



ATTICA ACTION PLAN

October 2021



Part I – General information

<i>Project</i>	Scale Up – Supporting concentration and robustness of SMEs within the renewed EU industrial policy
<i>Partner Organisation</i>	Regional Development Fund on behalf of the Region of Attica (RDFA)
<i>Other partner organizations involved</i>	Innovation Center of Attica Region (ICAR)
<i>Country</i>	Greece
<i>NUTS 2 Region</i>	ATTICA
<i>Contact Persons</i>	<ul style="list-style-type: none"> • SOTIRIOS NIKOLAROPOULOS – Director, Regional Development Fund (RDFA) • PETROS PODARAS – Director, Innovation Center of Attica Region (ICAR)
<i>Email address</i>	s.nikolaropoulos@patt.gov.gr pdpodaras@yahoo.gr
<i>Phone number</i>	0030 2109220430

This Plan is endorsed by the Scale Up Attica Regional Stakeholders' Group

***(that was also involved in the planning period of it)
and the ICAR director as the relevant policy responsible organisation on behalf the Managing Authority of Attica ROP 2014-2020.***

scale up

Part II – Policy context

The SCALE UP Action Plan for ATTICA REGION aims to impact:

- ✓ Investment for Growth and Jobs programme



Name of the policy instrument addressed:

[Policy Instrument 3](#)

Regional Operational Programme of Attica 2014 – 2020



[Axis 3 – Thematic Objective 3](#)

Enhancing the competitiveness of small and medium-sized enterprises (SMEs)

Investment Priority 3c

Supporting the creation and the extension of advanced capacities for products, services and development

Specific Actions:

Facilitate the economic exploitation of new ideas and increase the growth capacity of small and medium sized enterprises.

The policy instrument selected will be improved thanks to the action included in this regional plan, based on the exchange of experience of the Scale Up Project. This action refer to the policy instrument addressed and contribute to its direct and formal improvement as it is related to the implementation of a new project.

RDFA prepared this Action Plan (strongly connected to Axis 3 of the Attica ROP and in addition to Axis 1) that combines Scale Up objectives and lessons learnt through the exchange of experience phase 1, with the RIS3 on SME's scaling up.

The RDFA Action Plan is of type 1:

Investment for Growth and Jobs programme ROP W. Macedonia 2014 – 2020	
Type 1: Implementation of new projects	X
Type 2: Change in the management of the policy instrument (improved governance)	
Type 3: Change in the strategic focus of the policy instrument (structural change)	
Other improvements not corresponding to types 1-3 (please comment)	

Part III – Details of the action envisaged

ACTION

1. The background

This 1st chapter includes a description of Scale Up lessons learnt for the RDFA that constitute the basis for the planning of the Regional Action Plan of Attica.

