



## Sharing know-how on innovation

### within the First Edition of the “InnoMatch” Regional Innovation Fair

#### I. History of the event

For more than 15 years now, since the creation of the eight development regions in Romania, *West Regional Development Agency* is in charge of the **regional development policy design and implementation in West Romania**. During this period, West RDA managed *pre-accession funds, national funding programmes* and currently the *Regional Operational Programme*.

Furthermore, West RDA's portfolio of competencies encompasses *regional policy design, attraction of FDIs, project development, cluster management for the automotive and ICT sectors, internationalisation and, last but not least, innovation*. In this respect, West RDA developed, with EU funds, the *first Regional Innovation Strategy in Romania* during 2002-2004, and then constantly updated and monitored the process, developing *pilot projects* along the way.

Consequently, **Tehimpuls – Regional Innovation and Technology Transfer Centre** was the *first pilot project of the Regional Innovation Strategy*, created in 2006 with the mission to increase the competitiveness of our region's economy by facilitating the *cooperation between businesses and universities*, as well as RTDI organizations.

Tehimpuls became an association in 2007, with the **mission** to serve as regional interface between the innovation demand and supply, aiming to increase the competitiveness of the business environment in West Region Romania.

**Members** of the Tehimpuls Association consist of:

- Regional Development Agency – West Region Romania
- Politehnica University of Timișoara
- "Aurel Vlaicu" University in Arad
- West University of Timișoara
- University of Agriculture and Veterinary Medicine of Banat-Timișoara
- Association for Multidisciplinary Research in the West Region
- Romanian Engineers' Association – Timișoara Branch
- Obrist Eastern Europe SRL
- Azur SA
- Centrul de Afaceri Reșița



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The **services** rendered by Tehimpuls include:

- Support for the marketing of research-development-innovation products, solutions, and technologies and for the intermediation of technology transfers
- Integrated consultancy package for the implementation of innovative technology solutions within enterprises
- Consultancy for the development and the implementation of European projects
- Training in the fields of innovation and intellectual property rights
- Innovation vouchers
- Organisation of the Regional Innovation Competition and awarding the Regional Innovation Prize
- Increasing awareness of innovation and technological development in the West Region Romania

## II. The InnoBoost project

The InnoBoost project was developed as a joint initiative of two cross border organisations following similar goals, in order to promote a solution in response to the weaknesses of the SME sector and to the low level of competitiveness, by promoting business-to-business cooperation relations and to enhance business competitiveness through innovation.

The project **aims** to:

- identify and promote **innovative products/services/solutions** in order to boost the competitiveness and increase the profile of companies in the cross-border region;
- develop **matchmaking instruments** and **promote good practices** to facilitate cooperation among the companies in the cross-border region;
- Support in order to **improve performance of the companies** in the cross-border region.

Main **partners** of the project are:

**Tehimpuls** – *The Regional Innovation and Technology Transfer Centre* – **Lead Partner** (Timisoara, Romania)

**DARINNO** – *The Innovation Agency of the South Great Plain of Hungary* – **Project Partner** (Szeged, Hungary)



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The Innovation Agency of the South Great Plain of Hungary was set up in 2004 with the help of the National Research and Development Office. The Innovation Agency Szeged began its activity in 2005, having as main objectives the coordination, planning, and provision of services to support the cooperation between members of the Research, Development, and Innovation Centers and industry.

The project **activities** of the InnoBoost project consist of 5 main package activities:

- project management activities (elaboration of a detailed activity plan and a communication plan, project meetings, reporting activities);
- communication activities (establishment of 2 Ro-Hu Infopoints, development of the project website, online project banner, e-brochure, press releases, press conferences, promotional materials, photo-documentation);
- preparation activities for the InnoMatch Fair (identification of the cross border stakeholders, selection of the target group, developing of a database; one-to-one meetings and roundtables with the target group, creation of the cross-border Strategic Board and Evaluation Team, identification of cross border cooperation good practices);
- InnoMatch Fair (launching conference, discussion panels, matchmaking sessions, good practice shows, Competition Awards Ceremony);
- Capitalization activities (customized consultancy schemes for the top 3 winners of the "InnoImpuls"-Innovative Products Competition; a training session on Intellectual Property Rights; Development of a catalogue of innovative products).

The project is carried out over a period of **12 months**, having a total **budget** of **85.933 Euro**, from which **71.043,80 Euro** represents the **ERDF contribution**.



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### III. The “InnoMatch” Regional Innovation Fair

This year’s industries-defining event, **First Edition** of the “**InnoMatch**” **Regional Innovation Fair** took place between **April 3<sup>rd</sup> – 4<sup>th</sup>, 2013** in **Arad, Romania** at the International Exhibition Center Expo Arad International.



The event included **presentations of national and international organizations** active in the innovation field, **presentations of good practices, interactive thematic panels** addressing mainly to the business environment and generating presentations and debates on different interest themes, such as: automotive, clusters, energy efficiency and renewable energies sources, information and communication technology, innovation infrastructure, intellectual property rights. The event finished with “**InnoImpuls**”- **Innovative Products Competition**, where **the best innovative products, services and technologies** were awarded.







