



Steinbeis-Europa-Zentrum - Germany  
www.steinbeis-europa.de



Opticsvalley - France  
www.opticsvalley.org



Foundation for Research and  
Technology Hellas - Greece  
www.forth.gr



OptecNet Deutschland e.V. - Germany  
www.optecnet.de



PhotonicSweden - Sweden  
www.photonicsweden.com



Photonics Austria - Austria  
www.photonics-austria.at



SECPHO - Light Technologies Cluster - Spain  
www.secpho.org



National University of Ireland, Galway – Ireland  
www.nuigalway.ie



Laser & Engineering Technologies Cluster – Lithuania  
www.litek.lt



Knowledge Transfer Network Limited – United Kingdom  
www.ktn-uk.co.uk



It's all possible  
with light



COORDINATOR CONTACT

Samantha Michaux  
Steinbeis-Europa-Zentrum  
Phone: +49 721 935 19123  
E-Mail: michaux@steinbeis-europa.de



For further information on RespiceSME  
and to follow our progress please visit:  
[www.respice-sme.eu](http://www.respice-sme.eu)



Regional, national and European Support for Photonics Innovation  
Clusters enhancing SMEs Innovation Potential



**SEE THE LIGHT INSIDE**

## RESPICESME IN A NUTSHELL

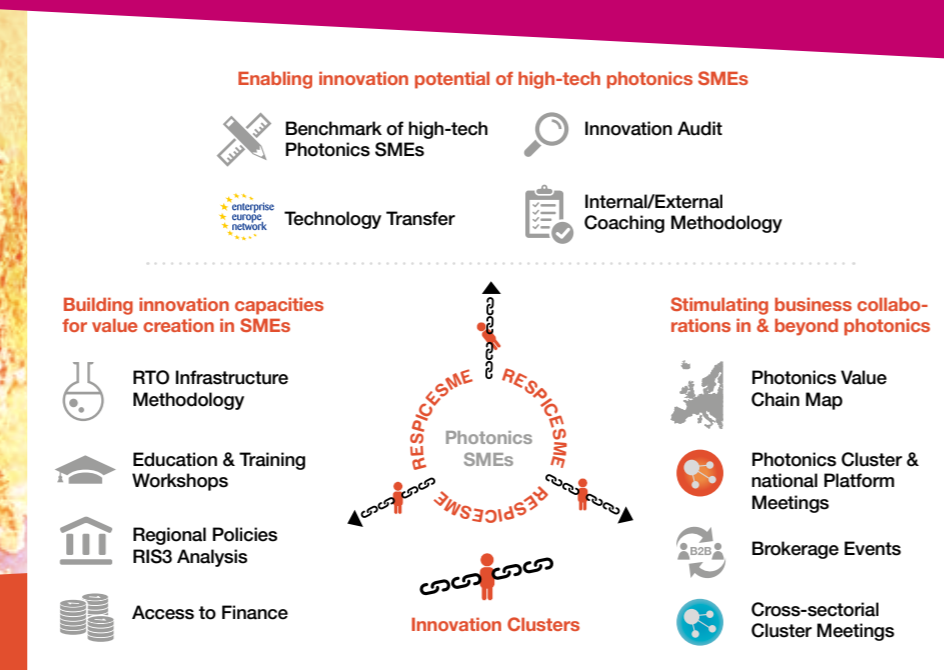
The **RespiceSME** project aims to reinforce the innovative capacity of Europe's photonics Small and Medium Enterprises (SMEs), clusters and national platforms by **stimulating targeted collaborations in and beyond photonics**. RespiceSME proposes new approaches for stronger innovative effectiveness using a **3-dimensional approach**. In the first dimension, RespiceSME will evaluate and stimulate the **innovation potential** in order to strengthen the **innovation capacity** of high-tech photonics SMEs. In the second dimension, RespiceSME will enhance the global **technological exploitation** of photonics innovation capacity by analysing different **value chains** valuable for high-tech photonics SMEs. This will allow significant

leveraging of non-photonics sectors such as **Environment/Energy, Transport, and Manufacturing**, thereby, enabling the penetration of new markets and/or new application areas close to markets. The third dimension focuses on creating a bridge over the 'Valley of Death'\* to **increase the competitiveness** of the European photonics sector by developing Best Practices for enabling photonics SMEs access to **European and regional Research Technology Organisations**, harnessing **educational and training** programmes aligned with their specific needs, determining next generation regional innovative **smart specialisation strategies** and providing access to **public and private financial supports**.



