



Fostering innovation in the Danube Region through Knowledge Engineering and IPR Management

Output 6.2 Pilot HEI&RI

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KnowING IPR will improve framework conditions for innovation in the Danube region by developing a transnational KnowING IPR platform, which will provide an open-access tool for advanced intellectual property rights (IPR) analysis and guidelines for improved and harmonized IPR policy framework across the Danube region. It will ensure broader and needs-based access to existing innovation and research results, to patents and IPR knowledge. It will encompass services and training for the management of IPR and support of the commercialization of research results and technology transfer.

KnowING IPR is a pioneering effort in bringing advanced knowledge engineering technology to the field of IPR. This will enable pooling and exploitation of existing innovation knowledge and increased IPR-based cooperation opportunities (out-licensing, in-licensing, and underdeveloped university technology transfer). The project will tackle the bottleneck of the lack of real-value IPR data and IPR management knowledge, thereby stimulating an underdeveloped IPR market, encouraging further innovation investments and creating competitive advantages, especially for Danube region SMEs and HEI&RI.

The main result of the KnowING IPR will be a practical solution in the form of open access Knowing Hub online platform providing knowledge extraction from patent and other databases, advanced analytics, and training for IPR extraction and management, thus enabling IPR collaboration, better-informed freedom-to-operate, future trend decisions, and build-on innovation processes. Furthermore, the project will yield evidence-based Policy Recommendations for the Danube Region in the field of IPR.

KnowING IPR builds upon the triple helix model of innovation, reaching enterprises, especially SMEs, business support organizations, public authorities, higher education and research centres, through its varied consortium members and outreach activities.

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Introduction

The KnowING IPR project targets the topic of technology transfer, with a specific focus towards managing intellectual property rights in SMEs and HEIs&RIs as a factor of innovation and competitiveness.

In front of us, we have the document summarizing one of the main activities of the fourth thematic work package. The piloting activities applied to the real cases of organizations operating in higher education and research. The main aim of the piloting activity was to test the operational resilience of the developed tools and services rounded under the name of KnowING HUB.

When conducting the pilot activities in the HEI and RI sector, we remained careful to have them structured to reach both, the objectives and targets of the KnowING IPR project and also the ones of the EUSDR. How exactly our activities are supporting the EUSDR action plan is elaborated further on. Similarly, we structure the report, focusing on explaining testing KnowING IPR Hub (methodology, activities and timeline, scope and goal of the activities) and its results. After that elaboration on what kind of KnowING IPR HUB services were delivered to participating HEI and R&I., The section is followed by the Success stories – the individual reports of the most successful cooperation. Finally, the section on lessons learned wraps up the report with conclusions at the end.

Piloting KnowING IPR HUB and EUSDR Action plan

The KnowING IPR project continues its work towards supporting three Priority Areas of the EUSDR. Among those, primarily PA7 – to develop the knowledge society through research, education and information technologies, and PA8 – to support the competitiveness of enterprises, including cluster development and finally, PA9 – to invest in people and skills.

The presented Output supports more strongly the PA7 and PA9 in the following manner.

The Pilot's activities aimed towards **developing the skills of people working at HEI and R&I organizations (PA9 goal)**. Through the open call for participants, individuals applied, and those selected went through intensive training sessions consisting of synchronous and asynchronous learning possibilities. Namely, group sessions, implemented through several workshops, were supported by providing the participants innovative, virtual learning classroom, where video and other self-study materials were made available. After the designated period, the individual and more specific training (one-on-one mentoring) were made available to the participants. In the final stage, they were offered to test their gained knowledge by applying to real-life cases of filling in the Patent report. A strong skill development curve is noted from this activity. Therefore, the support for PA9 is evident and very valuable for reaching the EUSDR goals.