The mega-event hosted **47 exhibitors in the Exhibition Area** and was visited by over 600 attendees, which were treated to a wealth of learning and networking opportunities, product showcases, innovation and financing opportunities. Those who visited the fair could see 3D printers and products realized with 3D printers, solar irrigation systems, pasteurized liquid eggs, system for planning and optimization of production, solution for the treatment of different diseases. The **Good practice shows** were also delight to the wider public, being held by representatives of Microsoft Romania, Alcatel Lucent Romania, ELI-HU Nonprofit Ltd. - Extreme Light Infrastructure, Livestock, Stratasys GmbH – partner of NUTechnologies, ERNACT, Digital Geek, Innovation Norway.





The event comprised a mix of subevents and promotion platforms:

- A. Conference
- B. "InnoImpuls"- Innovative Products Competition
- C. Exhibition
- D. Good practice shows

#### A. Conference

An exciting lineup on inspiring speakers from several companies and organisations presented at the different sessions at the InnoMatch Fair.

The covered **topics** (regional development, smart specialization, information and communication technology, automotive industry, financing of innovation and intellectual property clusters - associations organizations, renewable energy and energy efficiency) and the selected speakers had a significant impact on participants.

The Conference consisted of presentations, good practice shows and discussion panels, having the role to **facilitate** the **exchange of information** between participants and representatives of central and local government, business representatives, representatives of academia and research organizations and other key actors in the innovation field. Also, participants could be able to identify potential collaborators and establish different partnerships between the business environment and research organizations. Participants with innovative ideas could also find more information about sources of financing for their innovative projects.

Within the **6 Discussion panels** there were discussions on:

- Information and Communication Technology
- Innovation Infrastructure
- Innovation Financing and Intellectual Property Rights
- Clusters
- Automotive
- Energy Efficiency and Renewable Energies Sources.

The abovementioned sessions, in addition to the large number of media representatives and experts in the field of ICT, clusters, automotive, energy efficiency and renewable energies, agrofood were attended by the representatives of World Bank, European Commission, ERNACT, S3 Smart Specialization Platform, altogether more than 300 attendees.



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Keynote speakers included:

- **Mr. Sorin Maxim** - General Director, Regional Development Agency - West Region Romania, Romania
- **Ms. Raluca Cibu-Buzac** – Director of Regional Policies and Internationalization Direction, Regional Development Agency - West Region Romania / President, Tehimpuls Regional Center for Innovation and Technology Transfer, Romania
- **Mr. Mikel Landabaso** - Head of Unit of the “Competence Centre for Smart and Sustainable Growth”, Directorate General for Regional Policies, European Commission, Belgium
- **Mr. Gheorghe Falcă** - Mayor, Arad City Hall, Romania
- **Mr. Péter Maróti** - Director, Regional Innovation Agency of South Great Plain Association of Public Utility, Hungary
- **Mihai Iordache** - Director Small and Medium Enterprises Solutions and Partners, Microsoft Romania
- **Sabin Totorean** - Strategic Industries Sales Director, Alcatel Lucent Romania
- **Zoltán Leindler** - Office Manager, ELI-HU Nonprofit Ltd - Extreme Light Infrastructure, European Project, Hungary
- **Mariana Iooty** - Economist, World Bank, USA
- **Carlo Gianelle** - Researcher, S3 Platform - Institute for Prospective Technological Studies, Spain
- **Dr. Günter Hörcher** - Responsible for Strategy and European Relations, Fraunhofer IPA, Germany
- **Jaime del Castillo** - President, INFYDE, Spain
- **Varujan Pambuccian** - Livestock, Romania
- **Bjoern Richter** - Channel Manager, Eastern Europe at Stratasys GmbH, NUTechnologies partner, Germany
- **Colm McColgan** - Director, ERNACT - European Regions Network for the Application of Communications Technology, Ireland
- **Ovidiu Șandor** - Regional ICT Cluster - West Region, Romania
- **Horatiu Moldovan** - President, Lasting System, Romania
- **Delia Golcea** - General Manager, OCE Software Romania
- **Radu Ticiu** - Executive Director, Timisoara Software Business Incubator, Romania
- **Augusto Ferreira** - Managing Director, TechMinho Universidade do Minho, Portugal
- **Marian Constantin Vasile** - Vicepresident, Timis County Council, Romania
- **Dipl. Betriebswirt Jürgen Raizner** - Steinbeis-Transferzentrum OST-WEST-Kooperationen, Germany
- **Gabriel Vlăduț** - Director, IPA CIFATT Craiova Research Institute for Engineering and Automatic Systems, Romania



