

## ENRICH – European Network of Research and Innovation Centres and Hubs, China

### Link EU Innovators to China – ENRICH: From an Idea to a Reality

Dr. Sara Medina | [saramedina@spi.pt](mailto:saramedina@spi.pt)

Member of the Board, Sociedade Portuguesa de Inovação (SPI),



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## I.

### How it Started?

## II.

### How it Works?



## III.

### How is it Going?

## I.

### How it Started?

## II.

### How it Works?



## III.

### How is it Going?

# I. How it Started?

The European Commission launched a Horizon 2020 Call for Proposals (2016):

**ENG-GLOBALLY-09-2016: “Centres/Networks of European research and innovation”**

Improve the framework conditions for international cooperation in Research & Innovation

Foster cooperation between European STI organisations

Enhance impact of results from research and innovation projects

# I. How it Started?

## Projects:



# I. How it Started?

## Consortium





# I. How it Started?

## Advisory Board

Acting as a supporting and a consultative body of ERICENA, providing **advice** and **external monitoring**.

Name	Position	Organisation
Manfred Horvat	Independent Expert	Vienna University of Technology
Svend Otto Remoe	Special Adviser	Research Council Norway (RCN)
Michele Genovese	Senior Adviser	Agency for the Promotion of European Research (APRE)
Chris Cheung	Director	EU SME Centre in China
Can Huang	Professor, Deputy Head	Institute for Intellectual Property Management School of Zhejiang University
Wenhuan Xia	Managing Director	CCPIT-China International Economic Cooperation & Investment Inc (CCPIT-CIECI)

## I.

How it Started?

## II.

How it Works?



## III.

How is it Going?



## II. How it Works?



A **global initiative** to  
internationalise  
European  
research and  
innovation...

Promoted by the  
European  
Commission  
through Horizon  
2020

A **network of  
centres and  
hubs** that  
promotes  
**European STI**  
internationally

## II. How it Works?

How ENRICH works in  
China



**Connect and  
support** European  
STI organisations in  
China by **providing  
services**

**Reinforce the  
leadership** of  
European STI in  
China

**Promote STI  
cooperation**  
between Europe  
and China

## II. How it Works?

### A Network-based Initiative



Strategic geographic location



Network of 128 stakeholders



Interface with EU initiatives and existing STI infrastructures



From a project office to an independent Centre

## II. How it Works?

### Strategic Geographic Location



- ❑ Leveraging the consortiums' strong connection with the EU SME Centre in China, **ENRICH Headquarters will be hosted by its facilities in Beijing** since November 2017;



- ❑ **ENRICH has a liaison office in Brussels** hosted by EBN.

