



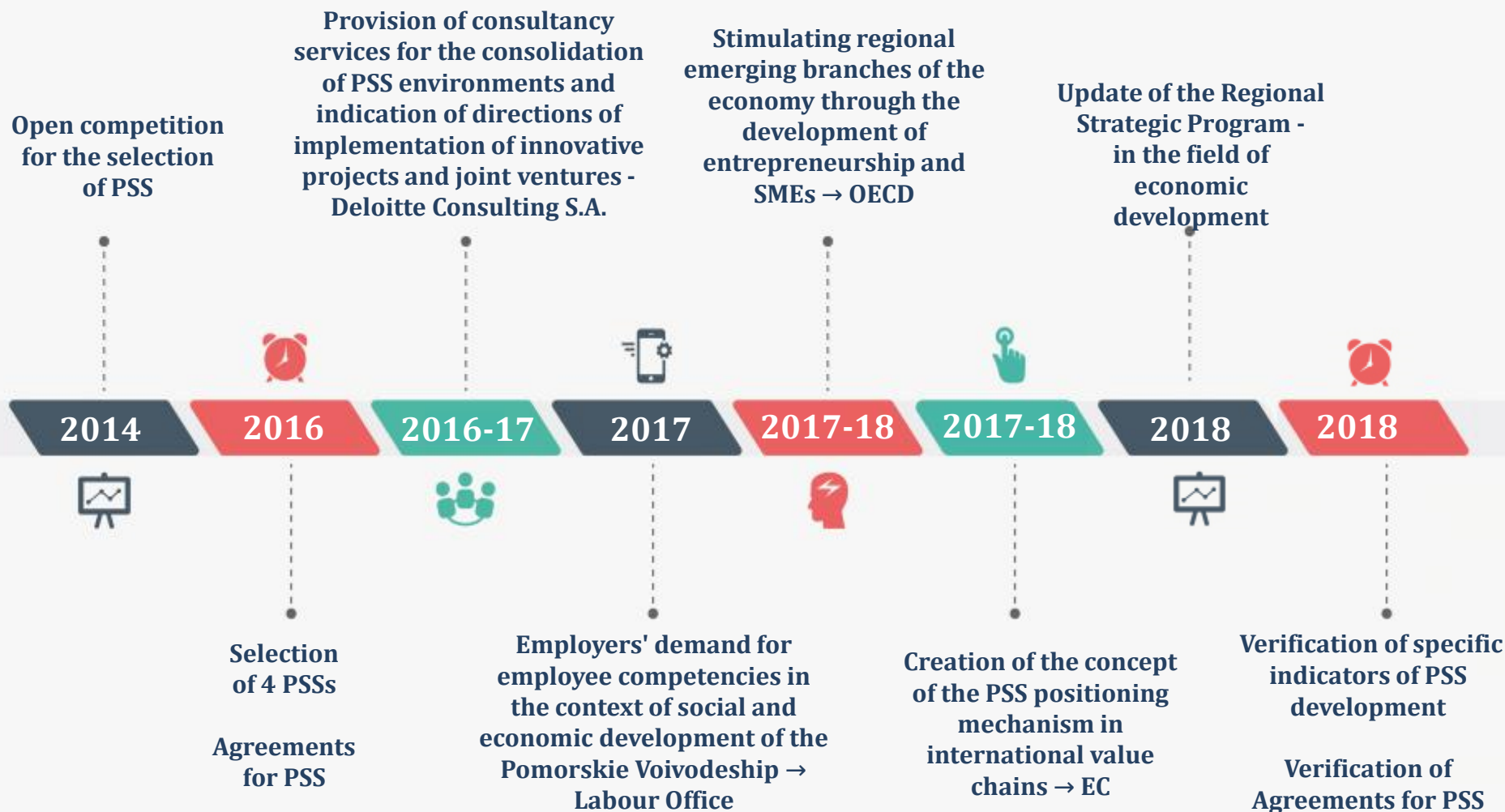
## Reflections of Pomorskie Region on RIS3 planning and implementation

