

The importance of the Entrepreneurial Discovery Process for RIS3 in North-East Romania

Chisinau 06.10.2017

The context

- Position of the RDA - legitimate policy maker for regional development in North-East Romania
- Experience with strategic process (RDP, RIS), based on inclusive partnership
- RDA - pilot region in “RIS3 in Lagging regions” Project Initiative
- ROP 2014-2020, included TO1 -Innovation and technology transfer, as area of intervention - RDAs Intermediary Bodies
- RDA management - committed to the development of the business environment

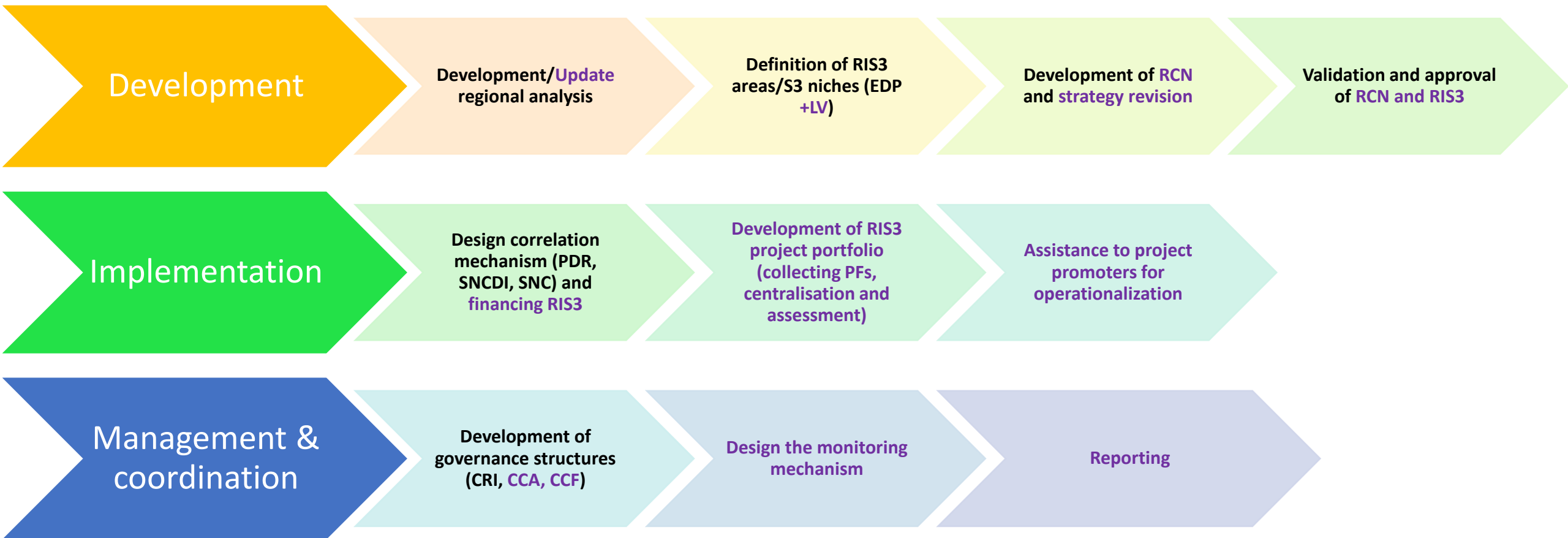
RDA relationship with main regional actors



RDA

- Play a facilitator role
- Develop communication channels
- Support the set-up of common goals and initiatives
- Promote vertical and horizontal partnerships
- Identify and attract financing resources

RIS3 Strategic Proces North-East 2013-2017




Specialization and economic transformation



Specialization involves

- *reconfiguration of industries with critical mass and geographic concentration* – as agro-food, textile, TIC
- *diversification of activities in “catalyst industries”* – as biotechnologies and tourism
- *development of new activities* – in fields like energy, water, wastes



Economic structure based on *small added value industries and low level of technology*, development based on *cheap cost of the work force and imported raw materials*

Except ITC - structural reform!



