

## Knowledge Alliance Rhine-Waal

[https://www.youtube.com/channel/UCFa2Hom\\_tt5K9unfxRaHmhg](https://www.youtube.com/channel/UCFa2Hom_tt5K9unfxRaHmhg)

The Euregio Rhine-Waal is a region in which entrepreneurs, universities and research institutions on both sides of the German-Dutch border work together on numerous innovations. The Knowledge Alliance Rhine-Waal is aiming to strengthen this potential.

[https://www.youtube.com/watch?v=W5\\_ReUvNTU0](https://www.youtube.com/watch?v=W5_ReUvNTU0)

The Knowledge Alliance focusses in particular on young research-intensive companies and entrepreneurial students. It supports the development of new products, provides assistance to both entrepreneurs and students and simplifies the search for partners, laboratories and research institutions on both sides of the border. <https://docplayer.nl/15844543-Wissen-motor-fur-die-euregionale-wirtschaft-kennis-motor-voor-de-euregionale-economie-www-wissensallianz-eu.html>

Students acquire entrepreneurial skills in an international context. An entrepreneurship-toolbox for lecturers in universities has been developed and implemented. Training programmes, such as the iGarage and entrepreneurship classes offer entrepreneurs support, coaching and guidance in their innovation process. In International Pressure Cookers companies and students work together on innovative business solutions. <https://www.han.nl/international/english/research/entrepreneurial-behaviour/>

A Science Compass helps users to identify top expertise and facilities from the border region in several scientific fields. <https://www.hochschule-rhein-waal.de/de/news/science-compass-rhein-waal-online>

A subsidy scheme fosters innovation in young enterprises. Grants of max. 70% and max. 70 k€ are awarded to young enterprises from both side of the German-Dutch border working together on the realisation of innovative products. 15 Projects have been granted; a relative number of them are rather successful and prove that internationalisation and innovation go hand in hand. (no longer online)

### **Transfer potential 1: “Young SMEs subsidy scheme”**

1. When your goal is to stimulate cross border innovation in young SMEs, or
2. When your goal is to stimulate cross border cooperation of young SMEs, or
3. When your goal is to stimulate internationalisation in young SMEs, or
4. When your goal is to stimulate innovation in young SMEs using the INTERREG means

You organise a subsidy scheme for young SMEs (in principle younger than 5 years, but for life science enterprises f.e. younger than 12 years).

The subsidy scheme essentials are:

- a relatively high subsidy (we used max 70% and max 70K€)
- support in writing a project proposal
- support in finding a relevant partner in the neighbouring country
- a short term application procedure
- a clear grant system
- a good jury that advises about innovativeness, business and entrepreneurship qualities
- project leader makes grant advise
- final grant decision by independent person
- (our subsidy scheme is available)

After the subsidy has been granted, you need a support and control system, (a) for carrying out the project and (b) for the right application of the subsidy scheme.

### **Evidence of project success**

After the start of the umbrella-project Knowledge Alliance Rhine-Waal (project period 3 years)

1. 15 Projects have been granted and were carried out.
2. 1.4 M€ of the 1.5M€ Budget for the Young SMEs subsidy scheme has been used
3. Numerous young entrepreneurs have made first cross-border experiences and within the network numerous of other relevant experiences
4. The region has presented itself as a cross-border innovation and start-up region.  
<https://www.youtube.com/watch?v=D1l4XeHC6VE>

About 4 years after the 15 projects have been carried out

*New products (goal of the scheme)*

1. 4 Innovation projects resulted in new market products <sup>1</sup>
2. 2 Innovation projects resulted in improvements in the products range of the SME<sup>2</sup>
3. 5 Innovative products are still in development, of which one will lead to a breakthrough / major innovative development <sup>3</sup>

*Development of the young SMEs*

---

<sup>1</sup> [www.mineralsigns.com](http://www.mineralsigns.com); [www.resnap.com](http://www.resnap.com); [www.authore.com](http://www.authore.com); [www.nemohealthcare.com](http://www.nemohealthcare.com)

