

FICHA DE PROGRAMA
TÍTULO DEL PROGRAMA: ELAN Network
(ELAN COMPONENT II)

ELAN has the overall objective to increase and diversify the European Union's economic presence in Latin America. It has two components: ELAN Biz (component I) and ELAN Network (component II). ELAN supports European SMEs to seize business opportunities by linking together research & innovation and trade. It targets the creation of synergies and networks to promote and foster business opportunities for European enterprises.

Despite being financed under the ICI+ instrument ELAN has been designed and is managed by DEVCO, in close collaboration with DG TRADE, GROW and RTD. Both were designed as pilot projects with the intention in case of success to be followed a second phase (consolidation, wider actions and exit strategy) to be financed by an ICI+ like instrument such as the Partnership Instrument.

ELAN Network

- Implementing partner/Contractor: **TECNALIA Research and Innovation** (Spain) lead of the consortium (see members in annex)
- Grant: “EU and LA Business Services and Innovation Network (ELAN) – Component II”
- CRIS N° **ICI + 2013/24846** / Budget line 21.095102 / EuropeAid/135750/DH/SER/Multi
- Budget: **5.495.776 €** / duration: 36 months
- Period of implementation: 19/01/2015 to 18/01/2018, extended until **30/06/2018**.

Objectives:

1. **Networking support:** Establishing a European and Latin American self-sustainable network of research and innovation actors, in order to promote lasting partnerships, share knowledge and generate technology transfer, in particular in areas aligned with European applied research.
2. **Business opportunities creation:** Increasing SME competitiveness through the generation of technology-based business opportunities.

Main results achieved so far:

Networking support:

- The initial identified network of 28 members has been expanded now to 67 members from Latin America and Europe. All members are active (list on map in annex).
- The Network represents the “triple helix”. It is composed of public administrations, business support organisations and knowledge and technology based organisations. It covers respectively 13 countries from the EU and 8 countries of Latin America¹. Some of the members have a regional vocation (e.g. in Europe: ERRIN, Eurochambres, EARSC and JIIP).
- 23 events / missions have taken place within 7 LA countries and 3 technical missions to Europe, bringing together more than 2.500 participants (600 from EU).

¹Initially the 7 target countries of ELAN: Argentina, Brazil, Chile, Colombia, Costa Rica, Mexico and Peru. Ecuador joined at a later stage during the implementation.

Business opportunities creation:

- 52 Technology Based Business Opportunities have been signed up to date, 10 of them including direct technology transfer from EU to LAC; a few examples:
 1. *Transfer of technology and capacity building between a Portuguese SME and a group of Costa Rican companies (area: energy efficiency);*
 2. *Co-development of technological solutions between a Croatian and a Brazilian SME (area: ICTs in the railway sector);*
 3. *Co-creation of a R&D institute between a Polish technological centre and a Colombian university (area: natural fibres);*
 4. *Transfer of technology (framework agreement) between a Spanish and an Argentinian laboratory (area: clinical genetics and genomic medicine);*
 5. *Building in Mexico of a greenhouse using self-sustainable technology developed in Germany (area: medical plants).*
- 8 multiplier alliances have been signed up (exceeding initial programme target); an example is provided below:

Framework contract between a Spanish governmental body and a Costa Rican consortium gathering the triple helix actors, to align strategies and programmes in technology and innovation; more specifically to develop together a plan aiming at supporting Spanish and Costa Rican SMEs and creating linkages between them, based on technology and innovation. A call for proposals is planned for early 2018 to finance Costa Rican and Spanish SMEs active in the biotechnology and health sectors.

Soft benefits:

- Added value of the Network, from the point of view of its members: it constitutes a very accessible tool to find the right connections and networking opportunities; it helps SMEs to generate new tech-based business between EU and LAC; it helps to find the right partners for alliances & projects.
- Initially focused on promoting EU's SMEs interests, in the course of implementation the ELAN Network project has evolved towards showing benefits for SMEs and innovation stakeholders of LA and is positively perceived in LA for that.
- The project answers to the need expressed by many SMEs of access to new technologies. It is complementary to AL-INVEST 5.0 but also to Horizon 2020 and other EU projects.
- The project allows a number of countries without any specific representations in LA to develop activities (i.e. Croatia, Baltics States).