Potsdam, 28th of November 2018

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# The most important activities undertaken - for the development of PSSs and of innovative projects



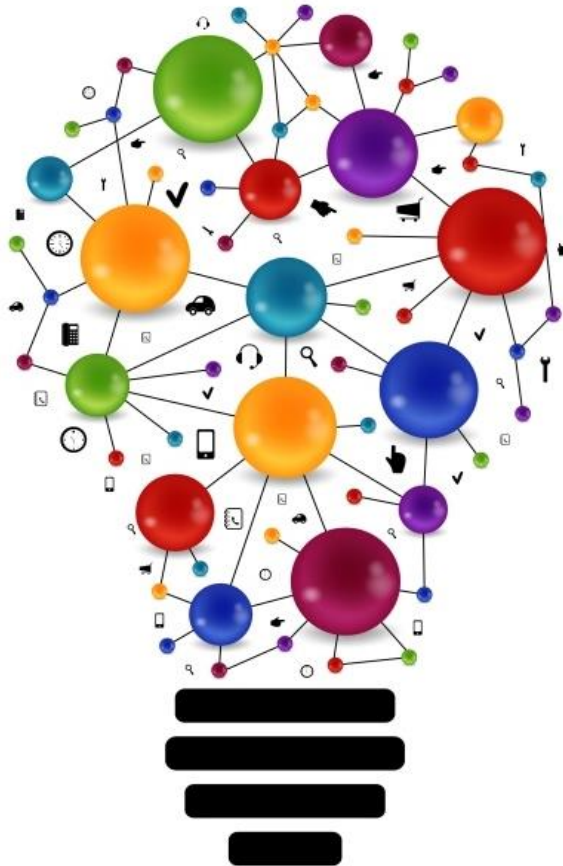
**Skills and knowledge  
of companies (social  
capital)**

**Availability of the  
financial offer for  
companies**

**Quality and efficiency  
of implementing  
institutions**

**Availability of training  
and consulting offer  
on the market**

**Stimulating business  
environment  
(regionalization)**



### **Pomorskie Smart Specialisations.**

#### **New capacities achieved:**

- Long time perspective
- Clear role of administration (for formal and informal institutions)
- Determination and consequence
- Diagnosis of needs
- Trust and innovation culture (synergy of cooperation)
- Risk taking
- Thinking ahead
- Validation
- Absorption capacity (“consuming” possibilities)