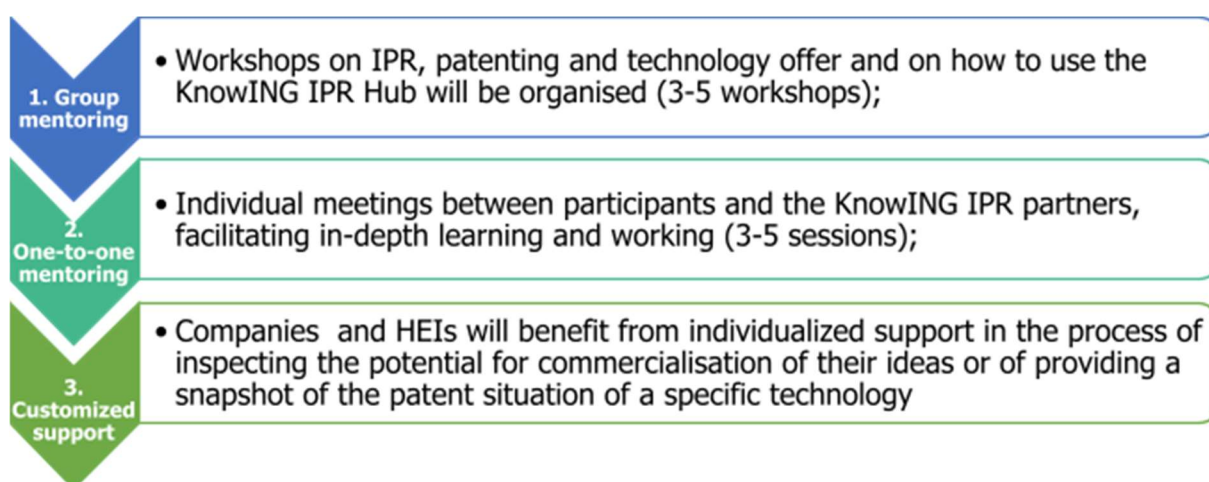
Only when and after the people's skills are well developed, as is the case with enhanced awareness on the importance of IP and IP management, only then can we take advantage of it and build upon it **to contribute to the knowledge society (PA7)**. KnowING IPR piloting activity aiming at HEI and R&I had a strong motive to increase EPO and PCT patent applications filed from the Danube Region. Being aware and following the KnowING IPR experience, the levels of awareness on IP is fairly low, and costly procedures do not contribute positively. However, by conducting the Pilot in HEI and R&I environments, we were able to observe dynamics that need to be also addressed in the future, to be able to substantially contribute towards the defined goals. We conclude that the contribution of the Pilot action in HEI and R&I did contribute towards PA7.

Testing KnowING IPR HUB

Methodology

When the piloting initiated, the Consortium developed a firm and solid methodology for the implementation. The pilot project for HEI and R&I was designed as a mentoring programme due to the lessons learned from previous work packages. The main aim of the Pilot was to offer a combination of services as constructed within the KnowING IPR HUB.

The program had three components: 1) Group mentoring in the form of 3 workshops delivered between December 2020 and February 2021; 2) One-to-one mentoring in the form of individual meetings between participants and the KnowING IPR partners (upon request made by the participants through a special application form); 3) customized support (individualized support for the participants to inspect the commercialization potential of their ideas/project or to receive a snapshot of the patent situation of a specific technology)



Due to the COVID-19 pandemic situation, the mentoring program was delivered completely online between November 2020 and March 2021 and required a minimum involvement of one day per month/participant. The mentoring program was free of charge, and participants were kindly asked to participate actively in all activities.

Scope

The Pilot started with a Kick-off event in November 2020. In total, four workshops, including the initial event, were organized. The Pilot's goals were to help HEIs develop IPR skills and have access to IP data by using the Knowing IPR Hub. During the pilot program, group and one to one meeting were offered to the participants. The participating HEI&RIs could apply for individual meetings to the Knowing IPR partners to gain more information on an IPR related topic or develop a Patent Report. So far, one HEI and one RI applied for the "one to one meeting" supporting tool.

