January 1st, 2011: Tecnalia Research & Innovation is born

An exercise in generosity, in adaptation, in looking forward by all government bodies and people in TECNALIA.
TO TRANSFORM KNOWLEDGE INTO GDP

MISSION:

IMPROVING PEOPLE'S QUALITY OF LIFE BY GENERATING BUSINESS OPPORTUNITIES FOR COMPANIES
Organised in 7 Business Divisions: we work from the experience and the expertise we have acquired in the markets in which we operate, with an efficient and proactive attitude.
4 approaches to the way we work with companies
4 APPROACHES TO THE WAY WE WORK WITH COMPANIES

INSPIRING

VENTURES //

TECHNOLOGICAL SERVICES //

YOUR PROJECT

R&D PROJECTS //

TECHNOLOGY AND INNOVATION STRATEGY //

BUSINESS
TECHNOLOGICAL SERVICES //

Over 50 years of experience providing technological services for the evaluation and diagnosis of materials, processes, and products. We have a highly-qualified technical staff with access to extensive laboratory facilities, always focusing on the improvement of industrial competitiveness. Numerous national and international recognitions guarantee the reliability of our services.
R&D PROJECTS

TECNALIA is a strategic partner for the development of new products or processes, or for the improvement of existing ones. Flexible R&D&I projects that adapt to the needs of each organisation, with a clear focus towards the generation of value and the market, promoting the competitive future of businesses and society at large. TECNALIA provides privately funded R&D&I projects in all the relevant fields of technological implementation.
VENTURES //
TECNALIA VENTURES is responsible for the comprehensive commercialisation of the most relevant and state-of-the-art technology developed by TECNALIA in the form of intellectual property, know-how or participation in technology-based companies. An essential bridge between R&D&I and a competitive business position.
Our identity

1. From identification to exploitation of business opportunities

2. Deliver full value of technological assets

3. In partnership with entrepreneurial ecosystem
Working with Tecnalia Ventures

**SHAPE**
bright ideas into attractive investments

**PROTECT**
Your investments

**TRANSFER**
By licencing technology

**TEAM UP**
with smart capital and entrepreneurs

**ACCELERATE**
the creation of business value

**LAUNCH**
startup business
Pre-incubation figures - 2013

75
Business opportunities presented in 3 calls

50%
Selected business opportunities

5M€
R&D valorisation through participation in start-ups

12
Minutes per elevator pitch

2,6M€
Tecnalia’s funds invested
The role of RTOs in bridging the valley of death
Hierarchical cluster analysis for European regions

NUTS2 Classification
- Cluster 1: Catching-up Regions
- Cluster 2: Inbetweeners
- Cluster 3: Lagging behind Regions
- Cluster 4: Frontrunners
- Cluster 5: Cities and Agglomerations

Source: ERIAB Policy Brief knowledge divide final version (2013)
6 MAIN PROBLEMS
and some SOLUTIONS.
1. UNWILLINGNESS TO CROSS IT.
Example: our publication share in nanotechnology is high, but we do not have a parallel impact on commercializing products (compared with USA).

IDENTIFY A **NEED** AND TACKLE IT!

GIVE **INCENTIVES**!

CHANGE **CULTURE**!
2. LACK OF A GUIDING PROCESS.
INVENTION FILES THAT INCREASE WITHOUT A SERIOUS ATTEMPT TO COMMERCIALIZE THEM.
SELECTION OF RIGHT RESEARCH TOPICS.
KILL PROJECTS

BEFORE THEY BECOME "A WHITE ELEPHANT"
Shoot the Puppy
"Fit to cross" concept in open innovation environment, with stage-gates
3. LACK OF MATURITY OF THE TECHNOLOGICAL DEVELOPMENT.
4. AVERSION TO RISK FOR INVESTORS.
NEW PLAYERS

NEW INSTRUMENTS
(e.g. Green funds, tariffs to pay back investments...)

ROLE OF PUBLIC ENTITIES.
(i.e. Innovative Public Purchasing)
5. LACK OF “TRAVELLING COMPANIONS”
SEED VENTURE CAPITAL

ROLE OF RTOS
SHARING RISKS AND INSPIRING BUSINESS
Gap in Manufacturing Innovation

Government & Universities

Private Sector

Investment

Technology Readiness Level

1. Basic Technology Research
2. Research to Prove Feasibility
3. Technology Development
4. Technology Demonstration
5. System/Subsystem Development
6. System Test, Launch & Operations
6. LACK OF COMPETENCES.
In 3 critical areas:

- Technological development
- Product
- Business

but mainly here
WE NEED AN INTEGRATED ECOSYSTEM THAT WORKS.
Death Valley, CA
“Death Valley isn’t dead. It’s dormant. Right beneath the surface are these seeds of possibility waiting for the right conditions to come about.”

Sir Ken Robinson.