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Second Annual Progress Report

PLAN FOR THE TRANSNATIONAL DEVELOPMENT OF THE SUPPORTING INFRASTRUCTURE FOR INNOVATION AND TECHNOLOGY TRANSFER

**Council Decision
(83/624/EEC)
of 25 November 1983**

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1. OVERVIEW

1.0 Introduction

1.0.0 This second annual report has been prepared for submission to the Council, the European Parliament and the Economic and Social Committee in accordance with Article 6 of the Council Decision (83/624/EEC) of 25 November 1983 (see OJ L353 of 15 December 1983).

1.0.1 In its decision of 25 November 1983 the Council entrusted the Commission with the implementation of a plan for the transnational development of the supporting infrastructure for innovation and technology transfer, to cover a period of three years at an estimated cost of 10 million ECU.

To assist the Commission in implementing this plan, the same decision also instituted the Consultative Committee on Innovation and Technology Transfer — CIT.

The annexes to the Council Decision contained an analysis of the scope of actions to be taken (Annex I) and the procedure to be followed for establishing the annual list of priority actions for the years other than 1983. (Annex II, paragraph F). In accordance with this procedure a draft list of priority actions for 1985 was discussed at the CIT meeting of 26 and 27 February. The amended list, which was unanimously approved by the Committee at its next meeting on 6 and 7 June 1985, was published in the Official Journal (see OJ No. L285 of 25 October 1985). According to article 1 of the Commission Decision 85/480/EEC of 16 October 1985, the list of priority actions for 1985 will remain in force in 1986 unless a new list of priority actions is established. This Commission Decision and the list of priority actions for 1985 — which is part of it — are reproduced in Annex A to this report.

1.0.2 The very late date of the Council Decision's publication (OJ No. L353 of 15. 12. 83) meant that the Plan could not be launched until January 1984. 1985 therefore constitutes the second full year of the programme's application and the underlying annual progress report is the second in its 'genre'.

With respect to the first annual progress report covering 1984, the Committee, in accordance with the terms of Paragraph A.2 of Annex II of the Council Decision (83/624/EEC), examined the report as adopted by the Commission (Com(85) 274 final of 3 June 1985) and took note of the initial encouraging results with respect to the implementation of the Plan. (1)

1.1 Description, central ideas and summary of the plan

1.1.1 Description of the Plan

During this second year the implementation of the Plan has reached its cruising speed, the working procedures have been run in, and the engine is now working smoothly.

However, the 'engine' metaphor does not adequately reflect the complex reality of the Plan and the field it covers: that of biology is more appropriate. In fact the Plan, represents a first stage in the drawing up and implementation of

a Community policy to support innovation and technology transfer. It provides a controlled environment for experiments, some of which are abandoned because they come to nothing or run up against unforeseen obstacles, while others seem more likely to succeed, assume greater importance and may subsequently, by a process of reproduction and splitting-off, generate independent programmes.

The following lessons have been learned from the first two years of the Plan:

- the originally planned duration (3 years) is too short: it should be extended by two years to allow for the fact that it was introduced gradually, to allow for the accession of Spain and Portugal, and to allow sufficient time to prepare a new 5-year programme on the basis of a thorough assessment of the actions already begun.
- This methodical assessment has already begun at both national (Action 21 of the Plan) and Community level, thanks to the monitoring procedures set up and to the discussions in the Consultative Committee for Innovation and Technology Transfer. The assessment has made it possible not only to single out the main aspects on which to concentrate and to streamline the implementation strategy (see below), but also to detect gaps in the programme, in particular as regards training and the financing of innovation.
- This is why the Commission is drawing up a draft communication to the Council and the Parliament containing the proposals to prolong the programme and to extend slightly its fields of application.

1.1.2 The central ideas of the Plan

The Plan is based on a number of central ideas or options which are not all mentioned explicitly in the Council Decision and which the experience gained has **allowed to be singled out, corrected or reinforced**.

1.1.2.1 **Innovation** is taken in its widest sense, without any particular sector being favoured. Those who drew up the Plan did not intend it as a synonym of invention or high technology, even if these two aspects do play an important role in the process of innovation. It is to be found in the distributive trades, service industries and traditional industries as well as in advanced-technology industries. **Its social impact in improving conditions of life, in modifying patterns of employment, in reducing or sometimes increasing regional disparities is of paramount importance.**

From an economic point of view Member States cannot maintain and increase their competitiveness unless innovation achieves wider penetration of **their economies (i.e. by reaching as**

see Footnotes (1)

many regions as possible) and does so more rapidly (by overcoming the geographical, financial legal and social obstacles in its way, and by converting research results more quickly into products, processes or new services).

- 1.1.2.2 **Technology transfer** is also a more complex process than might appear from a misleading comparison with the transfer of goods or capital.

Whether vertical industry-oriented research or horizontal (e.g. cooperation between research centres, trading in licences between firms), it forms a natural part of innovation:

- vertical transfer is an integral part of the innovative process;
- horizontal transfer enables economies or firms, depending on where they stand, to take advantage of the **technical abilities** of others or to generate income from **their own know-how**.

The transnational **cooperation in the field of technological development and marketing** by firms, particularly SMEs, can make an important contribution to the spread of innovation and to the achievement of a Community-wide market.

- 1.1.2.3 SMEs need intermediary and advisory organizations. If SMEs are to flourish through innovation and the introduction of new technologies, what they need more than direct aid is the setting up of a favourable back-up environment. In order to develop, they must have easy access to specialized advisory bodies on financial, legal, tax, technological, commercial and management questions.

Since the heads of SMEs are often fully occupied by day-to-day problems, such firms really do need expert support in dealing with foreign markets, in modernizing or diversifying, in introducing new processes, and in acquiring or selling technologies.

This is all covered by the term 'supporting infrastructure' for innovation and technology transfer.

- 1.1.2.4 **Innovation and technology transfer cannot be achieved simply by passing laws**

Neither innovation nor technology transfer can be imposed on firms, but they can increasingly be organized and stimulated by appropriate measures.

For instance, in the face of today's technological challenges and the scale of international competition, the Member States of the Community must try to reduce the time elapsing between **inventions** and the marketing of new commercially viable products. They must also make sure that the scope offered by the Common Market is used to the full. **For this scope to be realized it is**

also necessary for free internal markets to be realized and for common policies on trade and competition to be adopted in the EC.