! Pomorskie



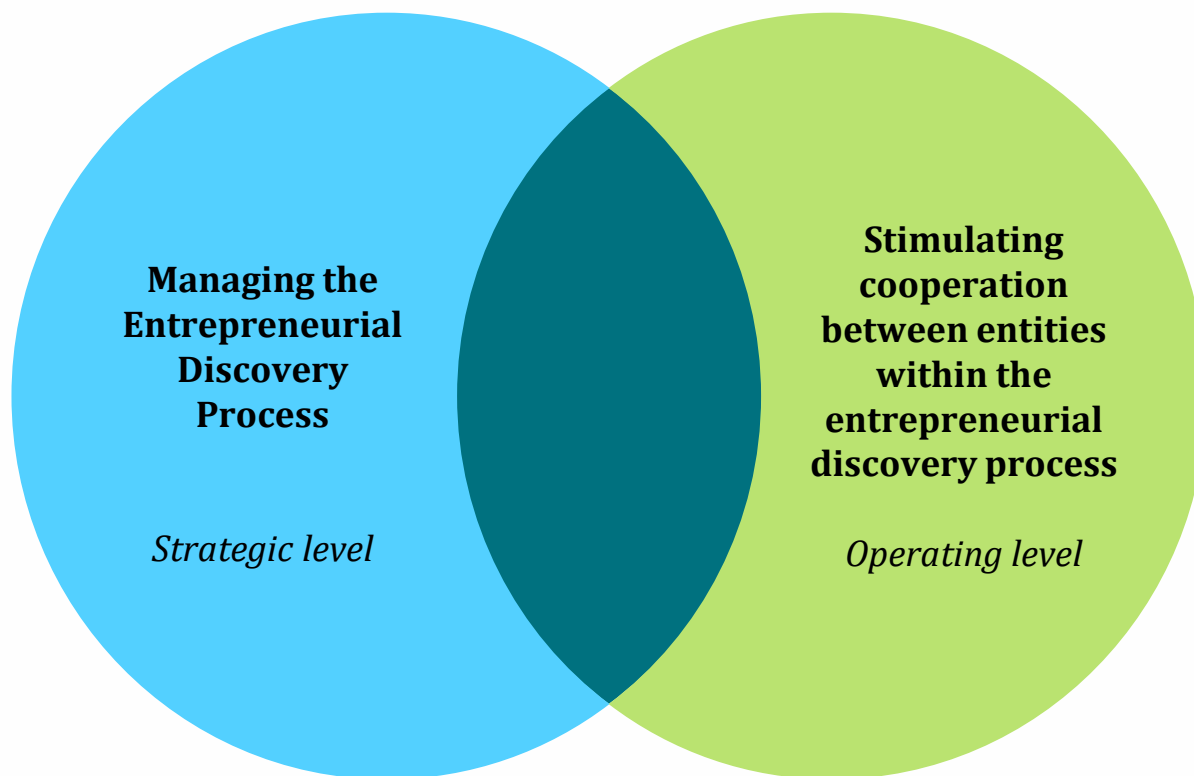
**Agreement with Deloitte Consulting Co. for the provision of consulting services, including the development of recommendations, in the management of the entrepreneurial discovery process and development of Pomorskie Smart Specialisation:**

- implementation period: November 2016 - June 2017
- source of financing: European Social Fund under the "Technical Assistance Project for 2015-2017"
- value of the contract: EUR 55,000



**The objectives of the contract:**

- increasing the efficiency and effectiveness of managing the entrepreneurial discovery process;
- stimulating cooperation between entities within the entrepreneurial discovery process;





Entrepreneurial Discovery Process and forming of PPS

Stage I

Stage II

Longterm vision of PSS development

Diagnosis of the situation

Action strategy

Operationalization of cooperation



1. Model-based Entrepreneur Discovery Process
2. A selection of four PPS from all reported
3. Signing the Agreements
4. The first PSS activities
5. Provision of consultancy services, including the development of recommendations for managing the entrepreneurial process of PPS discovery and development