## II. How it Works?



### ENRICH Regional Hub in Chengdu

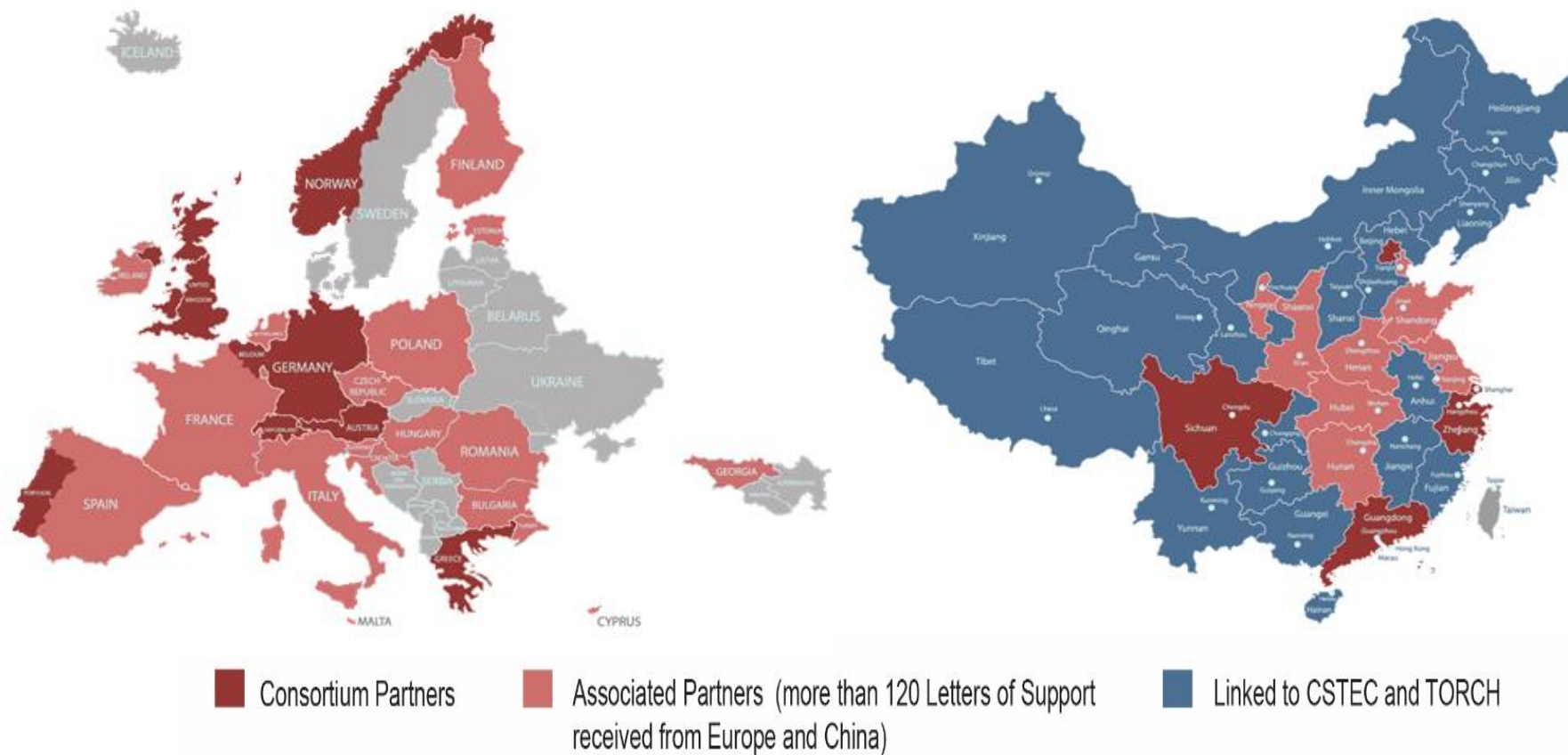
- ❑ **ENRICH Regional Hub in Chengdu** will be hosted by EUPIC via its new infrastructure Business & Innovation Centre for China-Europe Cooperation;
- ❑ The objective is to connect and support European STI organisations in **Western China**, particularly in **Sichuan Province**.



## II. How it Works?



### Network of 128 Stakeholders



## II. How it Works?



### Interface with EU initiatives and Existing STI Infrastructures

- ❑ ENRICH will **create and enhance links and synergies** with other relevant EU initiatives and STI infrastructures, particularly those with a physical presence in China;
- ❑ ENRICH will **work as an interface that links EU organisations in China with their customers and partners**;
- ❑ **ENRICH will look for synergies and cooperation to avoid overlap and competition!**