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- **Anne Lise Rognlidalen** - Bulgaria and Romania Country Director, Innovation Norway, Romania
- **Ionuț Antiu** - Digital Geek, Romania
- **Tamas Gyulai** - Regional Innovation Agency of South Great Plain Association of Public Utility, Hungary
- **Nicolae Farbaș** - Scientific Director, National R&D Institute for Welding and Material Testing, Romania
- **Gabriela Ceciu** - Intellectual Property Counselor, Romania
- **Bucura Ionescu** - Director, State Office for Inventions and Trademarks, Romania
- **Dr. István Molnár** - DANUBIA Patent and Trademark Attorneys, Hungary
- **Marcel Tolomey** - Director, CEC Bank Timis Subsidiary, Romania
- **Christiana Leucuta** - Coordinator of Cluster Policies, Ministry of Economy, Trade and External Affairs, Romania
- **Daniel Coșniță** - President, Romanian Clusters Association – Clustero, Romania
- **Dr. Christian von Albrichsfeld** - General Manager, Continental Automotive Romania
- **Kabacs Zoltán** - Manager, HVEC - Hungarian Vehicle Engineering Cluster, Hungary
- **Constantin Nedelcu** - General Director, Yazaki Component Technology, Romania
- **Gyula Pomázi** - AIPA Cluster, Hungary
- **Dipl.-Ing. Raphael Geiger** - Fraunhofer IPA, Germany
- **Dipl. Ing. Alexandru Popovici** - Regional Manager Eastern Europe, TMG Consultants, Romania
- **Jouko Parviainen** - Project Manager, WENET North Karelia, Finland
- **Vlad Gaivoronschi** - President, Architects Order Timis, Romania
- **Adrian Retezan** - President, Romanian Installation Engineers Association, Romania
- **Asko Puhakka** - North Karelia University of Applied Sciences, Finland
- **Eero Antikainen** - Savonia University of Applied Sciences, Finland
- **Radu Dimeca** - President, ROSENC, Romania

Below one can find detailed profiles of the keynote speakers:

#### **Mr. Sorin Maxim**

##### **General Director, Regional Development Agency - West Region Romania**

Sorin Maxim is the General Director of the Regional Development Agency West Romania (West RDA). With a BA in Informatics - Mathematics and also in Economic Sciences, he has an extended project management background. Prior to occupying the top position within West RDA, he was Head of the Programs and Monitoring Department, dealing with the promotion, evaluation and monitoring of the PHARE Social and Economic programmes implemented within the West Region Romania.



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### **Ms. Raluca Cibu-Buzac**

**Director of Regional Policies and Internationalization Direction, Regional Development Agency - West Region Romania / President, Tehimpuls Regional Center for Innovation and Technology Transfer**

As Director for Regional Policy and Internationalization within *West Regional Development Agency (West RDA) Romania*, Ms. Raluca Cibu-Buzac is in charge of regional policy-making, sustainable development, regional and international projects, setting-up of networks of regional stakeholders, business support, investment promotion, clustering, innovation policies & support instruments, international relations & interregional co-operation. Since 2005 she is leading 2 support organizations as President of *Tehimpuls Regional Center for Innovation and Technology Transfer* and President of *Automotivest Cluster*.

### **Mr. Mikel Landabaso**

**Head of Unit of the “Competence Centre for Smart and Sustainable Growth”, Directorate General for Regional Policies, European Commission**

Mr. Mikel Landabaso is Head of Unit of the “Competence Centre for Smart and Sustainable Growth” in the Directorate General for Regional Policy in the European Commission, where he started working in 1990. Previously he was Head of the Research Department and Assistant to the Director General of the Basque Regional Development Agency.

### **Mr. Maróti Péter**

**Director of the South Great Plain Regional Innovation Agency**

Mr. Péter Maróti is the Director of the South Great Plain Regional Innovation Agency. He began his career at the Biological Research Center of Szeged and Duna Refinery of Hungarian Oil and Gas Company (MOL). Later he worked for PICK Szeged Ltd. and Swedish Match Hungary Ltd and BIOPOLISZ Innovation Service Ltd. He is the member of the Licensing Executive Society Hungary and he works almost 10 years in innovation management and intellectual property management.

### **Mr. Mihai Iordache**

**Director of Small and Medium Solutions and Partners Division of Microsoft Romania**

Mr. Mihai Iordache is Director of SMS&P (Small and Medium Solutions and Partners) Division of Microsoft Romania since January 2011. He leads an organization of 40 people that partners with 4000 local IT&C companies to fulfil the potential of information technology in Romania. Mihai also helps steer SMS&P CEE Microsoft’s activities in the region as a member of the SMS&P Central and Eastern Europe Board.

### **Mr. Leindler Zoltán**

**Office manager at ELI / Extreme Light Infrastructure**

Mr. Leindler Zoltán is Office Manager of ELI-HU Non-Profit Ltd since 2011. He studied Programming and Software Engineering Mathematics at József Attila University of Science - Faculty of Science, and has



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acquired extensive experience in business management as South Hungary Regional Director at Ars Una Studio Ltd.

**Mrs. Mariana Iotzy**  
**Economist, World Bank**

Mrs. Mariana Iotzy is an Economist in the Private and Financial Sector Development Unit from the Europe and Central Asia Region (ECA) of the World Bank. Since joined the Bank, Mariana has been working on the design and implementation of financial and knowledge products for several ECA countries, including Albania, Romania, Russia and Turkey.