08.11.2016

Database



Survey report



PSS business cards



Model of PSS maturity



PSS monitoring system



A repository of good practices



Evaluation of the "big plate" project



16.12.2016

Partial report



Co-financing analysis 1.1.1 for PSS projects



A repository of good practices



Templates of PSS newsletter



30.06.2017

Final report



A set of strategic and operational recommendations



The final operational model of PSS



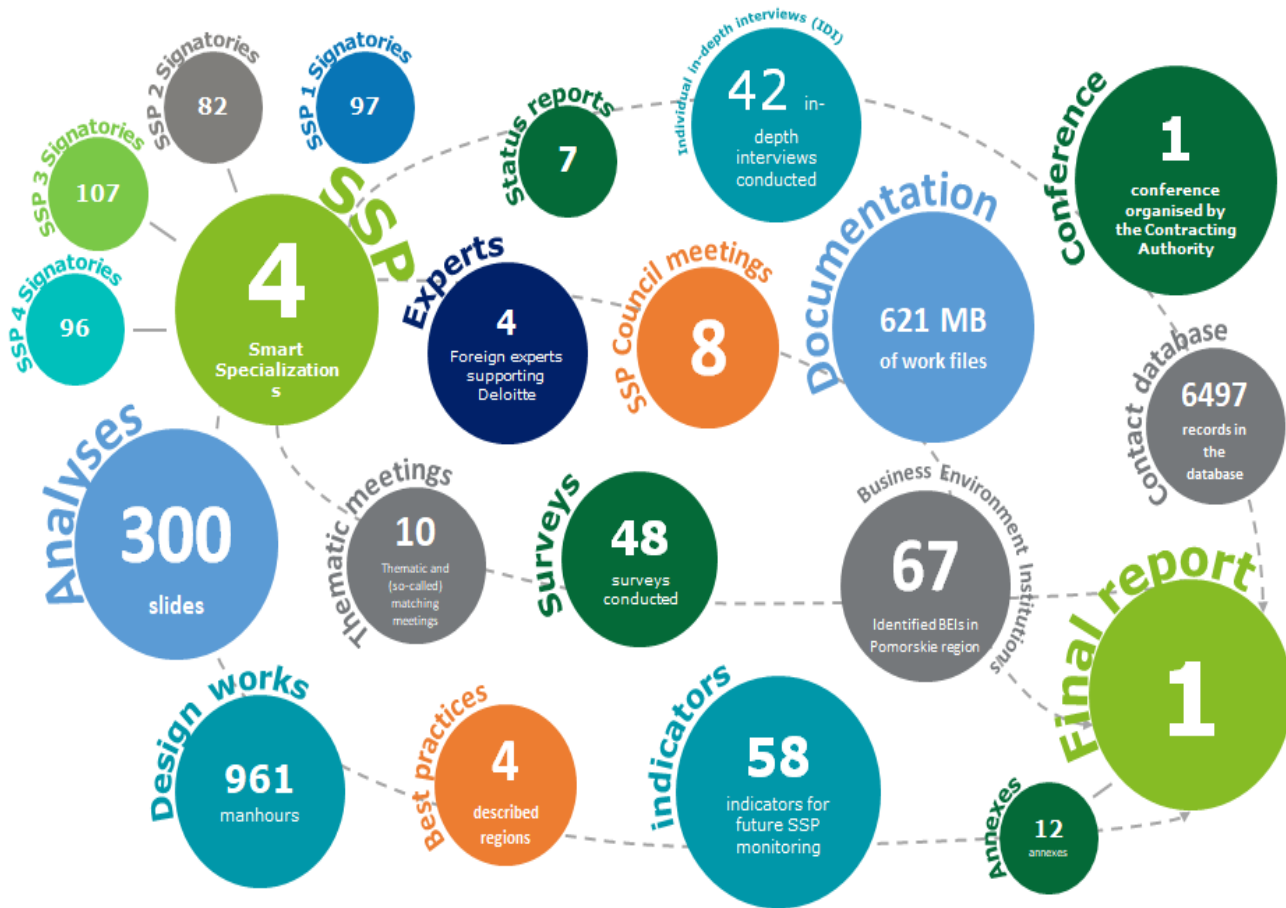
The primary objective of establishing the PSS is to increase the competitiveness and pace of socio-economic development of the region by increasing the use of R&D&I and the internationalisation of enterprises.

A prerequisite for achieving this goal is the activation of mechanisms encouraging the establishment of business partnerships and implementation consortia in the economic ecosystem.

This means that it is necessary to reach the level of maturity guaranteeing independence of PSS as a kind of "industry government" that characterizes the following features:

- High level of signatories' activity with emphasis on partner projects in the field of R&D&I,
- Activity based almost exclusively on own activity of entities outside the public finance sector,
- Financial self-sufficiency - a system of contributions / fees for access to defined benefits,
- A stable internal communication platform and a pre-defined professional representation outside.





Analyses and solutions provided taking into account the specifics of individual PSS

## ANALYSIS:

### External environment

- Development trends and industry perspectives
- Market niche mapping
- Perspectives of the region
- Competition analysis 1.1.1. ROP PV