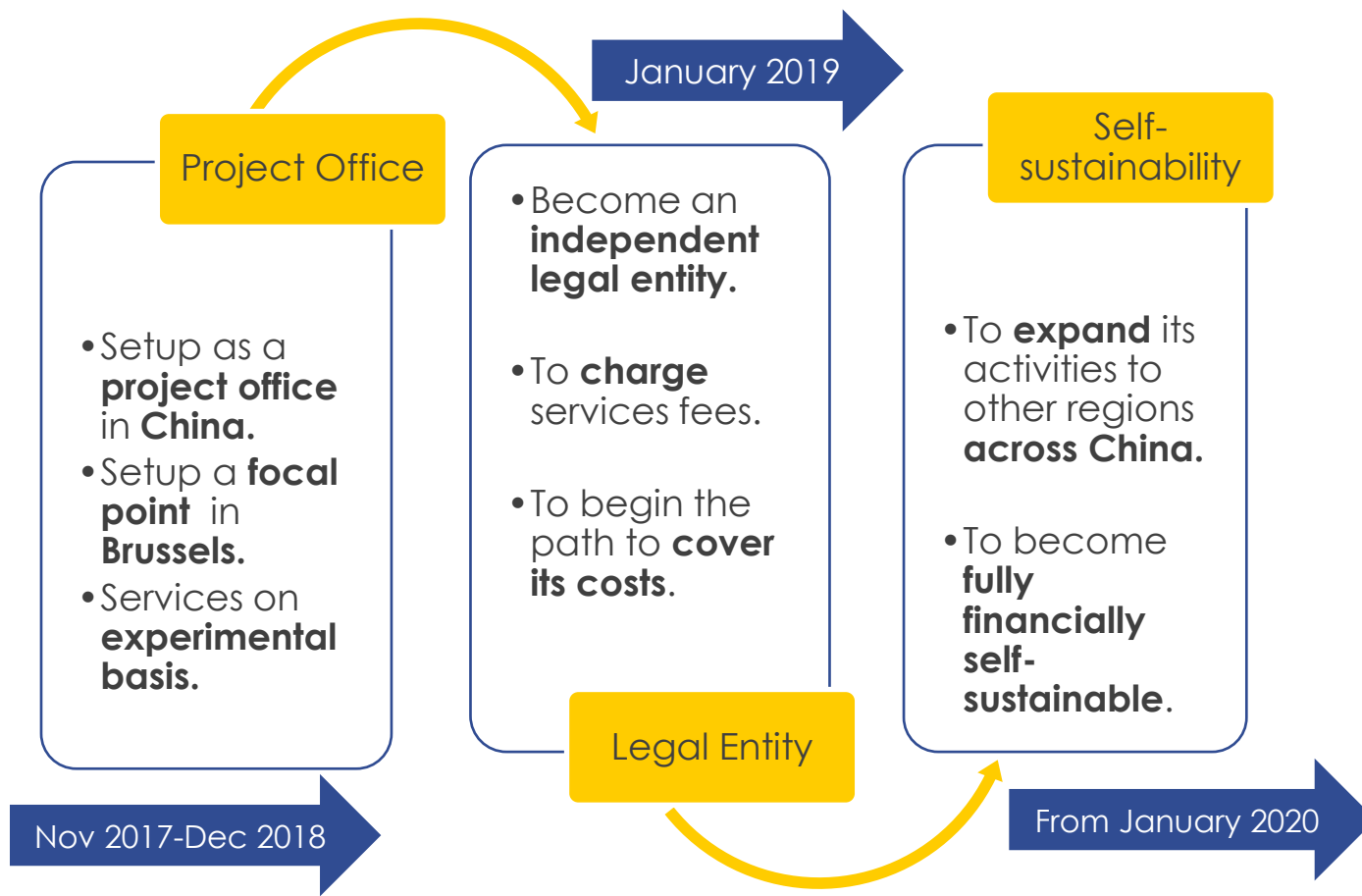




## II. How it Works?



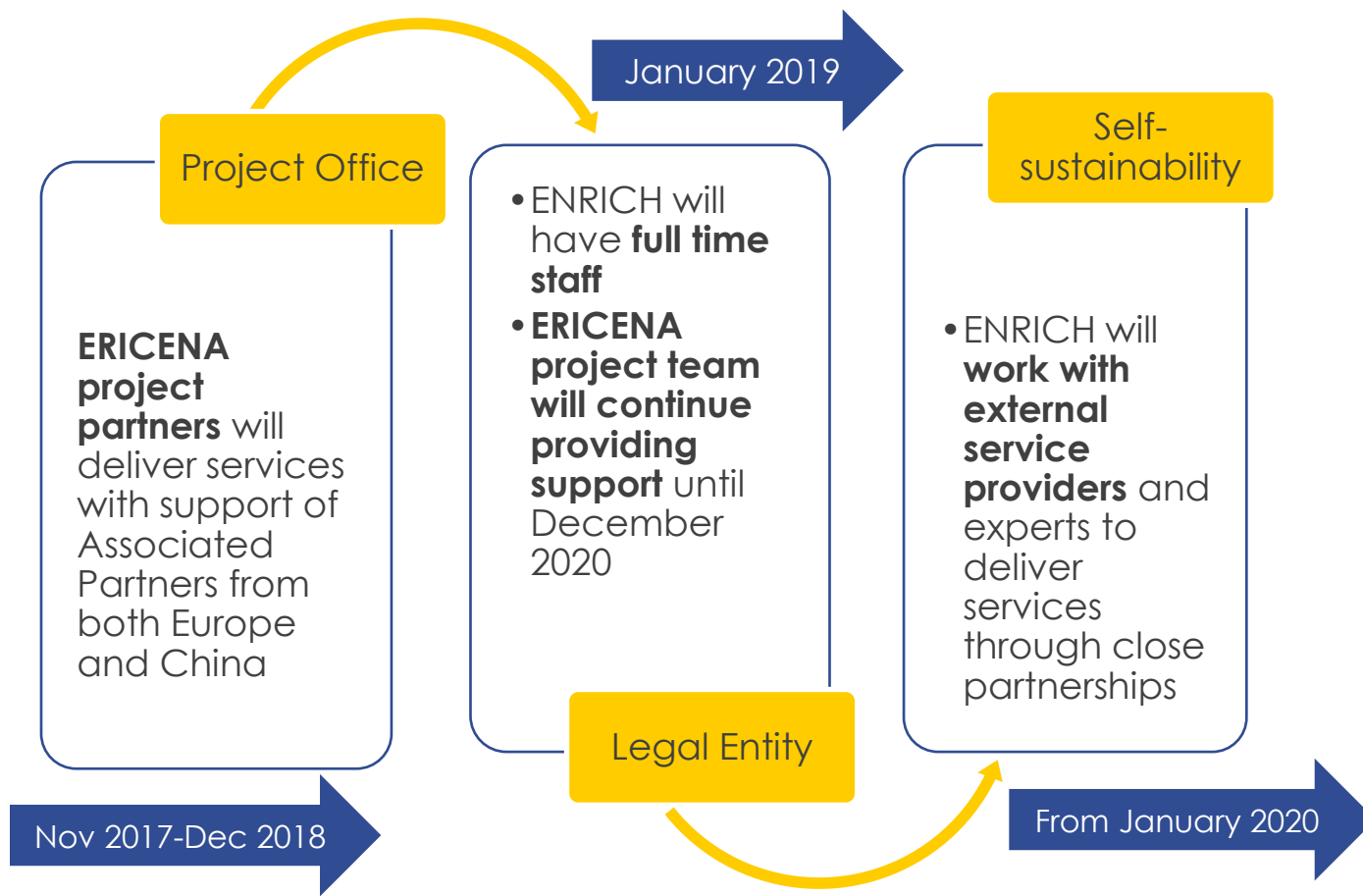
### From a Project Office to an Independent Centre