**Mr. Carlo Gianelle**  
**Researcher, S3 Platform - Institute for Prospective Technological Studies**

Mr. Carlo Gianelle is currently Research Fellow at the European Commission, Joint Research Centre, Institute for Prospective Technological Studies where he works at the Smart Specialisation Platform project. He holds a Ph.D. in Economics from the University of Siena (Italy). His work and research interests are mainly in the areas of applied regional economics and innovation studies.

**Dipl.-Ing. Dr. rer. nat. Günter Hörcher**  
**Responsible for Strategy and European Relations, Fraunhofer IPA**

Mr. Günter Hörcher is Head of Research Strategy and Member of Institute Management Committee at Fraunhofer Institute for Manufacturing Engineering and Automation IPA. He has a Diploma in Electrical Engineering and a PhD in Natural Sciences with his thesis "Physical Limits of Secondary Ion Mass Spectrometry at Low-Dimensional Semiconductor Layers". Currently he is member in several associations (Deutsche Physikalische Gesellschaft DPG (German Society for Physics), Verband der Elektrotechnik Elektronik Informationstechnik VDE (Association for Electrical, Electronic & Information Technologies), in funding bodies (EUREKA PRO-FACTORY Working Group), and also in International Committees for the Standardisation of Industrial Automation.

**Mr. Jaime del Castillo Hermosa**  
**President of INFYDE and Professor of Applied Economy at University of the Basque Country**

Mr. Jaime de Castillo Hermosa has extensive experience working in the fields of Innovation and Technological Development definition and design of policies of promotion of innovation and technology transfer, the establishment of co-operation networks and assessment in the creation, management and animation of technology parks. He has specialised in the definition and setting up of strategies of territorial development in regions and areas with development problems.



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**Mr. Bjoern Richter**

**Channel Manager, Eastern Europe at Stratasys GmbH**

Mr. Bjoern Richter is responsible for business development in East Europe and for direct relations with authorized resellers. Extensive experience in: 3D printing, prototyping, additive manufacturing, engineering thermoplastics, Direct Digital Manufacturing.

**Mr. Colm McColgan**

**General Manager of ERNACT**

Mr. Colm Mc Colgan, with a Bachelor Degree and a Master Degree in Computing) is General Manager of ERNACT and has been designing and delivering innovative international ICT and broadband projects in the various EU innovation programmes for almost 20 years. Previous to this he held various information systems development positions in the private sector, including Coca Cola.

**Mr. Horatiu Moldovan**

**President of Lasting System**

Mr. Horatiu Moldovan, a name with resonance on the Romanian IT market, is leading the group of LASTING companies for almost 18 years and he managed, together with the his team, to place the organization in a strategic position in the Romanian business environment. As president he is in charge with organizational management and promotion of the company.

**Mrs. Delia Golcea**

**CEO at OCE Software Romania, a Cannon group company**

Prior to becoming CEO at OCE Software Romania in 2011, Mrs. Delia Golcea gained extensive experience in setting-up and leading software R&D activity in the field of mobile communications and networks.

**Mr. Radu Ticiu**

**Executive Director, Timisoara Software Business Incubator**

Dedicated to the fields of business development an incubation, community development start-ups support, Radu Ticiu is currently involved in several actions as coordinator at ecabit Eastern European and Central Asian Business Incubators and Technology Parks Network, Certified Trainer in Business Incubation la infoDev, Founder at Mobile Monday Timisoara, curator at Startup Chart Romania, Founder and organizer at Timisoara Mobile Development Group, Ambassador Timisoara/West Romania at XING, director at Timisoara Software Business Incubator.

**Mrs. Bucura Ionescu**

**Director, State Office for Inventions and Trademarks**

Mrs. Bucura Ionescu is Director of the State Office for Inventions and Trademarks, the Romanian national authority responsible for examining, granting and administrating industrial property titles in Romania. In this capacity, she is in charge with coordination of activities related to intellectual protection of inventions, utility models and supplementary protection certificates.



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**Mrs. Gabriela Ceciu**  
**Intellectual Property Conselor**

Mrs. Gabriela Ceciu offers extended services within the protection of intellectual property, being specialized in *trademarks and geographic indications, patents, industrial drawings and patterns, utility patterns, copyright.*

**Dr. István Molnár**  
**DANUBIA Patent and Trademark Attorneys**

Dr. István Molnár, former director of the Regional Innovation Agency, is a senior project manager and patent attorney. He graduated from University of Szeged as a Research Chemist and in 2001, as a lawyer specialized on EU law.

**Mr. Augusto Ferreira**  
**Managing Director, TechMinho Universidade do Minho**

Mr. Augusto Ferreira has 18 years of experience in the fields of innovation and entrepreneurship. He has been since 2007 Managing Director at TecMinho – The University-Enterprise Association, an innovation agency owned by the University of Minho (Northern Portugal). Augusto’s main responsibilities, apart from general management, are the creation of synergies with other relevant innovation support organisations, knowledge transfer between universities and industry, and the support to the launch of high-tech, high-growth firms.