RIS3 North-East

Main areas - RIS3

Agro-food

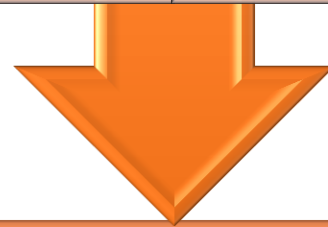
**Textile & New
materials**

ITC

Biotechnologies

**Health and
tourism**

**Energy &
Environment**



Horizontal priorities

**Development of
innovation
competences at young**

**Support to innovative
companies**

**Support for cluster and
internationalisation
initiatives**

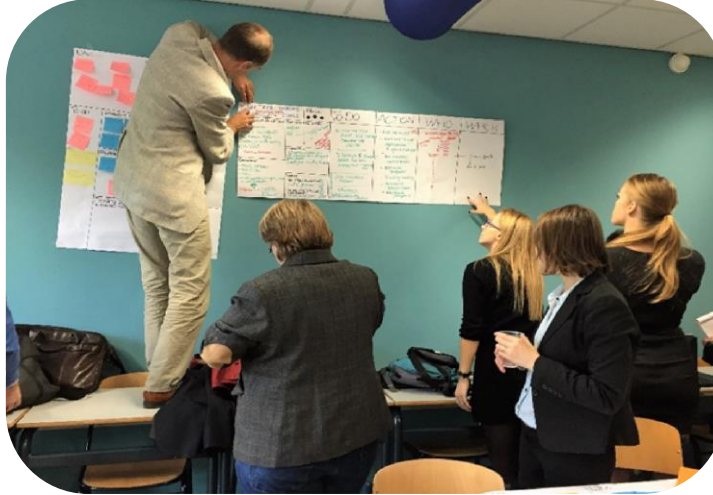
Technical assistance

Business input in the design of RIS3



Which businesses?

innovative, willing to change, having experience with RDI



How?

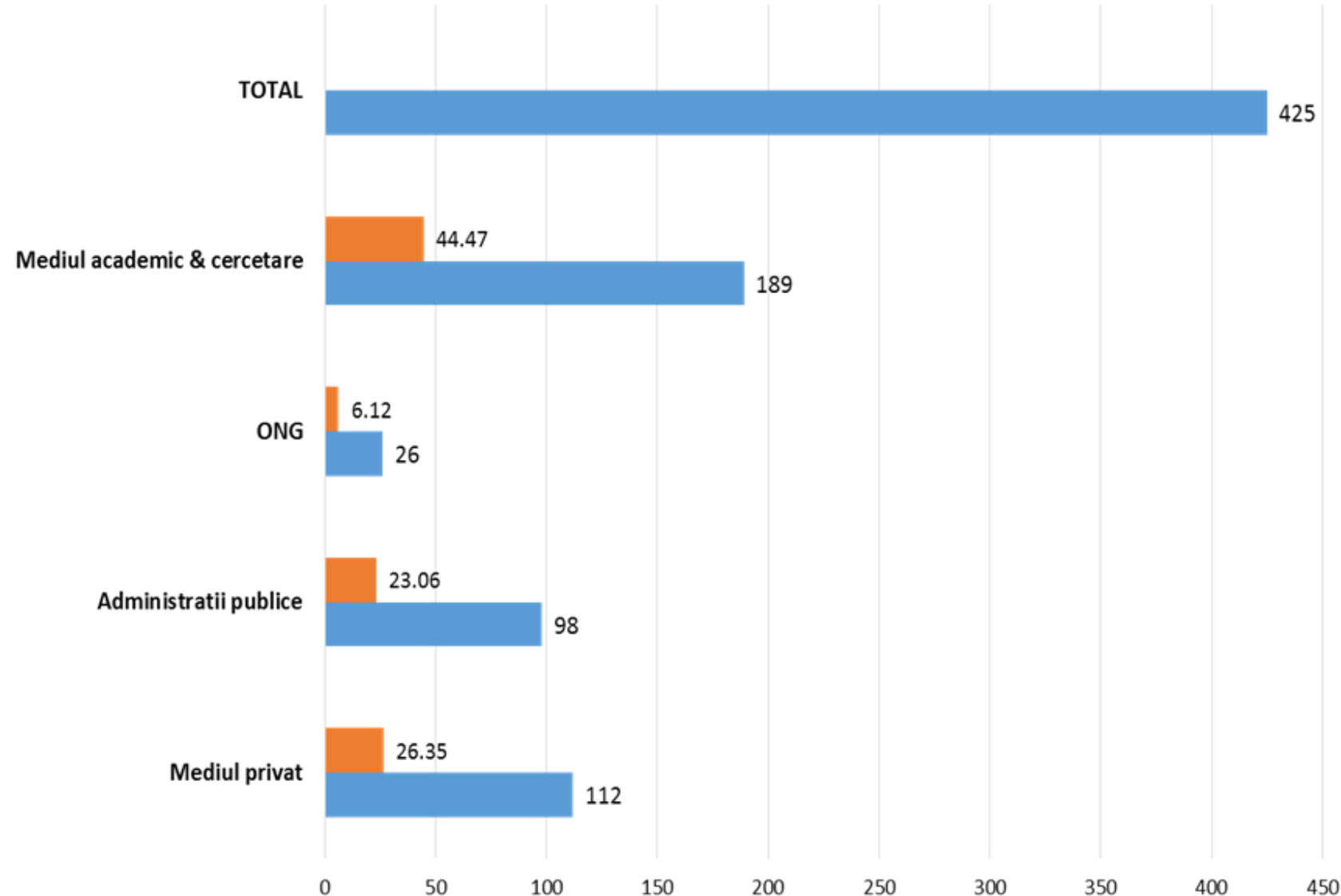
invite to participate in Q4 EDP workshops and value chain interviews