- 1.1.2.5 **Personal contacts and the meeting of ideas**

Innovation analysts point out that innovation is often the result of a change of location. Innovators are often people who, as the result of their professional ups and downs, have had to break with their original background and move to a new environment where they have had to adapt and compete.

Inventions are just as often the outcome of the work of technicians or engineers who, for one reason or another, have left their original discipline for a new field of exploration.

Innovation, therefore, is **often** the result of personal contacts and the meeting of ideas and disciplines.

1.1.3 An original strategy

The implementation of the Plan is thus based on two main ideas: the systematization of personal contacts on the one hand, and the organization of the meeting of ideas and information on the other.

1.1.3.1 Human networks

Thus, the first actions launched under this programme mainly involved setting up **networks of specialist intermediaries and advisers** with the aim, among other things, of promoting innovation and technology transfer by means of **transnational cooperation between firms**. For an SME, obtaining the support of firms in other countries is indeed a way of ensuring that its innovations penetrate other markets and thus of using them to greater advantage.

Such human networks have been set up by the Commission in the field of **venture capital** (launching of the European Venture Capital Association, trial introduction of a system of financial aid for the transnational syndication of venture capitalists, annual symposia on financing innovation in SMEs) and in the field of **advisory bodies** on innovative technologies and the management of innovation (Chambers of Commerce, private consultants, innovation centres, regional development agencies, etc.).

Under the latter heading, in addition to the setting up of the TII Association (European Association for Technology Transfer, Innovation and Industrial Information), with a current membership of over 200 public or private bodies or firms which advise SMEs, there is the aid programme for cooperation between (typically two or three) advisory bodies in different countries.

Thus, about 50 cooperation projects involving 120 advisory bodies have been

selected to encourage SMEs in their particular sector to seek European partners and to provide a back-up for such firms in their efforts to acquire or sell technologies.

This action to assist 'advisory networks' is part of an overall strategy. It is accompanied by complementary actions (short and medium-term staff exchanges between advisory bodies, group visits, promotion of European cooperation between the various technology fairs held at regional or national level, pooling of know-how in the design field through exchanges between design promotion organisations in the Member States, etc.) which are all aimed at the same target: bringing together at transnational level all those involved in technology transfer and support for innovation.

Thus a network is gradually being built up of European advisers who are getting to know each other better and are learning to compare their methods and exchange their information.

In all there are **approximately 1000** different organizations or persons involved in this process.

1.1.3.2 Organizing the meeting of ideas and exchanges of information

This is done: directly, by specific actions under the programme and;

indirectly, by the method used to prepare and conduct the actions.

a) direkt methods

The specific actions to assist the meeting of ideas and information fall into three categories:

— the **dissemination** of technological knowledge and information at Community level by means of the following:

- adding an European dimension to conferences on technologies and innovation (Action 4);
- organizing the systematic dissemination, via specialist trade publications, of resumés of public research reports (Action 2 — EuroTechAlert);
- organizing the systematic collection of information on limited-access technologies and markets (Action 15);
- creating a computerized index for comparing national and European standards (Action 7 — Icone).

— the creation of rapid communication **tools**, such as a rapid transmission network for information on available technological opportunities (Telefax network — Action 18);

— **exchanges of views and experience** in the Committee, in accordance with Chapter 3 of Annex I to the Council Decision, during plenary meetings and meetings of the **ad hoc** Working Groups (Icone, EuroTechAlert, licence trading, Japan, etc.) or Permanent Working Groups (design, industrial property and innovation, all launched or to be launched in 1986).

b) indirect methods

These methods to prepare and manage the actions are based on **participation**, i.e. on the use of a whole range of instruments which all involve active contributions by the groups concerned.

These instruments are not all systematically used for each action; more often than not they are involved, at one point or another, in one of the development stages of the projects.

The instruments in question are:

- **the organization of a symposium or seminar:** a general subject thus becomes the basis for participants to meet each other, exchange experience and hear what others have to say;
- **pilot or demonstration projects:** the effects of a particular planned measure can be tried out in real-life conditions without an irreversible decision having to be made;
- **calls for proposals:** when a specific field of action is identified, a call for proposals is launched as means of collecting suggestions, of obtaining at little cost a very good idea of the 'state of the art' in the particular field, and at the same time of mobilizing the available skills.

By thus drawing on the imagination and experience of the professionals concerned, we involve them in a collective creation process which they will help to put into effect in the field.

In short, the innovation plan seeks to encourage and stimulate but not to intervene. Its acts through intermediaries working with firms. In order to pursue its objectives (personal contacts and exchanges of ideas and information) it uses methods and instruments which put these basic ideas into practice. Thus innovation takes place both in the objectives and via the methods.

1.2 Financial evaluation and prospects

The momentum that started to develop at the end of 1984 continued to increase during the whole of 1985 so that from several points of view the Commission together with the Committee have made, in 1985, substantial progress, with respect to furthering the implementation of the Council Decision:

— most of the Actions that received a favourable opinion from the Committee in 1984, were sub-

stantially further implemented, consolidated or extended in 1985.

- moreover several new actions proposed by the Commission — all in line with the list of priority actions for 1985 and covering all the aspects of the Plan, particularly the ones calling for strengthening of the foundations and for concertation between the Member States — were examined by and received favourable opinions from the CIT.

In all, the Actions which received a favourable opinion from the CIT in 1985 will require Commission financing to the tune of 5.182.500 ECU.

Adding to that amount the 2.460.000 ECU that were or will be needed to finance the actions that were approved in 1984 one arrives at a total engagement of Commission funds of 7.642.500 ECU, to finance all the actions that were approved in 1984 and 1985.

By the end of 1985 the Commission had committed a total of 5.512.810 ECU — i.e. 72 pct of the total engagement theoretically possible until then — of which 4.290.807 ECU in 1985. In other words, by the end of the year, all the appropriations for commitment carried over from 1984 and a substantial part of the appropriations authorized for commitment in 1985, had been committed. So the Commission has, in 1985, substantially reduced the backlog of appropriations for commitment carried over from previous years, due to the late adaption of the Plan by the Council.

2. IMPLEMENTATION OF THE PLAN

2.0 Introduction

Annex I of the Council Decision of 25 November 1983 details three major areas for action, namely:

- establishment of human networks and liaison mechanisms,
- strengthening the foundations,
- concertation of Member States and community action.