Goals, Activities and Timeline

The below table coherently lists the three goals that were set for the piloting activity. Apart from the main goal, which was to test the functioning of the KnowING IPR HUB in real-life situations. There were also three sub-goals as follows:

- To test the developed KnowING HUB practical solution
- To evaluate the capacity-building tools and training efficiency
- To support the realization of the policy recommendations for further development and strength of the IP in the Danube region

Nr.	Goals	Activities realized	Fulfilled	Timeline
1.	to test developed KnowING HUB practical solution by live-testing tools and services providing on-demand knowledge to especially SMEs and HEIs,	Initial events, workshops, mentoring	Yes	Nov 2020- may 2021
2.	to evaluate the efficiency of the capacity-building tool;	Usage of the KnowING IPR platform, mentoring sessions, policy workshops	Yes	Nov 2020- may 2021
3.	to provide evidence-based evaluation, fed into the KnowING IPR Policy recommendations.	Group workshops; one to one mentoring, policy workshops	Yes	Nov 2020- June 2021

Implementation of Pilots in HEI&RI

According to the rationale of the application form and after the completion of *D6.2.2 List of participating HEI&RI*, the KnowING IPR partners have organized the initial event addressed to the higher education institutions and research institutes registered to the pilot program. The purpose of the **Initial event** for HEI&RI was to provide an overview of the pilot program titled "MeetHIPhub", to set the mutual expectations and to clarify any questions about applicants' participation.

The format of the agenda was established in order to give a chance to participants and to the KnowING IPR partners to know each other and to clarify the objectives and the structure of the piloting activities. The event was focused on the introduction of participants and of the pilot program. The topics addressed included:

- The main purpose of the MeetIPRhub
- Structure of work
- Duration
- Timeframe
- Working platform –Moodle

The 3rd part of the event continued on the Moodle platform.

The **Workshops** were organized in December 2020, January 2021 and February 2021. Each workshop combined updated information on IPR and practical knowledge about the KnowING IPR Hub web application (such as training sessions with testing scenarios on how to retrieve patent data), Patent Report development.

The first workshop, held in December 2020, brought together all the participants to the MeetIPRhub program to discuss patent protection, commercialization, licensing and enforcement of IP Rights, along with learning on how to develop a Patent Report. Natalia Caisim, Head of Patent Department, AGEPI, Moldova, held a presentation on "*Patent Protection and Commercialization: Key things to know*", while dr. Gyorgy Kovacs, attorney at law, senior lecturer at Pazmany Peter Catholic University, Faculty of Law and Political Sciences, discussed "*Licensing and Enforcement of IP Rights in International Environment*". The event ended with a training session on *Patent Report Development* held by Dolores Modic, Nord University Business School, Norway.

The second workshop, held in January 2021, was dedicated to technology transfer and patent data retrieval. Jure Vindišar, National Institute of Biology, Ljubljana Slovenia, started the discussions on "*Technology transfer process and success cases*", followed by Dalibor Fiala, University of West Bohemia, Czech Republic, with "*Which data are retrieved within the KnowING HUB web application*". At the end of the workshop, a *training session* was held by Hrvoje Jerković, Algebra, Croatia – "*Patent data retrieval using the KnowING HUB with testing the scenarios*".

The third workshop, held in February 2021, focused on the commercialization of the R&D results. Anna Tóth and Balázs Barta from Pannon Business Network started the discussions with a keynote about the "*Utility model protection in Hungary – Experiences, advises, lessons learnt*", followed by a *training session* held by Janez Kolar from SASS on "*What needs an entrepreneur when trying to sell patent: a Walkthrough CANVAS*". Tamara Valic from the Faculty of Information Studies, Slovenia, ended the event with a presentation about "*Patent Report recap - where do we stand?*"

In each event, the participants were encouraged to ask questions and clarifications about the

subjects presented by the above-mentioned experts and also advised to join and test the platform in order to search for relevant information for their research.

The HEI&RI pilot is aimed at live testing KnowING Hub and its services for higher education institutions. It is especially aimed at the value of the KnowING Hub tools for HEI and at the potential support for matchmaking capabilities with the industry by HEI. This contributes to increased possibilities of technology transfer (Objective 2) which is realized through broader access to IPR enriched data (Objective 1).