**Dipl. Betriebswirt Jürgen Raizner**  
**Steinbeis-Transferzentrum OST-WEST-Kooperationen**

Mr. Jürgen Raizner is advisor in economic promotion for Ministries and state institutions and consultant in internationalizing their business for companies. In Steinbeis-Network Jürgen Raizner is founder and director of 3 Transfer Centers (one of them in Bucharest).

**Gabriel Vlăduț**  
**Director, IPA CIFATT Craiova, ARoTT - Romanian Association for Technology Transfer and Innovation, National Commission for Development and Innovation**

Gabriel Vlăduț, with a PhD in Engineering, PhD, is Director of IPA CIFATT Craiova, Ro 4 Europe, partner within Enterprise Europe Network, NCP FP7 / Research in benefit of SMEs, INNOVA - The Knowledge Intensive Services (KIS-IP), Expert Validation Platform. He is also member of the National Committee for Innovation, and president of ARoTT – Romanian Association for Technology Transfer and Innovation, Medal for Distinction in Research (Romanian Prezidency – 2008).

**Ms. Anne Lise Rognlidalen**  
**Programme Manager, Green Industry Innovation Programme Romania**

Back in 2007, when Innovation Norway was appointed as programme operator for Norway Grants, Ms. Rognlidalen was engaged as the station manager in Romania and responsible for setting up an project



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office in Bucharest. Her educational background are within finance and management from BI Norwegian Business School.

**Mr. Ionuț Antiu**  
**CEO of Digital Geek**

Mr. Ionut Antiu participated in Computer Science Projects where he won first and second prizes. He developed the initial prototype of Style Jukebox as a high school student. In 2012, he attracted an angel investment for Style Jukebox and became the CEO of Digital Geek. In his presentation, Mr. Ionut Antiu introduced Style Jukebox, an app that lets you bring your entire music collection anywhere and listen to it anytime on your computer or mobile device, even offline.

**Mr. Tamas Gyulai**  
**Regional Expert, Regional Innovation Agency of South Great Plain Association of Public Utility**

Tamas Gyulai worked as Managing Director of the Regional Development Agency of Dél-Alföld region in 1998-2007, was CEO of DEAK Cooperation Reserch Non-profit Company (technology transfer organisation of University of Szeged) in 2008-2010 and now Board Member of Technology Innovation International and member of the Eminence Grise Club of EURADA since 2011. He was the first director of the Regional Innovation Agency of South Great Plain and now an active member of the regional expert team.

**Mr. Nicolae Farbaș**  
**Scientific Director at National Research Institute for Welding and Material Testing ISIM Timisoara**

Mr. Nicolae Farbaș is a Researcher Grade 1 with a Ph.D. in physics – magnetism field. He onducted scientific research activities in the field of welded materials, materials' testing, development of non-destructive testing equipment, inspection and risk-based maintenance, etc. He followed professional specialization courses in Germany on DAAD and EU grants.

**Mr. Mihai Pocanschi**  
**General Director, Regional Development Agency - Center Region Romania**

As Director of the Department of Regional Policy from the Regional Development Agency Centru, Mr. Mihai Pocanschi brought an important contribution to the exploration and analysis of the key elements for a successful regional development.

**Mrs. Christiana Leucuta**  
**Deputy Director Department of Industry Policy, Ministry of Economy, Trade and the Business Environment**

As Deputy Director of Industry Policy Mrs Christiana Leucuta is in charge of coordination of industrial policy based on innovative clusters in Romania, promoting in Romania the concept of innovative cluster, raising awareness of specific cluster entities to create and develop innovative clusters and of coordinating programs and projects with external funding. She is Romania's representative in The Group



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of Implementing Industrial Policy of European Commission, DG Enterprise and Industry and consultant of European Commission (TAIEX database) for Moldova Republic - implementing the concept of cluster innovation.

**Mr. Daniel Coșniță**

**President of the Romanian Clusters Association**

Graduated both as an engineer and economist, Daniel Cosnita has been working in the last 10 years in the fields of technology transfer and innovation and of regional economic development. Ha has been involved in setting up several pilot projects like the IT Business Incubator of the Technical University in Timisoara (UBIT), the clusters Pro Wood (wood and furniture), Cluster2Success (IT, cross border RO-HU) etc. Since 2008 he has been supporting the Romanian Ministry for Economy in the generation of the national cluster policy, by performing the cluster mapping exercise at national level, contributing to the elaboration of the Guide of Applicants of the financing schemes dedicated to the poles of competitiveness etc.

**Dr. Christian von Albrichsfeld**

**General Manager, Continental Automotive Romania**

Mr Christian von Albrichsfeld is General Manager of Continental Automotive Romania and Head of Continental R&D Romania. He has a PhD in Engineering and has a vast experience in engineering and management gained within Continental as Customer Project Manager for Electro Hydraulic Brake and Manager for System Strategy, Customer Project Manager for Daimler Chrysler Electro Hydraulic Brake , Project Manager for Electro Hydraulic Brake Facelift, Project Manager for Regenerative Brake Systems, Head of Regenerative Brake Systems and Head of Regenerative Brake Systems and Future Brake Systems.

