

# TESTIMONY OF THE INTERVENTION



## OPENING SESSION



### José Carlos Caldeira

*“Especially in economies such as ours, collaboration and sharing of risks and outcomes plays a key role. Everything that has to do with the process of open innovation, in which we collaborate and share risks and results, has also to do with flows of knowledge and, increasingly, with flows of people. “*

“Good morning everyone. First of all, thank you very much for the invitation.

The National Innovation Agency being invited to open an event of this nature, a business event about internationalization is undoubtedly a good sign of these new times.

I will try to be quick and concise, conveying some information and highlighting the internationalization of innovation. There are a number of trends that constrain it, related with the change in the concept of sectors, for a more integrated approach to the value chain, which have direct implications.

First, the issue of integration and globalization. We increasingly have to collaborate with other companies and other entities from different sectors in order to cover value chains, which are increasingly integrated and with more complex problems.

Then and on the other hand, the other trend that turns out to be a growing concern is to cover the innovation cycle. This was a theme already mentioned by Commissioner Carlos Moedas, who mentioned the growing need to invest in science and in the production of knowledge, but not least in the need to bring the results of investments to markets in the form of products and advanced training services.

We can effectively have economic and social impact with these changes. Until then, we had an approach that focused on doing isolated research. It was even said that the research was to turn money into knowledge, and then the innovation was to turn knowledge into money again. They were always treated as if they were two processes more or less separated.

The current evolution and speed of all these processes mean that they have to be treated more and more in an integrated way. They make us look like a cycle and guarantee some key issues. For example, we have full consortia, not only to do research, but also to bring research results to market, bringing together promoters, companies and technology users to demonstrate, test and validate these results.



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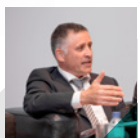
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This notion of full consortium deals with the topic that I will address below, the integration of funding and the need to address the issue of funding for the innovation cycle as a whole and not for each of its slices. We have many examples of research and development plans and projects, which have produced very interesting results, but nevertheless they have never seen the light of day because their promoters did not have the means to bring results to the market.

In many of these areas, taking projects to markets is usually much more expensive than doing the research. It may require, in certain areas, 10 times more money than doing the research. We must ensure that we have the funding to cover the innovation cycle.

Especially in economies such as ours, collaboration and sharing of risks and outcomes plays a key role. Everything that has to do with the process of open innovation, in which we collaborate and share risks and results, has also to do with the flow of knowledge and, increasingly, with flows of people.

The best way to transfer technology is not to pass patents or reports. Of course, that is important, but the best way is to pass people. If we have the opportunity, we must foster the flow of people, whether in the science system for business and vice versa. Naturally, therefore, the processes of knowledge transfer will be more solid.

It is also very important for the internationalization question to realize that we need to be able to make multilevel approaches, that is, to realize that some of the problems and challenges, we can solve in our ecosystem, but that others will have to be looked at at a national level and others, in an international level. It is important to be able to work at all these levels, in a consolidated way.

Clusters will play a key role in this area. They do not necessarily have to be clusters, but in the sense of the processes of clustering and aggregation of partners and entities around common challenges. These are some of the trends and they are international trends.

I would like to highlight two points which I would like to draw your attention to. On the one hand, the need to develop, in a collaborative way, the agenda and roadmap; through strategies that can be around a business sector, a region, clusters, ranks or the company itself. We should be able to think of strategies for collaboration and work at national and international level, for example with technology on European platforms or in public-private partnerships for European innovation.

There are also other important collaborative processes, which I would like to highlight, which are the links between large enterprises and SMEs, but also the link between mature and emerging sectors.

Aveiro is a region where this happens. I have heard the discussion about where one should bet: in a mature sector or an emerging one? I believe that it should be posted in both, especially in an integrated way.

Sometimes we forget that the main customers of the emerging sectors are often the traditional sectors. Therefore, if we can do projects and strategies that make them collaborate, we will talk about a solution that will be an added value and fundamental. We can also consider partnerships and collaboration between the public and private dimensions.

The second issue I would like to address, has to do with funding and as the ANI has an important role to play in this area. I would like to draw attention to this issue. In fact, internationalization is relevant to helping to resolve this issue.



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CONCLUSIONS

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At the moment, technological development has accelerated the multiplicity of sources of knowledge generation in such a way, that makes the knowledge life span also shorter and shorter. And this is a typical problem for businesses.

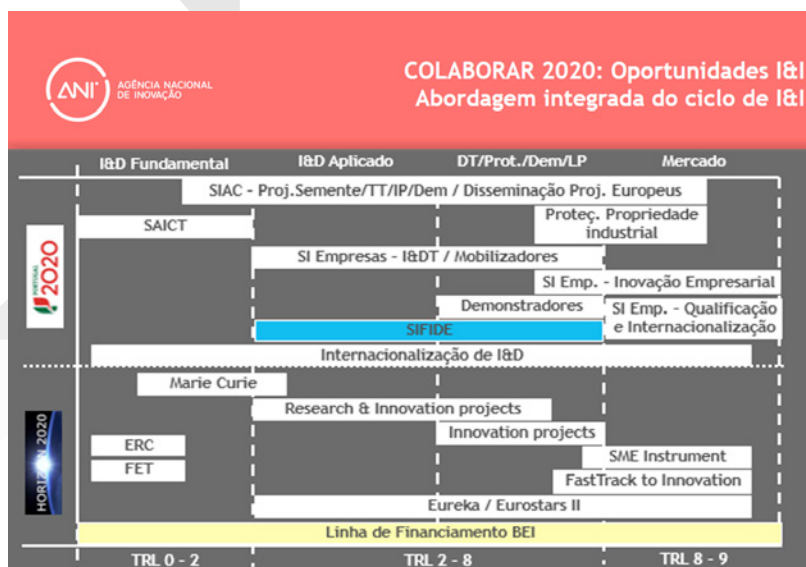
We find here a problem of return on investment. In the area of innovation, we are experiencing a similar problem. And how can we solve this? Collaborating, sharing risks and results and above all, taking advantage of the various sources of funding available to help finance these projects.

This is not a challenge for Portugal, it is a challenge for the whole of the European Union. That is why we see the efforts of the E.U. to create synergies between national funds and structural funds, thus managing to cover the internationalization cycle.

Three years ago, the Agency developed this slide to show companies and other entities the set of existing instruments at national and European level for innovation. This scheme synthesizes information and financial and tax instruments, from upstream research to market access.

Even in terms of the internationalization of innovation, Portugal has achieved a growing participation in Horizon 2020. we are no longer a net contributor, and we've become a beneficiary. All this, in a program more competitive than in the previous one.

I wanted to highlight the performance of the companies, because if in an initial phase this change was assured by the entities of the scientific-technological system, more recently, it is the companies that have increased their participation.



COLABORAR 2020 - scheme developed by ANI

Just to tell you that in relation to the previous program, performance has been remarkable. Only in applications, in these two and a half years, we have received 90% of the applications that we receive in the NSRF. And of proposed investment, we are already going in 110%. It should also be noted that this performance occurs both by scientific centers and by companies, with 40% of the business sector being new companies.

Finally, some challenges and opportunities.

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We must continue this mobilization of private investment in R & D, we must ensure the promotion of qualified and scientific employment, as well as the capacitation of organizations.

We must foster access to knowledge and contribute to the definition and implementation of R & D agendas. As a great opportunity, we also have the internationalization of the R & D System. "