The interaction with HEIs&RIs was the cornerstone/prerequisite for the implementation of each of the planned activities. The interaction with HEI was established in the context of the WP3 and WP4 activities and was consolidated within the WP6 activities (in particular during the processes of promoting the mentoring program towards the HEIs&RIs and during its implementation). The interaction has taken place mainly online, within the seminars and workshops organized by the Consortium as part of group mentoring; it has also taken place in one-to-one meetings with consortium experts. The group events gave to the participating HEI&RI the opportunity to learn from other participants and to share their knowledge and experience in acquiring, using and commercializing the IPRs. They also had the chance to interact with companies and thus to understand what the needs of the private sector are, what its approach is to investing in innovation and what are the requirements for a possible acquisition of IP assets. Phone calls and emails were used as well for communication purposes with the representatives of HEI&RIs. Most of participating HEI&RIs preferred to interact within group events and were less interested in applying for one-to-one mentoring and for individualized support.

Throughout the mentoring program bilateral interaction between the local consortium partners and the HEIs&RIs participating in the mentoring program took place. This interaction was facilitated by the common language (English) and by a good knowledge of the local consortium experts of the national IPR legal framework and patenting procedures, as well as of the needs/challenges encountered by the local HEI&RI in using the IPR system.

To attract the HEIs&RIs willing to improve their capacities and to develop their knowledge on IPR, the Open Call for HEIs&RIs (and for SMEs from the automotive sector) was designed and launched. The purpose of the Open Call was to identify the HEIs interested in developing their IPR knowledge by participating in a mentoring program, called MeetIPRhub.

The Mentoring program in IPR, patenting and technology offer (MeetIPRhub) aimed at enabling HEIs to develop their IPR skills, to enhance their IPR based cooperation, to have access to IPR open data and to use IPR knowledge to advance their work and solve specific challenges. The Consortium launched the Open Call to increase the selection pool, to provide chances for participation to as many people/institutions as possible and to increase the visibility of the KnowING HUB platform and of the pilot activity. Potential candidates had to submit their applications online, by filing in an application form and submitting it to the project. A total number of 20 HEIs & RIs from Danube countries applied to the call. The final participants were selected by the KnowING IPR partners in a dedicated meeting held online on 26 October 2020. Ten higher education institutions and research institutions were selected and joined the pilot program within

the Activity A6.2. Pilot HEI & RI of the KnowING IPR project.

The applicants were selected based on the following eligibility criteria, settled by the Consortium for the selection process:

- Clarity and pertinence of challenges (max. 2.5 points);
- Justification of the need to attend the program (max. 2.5 points);
- Extent to which the organization has competences to fulfil the program (max. 2.5 points);
- Clarity of the immediate steps envisaged were examined (max. 2.5 points).

The minimum score for selection was 7. In order to ensure the greatest possible geographical coverage in the Danube region and to increase the testing pool and the awareness of stakeholders of the KnowING HUB platform, the Consortium decided to accept a total of 10 HEIs & RIs compared to 5 as it was mentioned in the application proposal

Table 1 Selected Participants

... table was deleted due to the GDPR and business secret...

The program had three components:

Component I: **Group mentoring** (consisting of 3 Workshops on IPR, patenting and technology offer and on how to use the KnowING IPR Hub organized for participants of the Pilot Project);

Component II: **One-to-One mentoring** (consisting of individual meetings between participants and the KnowING IPR partners, facilitating in-depth learning and working);

Component III: **Customized support** (aimed at providing the participating companies and HEIs&RIs individualized support in the process of inspecting the potential for commercialization of their ideas or of providing a snapshot of the patent situation of a specific technology).

Group mentoring

The purposes of these workshops are to help researchers and entrepreneurs develop IPR skills and gain access to IP data by using the KnowING IPR portal. The participants of the workshop had access to a Moodle platform which provides information and training materials on IPR. The platform also offered the possibility to connect with other participants and ask questions to the KnowING IPR team. The project team provided guidance and assistance to the workshop members.

