

## InterHEI

The interdisciplinary  
HEI Entrepreneurship  
Fostering Program



### Brochure

Research Infrastructure Commercialization  
Academy

### Organised by

Lodz University of Technology, supported by the  
University of Warsaw

[www.interhei.eu](http://www.interhei.eu)

Supported by



Funded by the  
European Union





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## Overview

Research Infrastructure Commercialisation Academy is a **capacity building** program designed to **support aspiring managers and scientists** working in Lodz University of Technology's **publicly funded research infrastructure** related to the **agrifood sector**. It provides participants with highly **interactive training** and **dedicated support** by agrifood research and innovation management experts based on **best commercialisation practices, tools and techniques** to **enhance** their research infrastructure's commercial use and visibility, **identify potential partners** and **stimulate** the science-industry collaboration. It aims to equip participants with the necessary skills to provide innovation support to local or regional stakeholder communities, notably startups and SMEs, build cross border collaboration, and draw the attention of the national and international key agrifood industry players to their research infrastructure capacities and opportunities.

Research Infrastructure Commercialisation Academy will focus on **six substantive modules** that address the interdisciplinary nature of publicly funded research infrastructures commercialisation as follow: The **first module** explains the methodology, what potentially could be commercialised by the scientific organisations, the roles of research infrastructures in agrifood industry innovation and how to analyse and identify the key commercially relevant research infrastructure. The **second module** offers advice and techniques on developing marketing collateral to promote unique infrastructures and competencies. Using different tools and techniques, the **third and fourth modules** elaborate on identifying potential partners/clients using specialist industrial and patent databases, and initiating contacts with potential partners through multiple channels, including cold calling, emails, LinkedIn and other platforms. The **fifth module** offers insight into the direct and indirect costs associated with the use of publicly funded research infrastructure for commercial purposes as well as factors influencing the price of such services. Finally, the **sixth module** teaches how to set up operational plans for risk and intellectual property management and deal with the challenges of public aid related to publicly funded research infrastructures. At the end of the programme, participants will be able to use different commercialisation mechanisms, tools, and techniques to enhance the commercial use and visibility of their publicly funded research infrastructure in the agrifood sector on regional, national, and EU levels.



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## Key Features

- **Training** based on highly interactive learning methods allows participants to understand the agrifood sector needs and demands relevant to their equipment and R&D infrastructure;
- **Lectures** offering insights on how to identify key technological assets and leverage research infrastructure for the use in commercially oriented activities, including contract R&D for the industry, joint R&D projects, specialized services or spinning off innovative companies.
- An opportunity to **develop profession-related competencies**;
- **Dedicated support** from leading experts in the agrifood research and innovation management;
- Participants **do not pay tuition**.
- Be awarded a **professional training certificate**.



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## Beneficiaries

The Research Infrastructure Commercialization Academy is focused on supporting **academic and non-academic staff** of Lodz University of Technology (e.g. scientist, manager/director, specialist/technician, researcher, research assistant, commercialisation specialist, IP specialist, etc.) **involved** in management and commercialisation of research infrastructure. The research infrastructure must fall under one of EIT Food's focus areas, including targeted nutrition, sustainable aquaculture, sustainable agriculture, alternative proteins, digital transformation of traceability, and circular food systems.



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## Program Delivery

The program is comprised of **7 days** of **online classes**, **workshops** and **mentoring sessions** followed by several **assignments** spread across **two months** and delivered by InterHEI partners' experts in agrifood research and innovation management, providing their expertise and experience in research infrastructures commercialisation and innovation management relevant to the contemporary agrifood system. It is highly interactive and features various learning methods (e.g., lectures, presentations, team assignments, Q&A) incorporated with mentoring sessions. The program ends with each team presentation on their research infrastructure commercialisation plan in a final session to InterHEI partners, invited guests, and officials from Lodz University of Technology via online video conference on 29<sup>th</sup> November 2022 (to be confirmed).

The Research Infrastructure Commercialization Academy workshops and mentoring sessions will be run by educators, researchers and experts from **University of Warsaw** and **Lodz University of Technology**.



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### Key dates

#### Day 1

18<sup>th</sup> October 2022  
(Tuesday)

14:00-14:30 – Training programme introduction  
14:00-15:30 – Module 1 presentation  
15:30-15:45 – Coffee break (free time)  
15:45-16:40 – Teamwork  
16:45-17:00 – Module 1 assignment intro

#### Day 2

25<sup>th</sup> October 2022  
(Tuesday)

14:00-14:30 – teams' presentation on module 1  
14:00-15:30 – Module 2 presentation  
15:30-15:45 – Coffee break (free time)  
15:45-16:40 – Teamwork  
16:45-17:00 – Module 2 assignment intro

#### Day 3

27<sup>th</sup> October 2022  
(Thursday)

14:00-14:30 – teams' presentation on module 2  
14:00-15:30 – Module 3 presentation  
15:30-15:45 – Coffee break (free time)  
15:45-16:40 – Teamwork  
16:45-17:00 – Module 3 assignment intro





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### Key dates

#### Day 4

8<sup>th</sup> November 2022  
(Tuesday)

14:00-14:30 – teams' presentation on module 3  
14:00-15:30 – Module 4 presentation  
15:30-15:45 – Coffee break (free time)  
15:45-16:40 – Teamwork  
16:45-17:00 – Module 4 assignment intro

#### Day 5

15<sup>th</sup> November 2022  
(Tuesday)

14:00-14:30 – teams' presentation on module 4  
14:00-15:30 – Module 5 presentation  
15:30-15:45 – Coffee break (free time)  
15:45-16:40 – Teamwork  
16:45-17:00 – Module 5 assignment intro  
17:00-17:15 – Introduction to final assignment

15<sup>th</sup> November - 25<sup>th</sup> November 2022

Teams will start working on final assignment after the November 15<sup>th</sup> session, supported by online calls with a Research Infrastructure Commercialization Academy mentor upon team request, with the deadline for submitting the final assignment set as 25<sup>th</sup> November 2022.



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### Key dates

#### Day 6

22<sup>nd</sup> November 2022  
(Tuesday)

14:00-14:30 – teams' presentation on module 5

14:00-15:30 – Module 6 presentation

15:30-15:45 – Coffee break (free time)

15:45-16:40 – Teamwork

16:45-17:00 – Module 6 assignment intro

#### Day 7 (Final Session)

29<sup>th</sup> November 2022  
(Tuesday)

Teams will present their "Research Infrastructure Commercialization Plan" in the final session to InterHEI partners, invited guests, and officials from Lodz University of Technology via online video conference on 29<sup>th</sup> November 2022 (TBC).





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Join our 1<sup>st</sup> cohort, if you are eager to boost your professional competencies, entrepreneurial skills, and strengthen collaboration with **food & agriculture** eco-systems in your region, Poland and the EU!