## THE RESPICESME TOOLBOX

RespiceSME provides a solid foundation through dedicated tools for enabling the innovation potential of high-tech photonics SMEs, stimulating new business collaborations in and beyond photonics, revealing support opportunities and building the innovation capacities for value creation in SMEs.



### ENABLING INNOVATION POTENTIAL OF HIGH-TECH PHOTONICS SMES

The ability of SMEs to exploit new technologies and to respond quickly to changing market needs gives them a pivotal role in the success of the European economy. Supporting high-tech photonics SMEs in their innovation process and bringing those innovations successfully into the market are the highest priorities of RespiceSME's consortium which puts the following tools into practice:

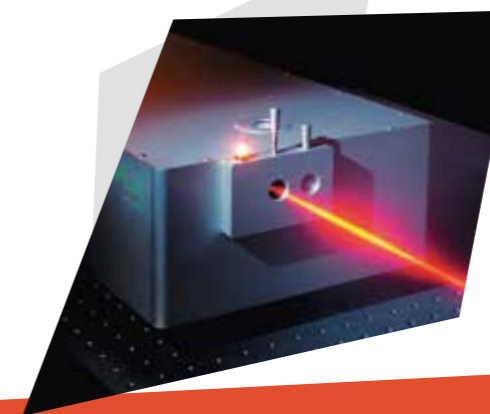
- Potential Innovation Index to benchmark innovation capacities of SMEs
- Innovation Audit to measure innovation strengths and weaknesses of SMEs
- Coaching Methodology and 'Innovation Assistants' to help high-tech photonics SMEs to improve their innovation potential

### STIMULATING NEW BUSINESS COLLABORATIONS IN AND BEYOND PHOTONICS

Photonics technologies offer a seemingly boundless source of innovation for non-photonics sectors such as Environment/Energy, Transport and Manufacturing – thereby enabling the penetration of new markets and/or new application areas close to markets. RespiceSME optimises

the value of inter-sectoral applications of photonics by promoting better mutual understanding and exploitation of interdisciplinary value chains and sector roadmaps. For this purpose, the following tools will be implemented:

- Methodology for Value Chain Analysis for commercial sectors of Environment/Energy, Transport and Manufacturing
- Transfer of Best Practices between Photonics Clusters and National Platforms
- Cross-sectorial Cluster Meeting to support the transfer of Photonics in new industrial sectors
- Brokerage events to promote SMEs collaborations



### BUILDING INNOVATION CAPACITIES FOR VALUE CREATION IN SMES

The road between discoveries generated from basic research to commercial products is long and this is why it is crucial to ensure that research is properly aligned to commercialisation. In this framework, RespiceSME helps SMEs to overcome the 'Valley of Death' and bring innovations to market through the following tools:

- Methodology for easy access to Research and Technology Organisations (RTOs)
- Access to skilled personnel through the education and training programmes
- Analysis of Regional Smart Specialisation Strategies (RIS3)
- Access to finance



## IMPACTS AND BENEFITS

The central vision of RespiceSME is to help create conditions where high-tech photonics SMEs:

- Are easily identified and can increase their visibility.
- Improve their innovation potential through coaching by cluster management/staff or through cooperation with RTOs or education facilities.
- Meet other photonics experts and establish business collaborations through trade opportunities, know-how and technology transfer.
- Establish stronger links with their innovation clusters and national platforms.
- Cooperate with non-photonics experts from different value chains and application sectors who are interested in photonics sector and their businesses.
- Obtain access to financial resources and research infrastructures and thereby overcome the 'Valley of Death'.

**RespiceSME** supports the promotion of optical technologies as key enabling technologies in research, development application, education and training.

**RespiceSME** increases the awareness of policy makers on photonics in defining general conditions and priorities to increase the efficiency of innovation in the field of photonics.

**RespiceSME** creates a sustainable photonics community with close co-operations between companies and research institutes in order to promote innovation.

**RespiceSME** helps SMEs in finding new investment opportunities, tailored to their technology portfolio and company dynamics while efficiently targeting market needs.

**RespiceSME** reveals, generates and exploits all tools available for bridging the 'Valley of Death' for new-born photonics SMEs.

**RespiceSME** brings SMEs closer to end-user companies through common activities of non-photonics sectors.

**RespiceSME** scales up and down collaboration and networking activities with emphasis in SME cases, starting from B2B while progressing to Cluster 2Cluster collaborations in national and European level.

**RespiceSME** increases the contribution of SMEs to the economic development of the relevant region and country, while catalysing synergies in regional level considering optimised value chains and existing smart specialisation strategies.

