RAISE

Deliverable 1.3: Outcome of the exchange of experience and co-creation sessions

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0. Executive Summary

This report provides information on the most relevant content, findings and decisions taken in the two co-creation workshops organized in the framework of the Horizon Europe RAISE project in order to promote the exchange of experience and formalization of links at the EU level amongst the startup support EU ecosystems, in preparation of the future Common Action Plan of the Project. The report also includes a description of the present audience and the methodology used in the workshops.

1. The Deliverable "Outcome of the exchange of experience and co-creation sessions"

The objective of this deliverable is to contain in a single, clear, and unified document, the common discoveries achieved in the following two meetings:
1. The 1st Co-creation workshop, which took place virtually on the 7th of December 2022 with the presence of the RAISE partners.
2. The 2nd hybrid open event that was held on the 23rd of January 2023 in Brussels and online for the virtual audience.

This Deliverable will be used by the consortium partners as a basis on how to inform the public and targeted audiences about the conclusions of this event.
The funding in this deliverable can be used as an inspiration for all project deliverables that address at similar target audience. The main link to other deliverables is:

● D2.2 – Elaboration of the Common Action Plan (pilot) (M20)
● D2.3. – Monitoring and review of the results of pilot actions (M20)

2. Contextualization: RAISE Project

RAISE Project is a joint initiative of networks and national and regional agencies at the EU level collaborating for a sustainable integrated support framework to foster startup growth and scale-up within and across Europe. Covering all its dimensions, from initial funding, research support, public incentives, and internationalization.

The interchanges in RAISE will result in the promotion of competitive business models, all over Europe, as well as unconventional collaborations and solutions for all. In addition, contributing to the establishment of a true EU startup ecosystem, not based on a single city or region, but rather linking all of the together will also be one of the main purposes of this experience interchange.

So as to deepen through the combined efforts of European associations for a more global perspective on the different aspects of startup support promote discussion on future initiatives, and foster networking and active dissemination of a selection of running relevant EU experiences at the local level, two experience exchanges and co-creation sessions were organized.

3. Methodology of the Deliverable

For the purpose of creating the deliverable, a report methodology has been chosen in wiich a description of the goals, participants, interactions and conclusions is included.

The basis of the report is the minutes of the two events, including the satisfaction survey, and that will be improved and complemented with the development of 3 interviews with attendants to the events to know more about their expectations and impressions of their participation. The recipients of these interviews have been classified between one RAISE partner, one external in-person attendee, and one external virtual attendee. The conclusions of the satisfaction survey and the interviews are the basis for the finding and conclusions in section 7 of the document.

4. Target audience

In accordance with the measures to maximize impact included in the description of the action of the RAISE project, a selection between the primary and secondary audience of the project has been selected for this deliverable:

Primary target audiences, who could/should benefit from the project activities for the report are:

1. Public sector: the sector that manages the local ecosystems and regional policies that interacts and makes progress in their mutual learning.
2. The business sector, particularly private supporters, that design services in their startup accelerators, promote investment funds, and other programs aimed at start-ups. They find new ideas by interacting with others in the event.
3. Investor communities: investors benefit from novelties in the EC advancements and programmes.

Secondary target audiences are all the external stakeholders that received information on the events throught the project's social channels and the project website that support businesses in their innovation activity and are committed to creating favourable framework conditions and a positive "innovation culture": policymakers; researchers from universities and think tanks dealing with innovation (policy) issues. Also Industry associations and federations, in particular their representatives who deal with entrepreneurship and innovation issues (framework conditions, technological developments); other business associations and interest groups, including employees' organizations and unions; employers' organizations and chambers of commerce and, finally, Media, including in particular business and innovation magazines or portals.

5. Description of the Co-Creation Workshops

The co-creation workshops respond to objective 1.1.1. .1.1 "Promote permanent cooperation and exchange between the associations in the project with an impact towards scale-ups" of work package 1 "Creation of an interconnected startup space".
The first one was organized as a prelude to the second one, laying the internal foundations for the success of the second workshop.

