



# Survey Form

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### Abstract

The document presents the questionnaire which will be shared between SMEs and ACCTiVate clusters. The survey based on this questionnaire will be conducted via electronic means, using EC approved tool called EUSurvey hosted on <https://ec.europa.eu/eusurvey/>.

## TABLE OF CONTENTS

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Table of Contents.....	3
FOREWORD.....	4
METHODOLOGY.....	5
ANNEX 1: The Questionnaire .....	7

## FOREWORD

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This deliverable is related to WP3 of the ACCTiVate project – Methodologies for cross-sectoral technology transfer. The objective of WP3 is to develop the methodology, strategy and tools for optimal identification of the right projects for the cross-sector transfer of technology. The development work will be preceded by analysis of the dynamics of technology transfer in the regions and sectors involved.

Deliverable 3.1 initiates the Work Package as the first deliverable of the task 3.1 – Analysis of dynamics for technology transfer in the involved regions/sectors. The purpose of the task is to analyse demand and supply of technologies sought and offered by the companies - participants of clusters - as well as the current practices and scale of technology transfer within and between the clusters involved in the project. The analysis will be preceded by surveys companies belonging to the clusters participating in the project, as well as direct interviews and case studies for a representative set of companies.

The purpose of the analysis will be to identify the factors that facilitate or hinder technology transfer as well as the current and preferred forms and procedures for technology transfer, with particular emphasis on cooperation between clusters (currently applied/preferred technology transfer methodologies). These factors will apply to both the companies and their environment, in particular to organizations that support technology transfer, such as: financial sector institutions, enterprises acting as agents in technology transfer, enterprises offering consulting services (legal, economic, financial, marketing, organizational and technical advice, training, etc.), legal environment and others. The analysis will take into account regional and sectoral aspects and the time factor (the analysis will cover the last 5 years).

The result of implementation of Task 3.1 will be the concept of methodology for cross-sector technology transfer. In the following chapter we briefly present the methodology applied to design the questionnaire and to identify the right software tools to process the survey. Annex 1 presents the resulting questionnaire which is the key output of this deliverable.

## METHODOLOGY

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The questionnaire presented in the Annex 1 to this document was designed in the following steps:

- First, on 6 July 2016, a teleconference was organised between all WP3 participants. During the teleconference, particular emphasis was put on the importance of reaching SMEs with the questionnaire and getting a high response rate. Partners also agreed on having one round of feedback for the initial version of the questionnaire and on the timing of this activity,
- The first draft of the survey was distributed between the members of the consortium on the same day in order to get their feedback for the final version,
- Based on the feedback received from the WP3 partners, the final version of the questionnaire was developed.

In parallel to the questionnaire development, the search for the right software application to manage the survey has been initiated. The software had to possess several vital functionalities, such as:

- reliability,
- ability to handle so called “dependency questions”<sup>1</sup>
- ability to export survey results into a common format, such as an Excel sheet,
- optimal cost.

Based on suggestions from the WP3 participants, the following survey applications were considered:

- Qualtrics (<https://www.qualtrics.com>),
- SurveyMonkey (<https://www.surveymonkey.com>),
- Google Forms (<https://www.google.com/forms>),
- EUSurvey (<https://ec.europa.eu/eusurvey>).

EUSurvey turned out to be the most appropriate tool. It satisfied all the prerequisite criteria and demonstrated several additional capabilities which proved its appropriateness for the ACCTIVate project. These were:

- ability to handle several language versions of the same questionnaire,
- simple to use tutorial in the form of the survey itself,
- being part of the EC’s web site (<https://ec.europa.eu>) it boosts our confidence in its stability and reliability, and finally,
- the application is free of charge.

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<sup>1</sup> i.e. answers given by participants determine subsequent questions

EUSurvey's ability to handle different language versions of the same survey gives us an additional tool to increase the response rate for respondents who would feel much more comfortable filling out the questionnaire in their native language. Therefore, it has been agreed that apart from the English language version, Portuguese, Spanish, Dutch and Polish versions would also be developed for the electronic survey.

## ANNEX 1: THE QUESTIONNAIRE

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**Analysis of the dynamics of technology transfer in regions and clusters  
involved in the ACTTiVate Project**

Dear Survey Participant,

We would like to introduce to you the EU (Horizon 2020 - Research and Innovation Framework Programme) ACTTiVate (PAN-European Clusters for Technology Transfer and new VAlue chains) project and invite you to take part in a questionnaire study within this project.

