

# TIPS

TRANSPORT R&D  
FOR INNOVATION



The **TIPS** project is supported by the European Commission through the Seventh Framework Programme for Research and Technological Development / Coordination and Support Actions (CSA)

# *The Pathway from Research to Exploitation*

26 November 2013 - Prague, Czech Republic

**TIPS Training Workshop**

Crown Plaza, Prague

Claus Seibt, WI



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# Pathway from Research to Exploitation

What is exploitation? Why to exploit? How to exploit?

## Table of content

- 1) Multiple Types of RTD Projects
- 2) Innovation Systems and Networks
- 3) Innovation Cycle and Transitions
- 4) How to exploit? Why to Exploit?



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# Multiple Types of RTD Projects

## Collaborative RTD Projects

- Precompetitive research and development of components and systems
- Pilot Testing, Demonstration, Field Testing, etc.
- Methodological development of analyses, assessments, planning tools
- Development of system architectures, modelling, simulation, analysis
- Coordination of standard proposals (regulatory or industry standards)

## Coordination and Support Actions

- Coordinating and supporting knowledge exchange and networking
- Coordination of policy agenda setting and strategic programming
- Coordinating by analysing and showcasing good practices
- Coordinating and demonstrating in setting-up advanced systems



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# Pathway from Research to Exploitation

## Innovation Networks and Innovation Systems

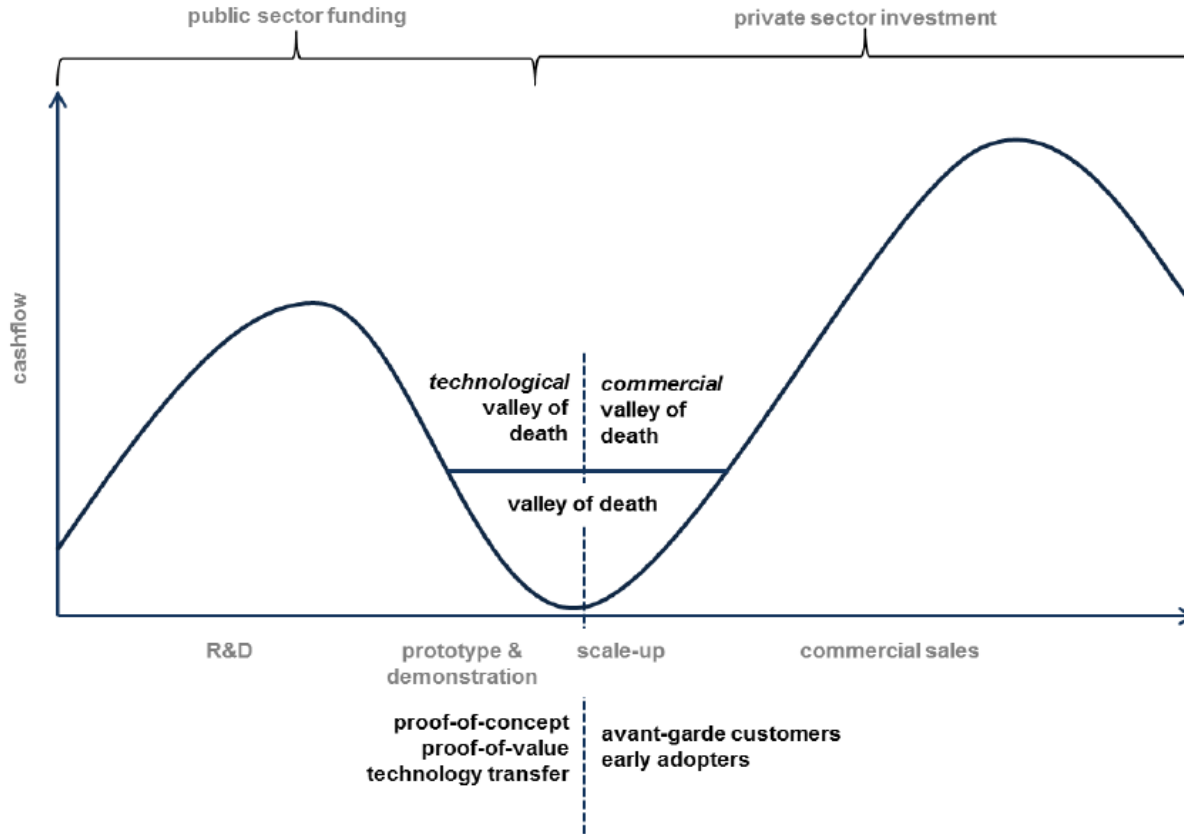
- Definition of Innovation: Something new a novelty in and economic (market) or a social sense, ...
- Definition of innovation takes place in an intensive dialogue among the supply and the demand side in particular in public transport investments
- There is even a catalogue of new instruments to support public sector innovation networks (e.g. pre-commercial procurement)
- Research Funding is ruled out under competitiveness regulations other schemes under public procurement rules