Table 2 Schedule and content of the KnowING IPR workshops

Event	Date	Agenda of the event
Official kick-off event	12.11.2020	Introduction of the participants Presentation of the Mentoring program in IPR, patenting and technology offer program - Structure - Timelines - Working platform
Workshop #1 - patenting and technology offer	08.12.2020	Keynote 1: Patent Protection and Commercialization: Key Things to Know by Natalia Caisim Keynote 2: Licensing and Enforcement of IP Rights in International

		Environment by Dr. György Kovács, Training session: Patent Report Development by dr. Dolores Modic
Workshop #2 - presentation and use of Knowing IPR Hub	14.01.2021	Keynote 1: Technology transfer process and success cases by Jure Vindišar Keynote 2: Which data are retrieved within the KnowING HUB web application by dr. Dalibor Fiala Training session: Patent data retrieval using the KnowING HUB with testing the scenarios by Hrvoje Jerkovic
Workshop #3 - commercialization of R&D results	11.02.2021	Keynote: Utility model protection in Hungary – Experiences, advises, lessons learnt by Anna Tóth and Balázs Barta What needs an entrepreneur think on when trying to sell patent: A Walkthrough CANVAS by Dr. Janez Kolar Patent report recap - where do we stand? By Dr. Tamara Valic

One-to-one mentoring

enabled participants to book 2 online appointments with the projects' experts during which they were able to receive further information IPR-related or additional data on how to fill in a Patent Report or to search through the KnowING IPR HUB.

Customized support

this sub-activity enabled participants to benefit from individualized support in order to develop a Patent Report, based on their specific needs and work level.

KnowING IPR HUB success stories

Considering the structure of the Pilot activities, at this stage, we report solely the activities that were happening on the individual level. Majority of applicants did join the group activities, where the joining of individual activities shows the advanced level of interest and potential benefit in IP related activities.

One-to one mentoring

The activity consisted in providing customized support for the participants thus helping them better understand the IPR concepts and methods for technological transfer. The booking of the appointment was done by filling in first an online request. The request asked participants to mention their questions/topics for the meeting. The KnowING IPR consortium analyzed the request and a mentor or a group of the mentors would send the invitation to a one-to-one session to the applicant in maximum 10 days.

The Consortium of the project has received 4 requests from the participating HEI&RI for one-to-one mentoring sessions.

Participant No1 Slovenia (RI)

The request was submitted by Mr. xxx. The Request was for "Patent analytics using KnowING HUB tool" – and had no particular preference for a specific organization in the KnowING IPR consortium. It was asking for further information on how to use the newly developed application of the KnowING Hub in order to test it on a concrete example of patent landscape analysis in a specific situation. The Consortium analyzed its application and allocated request to Mrs. Urška Fric – Faculty of Information Studies in Novo mesto, Slovenia. The expert asked for more details regarding request but did not receive further information from it. Mr.xxx contract with the mentioned Institute has finished. The current Head of TTO designated for this session looked for Mr. xxx replacement in order to find out if the mentoring session was still needed. No further details were received from the HEI.

Participant No 2, Romania (HEI)

The second request was submitted by Mrs xxx. The mentoring sessions were divided in two parts, one on May 10th and another one on May 20th, as the topics of discussions were complex and required more preparations from the Consortium's team of experts.

On May 10th, Mrs. xxx submitted another request after finishing her Patent Report. She indicated that she experienced some technical problems while using the platform and that she required technical assistance. Mrs. Valic assured her that the problem will be solved in the next 24 h. The second topic of the mentoring sessions was focused on using the KnowING IPR platform to

conduct a more in-depth research correlated to the subject of the Patent Report. Dr. xxx invented a medical device that can improve the training of resident surgeons by teaching them in a descriptive manner how to perform special surgical sutures needed in plastic surgery. Dr. xxx and his team from the University of Medicine and Pharmacy are currently working with the Romanian State Office for Patents to patent the invention, however the procedure takes a lot of time. Mrs. xxx joined the project in order to learn more about the patenting process and to search potential partners for this invention. During the meeting, Mrs. Valic, Mrs. xxxi and Dr. xxx jointly conducted several advanced searches in order to check if similar patents are already existing. Several results emerged and Dr xxx will analyze them to see if they are similar with his invention. He will also provide some descriptive materials for the team so that the medical device can be better understood and a more relevant search can be conducted. The descriptive materials are copyright-protected and cannot be used in this report. After receiving the materials, KnowING IPR team will analyze them and a new mentoring session is scheduled on May 19th. Along with conducting advanced searches in the platform, the KnowING IPR team will also provide suggestions about ways to find and contact potential partners. The mentoring session was organized by using the Zoom platform.