The overall concept of the project consists of supporting innovation in SMEs and fostering the smart reindustrialization of Europe by enabling the emergence of new cross-border and cross-sectoral value chains resulting from the translation of advanced technologies among selected sectors with strong synergies.

ACTTiVate aims to foster cross-sectoral innovation among SMEs from four different sectors – aerospace, agro-food, health and ICT.

The project will focus its effort on setting up strategies that allow clusters to lead the engagement of SMEs in activities intended to create new services and products and therefore the generation of new value chains and emerging industries across Europe. Furthermore, ACTTiVate intends to set up strategies to achieve stable growth of cross-sectoral and cross-border innovation beyond the project.

ACTTiVate will undertake 2 kinds of activities to optimize the benefits to SMEs:

- a) Direct funding of SMEs' innovative projects. The winning projects will receive an amount of up to 50.000€ each from a total of 1,5M€ from the project budget.
- b) Activities aimed at creating a favourable environment for innovation in SMEs, such as brokerage events, mentoring, coaching, mobility and exchange programs among other initiatives. The demonstration of the project at large scale will also be carried out during the project.

In order to prepare and to launch projects attractive for SMEs we need to know more about current practices and preferred forms of SME support. This is the main rationale of our questionnaire research.

The main objective of this survey is to gather data about and conduct:

- an analysis of demand and supply of technologies sought and offered by the companies - participants of clusters,
- an analysis of current practices and scale of technology transfer within and between the clusters involved in the project,
- identification of factors that facilitate or hinder technology transfer as well as the current and preferred forms and procedures for technology transfer, with a particular emphasis on cooperation between clusters (currently applied/ preferred technology transfer methodologies).

Thank you very much for your time and insights!

Yours sincerely,

The ACTTiVate Team



## 1. General information

1.1 I am representing:

Cluster	Company
<input type="radio"/>	<input type="radio"/>

1.2 Country of my location / operation:

Belgium	Ireland	Netherlands	Poland	Portugal	Spain	Other <sup>1)</sup>
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

1.3 Geographical region of my operations:

Mainly local	Mainly my country	International EU <sup>1)</sup>	International World <sup>2)</sup>
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify main countries of your EU operations:

<sup>2)</sup> Specify main countries of your international non-EU operations:

1.4 Cluster (or clusters) I belong to / represent:

Spain / Portugal			Poland		The Netherlands		Other <sup>1)</sup>	I am not member of any mentioned clusters
Madrid Aerospace Cluster	Tecnova	PTS	Aeroplan	Technology Partners	Oost NV	Agri Food Capital		
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

1.5 Main sector of activity of my company or cluster:

ICT	Agro-food	Health and medical devices	Aerospace	Other <sup>1)</sup>
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

1.6 The year in which your entity was established:

1.7 Please give the turnover of your company achieved in 2015 (thousands of Euro):

1.8 Please give the total average turnover of all your cluster's member-companies (thousands of Euro):

1.9 How many companies belong to your cluster?:

1.10 Could you please provide your e-mail address:

## 2. Innovation and research in the company or cluster

2.1 Does your company / companies in your cluster develop research and innovation projects?

YES	NO
<input type="radio"/>	<input type="radio"/>

2.2 Does your company / companies in your cluster have an innovation department/area?

YES	NO
<input type="radio"/>	<input type="radio"/>

2.3 Research & development investments of your company / companies in your cluster in the last years (2010-2015) - thousands of Euro

Year	2010	2011	2012	2013	2014	2015
R&D investments						

2.4 Have you transferred / received some technology to / from another sector? To / from which one?

Sector	ICT	Agro-food	Health and medical devices	Aerospace	Other <sup>1)</sup>
Technology transferred	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology received	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

2.5 Have you transferred / received some technology to / from another country? To / from which one?

Country	Belgium	Ireland	Netherlands	Poland	Portugal	Spain	Other <sup>1)</sup>
Technology transferred	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology received	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

2.6 Do you have patents?

YES	NO
<input type="radio"/>	<input type="radio"/>

2.7 How many own patents do you have?:

2.8 What is the cost of your company in licenses to third parties in 2015?

2.9 What is the 2015 total income that your company received from own patents?:

2.10 Please describe not more than 3 of your funded research project(-s) in which the company was involved in 2011:

Year 2011	Project 1	Project 2	Project 3
Project name			
Program name			
Budget ( <i>thousands of euro</i> )			
Project category (regional – R; national – N; European – E; others – O)			