The Council Decision also calls for the annual drawing up of a list of priority actions. The list for 1985 (see Annex A to this report) contains four main priorities which together cover all three major areas for action: priorities 1 and 3 call for the establishment of liaison mechanisms respectively between technology and management advisory bodies and between organizations providing venture capital; priority 2 asks for structural improvements with respect to the dissemination on a Community wide scale of certain types of information concerning innovation and technology transfer and priority 4 calls for concertation within the CIT framework on action already taken or still to be taken at national or Community level in the field of innovation and technology transfer.

The Commission proposed, in 1985, with respect to each of these priorities several projects which together amounted to 19 proposals.

The CIT — at three plenary sessions in 1985 (26/27 February, 6/7 June and 7/8 November), studied 19 proposals and before the end of 1985 gave a favourable opinion on the implementation of 14 of them.

We would expect the momentum and the rate of work that was achieved during 1985, especially during the second half, to be maintained during 1986. From an administrative standpoint the processes and structures set up by the Commission in 1985 allow commitments of 5 to 7 million ECU each year. So, 1986 will see the commitment of all remaining resources set aside by the budgetary authority initially for 1985 (4.5 million ECU).

The recruitment in 1986 of experts and the possible secondment of national civil servants will further ease the manpower shortage which although less prevalent at the end of 1985, has been an acute problem since the beginning of the implementation of the Plan.

Finally, due to the painstaking efforts of the Commission during the whole of 1984 and the beginning of 1985, some of the major barriers that hampered the implementation of the Plan in its first year — notably the general problems experienced during the launch phase in setting up the CIT and the problems within the CIT caused by the different interpretation of some aspects of the Council Decision — gradually became less prevalent during 1985; to such an extent that by the end of the year a relatively smooth running clock-work within the CIT had been established making substantial progress in the implementation of the Council Decision possible.

In consequence two calls for proposals were published by the Commission in the Official Journal of the European Communities (OJ No. C125 of 22 May 1985).

In addition, several meetings involving CIT members or experts nominated by the CIT were held on the following specific subjects:

- Evaluation of the proposals submitted for transnational cooperation between technology transfer and innovation services for small and medium sized enterprises, on 24 and 25 October (Action 1);
- Evaluation of the proposals submitted for organizing European conferences on technology and innovation, on 24 and 25 October (Action 4);
- 'Innovation, Technology Transfer and Transnational cooperation between Small and Medium-sized Enterprises', seminar held in Luxembourg on 10 and 11 October in the context of Action 1;
- Eurotechalert: a European technology awareness scheme, on 4 June and 25 September (Action 2);
- Information on limited access technologies and markets (Japan), on 17 and 18 January and on 19 and 20 March (Action 15);
- Information on industrial standards (ICONE), on 17 January and 29 April (Action 7).

It was also decided to set up two working groups — one on Design and one on the Innovation Aspects of Patents — in order to foster concertation between

the Member States within the framework of the CIT. These working groups were not convened until 1986.

In view of the above the Commission is pleased with the fruitful dialogue that has been established with the CIT and pays tribute to the quality of the analyses that were carried out as well as the suggestions that have been made by the national delegations with a view to improving the cooperation between the Member States themselves and between the Member States and the Commission.

Finally, as can be noticed from the column 'Commitments' in Annex B to this report, the Commission has been able to carry out all the actions that were approved in 1984 except those involving STCELA.

2.1 "Human networks" and liaison mechanisms

In order to further the implementation of this first major area of action, called for in Annex I of the Council Decision, the Commission in conjunction with the Committee has in 1985 been active in three directions:

- 1) support for the establishment and initial activities of liaison mechanisms between advisory bodies on technology and management, particularly for small and medium-sized enterprises,
- 2) organization of activities designed to facilitate innovation financing and, in particular, continued support for liaison mechanisms between organizations financing venture capital,
- 3) the launching of cooperative design promotion projects jointly undertaken by design promotion organizations in the different Member States.

However, in 1985 it became also clear to the Commission that the Standing Technological Conference of European Local Authorities (STCELA) would not implement the Actions approved in 1984 that were designed to establish an interface between local authorities and innovative industries, because of organizational problems.

2.1.1 Support for the establishment and initial activities of liaison mechanisms between advisory bodies on technology and management, particularly for small and medium-sized enterprises

The Commission has undertaken several activities with respect to supporting liaison mechanisms between technology and management advisory bodies for small and medium-sized enterprises. These activities, aimed at furthering the implementation of the Actions that were already approved in 1984 and initiating new Actions in this context, covered:

- transnational cooperation between technology and management advisory organizations (Action 1),
- exploratory visits and professional secondments (Actions 5, 6 and 14),
- establishing contact points and organizing group visits for heads of SME's at technology fairs (Action 22),
- the European Association for the Transfer of Technology, Innovation and Industrial Information — TII (Action 13),

2.1.1.1 Transnational Cooperation between advisory organizations (Action 1)

One of the main aims of the Plan is the development of transnational cooperation between small and medium-sized enterprises, particularly in the field of technological exchange, in order to achieve a more rapid penetration of new products and services throughout the Community market.

To achieve this aim the Commission has placed particular reliance on public and private technology transfer and innovation management advisory services to small and medium-sized enterprises within the different Member States (e.g Chambers of Commerce, Regional Development Authorities, private technology and management consultants, etc.) and has endeavoured to establish transnational networks consisting of such advisory services. The intention is that these networks form lasting exchange systems, which will ultimately foster and facilitate transnational collaboration between small and medium-sized enterprises.

This Action, the implementation of which already successfully started in 1984, was in 1985 further implemented and consolidated in several ways:

- a) The first actual transnational exchanges of technology that are directly attributable to the efforts of some of the 18 partnerships that were selected for partial Community support following the 1984 Call for Proposals for the promotion of transnational cooperation between technology and management advisory services (see OJ C210 of 10 August 1984) are starting. The complex nature of the process makes the process slow.
- b) Because of the widespread positive response to this first Call for Proposals the Commission asked for the extension of this Action till the end of the Plan and for launching two additional similar Calls for Proposals — one in 1985 and one in 1986. The Committee gave, on 26 and 27 February, a favourable opinion on this request for a total amount of 2.7 million ECUs.

The second Call for Proposals (see OJ C125 of 22 May 1985) again met a widespread positive response. A total of 70 complete proposals for cooperation were received involving 190 private and public technology and management advisory services. Of these 70 proposals 34 proposals were selected for partial Community funding totalling 1.565 MEcus. Thirty concerned completely new transnational collaborations involving 81 private and public advisory bodies for innovation and transfer of technology, spread all over the Community; the other four proposals were enlargements of existing collaborations to

additional partners involving a total of 15 advisory services.