Results

definition of S3 key areas, potential specialization niches, and the strategy (horizontal interventions)

Entrepreneurial Discovery Process - one EDP/S3 area



EDP Methodology:

- Facilitated dialogue, interactive workshop, dedicated methodology
- Based on regional assessment of the competitive advantages, industrial concentration, higher education and RDI competences
- Linked to the global trends and examples of best practices

Entrepreneurial discovery process - Ex. IT&C



EDP ITC	Working group 1	Working group 2	Working group 3	Working group 4
Societal challenge	Healthy ageing, demography, welfare	Food security, sustainable agriculture, bio economy	Clean and efficient energy	Innovative education programs
Area to explore	Management and security of Big-data, e-health	Food traceability, quality control, ecological agriculture	Energy efficiency at consumers, smart city	Gamification of the education
Experts/moderators	1/1	1/1	1/1	1/1

Entrepreneurial discovery process

Ex. IT&C



Participatory exercise 1



Participatory exercise 2



Value chain interviews - building a bridge of trust

How?

- Identified value chains for each S3 key area - production and innovation value chains

Use a dedicated methodology prepared by RDA

Outcome so far

- 98 interviews organized in 6 months of 2017

Why?

- Ensure direct contact with industry - the frontrunners
- Identification of challenges, needs, undergoing projects, existing business models
- Stimulate partnerships & association to operationalize their innovative projects

Implementation of RIS3 - Project portfolio development

Total proposals collected = **129 project fiches**, total estimated budget **233.64 mil Euro**

Distribution of projects:

- **39 companies**
- **8 NGOs**
- **17 local public authorities**
- **65 academia and research**

Identification of S3 solutions

5 EDP workshops 2016-2017

1 PDL exercise 2017

Sectorial value chains mapping

98 interwies - 2017

Regional call for project proposals

(Project fiche / Letter of intent PA1 ROP)

36 LI - march 2017

93 PF - may 2017

Preliminary assessment and identification of financing opportunities for RIS3 projects

