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

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Overview

Research Infrastructure Commercialisation Academy is a **capacity building** program designed to **support aspiring managers and scientists** working in HEI'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 <u>research infrastructure's commercial use and visibility</u>, **identify** <u>potential partners</u> and **stimulate** the <u>science-industry collaboration</u>. 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 **third module** offers advice and techniques on developing marketing collateral to promote unique infrastructures and competencies. Using different tools and techniques, the **second 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

o **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;

o **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.

o An opportunity to **develop profession-related competencies**;

o **Dedicated support** from leading experts in the agrifood research and innovation management;

o Participants **do not pay tuition**.

o 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 HEIs (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 **three 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 Loyola and Lodz University via online video conference on on 16th May 2024 (to be confirmed).

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

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Yearly Calendar Template

Year	2024	Month	1	Start Day	1	1:Sun, 2:Mon ...

2024

RICAcademy

- ⬭ main session
- ⬭ tech sesion
- ⬭ mentoring session

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RIC Academy 2024- sessions schedule

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1	RIC Application/Admission	1st Deadline	Application email		March 8, 2024		n/a
		2nd Deadline (optional)			March 12, 2024		
3	RIC pre-info Day	Introduction of organizers and participants	Presentations of RIC Academynad InterHEI project. Introduction to the training programme, workshop agenda and necessary preparations.	Edyta Milewska	March 14, 2024	12:00-12:30 pm	1/2 hours
4	RIC session Day 1	Presentations and Work	Main session Module 1 : "introduction to research infrastructure commercialisation and competitive advantage analysis "	Maciej Ditrych, Krzysztof Siczek	March 14, 2024	12:30-15:30 pm	3 hours
5	Consultations for project teams	RIC Academy lecture	Mock presentation, individual feedback, discussion about the project idea and presentation techniques, time slots will be selected by each team.	Maciej Ditrych, Krzysztof Siczek	March 19, 2024	6:00-8:00 pm	individual schedules
6	RIC session Day 2	Presentations and Work	Main session Module 2: "partner/customer discovery journey"	Maciej Ditrych, Paweł Głodek, Irena Jałmuzna	March 21, 2024	12:00-15:00 pm	3 hours
7	Consultations for project teams	RIC Academy lecture	Mock presentation, individual feedback, discussion about the project idea and presentation techniques, time slots will be selected by each team.	Maciej Ditrych, Paweł Głodek, Irena Jałmuzna	April 2, 2024	6:00-8:00 pm	individual schedules
8	RIC session Day 3	Presentations and Work	Main session Module 3: "marketing collateral for research infrastructure"	Maciej Ditrych, Magdalena Grębosz-Krawczyk	April 4, 2024	12:00-15:00 pm	3 hours
9	Consultations for project teams	RIC Academy lecture	Mock presentation, individual feedback, discussion about the project idea and presentation techniques, time slots will be selected by each team.	Magdalena Grębosz-Krawczyk, Maciej Ditrych	April 9, 2024	6:00-8:00 pm	individual schedules
10	RIC session Day 4	Presentations and Work	Main session Module 4: "partner/customer engagement and communication"	Maciej Ditrych Dagna Siuda Agnieszka Pietras	April 11, 2024	12:00-15:00 pm	3 hours
11	Consultations for project teams	RIC Academy lecture	Mock presentation, individual feedback, discussion about the project idea and presentation techniques, time slots will be selected by each team.	Maciej Ditrych Dagna Siuda Agnieszka Pietras	April 23, 2024	6:00-8:00 pm	individual schedules
12	RIC session Day 5	Presentations and Work	Main session Module 5 : "cost and pricing models"	Maciej Ditrych Sebastian Bakalarczyk	April 25, 2024	12:00-15:00 pm	3 hours
13	Consultations for project teams	RIC Academy lecture	Mock presentation, individual feedback, discussion about the project idea and presentation techniques, time slots will be selected by each team.	Maciej Ditrych Sebastian Bakalarczyk	056.05.2024	6:00-8:00 pm	individual schedules
14	RIC session Day 6	Presentations and Work	Main session Module 6 : "legal aspects, risk factors, and IP"	Maciej Ditrych, Robert Blazlak, Iwona Staniec	May 9, 2024	12:00-15:00 pm	3 hours
15	Consultations for project teams	RIC Academy lecture	Mock presentation, individual feedback, discussion about the project idea and presentation techniques, time slots will be selected by each team.	Maciej Ditrych, Robert Blazlak, Iwona Staniec	May 14, 2024	6:00-8:00 pm	individual schedules
16	RIC final assignment	1st Deadline	Project work in teams will continue after the May sessions, with the deadline for submitting the final assignments.		May 15, 2024		n/a
		2nd Deadline (optional)			May 23, 2024		
17	RIC final session presentation	Jonit session	Final project presentation delivered by teams. Final projects pitch and experts panel.	ALL TUL TEMS	May 16, 2024	12:00-14:00 pm	2 hours

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Join our 1st 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!