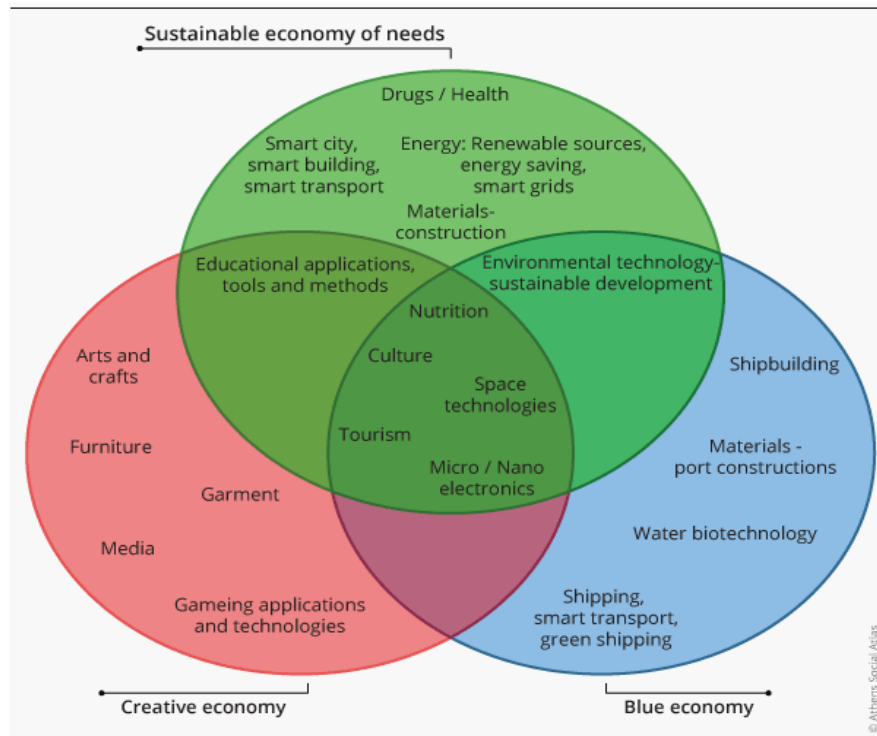
Scale Up SWOT Analysis

During the first project semester and according to the Scale Up methodology, the Regional Development Fund of Attica (RDFA) (as all other Scale Up partners) worked on a detailed comparative regional analysis (SWOT) about the business scale up policies in Attica Region during the last 6 years.

This analysis included data related to the socio-economic profile of the Region, the Attica ROP 2014-2020 objectives and impacts on scaling up businesses, the RIS3 content and implementation progress and the R&D priorities to support the Attica entrepreneurial ecosystem.



Figure 1: Fields of Smart Specialization in Attica Region



Comparing all topics and data included in the document, the RDFa project team prepared the SWOT Analysis regarding the business scale up policies in Attica Region.

A brief session about the 4th Industrial Revolution was also included in the document, as scale up potential for Attica SME's during the new programmatic period 2021-2027.

The SWOT Analysis was a critical supporting tool to describe the state of the art in the selected policy instrument during the exchange of experience phase of the project.

As it was stated in the Scale Up Application Form, the selected policy instrument will be improved by stimulating policy learning activities through the exchange and transference of experience & best practices from other EU regions, related to actions, methodologies, and programs of the same or similar instruments.

New projects will be supported to assist SMEs to achieve the entrance to markets. Professionals and entrepreneurship experts from the different EU regions

participating in the project worked together for identifying transferable good practices for improving the scaling up entrepreneurial environment.

Good Practices - Study Visits - Peer Reviews: Steps followed.

All Scale Up partners worked effectively on the Interregional Exchange of Experience (that was modified in spring 2020 due to the pandemic crisis). During this (mostly online) process they all discussed and analyzed in depth the selected good practices (including all regional stakeholders' group members).

The evaluation of the good practices finalised through a structured peer review session.

This process was really very beneficial for all involved partners and stakeholder groups, as it served the exchange of experience needs, where questions were answered, details were analyzed and all possible transfer opportunities were exploited.

The main steps followed during the exchange of experience process were:

- All partners prepared and shared their SWOT detailed analysis document.
- Information & conclusions gathered from all interregional learning phase activities: (1) the Interregional Workshop in Lublin, Poland with physical appearance, (2) the rest of 5 online Study visits and (3) the peer review session.
- Meetings with the regional and local key stakeholders (most of the stakeholders also participated in the interregional learning phase) with:
 - Presentations to the regional stakeholders of the good practices visited during phase 1.
 - Initial brainstorming among all stakeholders participating in the regional stakeholders' meetings to decide on the final selection of the best practices to be transferred and to set up all the tasks needed to plan and finally implement the Action Plan.

- Final peer review session for the evaluation of the selected good practices with real transfer potential to each partners' territory.

The Scale Up Project Good Practice that was finally selected for transfer by the RDFA is:

MoWiN Innovation Lab: Strategic networking to increase R & D projects and patent applications in Northern Hesse by Regionalmanagement Nordhessen GmbH.

The Greek project team right after the end of all online study visits, initially selected 2 good practices that were considered as most matching the regions' needs and the Scale Up policy instrument.

The 1st one was **MoWiN Innovation Lab** from the German partner and the 2nd one was **NLAB Lubelskie-Nevada Acceleration Bridge** from the Polish partner.

The 2 good practices were of the interest of the peer review session during January 2021, where all details and questions were clarified in too deep by the exporter partners.