36 - ITT projects, PA 1 ROP

60 – simple projects, other Ops

33 – integrated projects, no financing source

Maturation & Prioritization of integrated projects

17.08.2017 Guideline for detailed PF

15.09.2017 – Confirmation of support from legal representative

02.10.2017 - Assistance and help-desk to project promoters

15.10.2017 – Assessment and prioritization detailed PFs

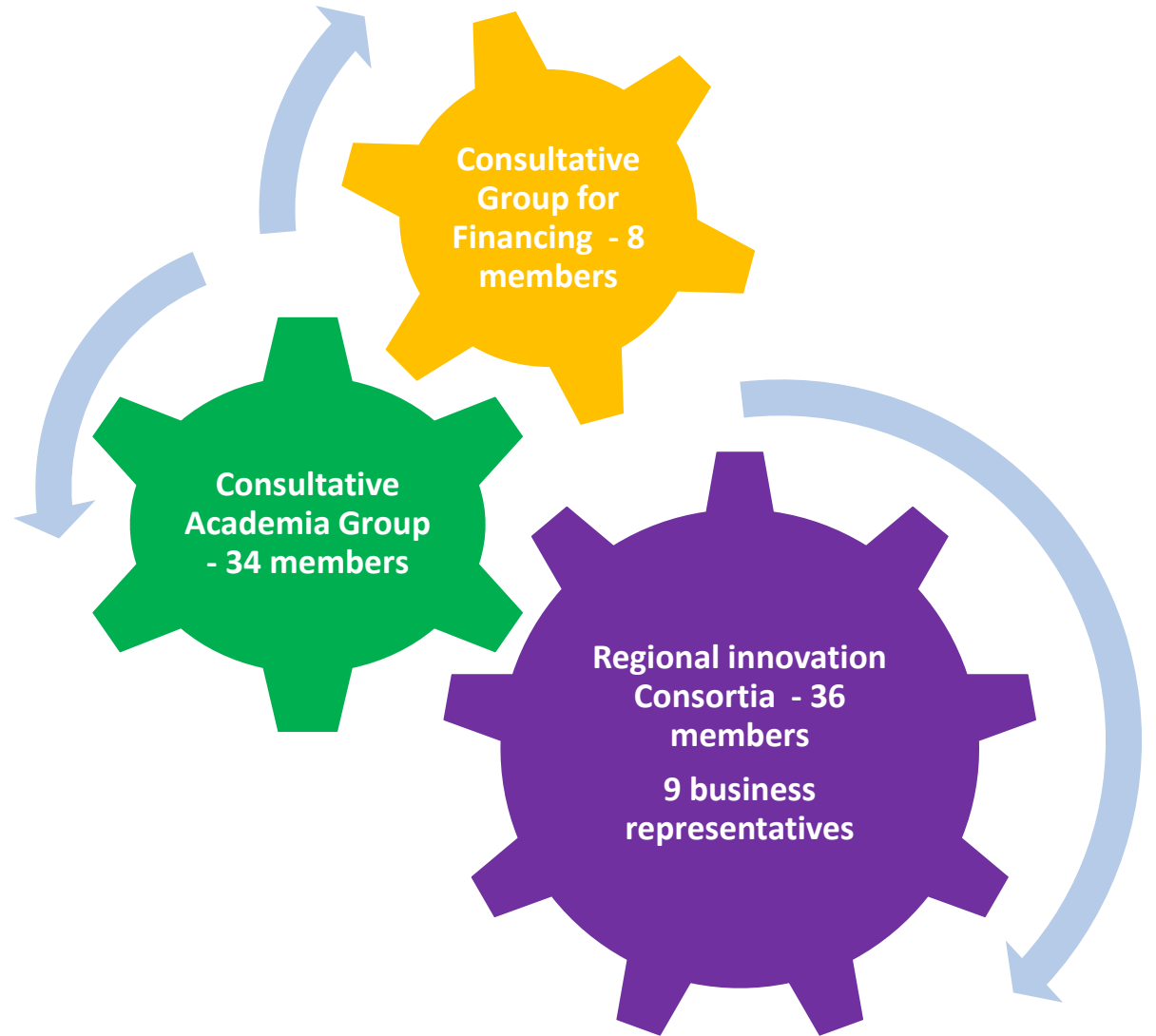
RIS3 governance structures

transparent selection, assumed responsibilities

RDA North-East – Department for RIS3

Support:

- Coordinator for RIS3 process
- Responsible with universities relation – (1)
- Responsible with Sectorial Specialization - implementation and promotion of RIS3 - (6)
- Responsible with RDITT relation, projects financing help desk support – (1)
- Responsible with RDA projects on RIS3 - (1)



Lessons learned

- EDP is the core of RIS3 process - clear methodology, a stated purpose, transparency, maintain it cyclic and iterative
- EDP is a process “for the entrepreneurs with the entrepreneurs” - brings together “unusual suspects”
- Look for local champions, frontrunners - build “collective leadership” - trust
- Seek for early stage engagement and commitment for RIS3 implementation
- It is crucial to have administrative resources to support the EDP follow-up (assistance to project promoters, networking, peer-review)
- The engagement of MAs is important at early stages - shape the calls, project selection criteria



Thank you for the attention!

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