On May 20th, another meeting with team from Participant 2, Romania took place, and the topic of the mentoring session was: Specific patent analysis using KnowING HUB tool and Espacenet, question on suitable business model for invention exploitation. As agreed on the previous mentoring session, this meeting took place with more experts involved. Adjusting the initially proposed 19th of May to 20th of May resulted as more favorable for all parties involved. Dr. Dolores Modic was leading the debate providing consultancy firstly getting acquainted with the topic of mentoring session no 1. After that, the discussions continued over the topic on how to browse the KnowING app more thoroughly, and suggested to always cross check the different browsing engines as they consist of different background models and searching through the same keywords might yield different results. She provided informative queries through Espacenet, listing benefits of queries conducted through CPS and IPC classifications. She provided additional information on what CPS and IPC classifications stand for. Second part of the mentoring was related to discussing the potential business models for invention exploitation. As the invention is coming from the HEI institutions, dr. Modic suggested, based on her working experiences from Japan and USA, to consider licensing the invention. She proposed to use the method developed in the USA called the Caroline express license template, as the license proposal was tested and implemented with great success in several similar cases in the USA. Finally, considering the fact the HEI in discussion is a Romanian institution who currently does not have a formal Technology Transfer Office established and is operating under Romanian law, dr. Valič suggested establishing a formal contact with Romanian TT Officer of Politehnica University Bucharest, dr. Alexandru Marin, who also operates as IPR Helpdesk Ambassador for Romania.

Participant No 3, Slovenia (HEI)

The third application request was from Mrs. xxx. She submitted a request for a one-to-one mentoring session on behalf of the Participant No3 from Novo mesto, Slovenia. Indicated that would like to receive mentoring from experts of the Faculty of Information studies in Novo mesto (Slovenia). Asked for mentoring on IPR in general and Licensing and commercialization. The Consortium analyzed application and allocated request to Alenka Pandiloska Jurak, PhD – Faculty of Information Studies in Novo mesto, Technology Transfer Office (TTO). They communicated using emails and had later-on a meeting in person. The Participant No 3 is relatively young institution. Its aim is to implement innovative study programs that meet the needs of economic and non-economic sector in the field of demanding technical processes in national and European environment. The results of research and professional work are constantly being transferred to educational process and practice. Since they are actively cooperation with the industry, they need more information on IPR in general and Licensing and commercialization. Mrs. xxx was introduced to the KnowING IPR materials on the IPR management, Technology Transfer and Open Innovation. Several case studies were presented to her. She was also inquiring for further information on how to use the newly developed application of the KnowING Hub in order to test it for potential use. She was introduced to the reading and video materials of the KnowING IPR Hub and KnowING IPR Helpdesk. Several introductory searches were demonstrated. Since there were no more requires, Mrs xxx and Mrs. Pandiloska Jurak agreed to continue the session when the first concrete case of the IPR Management or Licensing and commercialization would occur.

Participant No 4 (HEI)

Mrs. xxx submitted a request for a one-to-one mentoring session on behalf of the Participant No 4, Bosnia and Herzegovina. She indicated that she would like to receive mentoring from experts of the Faculty of Information studies in Novo mesto (Slovenia). She asked for mentoring on technology transfer processes and IPR management in the context of TT. The Consortium analyzed her application and allocated her request to Tamara Besednjak Valič, PhD – Faculty of Information Studies in Novo mesto, KnowING IPR project manager. They communicated using emails and had later on a meeting via Zoom application. Participant No 4 is well-established institutions; however, they are now establishing technology transfer processes as well as a technology transfer office. Considering the context of the Bosnia and Herzegovina innovation system and its shortcomings the discussion was very explorative and dedicated more to awareness raising. The Participant No 4 representative has experience with innovation activities of the Participant No 4 researchers however there is a severe lack of cooperation with industry. Information on Licensing and Spin-off business models were disseminated during the conversation.

