

Project: "ICT" - A WAY TO IMPROVE THE SKILLS FOR THE YOUNG ENTREPRENEURS

MEETING MINUTE

Project: ICTWAY 2003	Activity: Sharing experience visit in USA & Second steering meeting
No.: 3	Data: 22.10.2003 Hour: 09:00

Participants:	
CDIMM MARAMURES:	Radu BIG, Mirel MIHALI, Nicolae DASCALESCU, Mitru PETRE, Carmen NEACSU, Margareta SUCIU
BIIC Harghita:	Berta BENEDEK; Marta KOVACS
TIG USA:	Norman KADERLAN; Deborah WALKER;
CBE Bucharest:	
UEFISCSU:	

Subjects:
<p>The main activity implemented in October was the Sharing Experience visit in Austin, USA, organised by Technology Innovation Group for the Romanian partners, the period been 18 Oct. – 02 Nov. 2003. Eight Romanian staff members and trainers participated to this activity, six representing CDIMM Maramures and 2 representing BIIC Harghita.</p> <p>The travel started in Baia Mare and Miercurea Ciuc Friday, 17th October, evening and the join meeting was in Bucharest at the Otopeni International Airport. The team landed in Austin in 18th October, 19:45.</p> <p>The programme organised by TIG was a combination of site visits to the main organisations that are working in ICT, research and development, as well as training sessions and meetings with companies' representatives. In the day 22nd of October we had a steering committee meeting focused on project implementation as well as on reporting procedures. The activity timetable is annexed.</p> <p>A short description of the visited organisation is presented below (prepared by Norman Kaderlan).</p> <p>Angelou Economics is an economic development consulting firm specializing in the needs of technology companies and communities seeking to recruit them. They advise communities wanting to take advantage of the new economy and create custom economic development strategies for communities wanting to expand their high-tech base.</p> <p>Clickin Research provides actionable market intelligence through internet-based market research technology. Their research has helped clients launch new brands, determine market size of new ventures, and determine customer satisfaction with a product or service offering.</p> <p>Laszlo A. (Les) Belady has extensive worldwide experience in research institutes and industry, cultivated as a longtime R&D executive. He has worked with organizations ranging in size from start-ups to Fortune 100 corporations. Originally from Hungary, has held a number of distinguished posts managing software research and other aspects of information technology. He was a Corporate Director, Software Technology for IBM World Headquarters after which he was Manager of the IBM Research Laboratory in Tokyo. He was the founding Vice President of Microelectronics and Computer Technology Corp. (MCC) in Austin. Subsequently, he was founding Chairman and CEO of all four laboratories of Mitsubishi Electric Information Technology Center America (ITA) in Cambridge, MA.</p> <p>"The Enterprise of Technology: From Mind to Market" is a graduate course at The University of Texas at Austin that brings together students from the College of Engineering, College of Natural Sciences, College of Pharmacy, College of Law, and Graduate School of Business to</p>

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explore the commercialization technology. Delegates from Romania sat in on a class that featured presentations of business plans from three companies from the Austin Technology Incubator to a panel of investors and entrepreneurs.

3M, a Fortune 500 diversified technology company, has a major research and development presence in Austin. The group visited the 3M Innovation Center.

Siberlink is an Austin-based company that manages offshore IT outsourcing for clients. Its primary focus is Russia, but its leaders are knowledgeable about the context of Eastern Europe.

IBM Extreme Blue is a major internship program that serves as IBM's incubator for talent, technology, and business innovation. It brings together a project team of technical and MBA interns, along with technical and business mentors, to develop new high-growth businesses.

Houston Technology Center is a business accelerator that incubates emerging technologies within key industries: energy, information technology, life Sciences, Nanotechnology, Earth Sciences, and NASA-originated technologies.

Dr. Kate Mackie is on the marketing faculty of the McCombs Graduate School of Business at The University of Texas at Austin.

Business Success Center provides comprehensive business improvement and support services for small businesses, primarily owner-managed businesses.

Technology Commercialization at The University of Texas at Austin. Presentations from Dr. Steven Nichols, Associate Vice President for Research, and Dr. Neil Iscoe, Director of the Office of Technology Commercialization, and a Donnie Vanelli, a graduate student. Dr. Nichols provided an overview of the philosophy of commercialization at UT; Dr. Iscoe spoke on the approach of the Office of Technology Commercialization; and Mr. Vanelli talked about the numerous mechanisms for students to be involved in technology commercialization.