**Dipl. Ing. (MSc.) Constantin Nedelcu, MBA**

**General Director, Yazaki Component Technology**

Mr. Constantin Nedelcu is *Managing Director* of *YAZAKI Component Technology Arad/Romania*. He has a Electronics Diploma (Master's Equivalent) in Telecommunications from Technical University, Vienna, Austria, and a Master of Engineering in Electronics/ Telecommunications from Technical University, Bucharest, Romania. His work experience is extensive and includes, during his career holding different positions within renowned companies, such as Phillips or Flextronics.

**Dipl.-Ing. Raphael Geiger**

**Fraunhofer IPA**

Loving manufacturing processes, he is working at the research institute Fraunhofer IPA in the field of additive manufacturing and 3D printing, to materialize ideas. While studying process engineering at Stuttgart University he focused his research on thermodynamics at the Institute of Thermodynamics and



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Heat Transfer, ITW in Stuttgart and in the field of textile processes at the Institute of Textile Technology and Process Engineering ITV in Denkendorf. His achievement in this time was a “hydrofoil sailing boat” made from ultra-light carbon fibre, which was awarded with an innovation prize, in the category technical textiles in 2010.

**Dipl. Ing. Alexandru Popovici**

**Manager Consultant, Regional Manager East Europe TMG Consultants**

Mr. Alexandru Popovici studied construction Engineering at University Bucharest and Architecture at University “Ion Mincu” Bucharest. He has a degree in Architecture and City Planning from University Stuttgart and a Master as General MBA, Architecture Management from Steinbeis College Berlin. His responsibilities as Regional Manager at TMG Consultants he joined in 2005 include extension of TMG consulting services in Eastern Europe, consulting for Eastern Europe, especially Romania, Hungary, ex-Yug, Ukraine, planning and realisation of production facilities and infrastructure, due diligence and technical expertise for energy projects Romania, project Management, acceleration and ramp-up support, Supplier search audit and improvement in Eastern Europe.

**Mr. Jouko Parviainen**

**Project Manager, WENET North Karelia**

The presentation of Mr. Jouko Parviainen will describe a study carried out by Finnish forest energy experts in Berzasca, West Development Region, for a biomass based district heating (DH) system. There is a good potential but also a number of challenges both in forest fuel supply chain and an establishment of a DH system.

**Mr. Vlad Gaivoronschi**

**President, Architects Order Timis**

Mr. Vlad Gaivoronschi has a Bachelor Degree in Architecture from Traian Vuia “Politehnica” Institute, Timisoara and also a PhD in Architecture from “Ion Mincu” University of Architecture, Bucharest. He is Principal lecturer, “Politehnica” University, Timisoara, Faculty of Architecture, permanent professor for the courses Theory of Architecture, design workshop. In 1990 he started his own practice at *Andreescu & Gaivoronschi Ltd.* A renowned architect he is Vicepresident of the Romanian Order of Architects, President of Romanian Order of Architects TIMIS County, Member in the A.C.E.-Architect’s Council of Europe, Professional Experience workgroup and member in the U.I.A. – P.P.C. - Professional Practice Commission.

**Mr. Adrian Retezan**

**Vice president of AIIR**

Mr. Adrian Retezan is a consulting profesor at the „Politehnica” University of Timisoara in the field of civil engineering. He is president of the Romanian Installation Engineers Association and vice-president



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of the Romanian Installation Engineers. He has published 61 scientific papers which have appeared in different journals, 29 papers published in volumes of international manifestations. Additionally, he is organizer of technical-scientific manifestations such as: ASHRAE Danube Center annual meeting in Timisoara (April 2006-2011), in Sinaia (2007-2011) or REHVA (Federation of European Heating, Ventilation and Air Conditioning Associations) conference in Timisoara, 2012.

**Mr. Asko Puhakka**

**North Karelia University of Applied Sciences**

Mr. Asko Puhakka graduated in Forestry Engineering at Joensuu Forestry College and has a Master Degree in Administrative Sciences, Environmental Law from University of Joensuu. He is Lecturer in Environmental Technology at North Karelia University of Applied Sciences Joensuu. Additionally he is technical consultant and Share Holder at Bioenergy Team Finland since 2000, founder and share holder in Biowin Ltd since 2006 and chairman on the board at Finbio, Finish Bioenergy Association. His key qualifications are business models on energy entrepreneurship and environmental, training, programming, project planning and management, education & curriculum development.

**Mr. Eero Antikainen**

**Head of Research Environmental Technology , School of Engineering and Technology Savonia University of Applied Sciences**

Mr. Eero Antikainen is head of the Laboratory of Environmental Engineering which focus on applied research of water technologies and biogas processes. He has more than 10-year experience in RDI-activities in the field of environmental engineering.

Mr. Eero Antikainen will present Innovative pilot scales research and test projects in the field of water safety conducted within Savonia’s School of Engineering’s Laboratory of Environmental Engineering.