## II. How it Works?

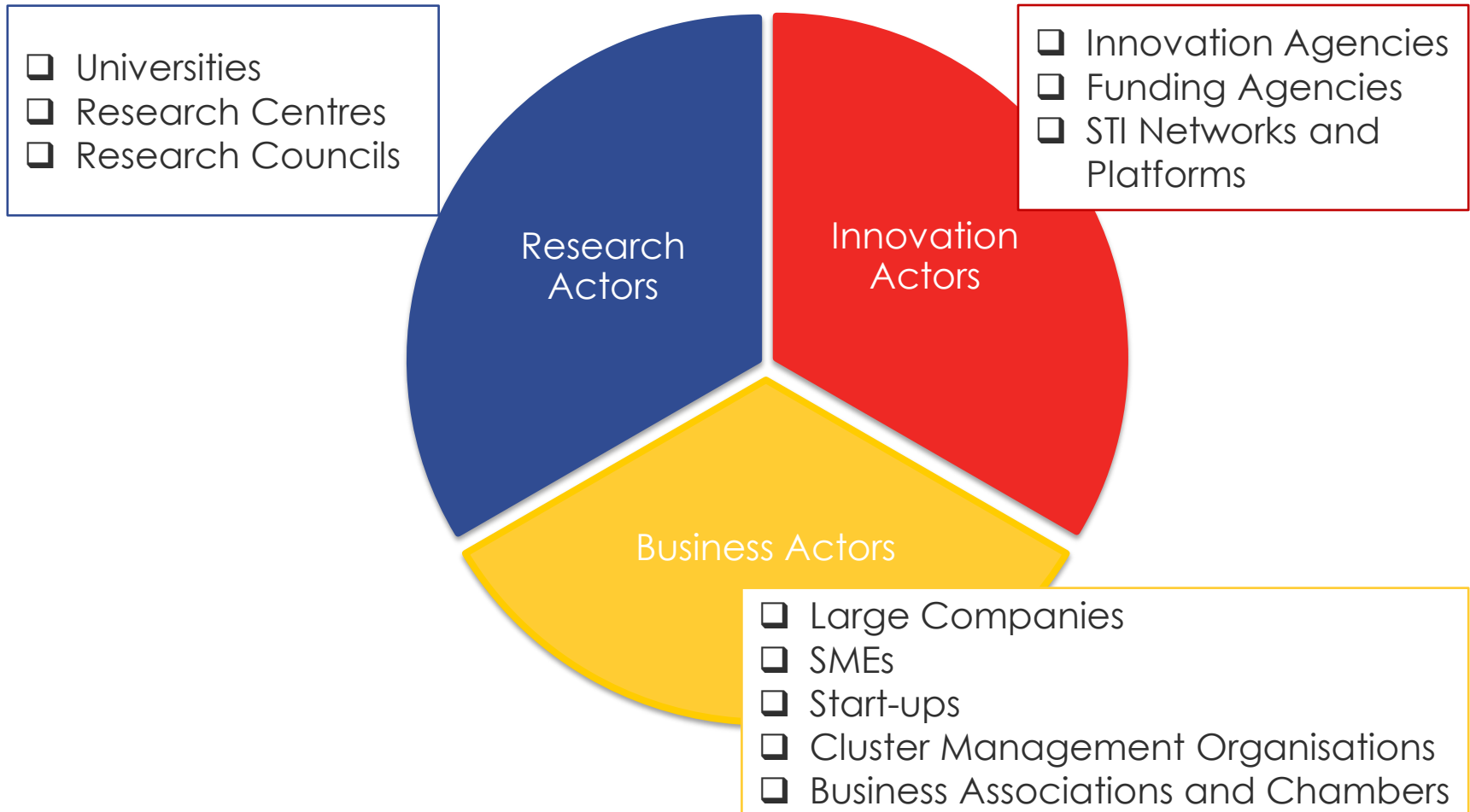


### How the Services will be Provided during the Process



## II. How it Works?

### Who are ENRICH's clients?

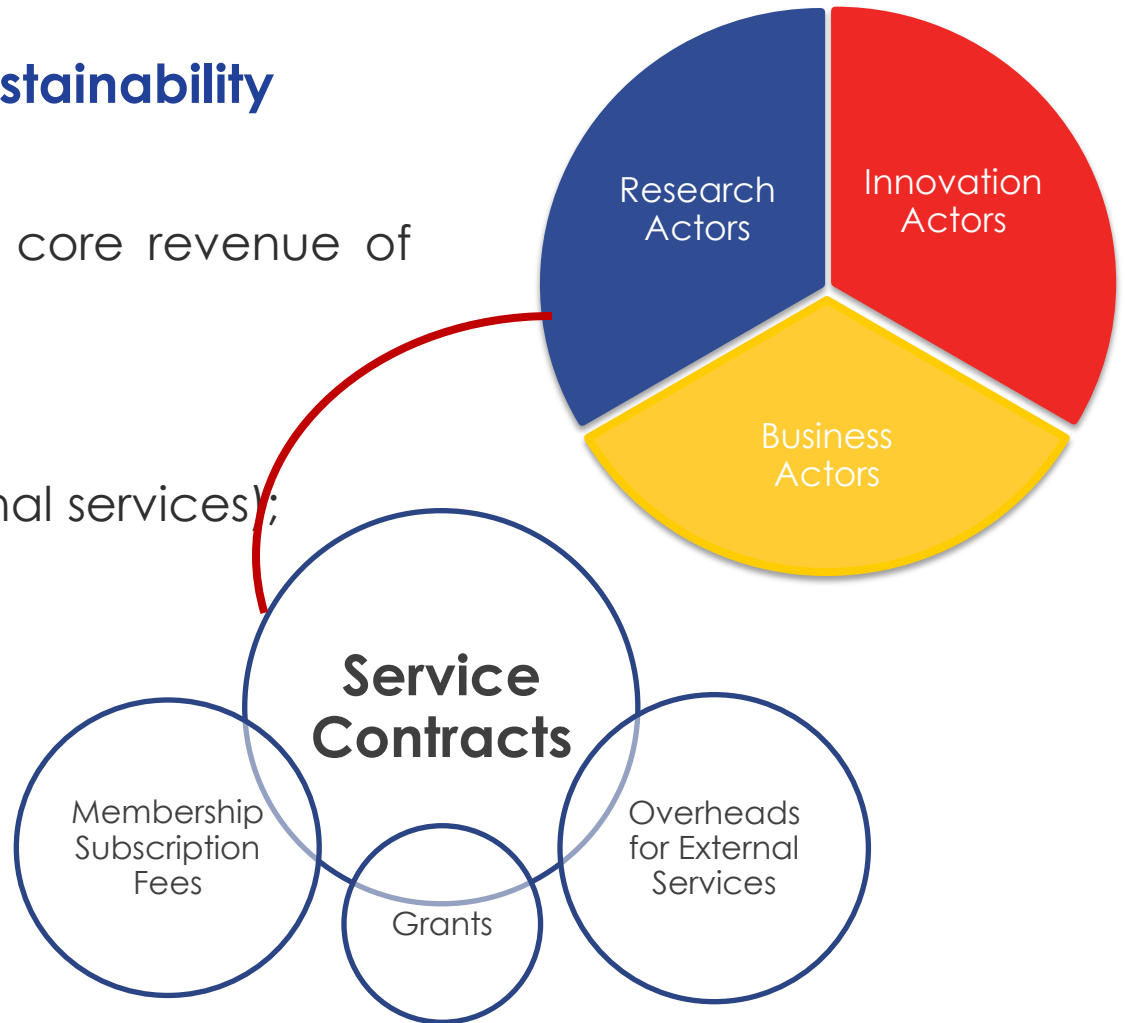


## II. How it Works?



### ENRICH: Financial Sustainability

- ❑ **Service contracts** as the core revenue of ENRICH
- ❑ **Diversification principle:**
  - ❑ Overheads (for external services);
  - ❑ Membership fees;
