

Success Stories

➤ Are you the owner of an innovative technology or service and are interested in promoting it in the European market?

➤ Are you searching for an innovative solution to a technology need?

➤ Are you interested in developing new business ventures at European level?



Greek "eyes" to Swedish robotic systems

A Greek SME developing underwater monitoring systems has provided expertise and equipment to a Swedish company developing robotic systems for underwater cleaning. The Hellenic Innovation Relay Centre and a Centre from Sweden have contributed to the exploitation of both an underwater camera with built-in LED lights, and a new optical system to improve the transmission of the signal. The Greek innovative technology is very efficient in terms of optical performance, cost, dimensions, electronic circuits architecture and power consumption.

The "smell" of success

An electronic nose is the link between two companies in Greece and France. It concerns an innovative system using multiple sensors and artificial intelligence to "smell" specific odours (volatile compounds) emitted by food. The innovative equipment, which has been developed by a French company, helps to improve production processes as well as food quality and safety, to the benefit of consumers. The electronic nose would not have been introduced to Greece without the mediation of IRC Hellenic.

Brokerage events with added value

The promotion of innovative technologies and technology transfer agreements is the aim of international business forums organised or attended by IRC Hellenic. Greek companies and research institutes have the opportunity to meet potential partners throughout Europe, promote their technologies and acquire information regarding trends and developments in specific sectors.

An indicative example of IRC Hellenic's activities is its successful presence in business forums within the framework of events related to areas such as ICT (CEBIT - more than 700 business meetings in 2003, SMAU, etc), the environment (HELECO 2003 - 50 Greek companies with 70 technology profiles) and aquaculture (Aquadpartners 2002 - 56 organisations, 80 technology profiles and 270 business meetings).



IRC Hellenic is your partner in promoting innovative technology offers/requests and business agreements in the European area.



Hellenic Innovation Relay Centre

<http://www.hirc.gr>

Coordinators

National Documentation Centre/NHRF

<http://www.ekt.gr>

Partners

MIRTEC

Metallurgical Industrial Research & Technological Development Centre SA

<http://www.evelam.gr>

CERECO

Ceramics and Refractories Technological Development Company SA

<http://www.ekepy.gr>

EOMMEX

Hellenic Organisation of Small and Medium-Sized Enterprises & Handicraft SA

<http://www.eommex.gr>

CLOTEFI

Clothing Textile and Fibre Technological Development Company SA

<http://www.etakei.gr>

ETAT

Food Industrial Research and Technological Development Company SA

<http://www.etat.gr>

Collaborators

Thessaloniki Technology Park / Management & Development Corporation SA

<http://www.techpath.gr>

Technology Park of Thessaly SA

<http://www.tepathe.gr>

Democritus University of Thrace

<http://www.duth.gr>

University of Crete

<http://www.uoc.gr>

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Hellenic Innovation Relay Centre



Your partner in promoting
technology transfer
and cooperation in Europe

Hellenic Innovation Relay Centre

The Hellenic Innovation Relay Centre (IRC Hellenic) has been operating, as a member of the European Innovation Relay Centre Network, since 1995. It is a consortium of five partners - **EOMMEX, MIRTEC, CERECO, CLOTEFI, ETAT** - coordinated by the **National Documentation Centre (EKT)**. The consortium has developed a strong cooperation with the **Technology Parks of Thessaloniki and Thessaly, the Democritus University of Thrace, the University of Crete**, as well as with all academic and research bodies in Greece.

IRC Hellenic aims to promote innovative technologies, services and know-how, and to make the best possible use of research results in order to facilitate international technology transfer agreements.

IRC Hellenic is primarily targeted at small and medium-sized enterprises (SMEs), research institutes, technology centres and universities. It covers technological activities all over Greece, with particular emphasis on:

- Metals
- Materials
- Agriculture – Food and Beverages
- Textiles and Clothing
- IT – Telecommunications
- Environment
- Health – Biotechnology
- Energy
- Aquaculture – Fishery
- Marine Technologies

With finely tuned skills and expertise, with experience in scientific, financial and administrative issues, and having strong links with the research and business communities, IRC Hellenic's staff offers technology transfer services of high quality from and to the Greek market. The Centre has been in close collaboration with corresponding institutions from all over Europe, and has been acknowledged as one of the most efficient Innovation Relay Centres.

The IRC Network

The European Innovation Relay Centre Network constitutes an initiative of the European Commission for the stimulation of transnational technology transfer and the promotion of innovation among research institutes and companies.

The Network consists of 71 regional IRCs, involving more than 240 partner organisations, from all over Europe. The aim of every Centre is the achievement of research and business agreements (agreements for the sale, licensing, distribution or joint development of new technologies).

During the period 1995-2003, more than 120.000 companies used the Network's services to acquire sound business or technological advice and chose partners from all over Europe. The IRCs supported around 11.000 partner negotiations, resulting in the signature of more than 800 technology transfer agreements.

S e r v i c e s o f I R C H e l l e n i c

Identifying technology profiles

Company visit

IRC Hellenic's staff has adopted a one-to-one approach with companies, in order to present the services of the IRC Network and the possibilities of profiting from them.

Technology Audit

Together with the interested company, IRC Hellenic's staff identifies the technology needs and offers of that company.

Identifying technology profiles (offers/requests)

IRC Hellenic supports the promotion of innovative technologies and the introduction of technological solutions to the Greek companies, through the European IRC Network. The Centre provides services in the areas of:

- Creating a technology profile (technology offer/request), by using the appropriate documentation
- Locating potential partners (companies, universities, research centres) throughout Europe that correspond to the company's technology profile.

Finding European Partners

Promoting your company's interests throughout Europe

The technology offer/request is entered into the IRC Network database, which has been developed by, and is maintained by, the members of the Network. The offer/request is distributed throughout Europe, while the companies' identities remain confidential.

Brokerage Events

IRC Hellenic organises and participates in brokerage events of high business interest, which often take place within the framework of exhibitions or conferences in Europe (CEBIT, SMAU, Seafood, Hannover Messe, Pollutech, Envitech, etc) and Greece (HELECO, Food and Beverages, Poseidonia, etc). These events attract the attention of many participants, representing other IRCs of the Network and companies, and include prearranged business meetings for finding potential partners.

Trade Missions

After identifying potential partners from abroad, that meet the requirements of the company, reciprocal inter-company visits are organised both at the premises of the Greek company and at those of the potential partner. The visits usually feature specific technological sectors and are often organised within the framework of European exhibitions and conferences.

Business Support

Consulting on Innovation Financing

IRC Hellenic provides consulting services to companies and research teams related to the financing of innovation at both national and European level (for example, information on current research and investment programmes). To this end, the Centre has signed cooperation agreements with venture capital organisations and other networks of the EU (RE, EUREKA, RIS-RITS, BIC, NCP, etc).

Advice on Intellectual Property Rights

IRC Hellenic advises on issues concerning Intellectual Property Rights in cooperation with the competent national and European organisations.

Contract Negotiation Assistance

IRC Hellenic not only helps companies and research teams to identify partners but also gives assistance during the negotiation phase of the contract. This assistance may include:

- drafting of a confidentiality agreement
- organisation of meetings/visits of the partners
- provision of model technology transfer agreements.

www.hirc.gr

The IRC Hellenic's web service

- access to databases for technology offers/requests
- information on brokerage events, trade visits, etc
- automatic matching tool for innovative technologies all over Europe
- success stories of technology transfer agreements
- bimonthly periodical "Innovation, Research and Technology"
- biweekly electronic newsletter "Research and Innovation"
- portfolio of Greek innovative technologies.

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