruments: Needs for companies
24 June 2021
 Virtual workshop
Component 2 “Legal framework and grant call administration procedures of SRNSFG revised and improved”
 Activity 2.2.1. Implementation of the new targeted programmes

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Key messages:

Raise the awareness for innovation

Traditional vs innovative approaches, raise awareness in society for science and technology, motivate (young) people and students with good examples & practice generating income and wealth, pay attention to framework conditions in Georgia, because the Applied Research call cannot be successful without taking into consideration the needs and perspectives of the “users” (in this case business and academia).

Trust and transparency

More trust and transparency is desired. Transparency in regard to evaluation procedures and outcomes. Too much bureaucracy and too less trust in funding applicants was also mentioned.

More budget needed

At national level more research and innovation funding is needed for funding programmes as well as for organising networking activities between science and business actors would be appreciated.

Improve the trainings

Several days technical guidance from government (e.g. for farmers), change the mindset in agriculture and other sectors of the economy (from short to middle/long term goals and perspective)

Virtual table 1: biggest hurdles

What are the biggest hurdles in research and innovation related science business cooperation in Georgia?	
Important and urgent	Important but not urgent
<ul style="list-style-type: none"> • missing funding instruments for science and business cooperation • missing an ecosystem in Georgia to support business (incubators, angels, technology transfer expertise and activities.) • too less trust, little reputation of scientists at national level; • big gap of joint understanding between companies and science • GITA and world bank calls offer support for cooperation (that’s not enough!) • Georgia is a small country; for success international cooperation is important • for scientists funding from SRNSFG is not difficult to get, there is no funding for start-ups and SMEs with the exception of the world bank call funding for startups/SME would be appreciated! • no support structures available for e.g. organising networking activities,matchmakings and exchange possibilities between science and business actors at national level) • more funding for research for science and business sector is needed • multistakeholder engagement is important 	<ul style="list-style-type: none"> • more transparency: decisions making processes, evaluation etc. • incentives for cooperation and for both sides (enterprises and science sector) is needed!
Not important and not urgent	Uncategorized

Virtual table 2: improved cooperation

If you could wish for 4 things from SRNSFG, what would you wish for in terms of „improved“ science business cooperation?	
Important and urgent	Important but not urgent
<ul style="list-style-type: none"> • Awareness about each other / awareness about (credibility of) science in Georgia => data base or other information tools? • Trust to each other (business stakeholders do not trust the science sector – quality or sustainability of science in Georgia) Solution => give incentives... => include international partners/institutions • General problem: Main beneficiaries of the project results should be involved in first stages of an applied research project • Financial incentives for business sector needed (one <u>competing opinion</u>: business should have intrinsic interest to participate, even without financial incentives) • Increasing the budget for each individual project (in order to achieve impact and being able to compete on an international level) • Transparent evaluation process: involve international experts! • International orientation of applied research projects is important (Georgian market is small) 	<ul style="list-style-type: none"> • Support framework of relations between project partners – e.g. standard consortium agreement / GNU license
Not important and not urgent	Uncategorized

Virtual table 3: attractive Applied Research call

What are the most important ingredients for an attractive call for collaborative research (science business cooperation)?	
Important and urgent	Important but not urgent
<ul style="list-style-type: none"> • Objectives (strategy, project level): R&D-projects and R&D-infrastructure (instruments, analytics, machines etc.), generating IPR (patents, TM etc.), increase usability of R&D-results, create prototypes for potential commercialization in Georgia but also “going global” (internationalization) • Topics: open or focused? (also 2 “it depends”) • Budget: 300.000 L/project, more money to be competitive at global market level • Project: type, duration, size of consortium include corporations, also partners from abroad • Proposal language: English to be improved, better in Georgian (int. partners?) • Funding rate of each partner: higher flexibility about budget allocation during project lifetime, specific amount dedicated to the type of activities and/or project phase • Selection criteria for the project: quality, state of the art, ROI, risk assessment related to R&D projects (e.g. green landing), bank could help in the process (e.g. guarantee for start-up & SMEs) with external technical assistance • Jury: who, from where? independent experts, business/financial representatives, hiring int. expert’s costs money 	
<ul style="list-style-type: none"> • Not important and not urgent 	<ul style="list-style-type: none"> • Uncategorized
	<ul style="list-style-type: none"> • Call: open (cut-off dates) vs time-window (e.g. 2-3 months) • 1 or 2 steps: (full proposals) or pre-proposals (e.g. “concept note”, EC snapshots with due diligence and pre-selection) and then full proposals. As simple as possible (e.g. less indicators & details, less resource for proposal writing)