Enabling access of SMEs to pilot lines, the Unismart model and its involvement within H2020 open pilot test beds

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NMP TeAm Virtual Event for Clients on the Test-Beds Calls
The University of Padova at a glance

- More than 180 patents
- Over 30 inventions every year
- 500 new research contracts every year
- Over 30 departments
- Over 30 inventions every year
- 150 labs
- 41 research centres
- 63,000 students

Pilot Lines
An SME driven industrial context
Unismart value proposition

Industry & SMEs

- Access to Network
- Access to Finance
- Access to Market
- Access to Research Infrastructures, Technology and Competence

Pilot Lines
A proactive interface

Talk business to business and science to scientists!
Our services & revenue streams

- IP commercialisation
- Innovation Consulting
- Contract research
- Collaborative Research at high TRL

Building a Community as Open Innovation eco-system
A 3D space

Investor Axis
€ → €€€

Business Axis
Research → €

3D – Collaborative Research
Spin-off/Start-up

2D – License/Consulting/Contract Research

Academic Axis
€ → Research
The operational model

Scientific Excellence
Impact on Society
Top-Down

Innovation Champions

Community & Mkt Mgr
Project Managers

Bottom-up
Market needs
Business & Profit

Large Companies
Industrial Associations
Knowledge mediators
Start-ups & spin-offs

Institutional Stakeholders & Innovation Networks
The project management approach

Researchers

Information flows

Contractual relationship

UNISMArt Project Manager

Information flows

Entrepreneurs and Managers

Information flows

University

Business/SMEs
The Unismart Community (in continuous expansion)
An effective tool for internationalisation
Achievements and KPIs

IP commercialisation
3 IP license agreements over 1,2 Meuro (1 case engaging a second University)

Innovation Consulting
Projects portfolio over 2 Meuro engaging half of the 32 University Departments and Centres

Contract research

Collaborative Research at high TRL
5 successful EU projects mobilised

Additional KPIs
4,000+ companies receiving our newsletter
1,500+ companies approached through events and direct contacts
400+ bilateral meetings with companies and researchers
60+ presentations at events
Financial sustainability
Bringing our business model at EU scale within OITBs

• **Open access** to pilots through a single entity (including access to funding mechanisms and tools)
• **Full range of services** to engage industry and address all barriers to market (standardisation, characterisation, modelling, innovation management, …)
• **Harmonised strategy** for IP, confidentiality and contractual matters
• **Flexible and fair pricing policy** ensuring project management support
• **Sustainable business model** based on different legs, allowing investment flows in facility upgrades and maintenance
For further information:

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