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Danube Transnational Programme

DA-SPACE

Output 6.2 Transferability Workshop programme

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In the frame of the Danube Programme Project DA-SPACE the consortium, under the coordination of bwcon, developed a roadmap to deliver the Transferability Workshops as part of the Sustainability actions.

DA-SPACE Project built in 7 different countries (Germany, Romania, Slovakia, Czech Republic, Croatia, Serbia and Bulgaria) open innovation labs, offered two round of Open Innovation Process and Entrepreneurship Trainings. Next to the promotion activities organized in the above-mentioned countries to promote the use of Open Innovation and the adoption of Entrepreneurship Training, in order to enlarge the impact of the projects' results, the consortium aimed to include as part of the Sustainability actions, the Transferability workshops.

Main scope of the Transferability workshops was to evangelize additional countries (not directly involved in DA-SPACE as project partners) about the process adopted by the DA-SPACE partners in setting up the Open Innovation Lab, Entrepreneurship Training and the Public Private Partnership amongst Talent, Public and Private Institutions.

To achieve this, bwcon ran an analysis to identify the countries from Danube Area (and associated countries) where not successful initiatives on Open Innovation were present. Leveraging on the existing networks of all consortium partners, bwcon organized 4 Workshops across Europe from November 2018 till June 2019 following the calendar below:

- Bosnia Herzegovina - Nov 2018 - (bwcon, City Ulm, VOICT)
- Moldova – Feb 2019 - (bwcon, APTE, UGUAL)
- Ukraine – March 2019 - (bwcon, APTE, UGUAL)
- Montenegro – June 2019- (bwcon, City Ulm, GIS)

Each event has been organized jointly by bwcon and other selected partners in order not just to share the process to set up the Open Innovation lab, but also success cases and lessons learned by partners in similar or geographically close regions.

The Workshops addressed local institutions active in the field of promotion innovation and entrepreneurs' initiatives aimed to learn more about the experiences gained in DA-SPACE. In general, representative of students



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association, start-ups, chamber of commerce, business support organization, ONGs, clusters and public institution (such as municipalities and regions or national ministry) attended the events and learned about the DA-SPACE process.

With all 4 Transferability Actions, DA-SPACE was able to address directly ca. 90 actors from different target groups category as we reached more than 20 participants per event.

The workshops programme have been built considering the type of audience attended and has been fine-tuned for each of the hosting country. A common framework has been proposed by bwcon and agreed by all consortium members having as main goal the following one:

- Offer an interactive session (not just in form of lectures)
- Share lessons learned and failure/improvement that consortium members faces in the exploitation of the actions
- Investigate the state of art of the local ecosystem and offer eventually support to establish a small pilot based on DA-SPACE Learnings
- Boost Entrepreneurships methods as those have been used as tools in the workshops.
- Present DA-SPACE Consortium members as spare partner for long term cooperation (also after the end of the project)

The workshops have been organized in English languages and time for discussion and networking have been foreseen.

A local contact person (from the hosting institution) has been also identified to facilitate the follow-up actions if any of the local ecosystem wanted to explore further the opportunity to run small pilot actions.

As mentioned a common frame has been defined, but for each workshop a fine-tuned version of the programme has been developed to answer the real need of the audience and local ecosystem.

Below is reported an example of Agenda to show which aspect we touched and dived in during each Transferability workshop (in bold are reported the title of the session and in brackets the content and the reason why we include this topic in the workshop).



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Example of Transferability Workshop Agenda (usual timeframe from 9:00 till 16:00)

- **Registration of the participants**
- **Workshop Opening. Welcome Addresses** (this slot has been usually been given to the hosting institutions or partners to give them visibility and to let them present as “local contact person” for follow up actions)
- **Presentation of DA-SPACE Project** (usually this slot has been covered by the Project coordinator, Stadt Ulm or bwcon to show the general frame of the Project and to promote the Interreg Danube Programme)
- **DA-SPACE Open Innovation and Entrepreneurship – state of art with regards to Lab and Entrepreneurship Training** (this session mainly showed the results the project achieved in the 7 different countries from the first and second circle. Presented by supporting partner such as VOICT, City Ulm or UDJG)
- *Coffee break (11:30-11:45)*
- **DA-SPACE: Open Innovation Lab @Name of closest Open Innovation Lab** (this slot has been presented by the closest project partners – VOICT (for Bosnia), UDJG (for Moldova and Ukraine) or bwcon (for Montenegro) – to show in details what has been achieved in close country in the frame of DA-SPACE)
- **Public-private partnership and business opportunities in Germany – bwcon** (Based on the interest collected by the audience one excursus to presents other initiatives promoted by the German partners on Digital Agenda – City Ulm- and innovations programme – bwcon- has been presented)
- **Lunch**
- **How to create an open innovation ecosystem by piloting a model of open innovation labs** (during this intensive session, bwcon interacted with the audience explaining in details the process of establishment of an Open Innovation lab and Entrepreneurship Training, the lessons learned from the first



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circle of actions, the improvement the consortium included in the second circle and the tools and documents available on the DA-SPACE website)

- **Closing remarks and follow up** (here we sum up with the attendees the conclusion from the workshop and where relevant we discussed a follow up actions plan)

In workshops time we included plenty time for:

- **Discussion and Q&A Session** (any time the attendees could ask questions and clarification, but we also stimulate the interaction where needed asking direct questions on the state of art in the local ecosystem and the role of the institutions the attendees represented)
- **Energizers** (to keep the attention high several type of energizers have been proposed in order to build confidence between the different attendees as most of them did not know each other before the event. Those moments helped also to create a friendly but effective atmosphere)
- **Concrete exercises on Entrepreneurship Methods** (bwcon used the Visualization exercise from the Design Thinking Method in order to let the audience understand the „learning by doing“ approach which the DA-SPACE consortium followed in delivering the Entrepreneurship Training as interactive workshop).

As lessons learned, we can report that from the first Transferability Workshop a lot of interested have been raised and some attendees (3 in total) from Bosnia-Herzegovina attended also DA-SPACE Final Conference in Ulm in May 2019 and took part to the Policy Round Table. In this occasion, they stated that similar initiatives have been planed at local level to introduce entrepreneurship training in the schools. For the future further implementation of Open Innovation initiatives are also in discussion. For the one organized in Moldova, as the UDJG has also a branch of its University in that country, follow up action (such as new round of Entrepreneurship training) will also open to the students from that country. For the other workshops (March in Ukraine and June in



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Montenegro) even if high interests has been raised and large number of people attended (more than 20 per workshop) no clear follow up plan are running at the moment.