5. 1. The first co-creation workshop

The first co-creation workshop was held virtually on 07/12/2022, It lasted 2 hours and was attended by representatives of the 5 partners of the RAISE project: Startup Europe regions network, the European business angels' network, the foundation Fundecyt – Science and Technology Park of Extremadura, the European Association of European Development Agencies and the International Consortium of research staff associations with a total of 10 people attending.
The attendees learned about the opportunities for partners to interact with the other 12 projects funded by the same call in 2021, namely:

- Interconnected Innovation Ecosystems – Reduce, Reuse and Rethink, 3R-Connect
- Aerospace Districts: Acceleration of the Strategic Transfer of Regional Advancement, AD-ASTRA
- Boosting Smart Regional Innovation Ecosystems, BOOST
- Cluster Action For Ecosystem Innovation Network, CAFEIN
- CITIES 4.0 - Climate Innovation Through Interactive Ecosystem Summits, CITIES 4.0

- CONNECTing the dots withIN diGItal HEALTH Innovation Ecosystems, CONNECTINGHEALTH
- ACTION PLAN TO SHAPE CORRIDORS AMONG DIHS TO FOSTER INNOVATION ECOSYSTEMS AND ACCELERATE THE DEPLOYMENT OF THE P4 MEDICINE PARADIG, DIHsP4_Medicine
- Interconnecting innovation ecosystems for common European data space in Health, EDAH
- Inclusive & aligned INNovation Agendas across Europe, INNAXE
- Mediterranean Island Cleantech Innovation Ecosystem, MICIE
- EU SDG-driven Innovation Ecosystems Stimulating economic growth and addressing innovation support imbalances in Europe and beyond, SDG-INOV-ECOS
- Preparation of a joint action plan to support the emergence and growth of silver ECOnomy European ECOsystems and strengthening their efficiency, capacity, interconNECTivity and inclusivity, Senior Eco-Nect

Moreover, the participants in the first co-creation workshop could also be contextualized on the current European environment because they received precise information from the coordinator on their participation in the workshop organized by EISMEA regarding the New European Innovation Agenda, the EISMEA Communication toolkit, and the Horizon Results Platform instrument and functionalities.

In addition, the most relevant debates in the 1st co-creation workshop were: the access to private funding and the actual connections of the partners with investors and business angels to invite them to the second co-creation workshop; the linkages already existing between business and research community to be selected as speakers in the following event, the access to the right information on public initiatives and programmes at EU and regional level and the other connections with stakeholders to get appropriate contacts and supportive environment.

The conclusions of the debate were used to create the list of speakers and invitations to the second co-creation workshop.

5.2.   The Second Co-creation Workshop

The 2nd RAISE, co-creation workshop, The New European Innovation Agenda, Start-ups, and its Scale-up, took place on Monday 23rd January 2023 from 09.30h to 14.30h in a hybrid (virtual and in-person) format.

The Startup Europe Regions Network headquarters in Brussels (Belgium) hosted the face-to-face session.

In the process of avoiding the existing lack of integration between different support services and action plans that creates gaps in start-up support at the EU level, the RAISE consortium organized its second in a series of exchange of experience open sessions to promote discussion on future initiatives aimed at building a unique agenda for an interconnected EU start-up space with the focus on the New European Innovation Agenda, its novelties for scale-ups supporting organizations and the resulting opportunities for collaboration of the first steps of its implementation.

More than 50 Stakeholders at the regional, national, and EU levels covering the lifecycle of start-ups growth, R&I programmers and policymakers, capacity-building programmes managers and technicians, private investment, and representatives of access to public funding organizations participated in person and online.

5.2.1. Speakers

Anto Recio Cuesta, FUNDECYT-PCTEX Project Manager
Talk Title: Welcome words and RAISE project description
Social Innovation Manager in FUNDECYT-PCTEX, with extensive experience in international collaborative development projects and alternative financing for innovative projects. He has more than 15 years of experience in different advisory and training actions in innovative businesses and in financing social projects. He is a collaborator of the crowdfunding platform Goteo.

Within his project role, Anto's responsibilities are related to the design of the methodological framework for the training and incubation process, facilitating the training of the trainers' process, developing tasks and activities in collaboration with both the FUNDECYT-PCTEX team and the whole consortium enabling the overall implementation of the strategic plan and holistic project execution.

Jekaterina Novikova, DG RTD
Talk Title: New European Agenda
Jekaterina Novikova is the Innovation Policy Coordinator at the European Commission, Directorate General for Research and Innovation. The EU official since 2005, she spent the last five years in management positions implementing the FP-7 and Horizon 2020 research projects. Being awarded the EU fellowship in 2018, she spent the academic year 2018-2019 in the US, at the University of California, Berkeley where she conducted research on how the US government, universities, and industry facilitate the transition of the research results to market. Jekaterina is Certified Chartered Accountant and holds MA in European Affairs from Lund University, Sweden.

