



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs FDEA

Federal Office for Professional Education and Technology OPET
Innovation Promotion Agency CTI

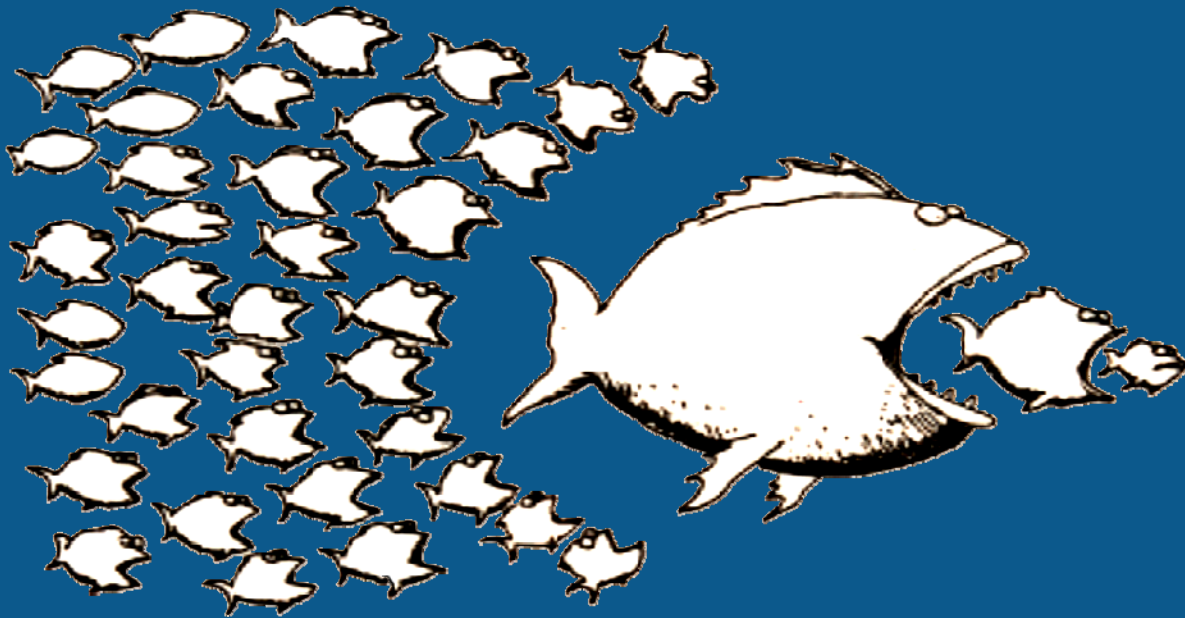
Innovation Promotion Agency CTI

SWISS FOOD RESEARCH CALL 2010 Workshop
November 11, 2010

Dr. Martin Riediker, Member of CTI Expert Team

Innovation

Future Challenge for Switzerland





Swiss success in innovation competition

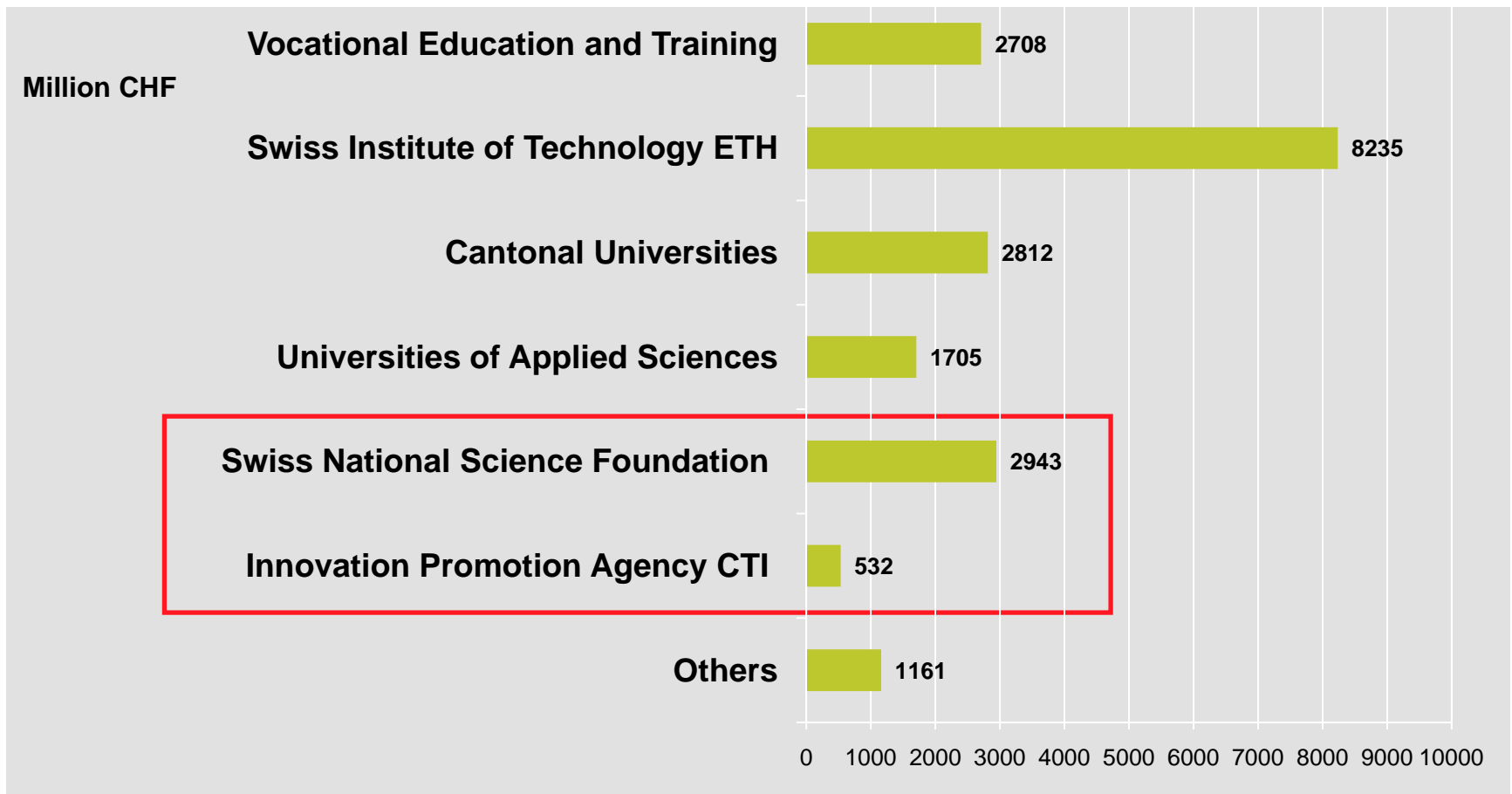
	1st	2nd	3rd	4th
European Innovation Scoreboard 2009				
European Innovation Scoreboard 2008				
WEF World Competitiveness Index 2009				
IMD World Competitiveness Ranking 2009				

Hongkong

Singapur



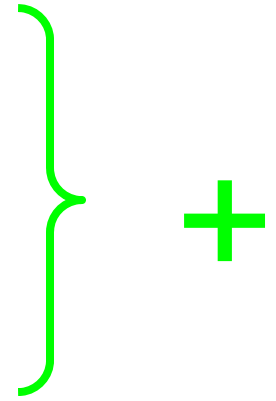
20 Billion CHF Funding for Education, Research and Innovation 2008-2011



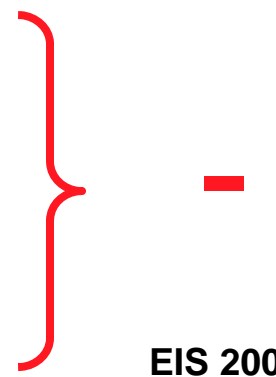


Swiss strengths and weaknesses in innovation

- Strong research activities of private firms (MNEs, especially in pharma, life sciences)
- Strong basic research
- Strong patent activities
- Strong education system, esp. VET



- Lack of engineers
- Weakness in service innovation
- Cultural Weakness in entrepreneurship
- Lack of **absorptive capacity of SMEs** in KTT



