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

- Local Authorities
- Universities & ITT
- Professional & Support Associations
- Business Environment

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 Process North-East 2013-2017

Development:
- Development/Update regional analysis
- Definition of RIS3 areas/S3 niches (EDP +LV)
- Development of RCN and strategy revision
- Validation and approval of RCN and RIS3

Implementation:
- Design correlation mechanism (PDR, SNCDI, SNC) and financing RIS3
- Development of RIS3 project portfolio (collecting PFs, centralisation and assessment)
- Assistance to project promoters for operationalization

Management & coordination:
- Development of governance structures (CRI, CCA, CCF)
- Design the monitoring mechanism
- Reporting
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

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

Ex. IT&C

Participatory exercise 1

- Repartition to thematic working groups
- Identification of the challenges (fill in the challenge fiche)
- Presentation of the identified challenge
- Clusterisation of the challenges
- Prioritization of the challenges

Participatory exercise 2

- Repartition in subgroups
- Fill in the Regional specialization idea fiche
- Internal report (initial working group)
- Plenary Report of the Regional specialization idea (moderator)
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**
(Proposal 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

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- 8 NGOs
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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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