San Antonio International Office is an international trade office operated by the City of San Antonio. It assists businesses in make contacts within existing networks and trade organizations; access to export services, investment; and co-investment opportunities for international projects.

City Base San Antonio is a project that is transforming a former military base in San Antonio to a technology park.

The Capital Network produces premiere conferences for entrepreneurs to learn about organizing, operation, and financing privately held companies, and to network with venture capitalists, private equity investors, professional service providers, and corporate executives.

Austin Technology Incubator advises early-stage, high-risk companies and provides the necessary assistance to make their technology-based ventures succeed. It is considered one of the premiere technology incubators in the world.

SATAI is a targeted economic development initiative for developing an advanced technology economy for the San Antonio region. It provides hands-on development of advanced technology start-up companies, assists established companies in accessing tech-based solutions, organizes and coordinates local equity capital formation, and coordinates an alliance of a network of service providers.

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Teksa Innovations is a business integrator-incubator providing services and networks to emerging biosciences, information technology, and engineering companies. It provides solutions throughout the entire lifecycle from knowledge creation to commercialization.

North Texas Enterprise Center for Medical Technology assists entrepreneurs with starting and growing new medical technology companies. It encompasses a medical technology incubator/accelerator, a Capital Investors Initiative providing incentives for capital providers to locate in the area, and a proposed technology park.

Nanotechnologies is an Austin company providing custom engineered nanopowders specifically designed to meet the needs of its customers.

The topics for the steering meeting are presented below.

1. Project revision
 - Implemented activities
 - Project results (preliminary evaluation)
 - Ongoing activities
 - Planned results
2. First Quarter report
 - Summary presentation
 - Comments from partners
3. Assessment in Romania
 - Brief presentation (TIG)
 - Comments from partners
4. Planned activities for next 6 months
 - Objective 1:
 - Report conclusion;
 - Preparing first follow-up visit;
 - Training support preparing; trainers selection;
 - Objective 3:
 - Improving the infrastructure in BICs;
 - Training for trainers (beneficiaries selection; training planning);
 - Preparing curriculum;
 - Networking (local meetings, seminars)
 - Dissemination (ICTWAY site at <http://ict.cdimm.org>)
 - Planned results and deliverables
5. Next report (6 months report)
 - Technical issues
 - Preliminary financial issues
6. Other problems from partners

The TIG representatives rented the Hotel Hawthorn conference room for the project purposes (training and meetings). Also TIG organised the travel in Austin and for other location renting a 15 places VAN.

The Romanian delegation left Austin in 1st of November 2003.

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<p>Conclusions:</p> <p>The Sharing experience activity was excellent organised by TIG representatives and it was focussed on the main subjects of the ICTWAY 2003 project. The organisations selected for visits and for meetings are very active in the field of ICT, new technologies, RD or advisory.</p> <p>It is necessary to remark the huge effort and the activities delivered by Norman Kaderlan and Deborah Walker to select the best organisations, to made all appointments in a short period of time, to solve all requested logistics, as well to ensure leisure activities in weekends, site visits, family meetings etc.</p> <p>The interest for the project was considerable and we identified possibilities to co-operate for long term with the actual partners as well as with the visited organisations.</p> <p>Next mile stones:</p> <ul style="list-style-type: none"> ➤ Up-grading the infrastructure for communication in BICs (Dec 2003) ➤ Preparing and starting the training for trainers (Nov 2003 – March 2004) ➤ Preparing and starting the networking meetings (Nov. 2003) ➤ Preparing the 6 month report
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Problems to be solved:	Responsible:	Deadline:
Up-grading the infrastructure for communication in BICs	Radu BIG Berta BENEDEK Cezar SCARLAT	Dec 2003
Preparing and starting the training for trainers – first session on Planning, Strategies, Informatics for managers	Radu BIG Cezar SCARLAT	02 – 06.12.2003
Networking meetings wits local organisations	Radu BIG Berta BENEDEK	Nov. 2003 Dec. 2003
Preparing the 6 month report (technical and financial) as well as the planned deliverables	Radu BIG	31 Dec. 2003

Next meeting:		
No.: 4	Data: June 2004	Hour:

Prepared by

 Radu BIG
 General project manager