

## Best practice, benefits, lessons learnt – Ukraine

According to the strategy of the Europe 2020 growth and job creation it is assumed that projects funded under framework programmes will contribute to ramping up the innovation dimension, ensuring that the results of research can be exploited and will contribute to delivering new products and services to the market. This comprises enhancing participation of Small and Medium-Sized Enterprises (SMEs) who are the main drive force of creating innovations<sup>1</sup>.

Following these goals the consortium of the NoGAP project has realized a series of activities in Ukraine aimed at bridging the gap between research, innovation and business creation and delivering the best EU technology transfer practices. Thanks to the participation in the trainings, Ukrainian researchers and entrepreneurs have received valuable state-of-art knowledge in different fields concerning technology transfer: *Innovation & Knowledge Support, Technology Transfer and IPR, Innovation Management, Transnational Partnerships and Writing a Successful H2020 Project Proposal* delivered by highly qualified trainers from EU. Moreover, free access to a number of methodological literature: handbooks, guidelines, brochures, reports etc. generated by the project, supports the process of further education and multiplication, which is ongoing now in the National Technical University of Ukraine “KPI” and beyond. With the aim of boosting the process of delivering Ukrainian innovations to the market, researchers and entrepreneurs from Ukraine presented their innovative ideas during the two NoGAP Brokerage events, where they established useful contacts for future partnerships.

The NoGAP project has started processes of integrating Ukrainian researchers and SMEs to the European community by implementing pilot services in preparation of 21 Technology Offers and 20 Technology Requests according to the EEN standards. This start was a challenge for the team of partners consisting of NTUU “KPI” (Ukraine) and IPA Craiova (Romania) considering that Ukrainian SMEs and enterprises were not ready to present their needs as technology requests. This is confirmed by the fact that there have been no technology requests in the EEN database when the team has started this work. At a present time, the 5 requests from Ukrainian companies are published and have received several expressions of interest from EU companies. All those five documents were developed within the NoGAP project. Lesson learned: Ukrainian entrepreneurs believed that formulating and publishing a technology request always means that a company should have funds for buying equipment and technology. The practice have shown another possibility: one of the EU partners, who expressed its interest, was ready to find in EU the 80% of investments for implementation of the suggested project!

Apart from that, the same team of partners provided assistance to Ukrainian stakeholders in preparation of 43 Expressions of Interest (Eoi) to participate in Horizon 2020 Programme in the societal challenge



Geography of expressions of interest to project proposals from Ukraine

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### Profile View

**Summary**

These are the details for the profile **Technology request on using a biomass heating systems**.

If you would like more information about the profile please click **Request More Information**. You will be directed to a new page where you will need to provide some information about yourself/your business cooperation needs and submit your expression of interest in the profile. A Network Partner will then contact you to discuss your interest in greater detail.

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**Details**

Title:	Technology request on using a biomass heating systems
POD Reference:	TRUA20150811001
Summary:	A Ukrainian company specialized in sugar production is seeking for technology on using a biomass heating systems and investments for biomass heating systems installation. The main company's objective is to reduce natural gas consumption for steam production. The company is looking for technology owners, business partners for cooperation or joint company foundation, investors. Types of partnership considered; Financial Agreement, Joint Venture Agreement, and/or Manufacturing Agreement.

Technology Request from Ukrainian company published in the EEN database

“secure, clean and efficient energy.” The dissemination of these project ideas was started by publishing 11 Eoi at the CORDIS Portal. As a result, 15 proposals for cooperation have been received from different EU organizations. Lesson learned: it is not very difficult to find a partner when you have a good project idea, but the practice has shown that most of Ukrainian stakeholders are not ready to do next steps: keep contact with possible partners, find a call and prepare proposals. To support Ukrainian stakeholders, the NTUU “KPI” team has decided to implement a free training for the authors on “How to use CORDIS for searching partners” in

<sup>1</sup> FP7 Work Programme 2013. Capacities:

[https://ec.europa.eu/research/participants/portal/doc/call/fp7/common/32724-annex\\_6\\_intro\\_capacities\\_wp2013\\_for\\_cap\\_en.pdf](https://ec.europa.eu/research/participants/portal/doc/call/fp7/common/32724-annex_6_intro_capacities_wp2013_for_cap_en.pdf)

collaboration with NCP. In total, the training was attended by 28 persons.

In our opinion, the best practices of the NoGAP project implementation are 6 project proposals, which were prepared by organizations involved in its activities.

Firstly, the Ukrainian SME, which was involved in a series of project activities, namely: innovation audit; technology offer, technology request and expression of interest development; and IPR consultancy has applied for *SME Instrument Phase 1 of H2020 Programme*. It is very important case due to the fact that Ukrainian SMEs obtained a possibility to apply for this instrument starting from 2015 year. This SME and NTUU "KPI" have signed an agreement on cooperation within educational, scientific and technological directions. Negotiations regarding collaboration between the university and the company in preparation project proposals for EU programmes are ongoing.

Secondly, the NoGAP project partners from Romania (UTC-N, IPA Craiova), Ukraine (NTUU "KPI", Science Park "Kyivska Polytechnica") and Germany (SEZ) within consortia of various compositions in general have prepared and submitted one Horizon 2020 proposal and three Erasmus+ KA2 CBHE proposals. One more Horizon 2020 project proposal was prepared but not submitted yet. It should be noted that twinning activities between Romania and Ukraine within the NoGAP project have contributed significantly to achieving these outcomes. Therewith, the three Agreements on partnership and cooperation between Ukrainian and Romanian organizations have been signed. These agreements are aimed at promoting joint effort and teaming the Parties' expertise with the view to development of practices for implementation of innovations, as well as developing and implementing innovation projects.

Considering the fact that Ukraine has signed two historical documents: the *Ukraine–European Union Association Agreement* in 2014 and *Agreement between Ukraine and the EU on Ukraine's Participation in the EU Framework Programme for Research and Innovation "Horizon 2020"* in 2015; the importance of the NoGAP project activities and outcomes aimed at integrating Ukrainian researchers and entrepreneurs to the EU scientific and business community as well as establishing technology transfer services are of great importance for the country and society at large.