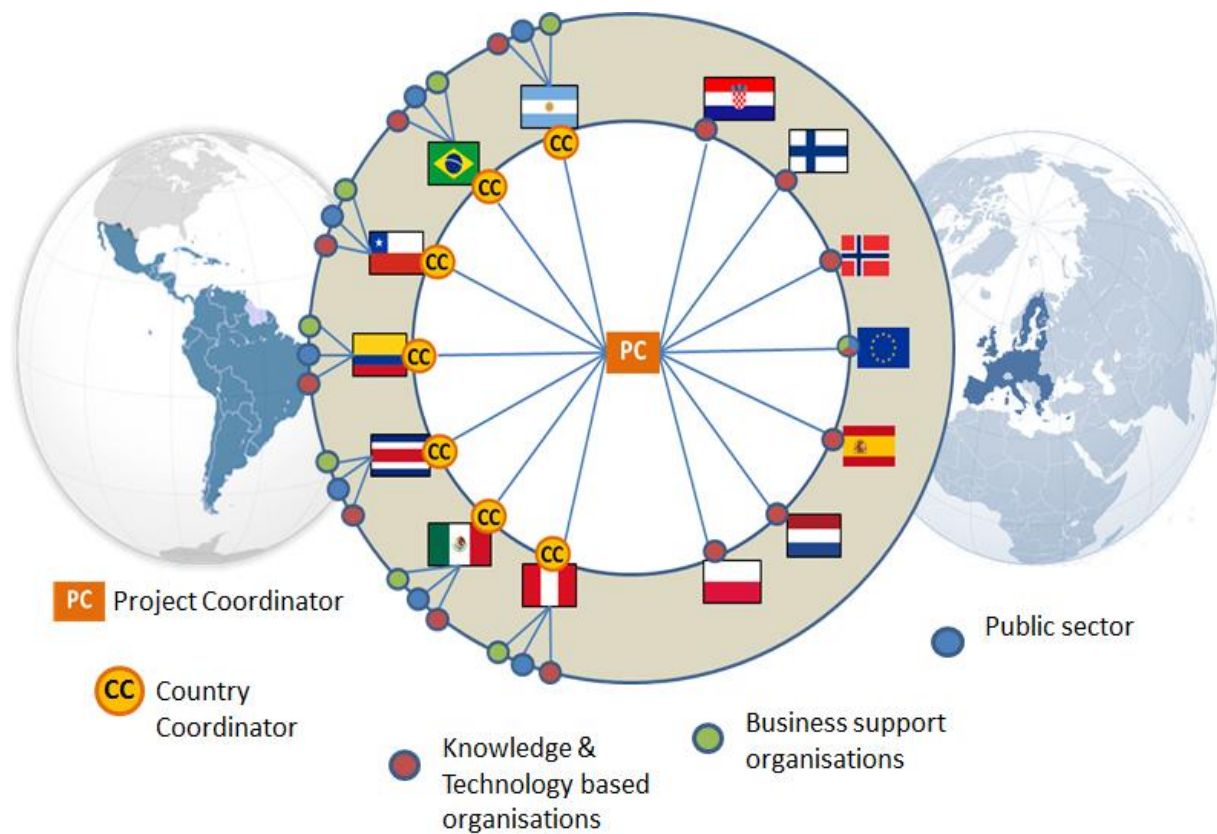
External recognition of achieved results:

- The assessment of the second ROM report in June 2017 was very good. It highlighted the relevance, efficiency and the high level of expertise of the members of the network. The only concern expressed was the time needed to mature the sustainability of the initiative.
- The business events held in Mexico in October 2017 have shown the results achieved and the excellent image gained by the project amongst stakeholders and its particular relevance as it focuses on innovation, what SMEs consider as their priority need for their development.
- Two EU MS commended ELAN projects on their own initiative during the COLAC Capitals meeting on 17/10/2017, requesting clarification on their desirable continuation (Latvia and Estonia).

ANNEX: ELAN NETWORK CONSORTIUM AND MEMBERS

- **ELAN Network consortium:**

The ELAN Network Consortium consists of 28 key Research & Innovation (R&I) actors from Europe and Latin America and is led by TECNALIA. On the European side, partners are Research & Technology Organisations and a Business support organisation. On the Latin American side, partnerships replicate the triple-helix model and there are Knowledge & Technology based organisations, Business Support Organisations and Public Sector actors in each country. In Latin America a Country Coordinator has been named in each country to ensure efficient management.



List of members of the ELAN Network consortium (applicant, co-applicants and affiliated entities):

Partner	Country	R&I actor type
ADIAT	Mexico	Business Support Organisation
ANPROTEC <i>Country Coordinator</i>	Brazil	Business Support Organisation
CAME <i>Country Coordinator</i>	Argentina	Business Support Organisation
CeNAT / FUNCENAT <i>Country Coordinator</i>	Costa Rica	Business Support Organisation
Centro de Innovación UC <i>Country Coordinator</i>	Chile	Knowledge & Technology based organisation
CIEBT-IPN	Mexico	Knowledge & Technology based organisation
COLCIENCIAS	Colombia	Public Sector
CONCYTEC	Peru	Public Sector
CONICIT	Costa Rica	Public Sector
CORFO	Chile	Public Sector
EARTH University	Costa Rica	Knowledge & Technology based organisation
EUROCHAMBRES	Europe	Business Support Organisation
ERRIN	Europe	Business Support Organisation
iNNpulsia Colombia	Colombia	Business Support Organisation
INTI	Argentina	Public Sector
ITP	Peru	Knowledge & Technology based organisation
JIIP	Europe	Knowledge & Technology based organisation
PROMEXICO <i>Country Coordinator</i>	Mexico	Public Sector
RBI	Croatia	Knowledge & Technology based organisation
SNI <i>Country Coordinator</i>	Peru	Business Support Organisation
SOFOFA	Chile	Business Support Organisation
TECHNOLOGY PARTNERS	Poland	Knowledge & Technology based organisation
TECNALIA <i>Project Coordinator</i>	Spain	Knowledge & Technology based organisation
TECNALIA Colombia <i>Country Coordinator</i>	Colombia	Knowledge & Technology based organisation
TECNNOVA	Colombia	Knowledge & Technology based organisation
TNO <i>Activity Leader</i>	The Netherlands	Knowledge & Technology based organisation
USP Inovação	Brazil	Knowledge & Technology based organisation
VTT <i>Activity Leader</i>	Finland	Knowledge & Technology based organisation

• ELAN Network members:

