

**PROMOTING SCIENCE AND INNOVATION  
THROUGH CROSSBORDER COOPERATION**

DECEMBER 8-9, 2005

**INNOVATION AND CROSS-BORDER COOPERATION  
IN ENTREPRENEURSHIP**

Chairman: *Dr. Rein Ruubel, Tallinn Technology Park Tehnopol*

*Cases:*

- *Estonian-Finnish university-enterprise development project - plastic waste recycling - between Tallinn University of Technology and Muovipoli Ltd (competence centre), Ms. Terhi Ylitalo, RePlast FinEst, project coordinator*
- *MEC Insenerilahendus OÜ, Meelis Mäesalu, CEO*
- *BPS Consulting Estonia OÜ, Marko Müürisepp, CEO*
- *Estweb OÜ, Jaak Kapten, CEO*



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# **INNOVATION:**

process of putting valuable ideas into action  
as

new products, services

business models



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## **THE GOAL OF INNOVATION:**

to create business value by developing  
ideas from mind to market.



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## **CHALLENGES:**

- changing corporate culture,
- implementing new business processes,
- finding new applications to support the business process



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## **Innovation requires STATE OF MIND, combining:**

- creativity,
- entrepreneurship,
- willingness to take calculated risks,
- acceptance of social, geographical or professional mobility



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## **Being innovative also DEMANDS AN ABILITY** to anticipate

- needs,
- rigorous organisation,
- capacity for meeting deadlines,
- controlling costs.



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## **HURDLES** on the way of being innovative

- **fear of change**, impacts any new concept or methodology.
- **lack of accountability**. It can be difficult in a traditional organization to assign responsibility and accountability to individuals for increased innovation.
- **lack of processes and systems** to support repeated innovation represents the most important hurdle, since innovation has often been viewed as a task for research and development, not an organizational initiative.



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# CROSS-BORDER COOPERATION IN ENTREPRENEURSHIP

## Needs for cross-boarder cooperation:

- technology transfer
- enlargement of markets



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## **TECHNOLOGY TRANSFER**

is a process through which

technical information and products developed

are provided to potential users

in a manner

that encourages and accelerates their evaluation and/or use.



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## **Tallinn Technology Park TEHNOPOL (2003– ...)**

### **Mission:**

reduction of development risks of innovative enterprise  
via offering

value-adding services and high-level physical infrastructure



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# Tallinn Technology Park TEHNOPOL

## PROJECTS (1)

### EU IRC-ESTIRC

The main objective of the project is to aid local companies in transnational technology transfer within a wider network of Innovation Relay Centres in Europe

**CONNECT ESTONIA** – entrepreneurs meeting Venture Capital



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**HELSINKI-TALLINN SCIENCE TWIN-CITY PROJECT**

**CROSS BORDER SMALL BUSINESS ENVIRONMENT (CROSSBENT)**



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Phare Cross-Border Co-operation Programme in the Baltic Sea Region

➤ **CO-OPERATIVE NETWORKS FOR IT COMMUNITIES  
IN ESTONIA AND FINLAND**

➤ **DEVELOPMENT OF THE JOINT ESTONIAN-FINNISH NETWORK OF  
MENTORS FOR START-UP AND SMALL KNOWLEDGE-BASED  
ENTERPRISES**



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## **EBN**

➤ **A DEDICATED NETWORK OF INCUBATORS DETECTING NEW FP7 OPPORTUNITIES FOR SMES THROUGH CONNECTING EXISTING REGIONAL CLUSTERS IN BIOTECH, RENEWABLE ENERGIES AND IST (DETECT-IT 2)**

➤ **CROSSBOARDER CONNECT 1 & 2**

## **EBN**

➤ **GATE2GROTH**

The prime objective is the promotion of the Gate2Growth Initiative at local, regional and national level and the detection of high-growth enterprises requiring innovation financing



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## FW6

### ➤ **MEGACLUSTERING EUROPEAN DIGITAL BUSINESS (DIGICLUSTER)**

aims at fostering innovation by enhancing cluster and megacluster creation and development in three ICT business clusters: digital content business, learning business and software business.

### ➤ **TRANSNATIONAL COOPERATION OF CROSSBORDER INNOVATION NETWORKS ON POLICIES AND GOVERNANCE FOR IMPROVING R&D INVESTMENT (CROSSWORKS)**

### ➤ **EUROOFFICE SERVICES**

### ➤ **ENTREPRENEURIAL LINKS BETWEEN REGIONS.**

US Embassy in Tallinn



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