Innovation Promotion Agency

CTI



Innovation Promotion Agency CTI

- **Founded 1943**
- **45 experts (R&D promotion), 45 coaches (Start-up)**
- **Office with 20 employees**

- **CTI general principal:**
 - **Bottom-up approach**
 - **No direct investment in private companies**
 - **Time to market**



CTI promotes

R&D-Projects

Market-oriented R&D, joint projects of companies and universities

Start-up +
Entrepreneurship

Setting up and growth of start-ups, training and coaching

KTT and R&D
Networks

Knowledge and Technology Transfer, accelerating transfer

CTI R&D- and KTT-Networks





R+D Networks

- Focus on important themes with national coverage
- Group know-how, technologies and infrastructure
- Provide access to state-of-the-art technology
- Providing business solutions
- Link to international competence centers



R&D Networks 2010

netzwerkholz.ch

brenet

TourEspace
Tourismus & Lebensraum

Ecademy^{CH}

biotechnet
switzerland

SWISS FOOD RESEARCH



manuFUTURE-CH
Swiss Manufacturing of the Future:
Role of Research and Education
for Swiss and European Leadership



swiss
mnt network
micro & nanotechnology

SWISSLASER · NET

sustainable
engineering
network switzerland



Swiss Institute
OF SERVICE SCIENCE



KTT Networks

- Support of **collaboration** between enterprises and universities **at regional and local level**
- Enable companies to **define their needs** for scientific know-how ⇒ KTT coaching.
- Establishment of regional service centers / access-point for enterprises and universities ⇒ **match-making**