### The internal situation

- Key resources and potentials of the PSS
- Target organizational model

### SWOT analysis

### Recommendations

## AUXILIARY MATERIALS:

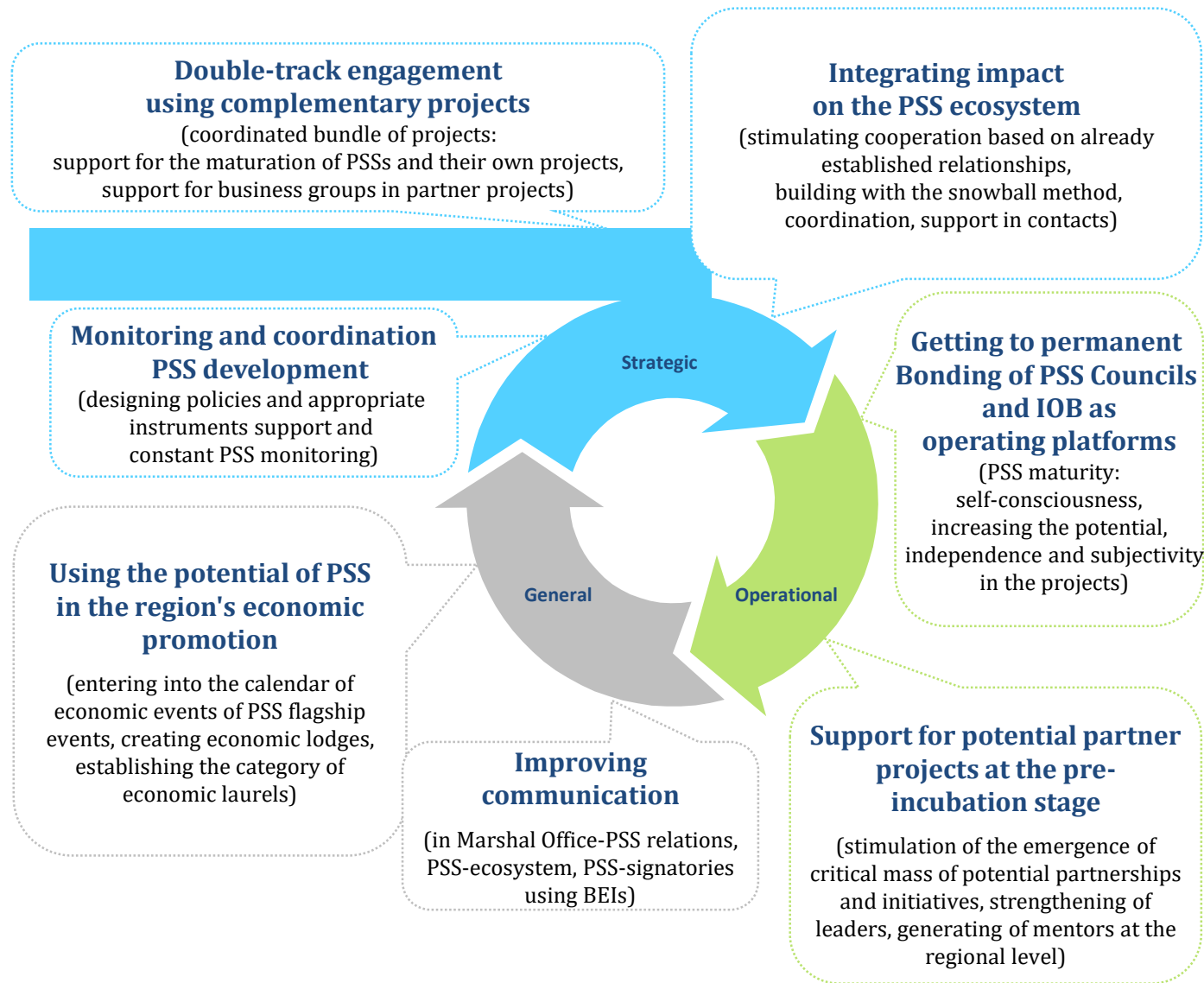
- Good practices in technology transfer and implementation of partner projects
- Good practices in the financing of accelerators
- Analysis of PSS ecosystems
- Assessment of the potential of the solution proposed by the CTO
- Exemplary work stages - the potential horizontal project PSS3

## TOOLS:

- Database
- Newsletter templates
- Project monitoring templates
- SPP business cards
- Guidelines for operational models