**Mr. Radu Dimeca**

**President, ROSENC**

Founder and president of Sustainable Energy Cluster in Romania – ROSENC, Mr. Radu Dimeca began his entrepreneurial life since 1990, and in 1991 he founded Grafoprint, which today is among the top 3 companies in the Timis County. From the position of Vice President of the Chamber of Commerce, Industry and Agriculture Timis, respectively Chairman of the Section of Services, he promotes organizational clusters as a solution in time of economic crisis and a viable alternative to eliminate the dangers of globalization in Timisoara / Banat and nationwide. Now ROSENC cluster facilitates and manages the collaboration of the leading actors in the region in renewable energy.



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## B. “InnoImpuls”- Innovative Products Competition & Exhibition

In order to identify the cross border stakeholders, we have identified together with our project partner, the Innovation Agency of the South Great Plain of Hungary (DARINNO), **7 sectors with innovative potential** in the **Romanian-Hungarian cross border area**. After identifying the sectors, we identified the **innovation actors** (innovative organizations from academia, R&D, businesses) and worked towards developing a **cross border database of innovators**. The database includes **Universities and Research and Development Centers, Companies** from the identified 7 sectors: **Automotive, Agro-Food, ICT, Energy Efficiency and Renewable Energy, Sustainable Constructions, Biotechnology and Geothermal Energy**.

Once the database was prepared, we organized several **roundtables and one-to-one meetings** with both academia, research organizations and businesses in order to present and promote the project, as well as to **identify potential proposals of innovative products, services, technologies** which could be presented during the Fair. We have developed a **registration form** and sent it to the database we prepared.

Potential applicants could access the registration form on the **project website** as well. Meanwhile, the project partners established a **Ro-Hu cross border Strategic Board and Evaluation Team** consisting of experts with relevant expertise in the innovation field. The Strategic Board and Evaluation Team had the role to guide the **overall process of the evaluation process**, decide on the application and evaluation procedures, evaluate the received registration forms, jury and decide the winners of the competition after collecting all of the registration forms until the set deadline.

In the “InnoImpuls”-Innovative Products Competition there were submitted **registration forms for 97 products, services and technologies**. The Strategic Board and Evaluation Team had some **preparatory meetings** where criteria and a procedure for evaluation of the registration forms were established. **12 were selected** for the “InnoImpuls”-Innovative Products Competition.

**97 innovative products, services and technologies** were **showcased within thematic exhibition stands** to the visitors, participants and the general public. The **best ones were** awarded within the “InnoImpuls”- Innovative Products Competition:

- The product **“Gemotherapic solution for the treatment of non-insuline-dependant diabethis”** from the **Banat University of Agricultural Sciences and Veterinary Medicine Timisoara** (USAMVB University) won the **first place** in the Competition.
- **Second place** was given to the **“Politehnica” University of Timisoara** for the product **“Technology and process for combined combustion, with coal, of biomass and urban waste”**

- **Third place** was given to the company CavityEye from Hungary for **“Quality control of plastic injection molded products with cavity pressure measurement”**.
- Also, **9 mentions** were given:
  - “Aurel Vlaicu” University of Arad – **“Whitening procedure for celulosis pulp”**
  - Advanced Clean Production Information Technology Ltd. – **“ActiFab – Online system for rapid planning and optimizing of production”**
  - Institute for Welding and Material Testing (ISIM Timisoara) – **“Hybrid welding procedure and technology, using pressure and ultrasounds”**
  - Inteliform Ltd. – **“Microinjection moulds and ultrasonic activated moulds”**
  - Romanian Sustainable Energy Cluster (ROSENC) – **“Solar Irrigation System (AQUASOLAR)”**
  - Research Association CorneliuGroup – **“Dynamic Device for Air Transfer within Cars”**
  - West University of Timisoara – **“Plant extracts, in vitro cells and tissues for treating immunologic and pathologic diseases”**
  - “Politehnica” University of Timisoara – **“Interactive natural light source”**
  - Prosys Rendszerház Kft.
- The awards consisted in **cash** and **consultancy schemes** and a **training session** in Intellectual Property Rights.
- **Ceremony of proclamation of winners** was held on the **second day of the Fair, April 04, 2013**. After the unanimous decision of the jury, the award was given by Raluca Cibu-Buzac, Project manager of the InnoBoost project and Sorin Maxim, General Director of the West RDA. The ceremony, in addition to the large number of media representatives was attended by experts in the field of ICT, clusters, automotive, energy efficiency and renewable energies, agrofood, intellectual property rights, wider public.





### C. Exhibition

In the **Exhibition Area** there were **47 exhibitors**, which showcased their innovative products, services and technologies within thematic exhibition stands.

The Exhibition was visited by over 600 attendees, which were treated to a wealth of learning and networking opportunities, product showcases, innovation and financing opportunities. Those who visited the fair could see 3D printers and products realized with 3D printers, solar irrigation systems, pasteurized liquid eggs, system for planning and optimization of production, solution for the treatment of different diseases





#### D. Good practice shows

In the **Exhibition Area** there were 3 sessions of **Good practice shows** held by representatives of Microsoft Romania, Alcatel Lucent Romania, ELI-HU Nonprofit Ltd. - Extreme Light Infrastructure, Livestock, Stratasys GmbH – partner of NUTechnologies, ERNACT, Digital Geek, Innovation Norway.