KTT-Networks in Switzerland

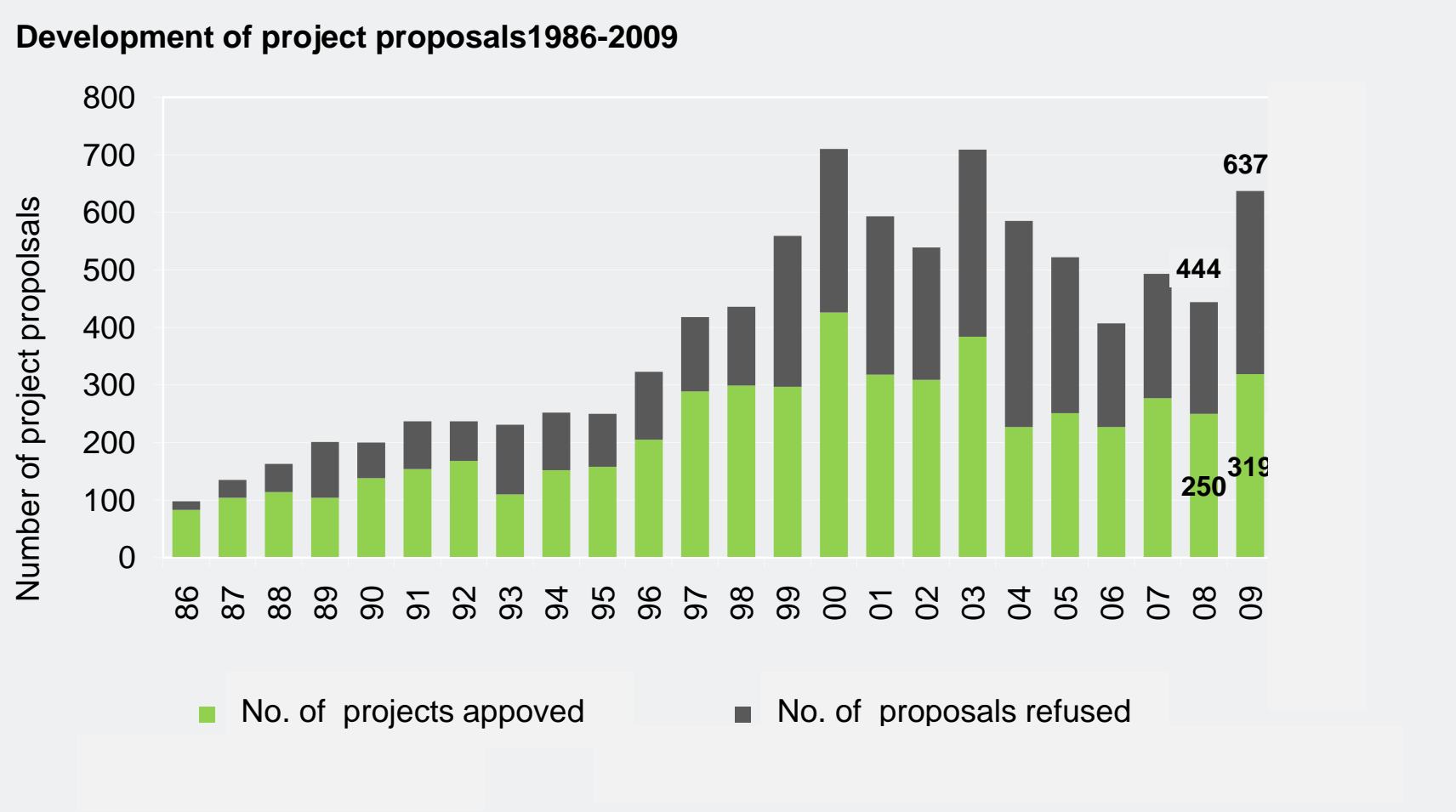


R&D – Projects

CTI's Core Business



Record number of project proposals received in 2009





CTI's areas of R&D Project support

CTI Life Sciences

CTI Medtech

CTI Biotech

CTI Foodtech

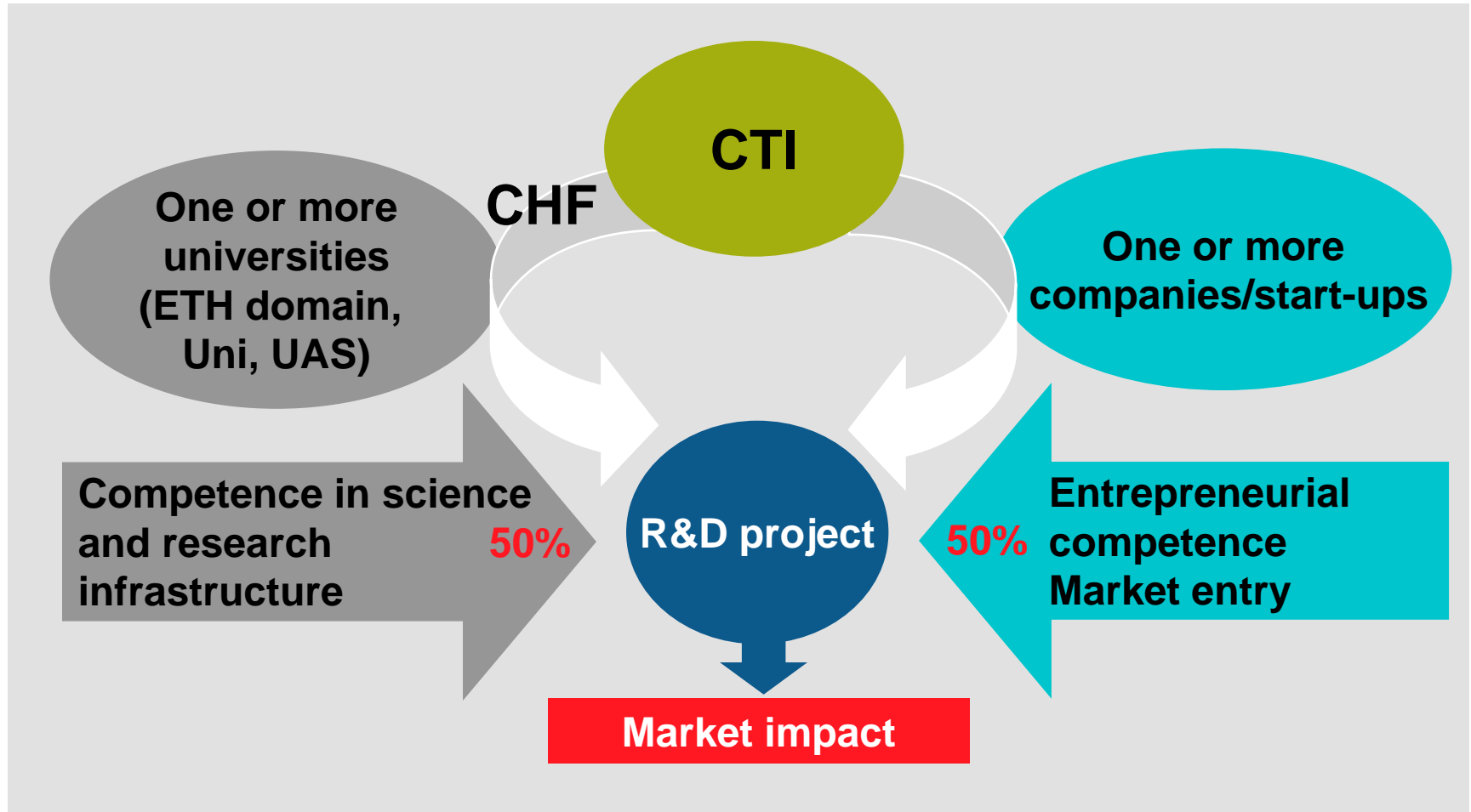
CTI Enabeling Sciences

CTI Micro and Nano Technologies

CTI Engineering Sciences



CTI R&D Project Set-up





Focal points of CTI R&D project support

- 1. **CTI supports research-based innovation**
- 2. **CTI support is available for all research areas**
- 3. **CTI support is always project oriented**
 - at least 1 industry/implementation partner
 - at least 1 university partner (ETH, UAS, University)
- 4. **CTI contributes up to 50% of the project cost**
 - CTI contribution flows entirely into the universities (salaries)
- 5. **The most important selection criteria are**
 - Sustainable business potential
 - Degree of innovation
 - Value creation in Switzerland



Type of projects

- **Main project**
 - Regular case
 - Form to be filled out by academic and business partners
- **Feasibility study**
 - Up to 12 month
 - Cti contribution up to CHF 100'000.-
 - 50-50-Rule handed more flexible
 - Business partner to commit to main project in case feasibility has been established
- **Innovation cheque**
 - New low threshold support for SME's
 - 2010 Cleantech focus
 - Facilitate access to R+D partnership



Evaluation of applications (1)

- **Context**
 - **Participation in other national or international programs**
- **Partners**
 - **Competences, Infrastructure**
 - **Ability to implement**
 - **Track record**
- **Commercial goals**
 - **Business model, complete value chain**
 - **Implementation scenarios**
 - **Targeted market position**
 - **Competition**
 - **Implementation potential**



Evaluation of applications (2)

- **Scientific and technological goals**
 - International state-of-the-art
 - Where and how will this be exceeded
 - Originality of basic idea to solve the problem
 - Patent situation
- **Research plan**
 - Quantitative target specification
 - Decision oriented milestones
 - Internal and external risks and risk management
 - Activity, time and resource planning
- **IPR**
 - Written agreement on all matters relating to IP 3 month latest after project start



Evaluation of applications (3)

- **Financial plan**
 - **Appropriate cost allocation**
 - **According to the cti-rules**
 - **Plausible contribution by business partner**