In conclusion and as a result of those first two Calls for Proposals in 1984 and 1985 a total of 47 transnational cooperations have been selected for partial Community funding, involving 120 private and public advisory services (see European maps in Annex B and see the OJ C40 of 21 February 1986 for the names and addresses of these advisory organizations as well as for the composition of each transnational cooperation).

- c) A seminar on 'Innovation, Technology Transfer and Transnational Cooperation between Small and Medium-Sized Enterprises' was held in Luxembourg on 10 and 11 October and brought together members of the Committee, Commission officials and 112 representatives of technology and management advisory bodies of whom 41 represented advisory services that were already cooperating as a result of the first Call for Proposals and 71 represented organizations that had submitted cooperation proposals in response to the second Call, issued in 1985.

This seminar was to take stock of work done under the first cooperation projects and to exchange experiences. It produced valuable insights for all parties involved not only with respect to increasing the effectiveness of transnational cooperation schemes with a view to actually foster transfer of technology but also regarding the continuation of this Action on a broader and deeper basis, as was requested by all participants. With respect to increasing the effectiveness of transnational cooperation schemes the seminar emphasized the characteristics of advisory bodies — such as sufficient size, experience and staff — that have been successful in this respect and the factors or conditions that in general have to be met by the cooperation for it to lead to transfer of technology between SME's.

2.1.1.2 Exploratory visits and professional secondments (Actions 5, 6, 14)

The Actions dealing with exploratory visits and professional secondments (i.e. Actions 5, 6 and 14) are intended to precede and to some extent prepare the ground for cooperation under Action 1 described in the preceding section. These Actions, which received already in 1984 a favourable opinion from the Committee, were further implemented in 1985 through the services of the European Association for the Transfer of Technologies, Innovation and Industrial Information — TII (see 2.1.1.4).

a) Exploratory visits (Action 5)

The aim of this Action is to permit industrial information transfer agents:

- to get to know each other as quickly and as efficiently as possible;
- to study working practices outside their own country;
- to explore the possibilities of transnational cooperation particularly in technology transfer; exchange of information; etc.

It involves the organization of three to four day visits of groups of maximum 20 industrial information transfer agents to relevant organizations in a particular Member State. These visits are open exclusively to agents working in another Member State than the one that is being visited. In 1985 four such visits actually took place: to Eindhoven (The Netherlands), to Udina-Venezia-Modena (Italy), to Berlin, and to Lyon-Grenoble (France) — each having about 10 participants.

For 1986 the European Association for the Transfer of Technologies, Innovation and Industrial Information, TII, which has been entrusted by the Commission with the management of this Action, has scheduled another four such visits: to Bristol/Gloucester/South Wales (United Kingdom), to Bilbao (Spain), to Ireland and to Portugal.

b) Short (Action 6) and medium term (Action 14) transnational professional secondments for information transfer agents

The aim of these actions is similar to that of the guided visits described under Action 5 above, though they are intended to go into the subject more deeply.

Action 6 is intended to enable an industrial information transfer agent, by means of a secondment lasting approximately 15 days, to become familiar with the working methods of an organization in another country and to establish the basis of permanent transnational cooperation in the form of personal contacts with colleagues of other nationalities.

In 1985, 18 of these two to three week secondments actually took place thereby establishing potentially lasting contacts between advisory bodies from for example Southampton (UK) and Strasbourg (F), Munich (D) and Nancy (F), Valenzano (I) and Limerick (IRL), Lyons (F) and Rome (I), Brussels and Sheffield (UK), etc.

For 1986, TII, which since 1984 has been entrusted with the organization and management of this Action, also has planned another 34 such secondments. For 18 of these secondments the organizational details were completed by the end of 1985.

Action 14 is completely identical except for providing for rather longer secondments of up to three months. As up to now this Action has not generated a widespread response — due to the fact that many industrial information and technology transfer organizations find it difficult to miss the services of a member of their professional staff during a few months — the Commission is exploring ways of making this action more appealing.

2.1.1.3 Contact Points and Guided Visits at Technology Fairs (Action 22)

Although technology fairs can be important tools for promoting innovation and technology transfer, it has been observed that when entrepreneurs of SME's visit these events on their own, they are often overwhelmed by their size and by linguistic barriers. The objective of this Action is therefore to make visits by entrepreneurs and managers of SME's from one region in the Community to technology fairs in another region of the Community more productive by having an intermediary or advisory organization of the region of the visiting managers organize a 'bridge' or contact point at that fair. Through this contact point, which will be responsible for overcoming possible linguistic problems and for preparing and organizing guided tours thereby taking into account the particular technological interests of the visiting managers, it should be possible for those visiting managers to make their visit to the fair as productive as possible in terms of initiating possible exchanges of technology.

This Action, the idea of which was born at a seminar called 'A European Strategy for Technology Fairs', organized by the Commission in Luxembourg on 29 and 30 April 1985 and attended by about 40 organizers of European technology fairs was discussed by and received a favourable opinion from the Committee on 7 and 8 November. As a consequence a Call for Proposals for 'the organization of group visits of entrepreneurs and managers from one Member State to technology fairs in another Member State' was prepared and published early 1986 (see OJ C33 of 13 February 1986).

2.1.1.4 The European Association for the Transfer of Technology, Innovation and Industrial Information — TII (Action 13) (?)

The Association — usually referred to as TII because of the simpler original version of its title — is a Luxembourg based non-profit making institution, founded in May 1984, whose main aims are:

- to stimulate innovation in industry;
- to promote transnational technological transfer and

- to encourage transnational cooperation between European companies.