Viorel Peca, Head of Unit of Transition and Business Acceleration Services - European Innovation Council
Talk Title: New European Agenda
Viorel Peca is the Head of Unit at the Transition and Business Acceleration Services of the EIC (European Innovation Council). His unit mission is to bring EIC-supported innovations & technologies to the market while establishing Europe as an innovation leader contributing to the economic growth and well-being of all Europeans.
Previously he was HoU of the Future and Emerging Technologies Unit within DG Connect and led the Innovation unit between 2012 and 2016. He joined DG Connect in 2011 as Head of Unit for Networked Electronic Media.
After joining the European Commission in 2008, he was Project Manager and Chief Business Analyst for the eFP7 team of DG DIGIT.
Viorel started his career in R&D at Alcatel Romania in 1996 and then moved to Belgium in 2000 where he worked for several Alcatel products spanning all the layers of the network. Later he worked as a feature development team leader, then as an IPTV project manager.
Viorel holds an MSc in electronics and communications from University "Politehnica" from Timisoara, Romania, and has a Master in Industrial Management from Katholieke Universiteit

Leuven (KUL), a postgraduate diploma in Applied Informatics from Vrije Universiteit Brussels (VUB) and a Certificate in Leadership and Management, Hertie School of Governance, Berlin.

Stéphane Ruiz-Coupeau, Technical Advisor at Agency of Innovation and Development of Andalusia
Talk Title: How to Support the Scale-up of Start-ups
Stéphane Ruiz-Coupeau helps ambitious firms to grow internationally, innovate and secure finance. He is a multi-lingual engineer with more than 18 years of experience in international management, constantly looking for new challenges and collaborations. He co-leads the Enterprise Europe Network activities in his region (Andalucia) and actively participates as co-chair of 2 thematic groups: scale-ups and access to finance. Stéphane also leads a program targeting potential scale-ups in Andalucia. He enjoys lecturing on International Business and collaborating with several business schools. He is a Certified Professor at EOI Business School and CECO Centre of Studies for Economy and Trade.

Miroslav Macan, Zagorje Development Agency
Talk Title: How to Support the Scale-up of Start-ups
Miroslav Macan's experience comes from tackling with preparation and management of public and private investment projects as well as introducing a strategic planning approach to a regional policy level in Krapina Zagorje County, Croatia. As a team member of Zagorje Development Agency since 2007, Helena participated in bringing entrepreneurial investment to the County as a certified member of the Croatian Investor-Friendly Region program and supported entrepreneurs in the preparation and implementation of EU-funded projects.

Greta Camilleri, Research & Policy Coordinator at Malta Enterprise
Talk Title: How to Support the Scale-up of Start-ups
Greta Camilleri is a Research & Policy Coordinator at Malta Enterprise (ME), Malta's national corporation in charge of economic and social development with more than 10 years of experience. She coordinates research initiatives to strengthen the evidence base for ME's strategic priorities, collaborates with internal and external stakeholders to enhance the translation of research into policy and other practices, and produces briefs on specific developments and changes being proposed by other European countries, namely with respect to business operations, taxes, and start-up regulations. Greta holds an MA in European Studies from the University of Malta.

Picture 2: Malta Enterprise model of support presentation

Lorenzo Valeriani, Meta Group Venture Capital | R&D results exploitation | Start-up coach | Lean Canvas | Entrepreneurship | Mentoring |
Talk Title: How to Support the Scale-up of Start-ups
Lorenzo Valeriani is an experienced advisor, coach, and business analyst of META Group with proven experience in the management of venture capital financial instruments. His expertise is focused on entrepreneurial themes, business and territory innovation policies, economic development policies, and European research and innovation projects and programs. Lorenzo's main activity regards the support of projects regarding innovation and regional policies, innovation ecosystems, and support actions to foster knowledge-intensive entrepreneurship.
He is currently the project manager of InvestHorizon 2, a European project that supports scale-up in the fundraising and internationalisation process.