#### IV. Media, Promotion & Testimonials

The event benefited from a large promotion campaign that included:

- newsletters: S3 Smart Specialization Platform from Sevilla, Spain; Co2free project (funded through the Interreg IBC Programme); ROSENC (Romanian Sustainable Energy Cluster); newsletters developed by Tehimpuls.
- main homepage of the Hungary-Romania Cross Border Programme ([http://huro-cbc.eu/en/news/do\\_not\\_miss\\_the\\_crossborder\\_innovation\\_fair\\_quotinnomatchquot/333](http://huro-cbc.eu/en/news/do_not_miss_the_crossborder_innovation_fair_quotinnomatchquot/333));
- 3 press releases were sent to regional and local newspapers from Romania; Press release on the webpage of ERNACT (<http://www.ernact.eu/NewsAndEvents/News.aspx?MediaNewsID=246>);
- Events such as: ERNACT Management Meet in Timisoara, Smart Specialisation in Romanian Regions etc.
- Webpages of different regional, national and international institutions with role in regional development:
  - [www.acortimis.ro](http://www.acortimis.ro)
  - [www.arott.ro](http://www.arott.ro)



- [www.brct-timisoara.ro/ro/stiri/94/innomatch--targul-regional-de-inovare.html](http://www.brct-timisoara.ro/ro/stiri/94/innomatch--targul-regional-de-inovare.html)
- <http://www.expoarad.ro/targ/index.php?tg=27&lang=>
- <http://www.fonduri-ue.ro/comunicare/stiri-am-oi/1255-adr-vest>
- <http://www.fonduri-ue.ro/comunicare/stiri-am-oi/1101-adr-ne>
- <http://www.ipa.fraunhofer.de/InnoMatch.2102.0.html>
- <http://ipacv.ro/>
- <http://mdrt.ro/comunicare/buletine/newsletter-mdrt?newsID=164&art=1213>
- <http://www.stz-ost-west.de/en/steinbeis/steinbeis-donau-zentrum/innomatch.html>
- <http://www.cjcs.ro/>

- social media channels.

**Testimonials**

*What the speakers and exhibitors say:*

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*„Vă felicit pentru urganizarea evenimentului și sper din tot sufletul să aibă o viață cât mai lungă.”*

**Christina Leucuța**

Director Adjunct  
Ministerul Economiei

\*\*\*\*\*

*„Doresc să vă felicit pentru organizarea acestui eveniment inedit! Apreciez plusul de valoare pe care ADR Vest îl aduce în mod constant acestei regiuni prin proiectele pe care le desfășoară și strategiile pe care le dezvoltă.”*

**Andreea Suci**

Attorney-at-law  
Menzer & Bachmann – Noerr

\*\*\*\*\*

*„Let me congradulate you and your team for the successful workshop in Timisoara and the InnoMatch Fair in Arad. I had a great time in Romania and I think both events were very interesting and very well organized.”*

**Carlo Gianelle**

Smart Specialisation Platform  
European Comission – Joint Research Centre

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*„Multumesc pentru invitatia de participare la Targ si pentru toata grija pe care mi-ati acordat-o in aceasta perioada. Am ajuns cu bine acasa si placut impresionata de intregul eveniment de la Timisoara.*



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*Va felicit si va doresc in continuare succes! In masura in care si eu am putut contribui cu ceva la reusita evenimentului m-as simti foarte onorata.”*

**Bucura Ionescu**

Director OSIM

\*\*\*\*\*

*„Vă transmit FELICITĂRI calduroase din partea conducerii USAMVB Timișoara și a noastră, participanți la importanta manifestare expozițională, **Târgul Regional de Inovare – InnoMatch**, pe care a-ți organizat-o magistral.*

*Am fost onorați să luă parte la acest eveniment de înaltă ținută științifică, unde am întâlnit colegi și am stabilit noi legături profesionale, oportunitate de excepție, pe care o dorim anuală.*

*Vă mulțumim respectuos pentru aprecierea lucrărilor noastre și pentru minunatul și valorosul premiu acordat, de care sunt în continuare copleșită!”*

**Prof. Dr. Dorica Botău**

Universitatea de Științe Agricole și Medicină Veterinară a Banatului Timișoara

Câștigătoare a Premiului Regional de Inovare

\*\*\*\*\*

„Dear Karla,

i just wanted to thank you again for the great event and your support during these days.

Thanks and best regards from Frankfurt,

Bjoern”

**Bjoern Richter**

Channel Manager, Eastern Europe at Stratasys GmbH, NUTechnologies partner

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**Thank you for attending the First Edition of the “InnoMatch” Regional Innovation Fair!**

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More information at <http://innoboost.tehimpuls.ro/>.

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The “InnoMatch” Regional Innovation Fair was organized in the framework of the “InnoBoost – Boosting Cross Border Business Cooperation and Competitiveness through Innovation” project, and has received funding as part of the Hungary-Romania Cross-Border Cooperation Programme 2007-2013, being carried out in partnership with the Szeged Regional Innovation Agency.



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