During 1985, the Association's first full year of operation, TII has, despite limited manpower resources, been actively pursuing a number of activities all inspired by its main aims. These activities were:

- a) Increasing its membership — from 90 members at the end of 1984 to more than 180 members at the end of 1985 — in order to create a Europe-wide network of persons engaged in transfer of technology and industrial information. The Association's membership, which covers all regions in the Community is very diverse, including university/industry liaison offices, private, public and semi-public consultants, Chambers of Commerce and Industry, etc. It has been compiled in a comprehensive directory — called WHO IS WHO IN TII — which was published by the end of 1985.
- b) The publication of the first issues of TII-News, a bulletin designed to inform and assist TII members.
- c) The organization of two international seminars: 'The Opening of Universities to SMEs' (London) and 'How to finance innovation in Europe' (Düsseldorf), the latter in collaboration with the European Venture Capital Association (EVCA) (See 2.1.2).
- d) The creation of four working groups each one chaired by a member of the TII Board of Management, whose objectives are to investigate ways to promote transfer of technology through improving the quality of TII services for its members. Since these working groups were created during the last quarter of 1985, they were able to meet only once in 1985, however with very encouraging results.
- e) Analysis tending towards the establishment of an electronic communication system — called Eurotechlink — which is specially geared towards people involved in transfer of technology and which consists of a technology supply and demand database, a telefax network and an electronic mailing system.
- f) The organization of exploratory visits, professional short-term and medium-term transnational secondments under special contracts with the Commission (see 2.1.1.2).

The above 1985 efforts were to a large extent financially possible through a Commission grant of 150 000 ECU for which the Committee had given a favourable opinion in 1984. As for 1986 the CIT gave on 7 and 8 November 1985 a favourable opinion on further support of 120 000 ECU.

see Footnotes (2)

While reviewing the 1986 working programme the Commission expressed the wish that TII in 1986 should **streamline and intensify its activities, put special emphasis on developing relevant services for its members and, if necessary, adapt its managerial organization in order to achieve these objectives.**

2.1.2 'Organization of activities designed to facilitate innovation financing and, in particular, continued support for liaison mechanisms between organizations financing venture capital'

In 1985, just as in 1984, support was given to the European Venture Capital Association (EVCA), which is an international non-profit making organization under Belgian law with registered offices in Brussels (3). The aim of this association — according to Article 3 of its statutes is 'to stimulate study and discussion of the management of and investment in venture capital within the European Economic Community with a view to developing and maintaining a venture capital industry as means to finance innovation and small and medium-sized enterprises with equity, and to establish high standards of business conduct and professional competence'.

In 1985, which was the Association's second full year of operation, EVCA again managed to increase its membership substantially, namely by more than 50%, so that at the end of the year it had 130 members, spread over all Member States, of whom 71 were full members and 59 were associate members; in comparison, at the end of 1984 the association had 86 members of whom 52 were full members and 34 were associate members.

This membership increase is the result of the publicity programme that the Association vigorously carried out and which — at the request of the CIT — did give some special emphasis to those States where the Association's membership was relatively lagging behind. The most important elements of this programme were:

- the publication of a biweekly press review on the subject of venture capital (EVCA Press Review) and of a quarterly newsletter (EVCA Info) which also serves as a promotional publication for distribution to potential members;
- the organization of three seminars — respectively on Stock Options (Italy), Management Buy-Outs (Denmark), Venture Capital in Europe (Greece and organized at the request of and in cooperation with the Greek Secretariat-General on Research and Development) — and one symposium, entitled 'The Changing Face of Venture Capital in Europe' (The Netherlands);
- the publication of its Membership Directory and of the guidebook 'Raising Venture Capital in Europe', including the German version; several other translations eg. in French, Italian and Spanish are being considered.

In addition to the publicity program, the EVCA also started in 1985 — with a view to imple-

menting Article 1.3c of Annex I of the Council Decision — a data collection and analysis system on innovation financing within the Community. This system, which will become fully operational in 1986, will allow the EVCA:

- a) to provide reliable statistics on sources and investments of venture capital, broken down by country and sector which at present are lacking and which will significantly contribute to a better understanding of the venture capital market in Europe;
- b) to measure the progress of innovation financing in Europe;
- c) to publish the results of an annual survey on venture capital in Europe.

The above 1985 efforts were made to a large extent financially possible through a Community subsidy of 160 000 ECU, representing 44% of the Association's 1985 budget, which received a favourable opinion from the Committee on 9 November 1984.

As for 1986, the Committee gave on 7 and 8 November a favourable opinion for Community support of 100 000 ECU, 22% of the Association's 1986 budget, and therefore is in line with the Commission's principle of progressive reduction of support. While reviewing the Association's 1986 working programme, the CIT again expressed the wish that the Association's activities should concentrate on canvassing for new members in those regions where it was currently poorly represented.

In 1985 the Commission also took the initiative, which was welcomed by the Committee, to mount a pilot project called Venture Consort intended to demonstrate that, despite differing financial, fiscal and company law requirements, innovative transnational projects and cooperative ventures between small and medium-sized enterprises can be financed at European level by consortia of venture capital companies from different Member States. This pilot-project was funded outside the Plan.

2.1.3 Launching of cooperative design promotion projects jointly undertaken by the design promotion organizations

While recognizing the fact that industrial design is playing an ever-increasing role in the development of new, competitive products, and thus in the process of innovation itself, the Commission also observed that:

- design as a skill has penetrated European industry to widely varying degrees;
- national design promotion organizations were at different stages of development and in some cases concentrated on too narrow a range of activities or on activities that were too far removed from industrial requirements.

The Commission therefore formulated a proposal for the launching of cooperative design promotion projects jointly undertaken by design promotion organizations in the different Member States. The Committee gave, on 7 and 8 November 1985, a favourable opinion on this proposal for an amount of 350 000 ECU. At the same time, following a suggestion by some

Member States, the Committee also set up a Working Group to foster concertation on design between the Member States and to evaluate the joint cooperative design projects.

2.1.4 Standing Technological Conference of European Local Authorities — STCELA

The Standing Technological Conference of European Local Authorities (STCELA) is an international scientific association as defined by Belgian laws of 25 October 1919 and December 1954, whose members are the national associations representing the local authorities of the Member States of the European Communities.

In 1984, the Committee had given a favourable opinion for STCELA to carry out two feasibility studies: one on the publication of a specialized journal 'New local government technology' (Action 10) and one on the establishment of an information service on pilot and demonstration projects using technologies of interest to local authorities (Action 11). It also had given a conditional favourable opinion on the first year's implementation of a project concerning local authority actions on household refuse treatment and vehicle fleet management (Action 12).

Two of the conditions which the CIT in conjunction with the Commission had attached were:

- the establishment of direct links between STCELA and individual local authorities, so that the latter would be fully informed on the activities of the Standing Technological Conference and would therefore be able to participate and benefit from it;
- the provision of guarantees that the organization was fully capable, also from a financial point of view of carrying out the necessary work.

In 1985 it became clear that STCELA was unable to meet those conditions.