2.11 Please describe not more than 3 of your funded research project(-s) in which the company was involved in 2012:

Year 2012	Project 1	Project 2	Project 3
Project name			
Program name			
Budget ( <i>thousands of euro</i> )			
Project category (regional – R; national – N; European – E; others – O)			

2.12 Please describe not more than 3 of your funded research project(-s) in which the company was involved in 2013:

Year 2013	Project 1	Project 2	Project 3
Project name			
Program name			
Budget ( <i>thousands of euro</i> )			
Project category (regional – R; national – N; European – E; others – O)			

2.13 Please describe not more than 3 of your funded research project(-s) in which the company was involved in 2014:

Year 2014	Project 1	Project 2	Project 3
Project name			
Program name			
Budget ( <i>thousands of euro</i> )			
Project category (regional – R; national – N; European – E; others – O)			

2.14 Please describe not more than 3 of your funded research project(-s) in which the company was involved in 2015:

Year 2015	Project 1	Project 2	Project 3
Project name			

Program name			
Budget ( <i>thousands of euro</i> )			
Project category (regional – R; national – N; European – E; others – O)			

2.15 Do you cooperate with public centres as innovation agents?:

Universities	Public research centres	Public consulting organisations	Others <sup>1)</sup>	None
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

2.16 Do you cooperate with private centres as innovation agents?:

Technological centers	Private foundations	Industrial R&D organisations	Consulting organisations	Other innovative companies	Others <sup>1)</sup>	None
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

2.17 How does your company acquire innovations?:

Market research	Own research and ideas of new products, services	Consultancy assessment/suggestions	Communication tools: e-mails, newsletters, workshops, exhibitions/fairs, conferences, etc.	Industrial partners/organisations	Suppliers	Customers	Others <sup>1)</sup>
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

2.18 What is the major source of financing for the technologies that your company acquires?

Own funds	Funded research projects	Private investments	Bank loans	Others <sup>1)</sup>	No technology acquired
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

2.19 Please rank your technology competences and attractiveness:

Leader in most relevant technologies; able to retain position	<input type="radio"/>
Leader in some technologies; can improve further	<input type="radio"/>
Average in most technologies; leader in one or two; opportunities to improve	<input type="radio"/>
Follower in many technologies; average in the rest; some scope for improvement	<input type="radio"/>
Follower in almost all technologies; unlikely to improve significantly	<input type="radio"/>

2.20 How important is technology transfer?

Ad hoc activity	<input type="radio"/>
Planned activity integrated with company's strategic goals	<input type="radio"/>

### 3. Technology acquisition – technology sourcing

3.1 Please rank your company's current ability to ACQUIRE technology independently (alone):

We have well established systems and practices, procedures and adequate resources to acquire technology independently, and capacity to improve	<input type="radio"/>
We have adequate systems, considerable activity and capacity to acquire technology independently	<input type="radio"/>
Awareness of concepts, some systems, some activity to improve	<input type="radio"/>
Some awareness, few systems, little activity to improve	<input type="radio"/>
No concepts how to acquire technology independently	<input type="radio"/>

3.2 Please indicate the total amount of investments in new technologies (incl. necessary equipment for production, licences, know-how, scientific and measurement tools, computers and computer programs, etc.) as a whole in the following years:

Technology transfer from another sector to my company		Until 2010	2011	2012	2013	2014	2015	Examples of technologies acquired
ICT	Number of transactions							
	Total amount <sup>1)</sup>							
Agro-food	Number of transactions							
	Total amount <sup>1)</sup>							
Health and medical devices	Number of transactions							
	Total amount <sup>1)</sup>							
Aerospace	Number of transactions							
	Total amount <sup>1)</sup>							
Other sectors	Number of transactions							
	Total amount <sup>1)</sup>							

<sup>1)</sup> In thousands of Euro

3.3 What technologies that other sectors use/own and in which form would be valuable for your company?

	Idea/ concept	Patents & brands	Technical specification of technology	Machinery/ equipment	Know -how	Components/ materials	Other forms of available technologies
ICT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Agro-food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Health and medical	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

devices							
Aerospace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Your sector	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other sectors not mentioned above	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



#### 4. Technology transfer

4.1 Please rank your company's current ability to SELL technology independently (alone):

We have well established systems and practices, procedures and adequate resources to transfer (sell, license) technology independently, and capacity to improve	<input type="radio"/>
We have adequate systems, considerable activity and capacity to transfer technology independently	<input type="radio"/>
Awareness of concepts, some systems, some activity to improve	<input type="radio"/>
Some awareness, few systems, little activity to improve	<input type="radio"/>
No concepts how to transfer technology independently	<input type="radio"/>