<sup>2</sup> [www.elitac.nl](http://www.elitac.nl); [www.mindaffect.nl](http://www.mindaffect.nl)

<sup>3</sup> [www.ecodryersystems.com](http://www.ecodryersystems.com); [www.gatt-tech.com](http://www.gatt-tech.com); [www.qcde.eu](http://www.qcde.eu);

<https://www.google.nl/search?q=fresnel+lenses+sonneveld&source=Int&tbs=qdr:y&sa=X&ved=0ahUKEwi30KuY9vveAhVFXCwKHYG-BDgQpwUJJA&biw=1920&bih=963> ; and (promising): [www.id4us.de](http://www.id4us.de)

1. 12 of the 15 SMEs (Lead Partners) still exist (survival rate is 80%, whereas the comparable survival rate of firms in the peer group is 67%)<sup>4</sup>
2. 6 of the 15 SMEs (Lead Partners) experience employment growth<sup>5</sup>

*Cross-border relations*

1. Two firms (one project) have started a joint venture<sup>6</sup>
2. 5 of the 15 SMES (Lead Partners) are still active in German-Dutch cross-border activities<sup>7</sup>
3. 1 (extra, so number 6) is completely international<sup>8</sup>
4. Director of one of the “died” SMEs works as a specialist in the neighbouring country<sup>9</sup>
5. Director of one of the “died” SMEs works as a specialist in Australia<sup>10</sup>

---

<sup>4</sup> [www.ecodryersystems.com](http://www.ecodryersystems.com); medintec GmbH; [www.gatt-tech.com](http://www.gatt-tech.com); [www.id4us.de](http://www.id4us.de); [www.mineralsigns.com](http://www.mineralsigns.com); [www.resnap.com](http://www.resnap.com); [www.qcde.eu](http://www.qcde.eu); [www.authore.com](http://www.authore.com); [www.mindaffect.nl](http://www.mindaffect.nl); [www.elitac.nl](http://www.elitac.nl); [www.nemohealthcare.com](http://www.nemohealthcare.com); [www.mercatronics.de](http://www.mercatronics.de)

<sup>5</sup> [www.resnap.com](http://www.resnap.com); [www.nemohealthcare.com](http://www.nemohealthcare.com); [www.id4us.de](http://www.id4us.de); [www.qcde.eu](http://www.qcde.eu); [www.mindaffect.nl](http://www.mindaffect.nl); [www.elitac.nl](http://www.elitac.nl)

<sup>6</sup> medintec GmbH

<sup>7</sup> medintec GmbH; [www.qcde.eu](http://www.qcde.eu); [www.mercatronics.de](http://www.mercatronics.de); [www.authore.com](http://www.authore.com); [www.id4us.de](http://www.id4us.de)

<sup>8</sup> [www.resnap.com](http://www.resnap.com)