On the contrary, the STCELA Executive Board stated that the Association would require long-term permanent Community support and therefore rejected the request for becoming financially self-sufficient. Since by the end of 1985 the Commission had not received any details of the type of Community support STCELA desired, the CIT suggested the Commission to actively explore and investigate other ways of implementing article 1.4 of Annex I of the Council Decision that calls for the establishment of an interface between public users and innovative industries.

2.2 Strengthening the foundations

In order to further the implementation of the second major area of action called for in Annex I of the Council Decision, namely 'strengthening the foundations', the Commission in conjunction with the Committee has in 1985 been making progress in several directions all of which were in line with Priority No. 2 on the list of priority actions for 1985 calling for 'the organization of transnational activities and dissemination on a Community wide scale of information concerning innovation and technology transfer, in particular:

- a) results of research and development;
- b) technologies developed in regions of the world where information is difficult to obtain;
- c) opportunities for cooperation between business concerns, particularly small and medium-sized undertakings;
- d) supply and demand in transferable technologies, e.g. through technological data bases, exchanges and exhibitions;
- e) industrial property and innovation;
- f) technical standards and regulations.

2.2.1 Dissemination on a Community-wide scale of results of research and development

With regard to this priority, the Commission further implemented two Actions which already started in 1984 namely: the Europeanization of conferences (Action 4) and the Eurotechnical scheme (Action 2).

2.2.1.1 Promotion of the Europeanization of Conferences on Technology and Innovation (Action 4)

The idea behind this Action is to help organizers of conferences on technology and innovation to give an European dimension to their event, more specifically by bringing in speakers from other Member States, by making a special effort to reach potential participants from countries other than that in which the conference is to be held and by translating and circulating the proceedings throughout the Community. During 1985, the concretization of this idea further progressed along two lines.

First, during the second half of 1985 the first 10 of the 21 'Europeanized' conferences that were selected for partial Community funding following the 1984 Call for Proposals 'for the promotion of European conferences on technology and innovation' — see OJ C210 of 10 August 1984 — were held. The subjects of these conferences were:

- Optics (Besançon, France);
- Higher Education in support of regional economic and industrial development (Ennis, Ireland);
- Composite materials (Bordeaux, France);
- Organization and functioning of a local innovation office (Athens, Greece);
- Biotechnology (Hanover, Federal Republic of Germany);
- Building the European Electronics Industry (Brussels, Belgium);
- Transfer of aerospace technologies to other industries (Toulouse, France);
- Technology transfer and licensing in the energy sector (Copenhagen, Denmark);

- Photonics applied to metrology (Strasbourg, France);
- Preventive Maintenance for Industry (Dublin, Ireland).

The Commission is committed to undertaking in 1986 a formal evaluation and investigation of the factors that determine the success of these conferences but will do so after the other 11 conferences. They are scheduled to take place in the first half of 1986.

Second, the Commission's proposal for repeating this Action in 1985 and 1986 received a favourable opinion from the Committee on 26 and 27 February 1985. The 1985 Call for Proposals for the Promotion of European Conferences on Technology and Innovation (OJ C125 of 22 May 1985) that was consequently launched yielded 51 complete proposals. Of these 23 were selected for support. Most of the conferences selected are scheduled to take place in the second half of 1986 and the first half of 1987. The topics to be covered include computer-aided trade, rheology, information in biotechnology, extrusion technology in the food industry, aerosols, and image detection. The amounts offered for each conference range from 4 500 ECU to 30 000 ECU. The total amount which the Commission allocated in 1985 under the scheme is about 400 000 ECU.

2.2.1.2 Eurotechart: a European technology awareness scheme (Action 2)

This project, is based on the British Techalert scheme. It aims supply European industry with information abstracted from the many technical reports on government and public research which represent a potential source of innovation for the creation of new products, for the application of new technologies and for improved manufacturing and processing methods.

Reports which are likely to be of immediate interest to industry will be selected and condensed into brief synopses by specialist teams and made available to national trade journals covering a very wide spectrum of fields.

While the concept of the Eurotechart scheme had received a favourable opinion from the CIT already in 1984, much of 1985 has been devoted — through a group of national experts convening twice to the elaboration of the practical aspects of the project. During the two 1985 meetings of this working group 4 June and 25 September the following arrangements were made:

- Seven Member States, Belgium, Denmark, France, Germany, Ireland, the Netherlands and the United Kingdom, agreed to participate in a cooperative scheme and consequently

to appoint a national body that would assume responsibility for the cooperation in the project;

- The United Kingdom, benefiting from its Techalert experience, agreed to act as management and advisory centre, with respect to the operation of the project;
- Each participating Member State would supply monthly an agreed minimum number of synopses and would also be responsible for the dissemination within its borders of the documents that it would select from those available within the system;
- The Commission would give the project support up to 200 000 ECU, estimated, as 165 000 ECU for translation and 35 000 ECU for the management of the system, spread over two years from the date of start-up.

The above arrangements were discussed at various CIT meetings and received a favourable opinion on 26 and 27 February.

The system should become operational during Spring 1986.

2.2.2 Dissemination on a Community-wide scale of information concerning technologies developed in areas of the world where information is difficult to obtain

Taking into account the findings of a 1984 study indicating that very little use is made in the West of Japanese scientific and technological information and with a view to implementing article 2.1 of Annex I of the Council Decision, the Committee had agreed at its fourth meeting on 21 September 1984 with the setting up of an ad-hoc Working Group on Japanese Information and Technology. The mandate of the ad-hoc group was to investigate and suggest concrete actions aimed at improving the use of Japanese scientific and technological information while taking into account and capitalizing on the results of possible efforts in this respect that were already carried out or were under way in the Community or its Member States.

The ad-hoc Working Group convened twice in 1985 leading to two Action Proposals one for carrying out 'an inventory of current facilities for accesses by Community Member States to new technologies and to scientific, technical and market information in Japan' (Action 15A) and one for conducting a 'survey of user wishes regarding access to and the type of scientific, technical and market information in the field of technology and innovation' (Action 15B). Both Action Proposals received a favourable opinion from the Committee on 26 and 27 February.

A number of concrete proposals for technology transfer and the putting in place of mechanisms for this were also discussed by this group and were left in abeyance until such time as the Commission's study group on Japan had reported back.