  - ❑ Grants.



## I.

How it Started?

## II.

How it Works?



## III.

How is it Going?

## III. How is it Going?

### Service Portfolio Set-up Process

- ❑ ERICENA partners went through a rigorous process to select **ENRICH Service portfolio**:



- 1 Proposal
- 2 Bilateral Interactions with the EC
- 3 Survey on demand and needs of support
- 4 Bilateral meetings to key EU organisations with presence in China
- 5 Workshops in Beijing, Shanghai and in Brussels
- 6 Service Portfolio Review Meeting
- 7 Final Service portfolio

# III. How is it Going?

## 1. From the Proposal

### ❑ Featured Activities:

Networking  
services

Advice and  
Support

Advocacy on  
Responsible  
Research and  
Innovation

Work space,  
infrastructure  
and  
secondment  
opportunities

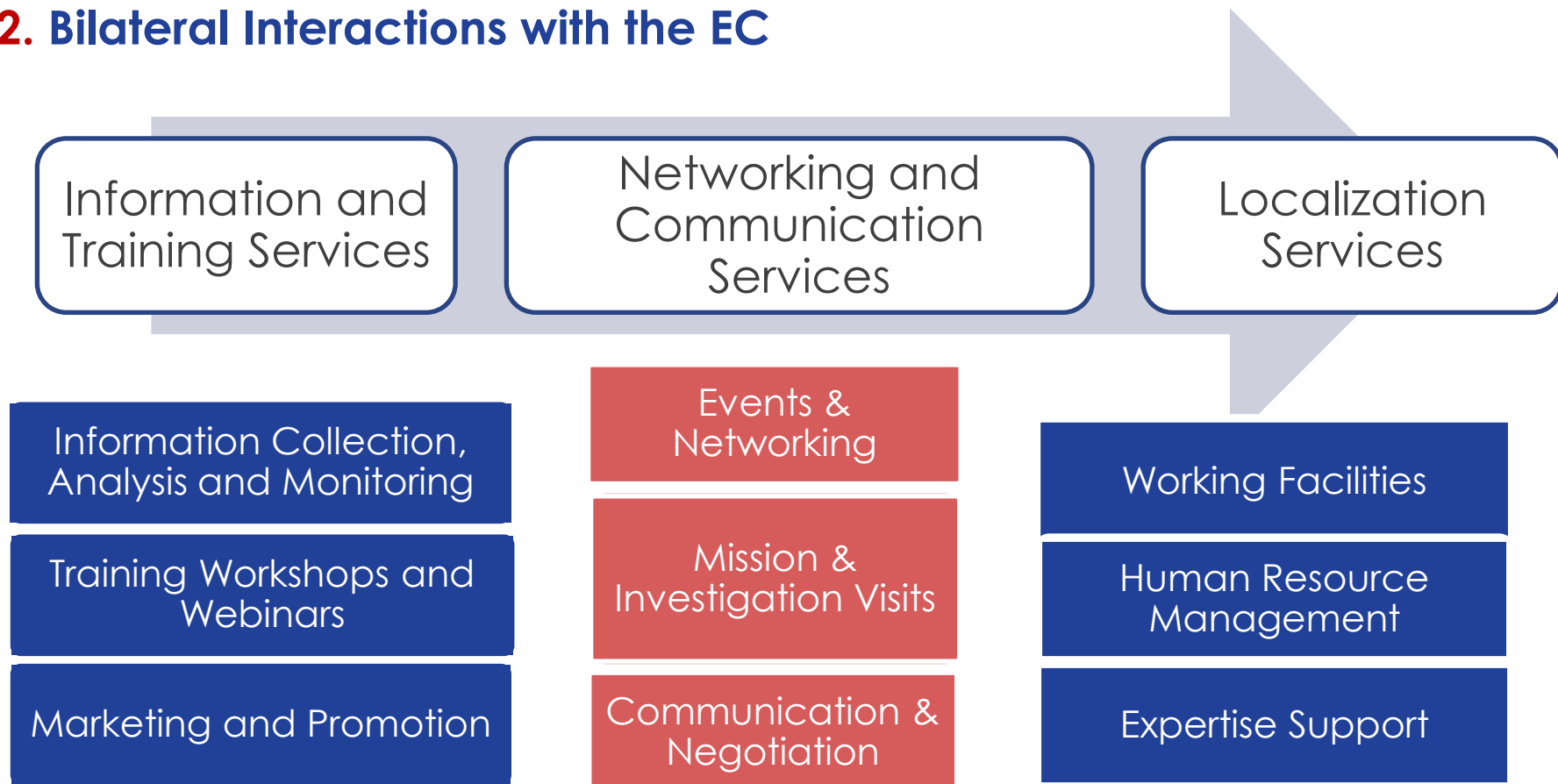
Design and  
piloting of  
public/private  
funding  
mechanisms