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# Innovation (Hype)-Cycle



Source: Austrian Institute of SME Research 2012

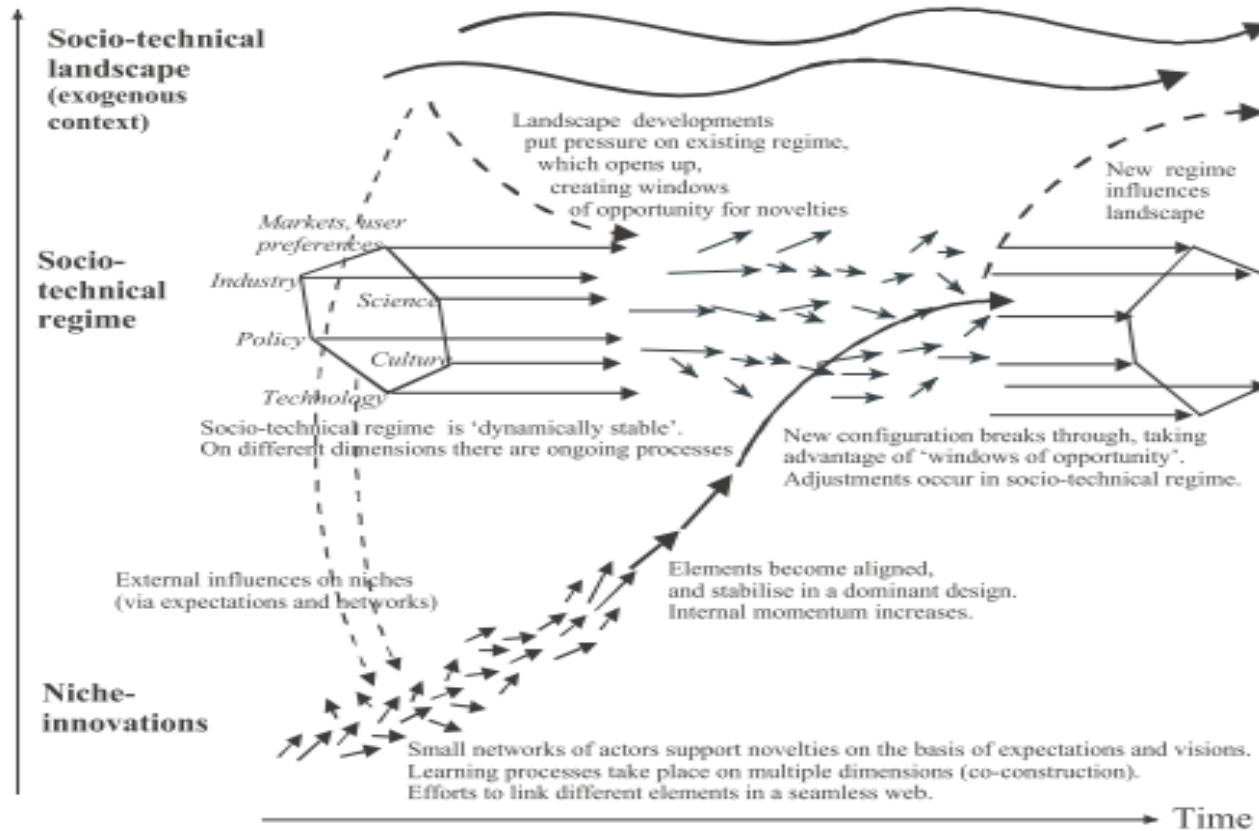


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# Multilevel Approach – Transition Management

Increasing structuration  
of activities in local practices



Source: Multi-level perspective on transitions (Geels & Schot, 2010, p. 25)



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# How to Exploit? Why to Exploit?

- Successful exploitation planning anticipates activities in innovation networks by dialogue and discussion  
(= *open innovation and dialogue workshop*)
- Innovation is embedded into socio-technical systems: investment cycles, policies, regulatory regime, etc.  
(= *socio-economic research introduced in the project*)
- Innovation has to meet a particular „window of opportunity“, e.g. upcoming public service contracts, investment plans  
(= *reflect on right timing - „waiting games“ in innovation*)
- Exploitation Planning is much more than business planning; Reflect on own promises and expectations  
(= *psychology of schumpetrian entrepreneurship*)





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