In order to avoid double work, the implementation of both of these actions has been postponed and expected to be resumed in 1986 when the results of a large study on Japan sponsored by the Committee of Experts for the Information Transfer between Community Languages (CETIL) will be available. Since some aspects of this larger study are of relevance to both Actions 15A and 15B, it is expected that its results may benefit their further implementation.

2.2.3 Dissemination on a Community wide scale of information regarding:

- a) opportunities for cooperation between enterprises, particularly SMEs**
- b) supply and demand in transferable technologies, e.g through technological data bases, exchanges and exhibitions**

Activities were undertaken in two directions:

- the extension of a Telefax Communications Network for European technology transfer organizations;
- the development of an European data base for technology offers and demands.

2.2.3.1 Telefax Communications Network for European technology transfer organizations (Action 18)

The Committee gave on 26 and 27 February a favourable opinion for the extension of a telefax network which resulted from an earlier pilot project financed outside the Plan to include most of the important technology transfer centers in the EEC and for the creation of a directory of telefax owners in the EEC who are concerned with technology transfer.

The objective behind the telefax network is to facilitate negotiations regarding transnational commercial exchanges of technology by speeding up communications or by reducing turnaround time compared with ordinary mail and by allowing the transmission of drawings, diagrams, photos etc. which is not possible with the telex.

The network, which contained 27 affiliates at the end of 1984 and 50 affiliates at the end of 1985, is expected to further substantially increase its membership in 1986.

2.2.3.2 Development of an European database for technology offers and demands

The Commission, which, with a view to organizing the European market for patents and licences, had already in 1984 proposed the setting up of an European database on licence offers and demands, withdrew this proposal, in view of the launching, within another programme, of a Call for Proposals for Advanced Information Services, Including Information for Industry — (see OJ No C190 of 30 July 1985) deemed to be suitable.

2.2.4 Dissemination on a Community wide scale of information regarding industrial property and innovation

The Committee gave on 7 and 8 November a favourable opinion for a partial Community financing to the Greek programme for improving the use in Greece of patents as sources of technological information (Action 24A).

During the discussion of this programme — which is eligible for funding under article 3 of the Council Decision — it became clear that national patent offices, in their current conception and operations, could endeavour to stimulate innovation more intensely. As a consequence the Committee suggested that the Commission set up a Working Group to foster concertation between the Member States on the innovation aspects of patents. This working group will be convened early 1986.

2.2.5 Dissemination on a Community wide scale of information on technical standards and regulations: ICONE (Action 7)

Several Member States have developed through their national standardization institutes — and without a pre-occupying concern for communality — large national collections of technical standards.

The technical harmonization work carried out at European and international level, while significant, is far from complete. At the present time, European and international standards are contained in approximately 7500 harmonization documents, compared with about 80 000 documents for the national standards of the 10 Member States. Of these 80 000 documents 28 000 have an European or international equivalent while 52 000 documents do not have such an international or European equivalent. As a consequence, it is often quite difficult for European enterprises — particularly of small and medium size ones — wanting to market new products in the various Member States, without a thorough technical investigation, to identify quickly the degree equivalence between different national standards for a given sector or technical branch.

Yet, technical standards when they are harmonized, reduce market fragmentation, therefore contribute towards the creation of a common European internal market, encourage the transfer of technology between the various Member States and their economic agents and define the requirements which the European market imposes on new products.

Within the context of the Plan, the Council called for establishing an up-to-date information system on technical regulations and standards. Rather than setting up a new elaborate system thereby duplicating not only the work of other Community organisations, but also all the information contained in the national standardization institutes the Commission proposed the development of a comparative index linking and comparing national and European standards.

This project is called ICONE. The discussion on it had started during 1984. It was further elaborated in 1985 during two meetings of ex-

perts from the Member States' national standardization institutes and other relevant Community services, the European Committee for Standardization (CEN), and the European Committee for Electro-technical Standardization (CENELEC) on 17 January and 29 April.

During these two meetings it was agreed that the ICONS-system would be designed on a cooperative basis in two phases. During the first phase a comparative index of national standards that have an equivalent European and for international standard would be compiled. During the second phase a comparative index of national standards without an equivalent European or international standard would be established on the basis of an European classification system EFTA will participate.

The first phase, will be carried out under contract for the Commission and the EFTA by the CEN-CENELEC in conjunction with the national standards institutes of the participating Member States. This first phase involves comparing and linking 28 000 documents on national standards of EEC Member States and 7 000 documents on national standards of other EFTA countries to 7500 key international and European standards. This expected to be completed within 2 years. A will involve for the Commission a maximum outlay of 185 200 ECU. The format of the expected output of this first phase, as well as the terms of the contract between the Commission and the CEN-CENELEC, were discussed with and received a favourable opinion from the Committee on 6 and 7 June.

Because of the complexity of the second phase which will involve the processing of 52 000 documents on national standards of EEC Member States and 13 000 documents on national standards of other EFTA countries, the national experts agreed to have the CEN-CENELEC carry out a survey among its members, to define a joint European classification system as the basic for comparison of the national standards during the second phase.

This survey involves an outlay of 7 000 ECU and should be finished 3 months before the 2 year contract of the first phase expires. It also received a favourable opinion from the CIT on 6 and 7 June.

2.3 Consultation within the CIT framework on action already taken, or still to be taken, at national or community level in the field of innovation and technology transfer

In view of Chapter 3 of Annex I of the Council Decision calling for concertation of Member States and Community Action, the Committee issued in 1985 a positive opinion on several proposals put forward by the Commission in this respect.

These proposals included three Actions: one for publishing a directory of incentives for industrial research, development and innovation in the Member States of the European Communities (Action 20), one designed to improve the utilization of the results of public or publicly funded R&D (Action 8) and one for evaluating within each Member State the Actions taken as part of the Plan (Action 21). These action, will substantially advance the implementation of articles 3.1 and 3.2 of the Council Decision.

In addition to the se three Actions the Committee also agreed to set up two working groups in its own framework (article 3.1 of Annex I of the Council Decision). One group is to foster concertation between the Member States on the innovation aspects of patents (see 2.2.4) and on to foster concertation on design (see 2.1.3).

2.3.1 Revision and New Edition of 'Incentives for Industrial Research, Development and Innovation' (Action 20) (*)

The Commission had already published in 1985 manual called 'Incentives for Industrial Research, Development and Innovation' which is a directory of direct and indirect public measures (in existence or in preparation as of 30 June 1984) for promoting industrial research, development and innovation in the Member States of the European Communities.