José Vilar Gonzálbez, IVACE, Head of EU Programmes Service. Enterprise Europe Network Consortium Coordinator. Chair of the EEN Start-up & Scale-up Thematic Group.
Talk Title: How to Support the Scale-up of Start-ups
He is graduated in Economics and Business Studies from the University of Valencia with comprehensive experience, first as a controller (2 Yrs) and later (10 Yrs) as a financial manager of 2 multinational corporations: Vicent Group, publishing, and printing holding honored with The Guttenberg Award, and INICIAS-AHT Group, a global engineering and environmental corporation based in Germany. Experienced Senior analyst (14 Yrs) at IVF, managing loan portfolios and funding schemes for SMEs vs entrepreneurs. Since February 2016 working for IVACE at the European Projects Unit and responsible for Horizon Europe Monitoring Commission on behalf of the Regional Government. In the period 2014-2015, he had a seat, by appointment of the European Commission, in the Committee on "Innovation in SMEs and Access to Risk Finance" for the Specific Programme Implementing Horizon 2020.
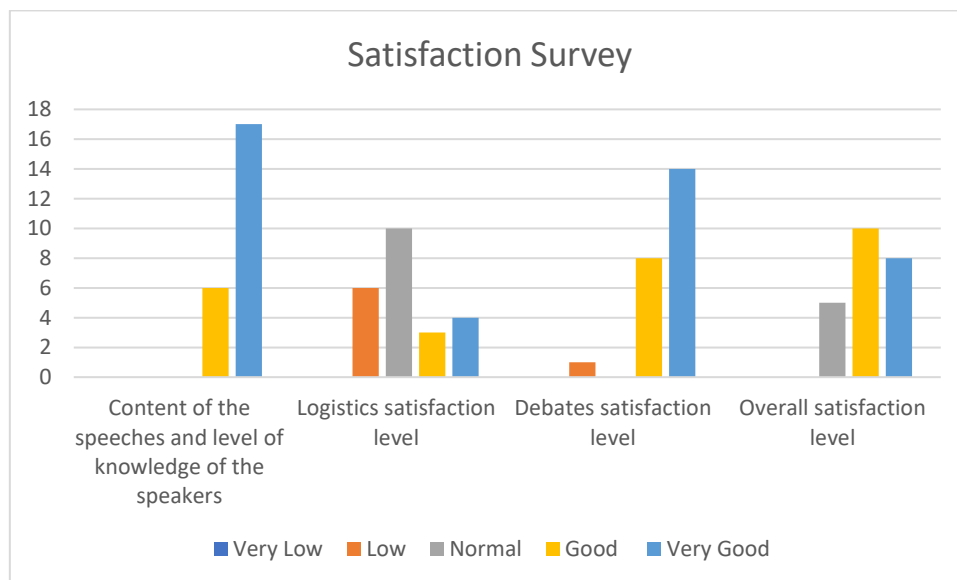
Cristina Gallardo Rey, RAISE Project Consortium, Partner FUNDECYT-PCTEX Project Manager, R&D&I Internationalization
Talk Title: Networking Session among the participants around a selection of funding opportunities in the European Innovation Ecosystem 2023-2024 Work Programme

Cristina has a Degree in Political Science and Public Administration and certified Project Manager by the International Project Management Institute. She started her professional career on the digital field, managing projects on innovation in the Public Sector. From 2013 to 2016, as Innovation and Entrepreneurship Manager in Extremadura AVANTE (the public company in charge of business competitiveness policy in the Regional Government of Extremadura), she led the implementation of regional R&D programs (Innovation, ICT and Technological Vouchers and R&D Financing Instruments) and coordinated the Regional Startups program. She came back to FUNDECYT-PCTEX in 2017 to work in the International Research and Innovation Promotion at FUNDECYT-PCTEX.

6. Conclusions

After participation in the second co-creation workshop, an evaluation questionnaire was distributed to obtain feedback through questions related to the organization, speakers, and contents.

Graphic 1: Satisfaction Survey 2nd Co-Creation Workshop

The overall satisfaction rating for the event was mostly good or very good. The content of the EU Commission presentations, the regional experiences, and the final exchange session for project proposals for the 2023 and 2024 calls stood out.

The questionnaire also collected some suggestions for improvement regarding to the space available for the main session as, given that the attendance exceeded expectations, the space provided was limited for the number of final in-person participants.

The regional experiences were also the most prominent output from the 4 interviews with the attendants. In particular, the Malta Enterprise Startup Residence program aroused special interest, as well as the Maltese Start-up Finance Scheme, whose features seem to be suitable to be replicated in other similar modest and moderate innovation regions (in accordance with the Regional Innovation Scoreboard 2021).

The Networking session "Cooperating for the future" where the audience was split into two different groups to analyze two funding topics in Horizon Europe in order to discover what could be done as a group to apply for future projects allow them to light on potential connections and to know better each other.

Specifically, the topic HORIZON-EIE-2024-CONNECT-01-03: Startup Europe was highlighted as the intended outcome of the collaboration between the participants was more effective.
Among the priority topics of common interest would be to working with startups in the fields of energy and green tech benefiting from the programs of the European Digital Innovation Nodes network managed by several of the present organizations should be emphasized.
Interested attendees were invited to continue the analysis and deliberations for this and other possible collaborations through the Open Startup Forum of the RAISE Project.