RDFA projects' & stakeholders' team prepared two detailed peer review reports where the main conclusions drawn were:

- Existing gaps between importer and exporter partner were clarified
- Additional questions by RDFA to deep dive into each good practice and explore the Transferability potential of it, were answered
- RDFA was clearly informed how can the exporter partner further support the importer partner
- RDFA discussed all possible barriers or obstacles of the good practice implementation

Finally, RDFA with its stakeholders' group positive reaction selected the MoWiN Innovation Lab as the most transferable good practice to influence the Attica Action Plan.

MoWiN's objective is to identify cooperative R & D projects through targeted networking between companies and the University to increase R & D activities.

The MoWiN Lab aims at the following 4 aspects:

- Acceleration and increasing the number of R & D projects through the new, strategic formats, supplemented by pointed advice.
- Faster and better-quality development of innovative ideas between SMEs, researchers and the university
- More R & D projects and fundraising in Northern Hesse, more patent applications and improvement of patent marketing as additional side effects.
- University founders in the region have the ability to access the resources of established companies early in the product development process (e.g., distribution channels, network, development resources), thus gaining an additional opportunity to get their product up to market speed.

MoWiN Innovation Lab has a strong positive transferred potential for the Region of Attica and it “fits” better in Greek entrepreneurship and innovation ecosystem and culture. Finally, it can also be directly connected to the selected policy instrument.

Transferable parts of the selected good practice are:

- The main idea - the backbone of the Mowin Innovation Lab: A full process that specifically brings together scientists, companies (especially SMEs) and universities.
- The MoWiN methodology consists of 3 main steps: initial presentation of the R&D idea to a consultant of the University, feedback to improve the R&D idea and final presentation to a panel that awards the best R&D ideas among those that participated in the project.
- The full MoWiN methodology will be applied including the application, the selection and the presentation of interesting innovation ideas that are evaluated and finally awarded by a panel of experts from the academia.

The good practice simplicity and confidentiality will be embedded to the action plan that will add some more content, based on the experience of the Archimedes Center and the University of Athens.

The Attica stakeholders' meetings that were organized during Scale Up Phase 1 had either informative character and they were also mostly results – oriented. The stakeholders were given extended reports on the project exchange of experience, they were always invited to participate in the project's online study visits and finally participated in the last evaluation step of the good practices (peer review) where besides the selected good practice of “Mowin Innovation Lab”, another one good practice deeply analyzed – coming from the Polish partner (NLAB Lubelskie-Nevada Acceleration Bridge). The stakeholders decided that there are heavy barriers for RDFA even to partly transfer the Polish GP through the Innovation Center of Attica Region (ICAR) as a new project, since similar actions are not initially included as possible topics for the selected policy instrument and there is no option to change the policy instrument to this direction of funding projects, because it is not possible to modify the Regional Operational Program in 2021.

The Attica Managing Authority (MA) of the Regional Operational Programm (ROP) 2014-2020 represented to Scale Up stakeholders' group by its director. He was present in regional stakeholders' meetings that were organized during the 1st phase of the project. He was also actively participated in internal meetings with the Greek project team and informed on the progress of the project from its early beginning. Mr Petros Podaras, the ICAR director, was also very active and close to the projects' exchange of experience, as ICAR was one of the three Greek good practices and will fund the Scale Up action plan on behalf the Managing Authority of the Attica ROP 2014-2020.

2. Action

The action - project called '**NKUA - Inventor of the year**' aims at:

- Promoting technology transfer among researchers
- Accelerating the process from lab to market
- Creating entrepreneurial awareness

The Action will be implemented by Archimedes, the Center of Research Innovation and Entrepreneurship of National and Kapodistrian University of Athens. The **vision** of Archimedes is to serve society regarding technology and knowledge. **Archimedes Center is aiming at** the development of an ecosystem through which human resources and other resources of the University will interconnect to human and other resources outside University to promote development and dissemination of knowledge and research. The Archimedes Center consists of two complementary offices: the technology transfer office and the business accelerator.

The idea behind this Action is to connect the research community to industry by guiding the best ideas of the research community from the lab to the market. The aim is to develop research-based products/services that will be incubated in existing or new companies (spin-off). The link between this Action and the Good Practice MoWiN is the full adoption of the German methodology model, consisted by the 3 main steps to award the best R&D ideas.