Attributes of a good cti-R&D project

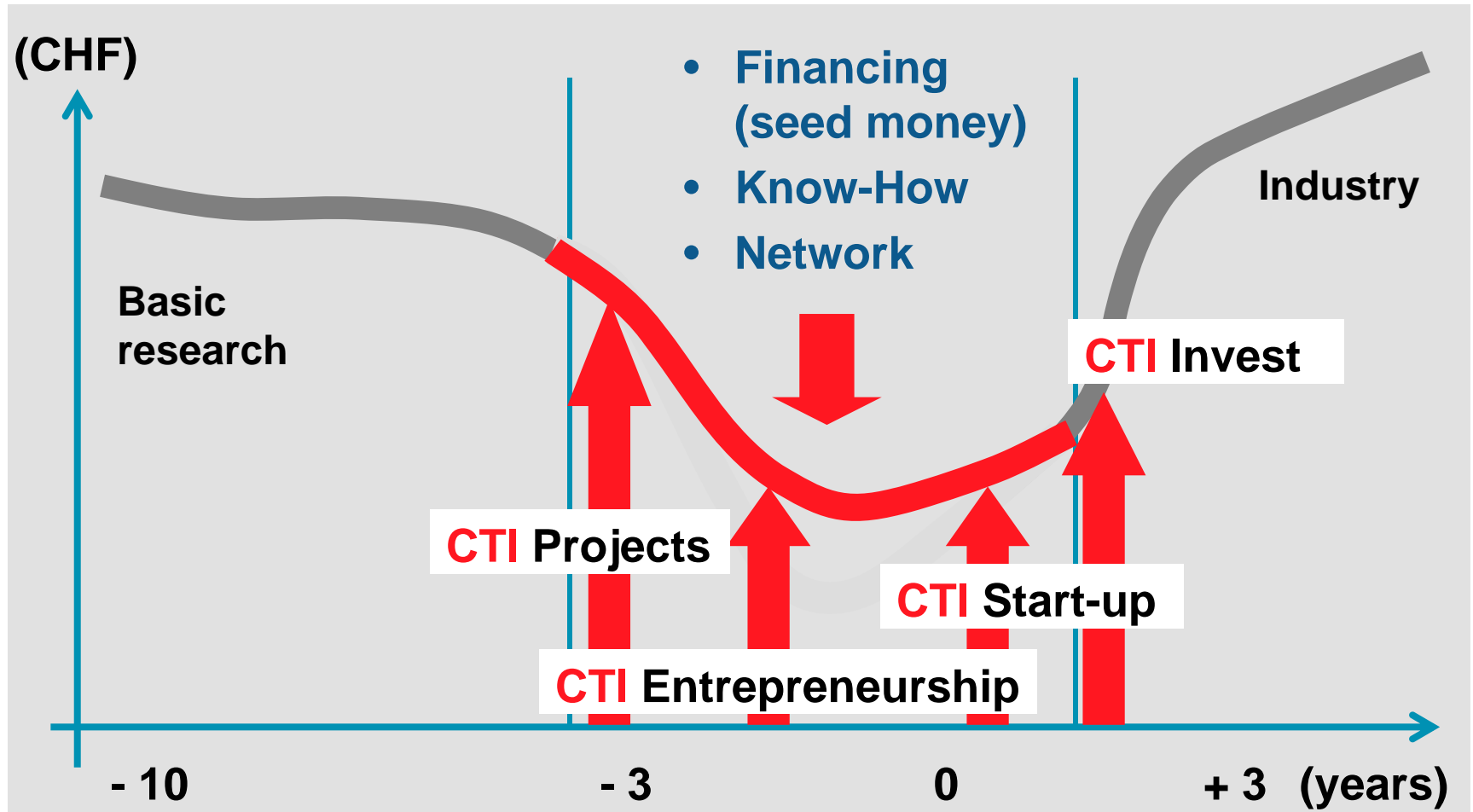
- High potential for successful commercial implementation
- Of strategic importance to the business partner
- Complete coverage of the value chain
- Significant innovation
- Detailed, quantified and measurable milestones
- Risk mitigation measures
- All partners have enough qualified resources
- Agreement on assignment and exploitation of IP
- Well balanced contribution of academic and business partner (push and pull)
- Shared success factors by all partners
- Good „chemistry“ between the partners

Start-up Promotion & Entrepreneurship

Develop a sound and sustainable business



Instruments of CTI Support for Start-ups





CTI Entrepreneurship – Goal of the Initiative

- Create awareness among young people and graduates for the subject of entrepreneurship
- Support them with focussed education and training modules in setting-up their own business