<sup>9</sup> <https://www.linkedin.com/in/ernsttreffers/>

<sup>10</sup> <https://www.linkedin.com/in/thijssondag/>

Nr	Project	Lead Partner	Innovative product is	Does the LP still exist?	Has LP grown?	Does cross-border cooperation still exist?	Other	
1	YourAbel	Abel	failure	no	n.a.	n.a.	Joost van de Valk works as a healthcare innovation specialist at the Radboudumc Reshape Center (design thinking), Thijs Sondag works in Australia for a Healthcare Innovation Firm as a business analyst	<b>See:</b> <a href="https://www.linkedin.com/in/thijssondag/">https://www.linkedin.com/in/thijssondag/</a> <a href="https://www.linkedin.com/in/joostvanderwalk88/">https://www.linkedin.com/in/joostvanderwalk88/</a>
2	Eco-Dryer	Eco-Dryer Systems	not yet on the market	yes	no	no	Entrepreneurs still work on a market launch	<a href="http://www.ecodryersystems.com">www.ecodryersystems.com</a>
3	fVision	Medintec	still in development	yes	no	yes	a joint venture has been founded	<a href="http://medintec.com">medintec GmbH</a>
4	GATT Tape	GATT Technologies BV	not yet on the market	yes	no	no	a variety of products are developed using the technology developed	<a href="http://www.gatt-tech.com">www.gatt-tech.com</a>
5	chippless tag	ID4us	still in development	yes	a bit	yes	this product seems to be revolutionary and very promising	<a href="http://www.id4us.de">www.id4us.de</a>
6	Solid Surface Signage	Mineralsings	on the market	yes	no	no	LP wins design prices but is still no commercial success	<a href="http://www.mineralsigns.com">www.mineralsigns.com</a>
7	ReSnap	ReSnap	on the market	yes	yes	no, ReSnap works on global market	firm growth and global market	<a href="http://www.resnap.com">www.resnap.com</a>
8	SkyWindTurbine	Qconcepts Desing & Engineering	still in development	yes	a bit	yes	firm does interesting projects and has founded two related forms	<a href="http://www.qcde.eu">www.qcde.eu</a>
9	Author-e Pharma	Author-e	on the market	yes	no	yes	product launched and lasting crossborder cooperation	<a href="http://www.authore.com">www.authore.com</a>
10	Ask Alfred	Mindaffect	failure	yes	a bit	no	a variety of hightech products are developed for people with ALS	<a href="http://www.mindaffect.nl">www.mindaffect.nl</a>
11	Fresnel Lenses	International Fresnel Company	still in development	no	n.a.	n.a.	is a theoretical success, still an economic failure	<a href="https://www.google.nl/search?q=fresnel+lenses+sonneveld&amp;source=Int&amp;tbis=qdr:y&amp;sa=X&amp;ved=0AhUKEwi30Kuy9vveAhVFXCwKHYG-BDgQpwUJA&amp;biw=1920&amp;bih=963">https://www.google.nl/search?q=fresnel+lenses+sonneveld&amp;source=Int&amp;tbis=qdr:y&amp;sa=X&amp;ved=0AhUKEwi30Kuy9vveAhVFXCwKHYG-BDgQpwUJA&amp;biw=1920&amp;bih=963</a>
12	Incenter	XPRESS Precising Engineering	failure	only formally	n.a.	n.a.	(Dutch) entrepreneur has become an employed specialist in a German firm	<a href="http://www.xpresspe.com">www.xpresspe.com</a>
13	FysioPal	Elitac	noncommercial prototype ( <a href="http://www.paulinevandongen.nl/project/fysioPal/">http://www.paulinevandongen.nl/project/fysioPal/</a> )	yes	a bit	no	are meanwhile an established wearable technology development firm	<a href="http://www.elitac.nl">www.elitac.nl</a>
14	ReDeFeM	Nemo Healthcare	on the market	yes	yes	no	product launched and firm growth	<a href="http://www.nemohealthcare.com">www.nemohealthcare.com</a>
15	Mercatronics Water Analysis	Mercatronics	failure	yes	no	yes	firm still exists and does interesting projects	<a href="http://www.mercatronics.de">www.mercatronics.de</a>

### **Transfer potential 2: “International Pressure Cooker”**

1. When your goal is to stimulate cross border entrepreneurship among students, or
2. When your goal is to stimulate innovativeness among students, or
3. When your goal is to stimulate students working cross-border together, or
4. When your goal is to stimulate interaction between students and firms

You organise an innovation workshop for students from different backgrounds using real-life innovation questions of firms

The workshop essentials are:

- groups of students with different backgrounds (multicultural and multidisciplinary groups)
- real-life innovation questions, presented by the entrepreneur / specialist from a firm
- one day investment of students and entrepreneurs
- innovation moderators
- an inspiring environment
- prizes / competitive elements (for example: the possibility to make a prototype)

### **Evidence of project success**

<https://docplayer.nl/15844543-Wissen-motor-fur-die-euregionale-wirtschaft-kennis-motor-voor-de-euregionale-economie-www-wissensallianz-eu.html> s. 10-11

<https://www.youtube.com/watch?v=qz88mHtDnpw>

<https://www.hochschule-rhein-waal.de/en/news/press-releases/studierende-aus-der-euregio-rhein-waal-entwickeln-innovative-ideen-fur>

<https://www.youtube.com/watch?v=kAiHg29v9Fo>