4.2 Dynamics of a technology transfer (e.g. sale, licensing) from your company to other sectors. Please indicate when applicable:

Technology transfer from my company to another sector		Until 2010	2011	2012	2013	2014	2015	Examples of technologies transferred
ICT	Number of transactions							
	Total income <sup>1)</sup>							
Agro-food	Number of transactions							
	Total income <sup>1)</sup>							
Health and medical devices	Number of transactions							
	Total income <sup>1)</sup>							
Aerospace	Number of transactions							
	Total income <sup>1)</sup>							
Other sectors	Number of transactions							
	Total income <sup>1)</sup>							

<sup>1)</sup> In thousands of Euro

4.3 What technologies that your company uses would be valuable for other sectors and in which form ?

	Idea/ concept	Patents & brands	Technical specification of technology	Machinery/ equipment	Know- how	Components/ materials	Other forms of available technologies
ICT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Agro-food	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Health and medical devices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Aerospace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Your sector	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other sectors not mentioned above	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## 5. Identification of facilitators and barriers of cross-sectoral technology transfer

5.1/5.2 Please evaluate the following factors as facilitators (left side of the table) and as barriers that hinder (right side of the table) **cross-sectoral technology transfer**. Use the 1-7 relevance scale.

*Interpretation of the relevance scale: 1=Irrelevant; 2=Slightly Relevant; 3=Moderately Relevant; 4=Neutral; 5=Relevant; 6=Very Relevant; 7=Most Relevant*

Categories	Enabling factors of technology transfer								Hindering factors (barriers) of technology transfer							
	1 - irrelevant				7 - most relevant				1 - irrelevant				7 - most relevant			
	1	2	3	4	5	6	7	I don't know	1	2	3	4	5	6	7	I don't know
Access to financial sources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge of market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge how to valuate technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ready-for-use (technology readiness level)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Geographical distance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technical assistance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge of industry attractiveness and the value chain	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of other assets (i.e. capital, equipment, IP, etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Expertise and skills in technology commercialisation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
“Freedom to operate” in terms of IP protection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other <sup>1)</sup>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1)</sup> Specify:

**6. Identification of current and preferred (future) forms and procedures for technology transfer, with a particular emphasis on cooperation between clusters (currently applied/ preferred technology transfer methodologies)**

6.1/6.2 CURRENT (left side of the table) and PREFERRED - FUTURE (right side of the table) **forms and procedures for technology transfer**, with a particular emphasis on cooperation between clusters, the following mechanisms of technology transfer are / will be the most widely applied. Use the 1-7 relevance scale.

*Interpretation of the relevance scale: 1=Irrelevant; 2=Slightly Relevant; 3=Moderately Relevant; 4=Neutral; 5=Relevant; 6=Very Relevant; 7=Most Relevant*

Categories	Current forms and procedures for technology transfer								Preferred (future) forms and procedures for technology transfer							
	1 - irrelevant				7 - most relevant				1 - irrelevant				7 - most relevant			
	1	2	3	4	5	6	7	I don't know	1	2	3	4	5	6	7	I don't know
Temporary staff exchange	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
R&D consultancy/ collaboration contracts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Licence agreements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Further development by start-ups and spin-offs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Joint-ventures or other forms of enterprise alliances	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Open innovation architectures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Joint R&D projects or similar schemes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Participation in conferences and/or workshops	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Regional and/or professional network	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Inflow of PhD graduates	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other <sup>1)</sup>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1.</sup> Specify:

## 7. Identification of needs to support your company/cluster in cross-sectoral technology transfer (TT)

7.1 Do you have plans to equip your company with specific personnel to accelerate technology transfer?

We already have the right skills	<input type="radio"/>
YES, we are planning to employ new personnel	<input type="radio"/>
NO, we do not have plans to employ new personnel	<input type="radio"/>

7.2 Types of qualifications necessary to exercise a role of technology transfer personnel within companies?

*Interpretation of the relevance scale: 1=Irrelevant; 2=Slightly Relevant; 3=Moderately Relevant; 4=Neutral; 5=Relevant; 6=Very Relevant; 7=Most Relevant*