VENTURELAB, START-UP TRAINING DER
FÖRDERAGENTUR FÜR INNOVATION KTI



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Förderagentur für Innovation KTI

venturelab



Tailor-made Training Modules





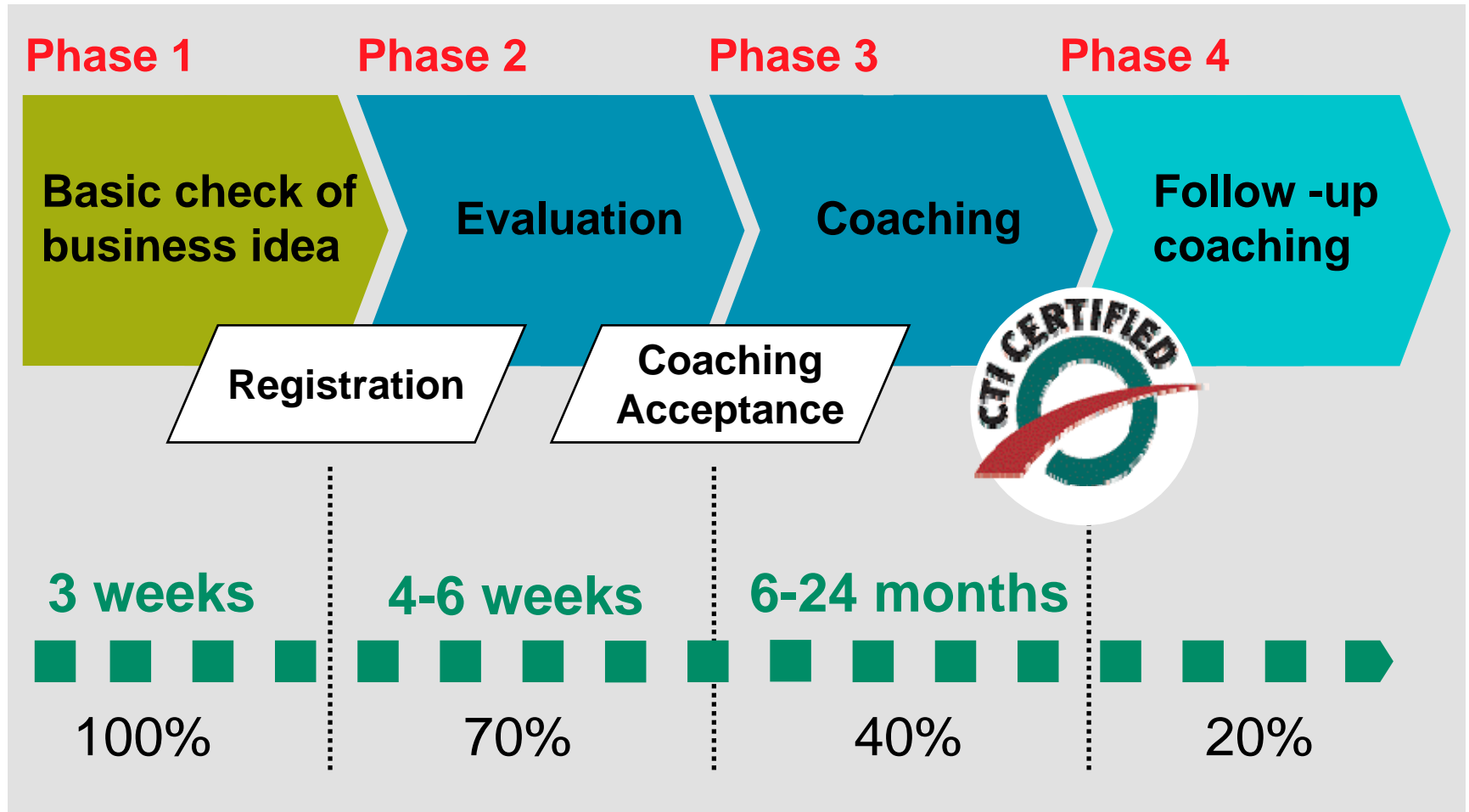
Professional Coaching



Source: [picasaweb.community_albums](https://www.picasaweb.com/community_albums)



Goal-oriented Business Coaching





Examples of some CTI Start-up label carriers





www.kti-cti.ch