



**INSME**  
International Network for SMEs



## **INSME-WASME**

### **International Training Course**

### **“Management of Innovation and Technology Transfer”**

*Detailed Agenda*

#### **Venue:**

**UN Asia Pacific Centre for Transfer of Technology  
Adjoining Technology Bhawan, SJS Marg  
New Delhi 110016**

**Session 1: Managing the Technology Transfer Process**

Main Topic: *Assessing the technology and innovation needs*  
(9:30 – 21:30)

Time	Topic	Trainer
9:30 – 10:00	- Registration of participants	
10:00 – 10:30	- Presentation of trainees, trainer and tutors	Mr. A. Furlani (INVENT), Mr. E. Callegati (INSME), Mr. V. N. Prasad (WASME)
10:30 – 11: 15	- The national innovation systems	Mr. A. Furlani (INVENT)
11:15 – 11:45	- The role and type of business support intermediaries	Mr. E. Callegati (INSME)
11:45 – 13:30	- The technology transfer process: <ul style="list-style-type: none"> <li>o <i>Identification of technologies and preparation of technology dossier</i></li> <li>o <i>Technology Audit</i></li> </ul> - The profession of technology broker - Technology audit test (part 1): <ul style="list-style-type: none"> <li>o <i>Customer needs assessment simulation. Introduction and analysis of the case study back-ground documentation to carry out the technology audit.</i></li> </ul>	Mr. A. Furlani (INVENT)
13:30 – 14:30	<i>Lunch Break</i>	
15:00 – 16:00	- Opening Ceremony, in the presence of: <ul style="list-style-type: none"> <li>• <i>Dr. R.A. Mashelkar (CSIR , Government of India)</i></li> <li>• <i>H.E. A. Armellini (Italian Embassy)</i></li> <li>• <i>Dr. A. Agrawal (WASME)</i></li> <li>• <i>Ms. S. Marzetti (INSME)</i></li> <li>• <i>Mr. Se-Jun Yoon (UN APCTT)</i></li> </ul>	
16.00- 18.00	- Technology audit test (part 2): <ul style="list-style-type: none"> <li>o <i>Direct interview of an Indian entrepreneur RP Banerjee, CEO, SSP India Pvt.Ltd.</i></li> <li><i>Q&amp;A and for preliminary work group discussions</i></li> </ul>	Mr. A. Furlani (INVENT)
19.30 – 21.30	- Welcome reception – India International Centre	

**Session 2: Managing Technologies and Innovations in SMEs**

Main Topic: *Commercialisation of innovation and technology search*

(9:30 – 13:15)

Time	Topic	Trainer
9:30 – 11:00	<ul style="list-style-type: none"> <li>- Identification of potential clients</li> <li>- Marketing of technologies</li> <li>- Commercialisation of innovation and technologies</li> <li>- Connectivity with Knowledge Institutions</li> </ul>	Mr. A. Furlani (INVENT)
11:00 – 11:45	<ul style="list-style-type: none"> <li>- Learning from alliances and networks: two case studies                             <ul style="list-style-type: none"> <li>o <i>INSME presentation</i></li> <li>o <i>WASME presentation</i></li> </ul> </li> </ul>	Ms. S. Marzetti (INSME) Dr. J.S. Juneja (WASME)
11:45 – 13:15	<ul style="list-style-type: none"> <li>- Technology Watch and Business Intelligence</li> <li>- Technology Acquisition</li> <li>- Negotiation Techniques and Strategies</li> </ul>	Mr. A. Furlani (INVENT)

13.15 – 14.15      *Lunch Break*

**Session 3: Outdoor training: Technology audit**

(14:15 – 18.15)

Time	Topic	Trainer
14:15 – 18.15	<ul style="list-style-type: none"> <li>- Technology audit test (Part 3) - Outdoor training:                             <ul style="list-style-type: none"> <li>o <i>Visit to the Indian company recipient of the audit test</i> <i>SSP India Pvt.Ltd. Faridabad</i></li> <li>o <i>Fine-tuning and development of the technology audit</i></li> <li>o <i>Group presentation and feedback</i></li> </ul> </li> </ul>	Mr. A. Furlani (INVENT) Accompanying expert: Mr. Mohit Mahajan (FITT)

**Session 4: Legal aspects of technology transfer**

(9:30 – 13:15)

Time	Topic	Trainer
9:30 – 11:00	<ul style="list-style-type: none"> <li>- IPR Issues</li> <li>- Technology Transfer Agreements                             <ul style="list-style-type: none"> <li>o <i>Licensing/Cross Licensing, Joint Ventures, etc.</i></li> </ul> </li> </ul>	Dr. P. Ganguli (WIPO)
11:00– 12:00	<ul style="list-style-type: none"> <li>- Safeguarding of Interests of Stakeholders                             <ul style="list-style-type: none"> <li>o <i>Secrecy/Non-Disclosure Agreements etc.</i></li> </ul> </li> </ul>	Dr. K.V. Swaminathan (WITT)
12:00 – 13:15	<ul style="list-style-type: none"> <li>- Role play and group work on drafting an agreement                             <ul style="list-style-type: none"> <li>o <i>The type of agreement on which making the exercise will be chosen by the trainer</i></li> </ul> </li> <li>- Case study</li> </ul>	Mr. R. Vijh (UNAPCTT)