Categories	1 - irrelevant							7 - most relevant
	1	2	3	4	5	6	7	I don't know
Up-to-date general technical knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Up-to-date technical knowledge specific for selected sectors (ICT, medicine, aerospace, agriculture)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business intermediary experience	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Industry-university collaboration	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Regional networks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Large business network	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supply chain management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Alliance management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Collaborative business models	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Innovation policies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Crowdsourcing								
Co-development								
Cross-cultural experience								
Risk management								
Intellectual property right								
Finance								
Marketing								
Negotiations skills								
Ethics								

Categories	1 - irrelevant							7 - most relevant
	1	2	3	4	5	6	7	I don't know
Intercompany project management								
Decision making skills								
Management skills								
Conflict resolution skills								
Foreign language skills								
Communication skills								
Presentation skills								
Leadership skills								
Entrepreneurial attitude								
Collaboration skills								
Other qualifications, specify which one (-s)								

1. *Specify:*

7.3/7.4 CURRENT and PREFERRED forms (needs) of support of cross-sectoral technology transfer.  
Use the 1-7 relevance scale.

In your view, the following forms of current (left side of the table) and preferred (right side of the table) technology transfer are / shall be the most widely applied:

*Interpretation of the relevance scale: 1=Irrelevant; 2=Slightly Relevant; 3=Moderately Relevant; 4=Neutral; 5=Relevant; 6=Very Relevant; 7=Most Relevant*

Categories	Current forms (needs) of support of cross-sectoral technology transfer								Preferred forms (needs) of support of cross-sectoral technology transfer							
	1 - irrelevant							7 - most relevant	1-irrelevant							7 - most relevant
	1	2	3	4	5	6	7	I don't know	1	2	3	4	5	6	7	I don't know
Market research	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Financial support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Consulting services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Negotiations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technical support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology evaluation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Resolving IP issues	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to information and knowledge in TT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Regulatory framework affecting TT / technology entrepreneurship	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
TT web-portals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business support services for early stage innovative ventures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mentoring and training programs in TT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Incubator / acceleration infrastructures for technology ventures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support for TT networks / TT professional events	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to information about sources and types of funding available	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Awareness of external technologies / opportunities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
IP licensing / patents management & negotiation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge about technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowledge about clusters	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Understanding consumer acceptance of new	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

	Current forms (needs) of support of cross-sectoral technology transfer								Preferred forms (needs) of support of cross-sectoral technology transfer							
	1 - irrelevant				7 - most relevant				1-irrelevant				7 - most relevant			
	1	2	3	4	5	6	7	I don't know	1	2	3	4	5	6	7	I don't know
<b>Categories</b>																
technologies																
List of relevant initiatives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Self-assessment tool about adoption or transferring of new technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Links to related platforms to facilitate companies on basic information of technologies acquisition and transfer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
List of companies / organisations who facilitate the technology transfer process	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Description of some business cases as examples	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Network meetings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Training courses and seminars about TT	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Questions and answers tool about adoption or transferring of new technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
One hub (portal) for basic knowledge about adoption or transferring of new technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Easy access to companies (clusters) offering/looking after new technologies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other <sup>1)</sup>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<sup>1.</sup> Specify:



**8. FEEDBACK AND RESPONDENT INFO**

**8.1.** What is your opinion about the survey?

- This survey covers important issues
- We consider the research on this topic to be pointless

**8.2.** Are you interested in the results of the survey?

If yes, in what form:

- No
- Yes, brief report
- Yes, full report

**8.3.** Are you interested in participating in further project actions leading to supporting technology transfer to/from your company?

- Yes
- No

**8.4.** Are you interested in future cooperation on the topics covered in the survey?

If yes, in what form:

<input type="radio"/> Writing business cases
<input type="radio"/> Participation in round tables, workshops, and conferences
<input type="radio"/> Evaluating and giving feedback on the curricula on cross sectoral technology transfer
<input type="radio"/> Participation in technology transfer supporting actions
<input type="radio"/> Individual consultations
<input type="radio"/> Other, please specify: <input type="text"/>

**8.5.** If you are interested in receiving the report, participating in supporting actions, or being contacted in the future, please provide your details. Please write your name and surname:

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**8.6.** What is your gender:

- Female



Male

**8.7.** What is your job title?

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**8.8.** How long have you worked for the company?

- Less than 1 year
- 1 to 3 years
- 3 to 5 years
- 5 to 10 years
- Longer than 10 years

**8.9.** Is there any other feedback that you wish to provide?

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