Steps – phases for the implementation of the Action Plan are:

1st Phase: Preparation of a call for applications

A1. Preparation of the Call for proposal for the Competition "NKUA - Inventor of the year"

A2. Preparation of Participation Submission Procedure

A3. Legal Project Support

2nd Phase: Submission of Entries and Evaluation

- B1. Publication of the Call – Dissemination
- B2. Establishment of an Evaluation Committee
- B3. Evaluation – Scoring – Selection of Research Groups (nominees)

3rd Phase: Preparation for the Final Test

- C1. Educational seminars relating to innovation, protection of intellectual property and commercial exploitation matters
- C2. Coaching and mentoring in protection and management of intellectual property and commercial exploitation of the research idea
- C3. Assessment of the invention's prior art and formulation of the Intellectual Property strategy

4th Phase: Final Evaluation and Nomination of Winners

- D1. Preparation of the final submission process
- D2. Establishment of an Evaluation Committee – Evaluation – Final Ranking
- D3. Winners' presentation event

Additionally:

Monitoring the implementation of the action “Investor of the year”

Steps for monitoring the implementation of the action plan are:

- Creation of a document template called Monitoring Report by the project team of RDFa and ICAR
- RDFa will choose members of the stakeholders' group to form and join a Monitoring Team for the implementation of the Action Plan during phase 2.

- The Monitoring Team shall meet after the implementation of the Action Plan to evaluate the results and record the impact to the selected policy instrument as reported to IOLF platform.
- Ongoing cooperation with officers of the ICAR and the MA of Attica ROP 2014-2020, so the requirements defined in the Application Form of the Scale Up project, on monitoring are met.
- An annual Report will be elaborated on the implementation and monitoring of the Action Plan.
- A special meeting will be organized with the participation of the ICAR and the Attica ROP Managing Authority officers on the outcomes and final report of the Action Plan.

3. Actors involved

The organizations in the Region of Attica who are involved in the development and implementation of the action and their role in the project's phases are the following:

- The Managing Authority of Attica ROP 2014 – 2020 is funding all RIS3 activities of the Regional Development Fund of Attica from the ROP 2014-2020 and will participate in the monitoring Phase.



- The Regional Development Fund and its structure, Innovation Center of Attica (ICAR) will fund the Scale Up Action Plan and will participate in the monitoring Phase 5.



- Archimedes, the Center of Research Innovation and Entrepreneurship of National and Kapodistrian University of Athens, as the responsible implementing body of the action.



HELLENIC REPUBLIC
**National and Kapodistrian
University of Athens**
— EST. 1837 —



4. Timeframe

The action will start implementing early 2022 and its duration will be 12 weeks.

Timeframe for the implementation of the project “NKUA – Inventor of the year”													
Weeks		1	2	3	4	5	6	7	8	9	10	11	12
1st Phase													
A1	Preparation of an Analytical invitation to Call for participation in the Competition “Inventor of the year”												
A2	Preparation of Participation Submission Procedure and setting up of a steering committee												
A3	Legal Project Support												
2nd Phase													
B1	Publication of the Call – Promotion												
B2	Establishment of an Evaluation Committee												
B3	Evaluation – Scoring												
3rd Phase													
C1	Educational seminars relating to innovation, protection of intellectual property and commercial exploitation matters												
C2	Coaching and mentoring in protection and management of intellectual property and commercial exploitation of the idea												

C3	Recording of status of the Intellectual Property and recording needs for its protection													
4th Phase														
D1	Preparation of the final submission process													
D2	Establishment of an Evaluation Committee – Evaluation – Final Ranking													
D3	Winner's presentation event													

5. Costs

Project Budget

Expenditure	Working time	€/uom of working time	€
Project team	6 man-months	3.000	18.000
Compensation of the Evaluation Committee Members	80 man-hours	50	4.000
Dissemination - Promotion			3.000
Organization of the final event			3.000
Winners' Trophies			10.000
Total			38.000

6. Funding sources

The action will be mostly funded by the **ROP 2014-2020 of the Region of Attica** through RDFA, **sponsors** from the private sector, as also **own funds** of Archimedes Center.

Specifically, for the RDFA, the funds are coming from the ROP 2014-2020 that supports the Innovation Center of Attica activities to boost SME's and researchers' innovative ideas and facilitate the connection between laboratory and the regional market.

