



WP5.2

Design of the broker's role, tasks and actions in 4 local contexts

Comments and validation from the University/Formal Education

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Summary of audits

Project	Protocol of intervention	Innovation level
AHB - 1	Level 1 Pull + Push	Manager
AHA – B2	Level 2 Project impl	Manager Contact with R&D
ABM Spa	Level 1 Pull +Push	Incremental Manager
Bettiol Srl	Level1 Push	Incremental Manager resp
SIAB	Level 1 Pull Level 1 info + analysis	Development section Contact with UoP
Filmstrech Srl	Level 1 Pull + Push Level 1 info + R&D + meeting	Manager/entrepreneur



Summary of OI

Project	Company	Co-operation	Innovation	Broker service	Triple helix	Activities
AHA	SME IAW HWK	Low on network	Good Low R&D contact	Project management Product development	FoU Big companies Gov. finance	Depending on development KA 0 KA 5
SIAV	eAmbiente SME	Green tech	R&D support	Product innovation	U of Padova U of Venice SIAV eAmbiente	Depending of development KA 5 KA 1



General comments

- There seems to be two different perspectives on the analysis – with a certain gap between them
 - From the universities – a theoretical approach
 - From the institutes – a more practical approach
- Our comments are mostly related to the theoretical outcomes
- Good summary and analysis of competences, actions and skills.
- Each study is related to local context, but are made generic.
- The competences and skills are connected to relevant training levels
- **Non** of the studies have any **comments to «soft skills»**.
- **Soft skills are difficult to train** in traditional education.



General comments (cont.)

- The reviews have revealed how brokering are implemented in local context, and made this general knowledge
- The examples can often be seen as **brokering service, or marketing own expertise, from own institution to own business**
- The Norwegian competence broker are **independent of R&D deliverance**
- There are no discussion upon the **limitations of the brokers responsibilities** as to the business projects. Broker often acts as a consultant



General comments (cont.)

- It is difficult to talk of a **correct methodology**
- Our main focus has changed to growing clusters
- From autumn 2012: our new additional focus is start-up workshop

Summary

- The **broker find a need** and together with the company find the **best R&D environment** for the project
- The **company** is still **responsible**