Promotion,  
awareness  
raising and  
training



# III. How is it Going?

## 2. Bilateral Interactions with the EC



## III. How is it Going?

### 3. Survey on Demand

- ❑ 475 respondents from China;
- ❑ Most needed/demanded services:

Research  
Conferences

Introduction  
to Local Key  
Players and  
Partners

Working Visits  
and Business  
Tours

Matchmaking  
Events

Thematic  
Studies

Guidance on  
Chinese  
Regional  
Markets

# III. How is it Going?

## 4. Bilateral Meetings (June 2017)

Beijing	Shanghai	Chengdu
CBBC	Tongji	EUPIC
EURAXESS	EUCCC	
BENCHAM	FinChi/Finpro	
Zhongguancun Inno Way	German Chamber (AHK)	
Swiss Chamber	Swissnex	
ECIPU	Innovation Center Denmark	
German Chamber of Commerce	SwissCham China	
EU SME Centre	Swiss Centers China	
Embassy of Greece		



## III. How is it Going?

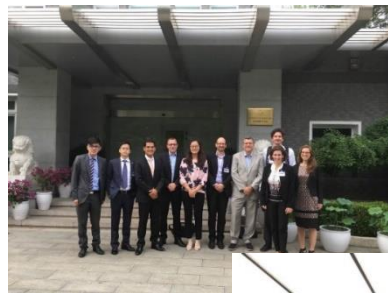
### 5 and 6. Workshops and Review Meetings

- ❑ Discuss and validate the PESTLE analysis on **Chinese STI landscape**;
- ❑ Define **ENRICH strategic business areas**;
- ❑ Fine tune **ENRICH service portfolio**.



# III. How is it Going?

## 5 and 6. Workshops and Review Meetings



**Beijing**  
June 6<sup>th</sup> and 7<sup>th</sup>, 2017

**Shanghai**  
June 9<sup>th</sup>, 2017

**Brussels**  
June 23<sup>rd</sup>, 2017

**Porto**  
July 26<sup>th</sup> and 27<sup>th</sup>, 2017



# III. How is it Going?

## 7. Final Service Portfolio



# Contact us in China and in Europe!

[www.eucentres.eu/china](http://www.eucentres.eu/china)

[china@eucentres.eu](mailto:china@eucentres.eu)

**Beijing, China**



**Chengdu, China**

Room 910, Sunflower Tower, No. 37  
Maizidian West Street  
Chaoyang District 100125, Beijing, China  
Tel: +86 (0) 10 8527 5300

Floor 7, Business & Innovation Centre for China-  
Europe Cooperation, No. 1577 Tianfu Avenue  
Chengdu, China  
Tel: +86 (0) 2885337021

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# III. How is it Going?