Since this directory is the only compilation, covering the European Community as a whole, of national promotion measures — classified in ten categories including tax incentives, patents and licensing systems, advisory activities, collective research, collective research centres and government laboratories, equity capital, regional measures, etc. — it is of major interest to national administrations and to industry and provides a basis for the comparisons and evaluations of national experience in the Member States, foreseen in Article 3.2 of Annex I of the Council Decision.

Action 20, which received a favourable opinion of the Committee on 16 September 1985, covers an updated revised edition of the directory that will include Spain and Portugal and that will have 1 January 1986 as date of reference.

2.3.2 Improving the utilization of the Results of Public or Publicly Funded R&D (Action 8)

The reasons for formulating this Action Proposal were the following observations made by the Commission:

- 1) within the Community an average of two fifths of all R&D work is financed by public authorities and more then one third of this work is performed within institutes run by those authorities;
- 2) a major justification for public R&D is the efficient utilization of the results obtained;
- 3) the task of ensuring adequate utilization has not been dealt with comprehensively in the Member States.

The objective of this Action (Action 8) is to generate a comprehensive exchange of information and experience in this field through a series of studies of the way in which the results of public or publicly-funded research are utilized in the Member States which will.

- a) lead to the identification of national level of suitable instruments, methods and approaches to particular problems and
- b) indicate how to create a suitable framework in Europe for the transnational utilization of the results of public R&D.

The Committee issued a favourable opinion on this action (Action 8) on 18 September after

which the Commission began the first phase of its implementation, namely the organization and start up of the series of studies on the way in which the results of public or publicly funded research are utilized in the individual Member States.

The Commission plans to present to the Committee the preliminary results of these studies before the end of 1986. Preliminary results will also be presented at an European symposium that the Commission will organize during the third quarter of 1986.

2.3.3 Interim Assessment at national level of Actions taken as part of the Plan (Action 21)

The Committee issued on 21 September a favourable opinion on a Commission proposal for carrying out in each Member State under the responsibility and leadership of the appropriate delegation an interim assessment of Actions taken so far under the Plan. The Commission expects that this interim assessment will lead to constructive criticisms and suggestions for improvements to current actions as well as to suggestions for future actions.

The Commission expects the first results of these national evaluations to be available from April 1986 onwards.

(¹) The first annual progress report on the Council Decision was published in the Newsletter — New Technologies and Innovation Policy, No. 43 (July 1985). This Newsletter contains information with respect to former Directorate XIII — A's regular activities on:
(a) technological information and patents;
(b) scientific and technical communication;
(c) exploitation of new technologies;
as well as information with respect to the progress that is being made in the implementation of the Council Decision 83/624/EEC and calls for proposals that are launched within the context of the Council Decision.

(²) Address of T.I.I.: European Association for the Transfer of Technologies, Innovation and Industrial Information — TII
a. s. b. l.
B.P. 1704 (GISL)
7 rue Alcide de Gasperi
L-1017 Luxembourg-Kirchberg

Tel.: (352) 438096
Telefax: (352) 438326

(³) Address of EVCA: EVCA — European Venture Capital Assoc.
Clos de Parnasse, 11F
B-1040 Brussels
Tel.: (32) 25137439

(⁴) 'Incentives for Industrial Research, Development and Innovation: Directory of direct and indirect public measures for promoting industrial research, development and innovation in the Member States of the European Communities' compiled for the Commission of the European Communities by J. LOVASZ, assisted by N. O'Neill of J. M. Didier and Associates, Brussels; published by Kogan Page Limited, 120 Pentonville Road, London N1 9JN for the Commission of the European Communities (ISBN 1-85091-059-6; EUR 8793 EN).

COMMISSION DECISION

of 16 October 1985

establishing the list of priority actions for 1985 within the framework of Council Decision 83/624/EEC concerning a plan for the transnational development of the supporting infrastructure for innovation and technology transfer

(85/480/EEC)

THE COMMISSION OF THE EUROPEAN COMMUNITIES,

Having regard to the Treaty establishing the European Economic Community,

Having regard to Council Decision 83/624/EEC of 25 November 1983 concerning a plan for the transnational development of the supporting infrastructure for innovation and technology transfer (1983 to 1985) and in particular Article 6 and Annexes I and II (F) ('') thereof.

Whereas it is for the Commission to establish the annual list of priority actions for 1985;

Whereas the priority actions for 1983, as set out in Annex III to Decision 83/624/EEC were continued through 1984.

Whereas the results already obtained through the priority actions implemented justify the continuation and intensification of the work undertaken;

Whereas the Consultative-Committee for Innovation and Technology Transfer (CIT), having been consulted

in accordance with Annex II (F) to Decision 83/624/EEC has given a favourable opinion,

HAS DECIDED AS FOLLOWS:

Article 1

The list of priority actions for 1985 is set out in the Annex. This list will remain in force in 1986 unless a new list of priority actions is established.

Article 2

This Decision shall enter into force on the day of its publication in the Official Journal of the European Communities.

Done at Brussels, 16 October 1985.

For the Commission
Karl-Heinz Narjes
Vice-President

Priority actions for 1985

1. Support for the establishment and initial activities of liaison mechanisms between advisory bodies on technology and management, particularly for small and medium-sized enterprises (SMEs).
2. Organization of transnational activities and dissemination on a Community-wide scale of information concerning innovation and technology transfer in particular:
 - (a) research and development results;
 - (b) technologies developed in regions of the world where information is difficult to obtain;
 - (c) opportunities for cooperation between business concerns, particularly SMEs;
 - (d) supply and demand in transferable: technologies, eg. through technological data bases exchanges and exhibitions;
 - (e) industrial property and innovation;
 - (f) technical standards and regulations.
3. Organization of activities designed to facilitate innovation financing and in particular continued support for liaison mechanisms between organizations financing venture capital.
4. Within the framework of the Consultative Committee for Innovation and Technology-Transfer, as a first step towards concertation, exchanges of information, experience and opinions on national and Community measures designed to promote innovation and technology transfer, on their effects and their efficiency. In this context identification of new opportunities for transnational action and proposals for their realization.

ANNEX B:

Overview of the 28 transnational collaboration of which all the partners are located either in Belgium, France, Germany, Luxembourg, the Netherlands or the United Kingdom



Overview of the 19 transnational collaborations of which at least one partner is located either in Ireland, Denmark, Greece or Italy.