Customized support

was offered to all participants in order to help them develop a Patent Report. Even if the reports were an optional step in the program all participants were strongly advised to perform this work to get in-depth knowledge on IPR and the situation of patents in their fields of interest. The KnowiNG IPR Hub web application is available for the participants and can help them browse: if a similar idea or product already exists; if there is a possibility for licensing in the case when a similar idea already exists; if there is interest on the market when a similar idea does not exist

Participant No 5 Romania (HEI)

The contact person from the University has used the services provided by the KnowiNG IPR Hub and with the help of the Consortium's experts, has filled in a Patent Report. The University had previously submitted a Patent Report with the Romanian Trademark Office for the patenting of their invention, TisSu-T. The invention refers to a template device for the pre-surgical drawings of the tissue sutures. The proposed invention solves the identified problem being a flexible device that may be used easily even by the unexperienced surgeons and medical students to draw correctly a large scale of different surgical suture points and lines. The technical solution is new and inventive because of its easy to-use in drawing a very large scale of tissue sutures. The invention may be used both in surgical practice and as a teaching device, being a sustainable solution. The University found that the TisSu-T invention is a novelty at least in EU as they referred to different concepts/products.

The KnowiNG IPR team studied the submitted report, gave its opinion and recommendations through the "Patent Report - response" (The Patent report and Patent Report Response Note are an appendix to the Deliverable D.6.2.4.

Lessons learned

The ten HEI&RI institutions participated in the Knowing IPR pilots. The participating higher research institutions were the majority large organizations with 250 or more employees.

Pilot for HEI&RI helped researchers to develop IPR skills and have access to IP data by using the Knowing IPR Hub.

Below is the summary of the individual participation within the provided services

HEI/RI	Response to open call	Capacity building attendance	Self-study engagement	One to one mentoring	Patent Report
Participant No 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 2	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 4	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 5	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 6	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 7	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 9	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Participant No 10	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

The KnowING IPR project's Consortium, during implementation period, cooperated intensively in attracting potential participating companies/ HEI&RIs and also during the selection process of the involved companies/HEI&RIs. Also, their task was to make sure that there are no misunderstandings in terms of the participants' needs and goals, taking into account the cultural or communication gap between participants and IPR knowledge providers, which could have affected achieving the goals of the activities. Based on the applications received, we could conclude that the HEI&RI applied with the need to consult, elaborate and look for possible solutions to the exposed IPR challenges.

To have a better understanding of the whole turnout of the process and to better understand the needs of participants in the Pilot the evaluation was conducted. The evaluation provided the following conclusions:

- Participants were satisfied with the Program

- They found it useful for their organization
- They found out something new and heard more about the process of protecting intellectual rights developed within HEIs.
- They found out some interesting issues about IP rights
- Got more concrete data for a better understanding of the IPR terms and procedures.
- Heard useful and expert information about the selected topic.
- They found out about the differences between patents and got instructions on how to patent innovations.
- Obtained specific information about the Technologic Transfer process from academic field to industry
- Learnt more about establishing a TTO and about the whole process of patenting.
- They found it useful for establishing good working relationships
- Got familiar with the KnowING IPR Hub

Conclusions

As it was the main aim of the HEI&RI pilot to live test the services provided by the KnowING IPR HUB the Consortium structured the Pilot in a way to be able to include most of the open call applicants. The topic of IPR and prior to this, the successful patent data retrieval is very important topic in the academia. The wider knowledge and support from the Technology Transfer Offices in at the Universities and Research institutions can be vital in order to upgrade the scoring of Danubian countries at Innovation Score board. Apart from this, the innovation potential and further economic prosperity can be enhanced using the support of correctly applied patents.

The main conclusion of the present activity is in a fact that across the Danube region many of the technology transfer systems are in nascent state. This in fact means that researchers and institutions do show high level of interest (many applicants, little less participation in group mentoring activities and less interest to discuss specific issues within the one-to one mentoring). On one hand evident is only one Patent report submission that was requested to be evaluated. On one hand, this can be a signal of distrust of the HEI and RI researchers to engaging the provided services of the KnowING HUB but conducting several one-on-one mentoring session major part goes into total lack of established Technology Transfer system at selected HEI and RI in the Danube region.

The lack of knowledge on how to approach to the patenting system is evident also in low engagement in the final activity. As all participants has the chance and did learn on how to fill in the Patent report, only one HEI was able to do it. This result shows, that in the Danube region, much work needs to be done, to upgrade the knowledge on patenting procedures. This is the only way we will be able to contribute to PA7 of the EUSDR accordingly.