

## Minutes of the ITW Meeting

In June 2017 a project partner event was organized in Pescara Italy. As part of the event the **Interregional Thematic Workshop** was organized by PP6 CapitanK on June 14<sup>th</sup> 2017 in the premises of Sinergie Education in Pescara (PE).

Attendance list attached in Appendix I.

The Interregional Thematic workshop **SMEs needs and barriers for internationalisation** was moderated by Prof. Edoardo Alesse, President of CapitanK, a full professor in Biotechnology and Medical Biotechnology at the Department of Applied Clinical Sciences and Biotechnology at the University of L'Aquila; and featured invited experts:

- Prof. Luciano Fratocchi (University of L'Aquila), Associate Professor of Managerial Engineering (Accounting, Managerial Control, Marketing & Business Policy).
- Prof. Paola Pittia (University of Teramo), Associate Professor in Food Science and Tecnology at the Faculty of Biosciences and Technologies for Food Agriculture.
- Dott. Marco Ciambrone CTO of NRGsys sas company.
- Dott. Angelo Giordano consultant of Proger SpA at the premises in Rome.

For full agenda see Appendix II.

The workshop was organized in the format of a round table discussion with invited experts and active participation of project partners during the open discussion.

- 1) Prof. Fratocchi presented Interdependences between Innovation and Internationalisation, which have an important influence on Implications for local authorities' policy.  
An agreement was reached that internationalisation policy must therefore be based on the promotion of innovation activities that can be: promoting collaboration between universities and companies; human capital development; development of innovation cluster; overpass digital divide; develop competence related to industry 4.0.
- 2) Prof. Pittia explained the importance of researchers' international mobility, that can immediately connect to an international network.
- 3) Dott. Ciambrone explained the case of Nrdsys and its internationalisation process, as well as promotions of incubator / promotion of start-up; MaRS Innovation - early stage seed investing for companies and technology emerging; JLABs Innovation - technology incubator by Johnson & Johnson.

This experience demonstrates the importance of regional internationalization policy focusing on supporting processes for realization of technological partnerships with target countries.

- 4) Dott. Giordano stressed the importance of partnership strategies with local authorities directly related to a particular project: this allows dialogue with the international partner to build a strategy shared at all levels (local government, businesses, public body and development agencies).

List of appendixes:

Appendix I: ITW Attendance list

Appendix II: ITW agenda

Appendix III: Photo from the event

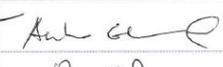
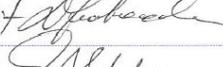
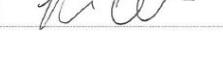
### Appendix I: ITW attendance list



14<sup>th</sup> June 2017 - Interregional Thematic workshop

SMEs needs and barriers for internationalisation

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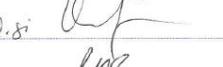
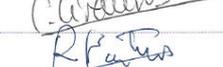
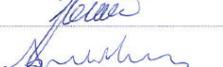
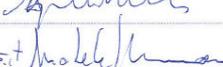
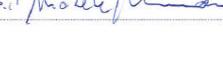
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14<sup>th</sup> June 2017 - Interregional Thematic workshop

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14<sup>th</sup> June 2017 - Interregional Thematic workshop

SMEs needs and barriers for internationalisation

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## Appendix II: ITW Agenda



### 14<sup>th</sup> June – ITW – ITF – PCTM – SC

Venue: 9.00 at Sinergie Education, Viale Vittoria Colonna, 97

Interregional Thematic workshop

SMEs needs and barriers for internationalisation

9<sup>00</sup>–9<sup>30</sup> Registration

Moderator

9<sup>30</sup> – 11<sup>30</sup> Mr. Edoardo Alesse – Capitank s.c. a r. l.

President

Innovation Poles in Abruzzo and in Europe

Mr. Ercole Cauti – Capitank s. c. a r. l.

Director

Innovation as a driver of internationalisation

GP#13 - Mr. Luciano Fratocchi - University of L'Aquila

*Associate Professor of Managerial Engineering, Department of Industrial and Information Engineering & Economics*

Activities of internationalisation and research – Examples of excellence

GP#14 - Mrs. Paola Pittia – University of Teramo

*Professor at Food Science and Technology faculty – Managing of internationalization trainings with joint degree - President of the Master Degree Course in Food Science and Technology*

Potential and common pitfalls in biotech internationalisation

GP#15 - Mr. Saverio Alberti – Oncox Biotech

President & CEO

Nerve Vision

GP#16 - Mr. Nico Ciabrone – NRGsys s.a.s.

CEO

"China made in Abruzzo"

GP#17 - Mr. Angelo Giordano

PROGER

The internationalisation regional strategy in the past and current programming period  
Internationalisation Project for 100 regional SMEs

GP#18 - GP#19 - Mr. Piergiorgio Tittarelli – ABRUZZO REGION

ERDF/ESF Regional Joint Authority

11<sup>30</sup> Coffee break

Appendix III: Photos from the event