13:15 – 14:15    *Lunch Break*

**Session 5: Outdoor training -Academic research and industry linkages**

(14:30 – 17:30)

Time	Topic	Trainer
14:30 – 17:30	<ul style="list-style-type: none"> <li>- Academic research - Industry linkages and commercialisation of technologies:                             <ul style="list-style-type: none"> <li>o <i>Site visit to the technology business incubator of the Foundation for Innovation and Technology Transfer, Indian Institute of Technology, New Delhi (<a href="http://www.fitt-iitd.org">www.fitt-iitd.org</a>)</i></li> </ul> </li> </ul>	Dr. A.K. Sengupta (FITT)  Accompanying experts: Mr. E. Callegati (INSME) Mr. Mohit Mahajan (FITT)

**Session 6: Financial Instruments for Enterprise Innovation**

Main Topic: Finance for innovation

(9:45 – 11:30)

Time	Topic	Trainer
9:45 – 10.45	<ul style="list-style-type: none"> <li>- Venture capital                             <ul style="list-style-type: none"> <li>o <i>early stage financing and expansion financing</i></li> </ul> </li> <li>- Angel funding</li> <li>- Other Indian and international financing tools</li> <li>- Public-private partnership initiatives</li> </ul>	Mr. Ajay Kumar Kapur (SIDBI VCL)
10.45- 11.30	<ul style="list-style-type: none"> <li>- Case study and success story on financing innovation in SMEs</li> </ul>	Mr. Ajay Kumar Kapur (SIDBI VCL)

**Closing Session**

(11:30 – 13:15)

Time	Topic	Trainer
11:30 – 12:00	<ul style="list-style-type: none"> <li>- Final Test</li> </ul>	<i>Trainees</i>
12:00 – 12:30	<ul style="list-style-type: none"> <li>- Evaluation, discussion and feed-back</li> <li>- Submission by interested participants of potential technology transfer or technological cooperation projects</li> </ul>	<i>Trainees</i>  With the coordination of: Mr. A. Furlani (INVENT) Mr. V.N. Prasad (WASME) Mr. E. Callegati (INSME)
12:30 – 13:15	Closing Session: <ul style="list-style-type: none"> <li>- Presentation of attendance certificates</li> <li>- Guest: Mr. B.S. Minhas, Secretary, Ministry of Small Scale Industries, Government of India</li> </ul>	

13:15 – 14:15 **Lunch Break**

14:15 onward	OPTION 1 - <i>Networking session on potential technology transfer projects and ideas</i>	With the coordination of : Mr. A. Furlani (INVENT) Mr. E. Callegati (INSME) Mr. V.N. Prasad (WASME)
<b>FREE TIME</b>	OPTION 2 - <i>A city tour might be arranged at a nominal cost</i>	

**TRAINERS**

- Mr. Aleardo Furlani – Chief Executive Officer,  
*INVENT S.A.S. ([www.invent.fr](http://www.invent.fr)) and INNOVA S.P.A. ([www.innova-eu.net](http://www.innova-eu.net))*
- Dr. K V Swaminathan – Chairman,  
*WITT - Waterfalls Institute for Technology Transfer ([www.witt.org](http://www.witt.org))*
- Mr. Rajeev Vijh – In-Charge, Technology Exchange Services  
*UN APTTC - United Nations Asian and Pacific Centre for Transfer of Technology ([www.apctt.org](http://www.apctt.org))*
- Mr. Ajay Kumar Kapur - Chief Executive Officer,  
*SIDBI Venture Capital Ltd. (SVCL) ([www.sidbiventure.co.in](http://www.sidbiventure.co.in))*
- Dr. Prabuddha Ganguli – Consultant  
*WIPO - World Intellectual Property Organisation ([www.wipo.int](http://www.wipo.int))*
- Dr. A.K. Sengupta, Managing Director,  
*FITT - Foundation for Innovation and Technology Transfer, Indian Institute of Technology  
([www.fitt-iitd.org](http://www.fitt-iitd.org))*
- Dr. J.S. Juneja - Senior Advisor,  
Mr. V N Prasad - Senior Economic Advisor,  
*WASME – World Association for SMEs ([www.wasmeinfo.org](http://www.wasmeinfo.org))*
- Mr. Mohit Mahajan – Executive Consultant (IPR & TT )  
*FITT - Foundation for Innovation and Technology Transfer, Indian Institute of Technology  
([www.fitt-iitd.org](http://www.fitt-iitd.org))*
- Mr. Enrico Callegati – Project Officer,  
*INSME Association (International Network for Small and Medium Enterprises) ([www.insme.org](http://www.insme.org))*

## **ACKNOWLEDGEMENTS AND THANKS**

**This international training programme is organised in collaboration with:**

- FITT -Foundation for Innovation and Technology Transfer, Indian Institute of Technology
- SIDBI Venture Capital Ltd. (SVCL)
- UN APCTT -United Nations Asian and Pacific Centre for Transfer of Technology
- UNIDO – Cluster Development Programme – INDIA
- WAITRO – World Association of Industrial and Technological and Research Organisations
- WIPO - World Intellectual Property Organisation
- WITT - Waterfalls Institute for Technology Transfer

**And the support of the:**

- Embassy of Italy – New Delhi