## Evaluation of the state after the end of the project

- PSS level of maturity is still low** (low independence, detachment from the ecosystem, serious risk of regress)
- A two-pronged commitment is still needed: strategic and operational** (impact on the ecosystem and work - the basis for the functioning of an PSS)
- Only an evidence-based policy / evidence is effective** - evidence based policy (support for the creation of critical mass of good practices, creation of leaders, connectors and regional success stories)



## Strategic recommendations

1

The need for constant **monitoring of trends** in the industry

2

**Building specific system solutions** for regular **measurement of PSS** development

3

**Monitoring the labor market** in the context of the PSS's needs

4

**Strategic support** for emerging partner projects, cross-sectoral with high development potential

5

The **use of regional clusters** to strengthen PSS, especially internationalisation activities

6

Adaptation of the **regional ecosystem of BEIs** to the specific needs of entities from the PSS

## Operational recommendations

1

**Maintaining assistance** in PSS's operational maturity

2

**Supporting the Interizon cluster** and enterprises and research centers around it (PSS2) in the horizontal supply of IT/ICT solutions for other PSSs

3

Developing mechanisms that mobilize PSS councils to create **annual action plans** and make them widely available

4

Enabling the **use of resources of the Pomerania Development Agency** dedicated to the development of PSS resulting in the best developmental leap of the PSS

5

Creating **business flagship events** for PSS, permanently entered into the regional calendar

6

**Revision of agreements on PSS**, including a change in the regulations of the PSS Council meetings

7

Opening up the **process of purchasing R&D works** by entrepreneurs via the Pomorskie Technology Transfer Centers

8

PSS support through the **implementation of a project** involving the provision of mentoring services to entities from PSS



## EFFECTS OF A COMPLETED PROJECT FOR SPECIALISATION AND REGION

## EXAMPLES OF REALIZED ACTION

Indication of **strategic directions of PPS development**

- **Creating action plans** for individual specialisations
- **Verification of PSS research directions**

**Mapping and assessment of ecosystems** of individual PSS

- **Creating maps of entities** operating within the PSS together with the key resources and potentials of PSS

PSS orientation on **international trends**

- **Access to Deloitte reports** for entities operating within the PSS
- Participation of an **international Deloitte expert** in PSS conference
- Analysis of **global, national and regional trends** in the PSS areas

**Evaluation of market niches** in the areas of PSS activity and beyond

- **Mapping of market niches** with the participation of PSS entities
- Assessment of the **potential of the new area** for PSS4
- **Evaluation of solutions proposed by the Agreements signatories**

PSS orientation on the **internationalization of solutions**

- Describing to the entities operating within the PSS programs and **tools used for internationalization**
- Indication of **international trends** in PSS areas

**Increased competences of the signatories** of the Agreements

- Implementation of **trainings and workshops** with the participation of Deloitte's internal and external experts
- **Access to Deloitte reports** for entities operating within the PSS

Improving the activity and **competitiveness of PSS**

- Creation of a **number of tools** for entities operating under PSS (PSS business cards, PSS newsletters, contact database, horizontal projects database)

## HR development for PSS

- **HR and competences development** in response to **market needs**
- **competence development centers** - thematic workshops
- Entrepreneurship education - universities
- **Attracting talents**

## PSS internationalisation

- **Observations of global technological and market trends** - shaping the competitive position of PSS
- Product offer for foreign markets - dedicated consortia
- **Animation of R & D projects and projects of interregional and international scope**

## Entrepreneurial Discovery Process

- **Discovering** new innovative areas / industries with high potential
- R&D projects to meet **market demand - mentoring - from inspiration to innovation**
- **Stimulating** cooperation (clusters!)
- Effective use of **support tools for R & D**

# Animation of the Pomorskie Smart Specialisation



## PSS monitoring

- **Verification and implementation** of the monitoring system
- **Assessment of the effectiveness** of public intervention

## EDP management

- **Strengthening** the administration's **competences** in the EDP
- **Promoting EDP** and its effects

## Project management

- Project promotion



Thank you very much

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