

InnoMatch – Regional Innovation Fair

April 3rd-4th, 2013

Expo Arad Internațional

Arad, West Region, România

Key speakers

Mr. Sorin Maxim
 General Director
 Regional Development Agency - West Region Romania



Sorin Maxim is the General Director of the Regional Development Agency West Romania (West RDA). With a BA in Informatics - Mathematics and also in Economic Sciences, he has an extended project management background. Prior to occupying the top position within West RDA, he was Head of the Programs and Monitoring Department, dealing with the promotion, evaluation and monitoring of the PHARE Social and Economic programmes implemented within the West Region Romania. As Director of West RDA, he is in charge of the overall coordination of the regional development policy activities, encompassing regional planning, funds management, monitoring, FDI attraction, interregional cooperation and promotion. Since 2011 Sorin Maxim is President of the West Region's ICT Cluster, created at West RDA initiative.

Mr. Mikel Landabaso
 Head of Unit of the "Competence Centre for Smart and Sustainable Growth"
 Directorate General for Regional Policies, European Commission



Mr. Mikel Landabaso is Head of Unit of the "Competence Centre for Smart and Sustainable Growth" in the Directorate General for Regional Policy in the European



The Regional Development Agency West (West RDA) represents the westernmost of eight development regions in Romania, determined to develop and promote the region as a whole, nationally and internationally. RDA West will contribute to the sustainable development and prosperity of the Region by encouraging investments, participating in the industrial restructuring process and creating new jobs.

The main objectives of RDA West are: managing development funds allocated by the EU to the West Region; strategic programming of the region's economic and social development, in partnership with local actors; promoting cooperation and information/competency transfer between business, science, and technology units that would contribute to developing the region; coordinating agency intra- and inter-regional partnerships as well as international relationships; promoting the West Region nationally and internationally; and participating in projects with a major impact on the regional development.

European Commission - Directorate-General for Regional and Urban Policy

The mission of the European Commission's Directorate General (DG) for Regional and Urban Policy is to strengthen economic, social and territorial cohesion by reducing disparities between the levels of development of regions and countries of the European Union. In this way the policy contributes positively to the overall economic performance of the EU.

Reducing disparities requires a cohesion policy promoting constant improvements in competitiveness and employment. By co-financing infrastructure projects, developing the information society, accelerating the transfer of know-how, supporting investments in people and stimulating cross-border cooperation,



Commission, where he started working in 1990. Previously he was Head of the Research Department and Assistant to the Director General of the Basque Regional Development Agency. He has been given the 2004 “Christiane Bom Award” for his contribution to innovation in European Regional policy by the European Regional Development Agencies Association – EURADA. Mr. Mikel Landabaso is PhD in Economics (UPV), M.A. in Development Economics (UEA), Diploma in Advanced European Studies (College of Europe) and Licenciado en Ciencias Economicas (UPV). He has worked part time at the Vrije Universiteit Brussel (VUB) in Belgium, University of North Carolina (USA) and Deusto University in Spain.

the Directorate-General for Regional and Urban Policy helps regions that are less prosperous or are suffering from structural problems to improve competitiveness and to achieve a faster rate of economic development in a sustainable way. The policy is thus an important expression of the solidarity of the European Union.

DG Regional Policy aims to deliver efficient and effective structural policies that bring benefits to, and are understood by, Europe’s citizens on the ground, contribute directly to creating the conditions for the successful enlargement of the European Union and are consistent with the principle of sound financial management.

Mr. Maróti Péter

Director of the South Great Plain Regional Innovation Agency



Mr. Péter Maróti is the Director of the South Great Plain Regional Innovation Agency. He graduated as a research chemist and economist at the University of Szeged Faculty of Science and Informatics and he also has a degree in Quality Management and Intellectual property. He began his career at the Biological Research Center of Szeged and Duna Refinery of Hungarian Oil and Gas Company (MOL). Later he worked for PICK Szeged Ltd. and Swedish Match Hungary Ltd and BIOPOLISZ Innovation Service Ltd. He is the member of the Licensing Executive Society Hungary and he works almost 10 years in innovation management and intellectual property management.



Mr. Mihai Iordache

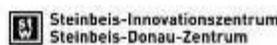
Director of Small and Medium Solutions and Partners Division of Microsoft Romania



Mr. Mihai Iordache is Director of SMS&P (Small and Medium Solutions and Partners) Division of Microsoft Romania since January 2011. He leads an organization of 40 people that partners with 4000 local IT&C companies to fulfil the potential of information technology in Romania. Mihai also helps steer SMS&P CEE Microsoft’s activities in the region as a

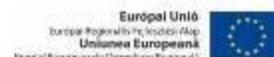


Microsoft is an active contributor to key themes of the public agenda, with a focus on Small and Medium Businesses Competitiveness, State Reform and Opportunities for Youth, either directly or through a solid participation in some the most relevant business organizations and industry clusters. The company developed from a start-up with 4 employees in 1996 to a company with over 400 employees in 2012. This year, Microsoft is the *Employer of Choice in Romania* for the 2nd year in a row, a result of a comprehensive market research by Catalyst Consulting. Microsoft is also the *Best European Workplace* for the 5th consecutive year, award conferred by Great Place to Work Institute, in an analysis that covers 1500 companies.. Over 50% of the jobs from the IT industry are influenced by Microsoft



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member of the SMS&P Central and Eastern Europe Board. Apart from being responsible for the business of Microsoft Romania in the Small and Medium Enterprises Segment, Mihai looks after ensuring a positive experience for Microsoft customers and partners. Mihai is leading also the Microsoft Romania Partner Organization, managing channel ecosystem development and alignment with Microsoft and Romanian Customers strategies. Prior to his current assignment at Microsoft, Mihai served in various leadership roles in IBM Romania, most recently as IBM Software Group Country Director (2007-2011), successfully contributing to the growth the IT&C industry in Romania. Mihai is a graduate of the "Politehnica" University of Bucharest and of many professional and leadership development programs during last 12 years in IT&C Industry.

(according to an economic impact study by IDC for Microsoft, 2009). For each RON that Microsoft earns in Romania, industry partners make additional 6 RON (according to the same study). With the support of 4,000 local commercial partners, Microsoft addresses with its solutions a market of over 400,000 SMBs.

Microsoft Romania Global Technical Support Center was announced in May 2006 and has been [officially launched on February 1st, 2007](#) by Microsoft's Chairman Bill Gates. Today, the center employs more than 200 IT professionals, delivers advanced technical services (levels 3 and 4), and serves Microsoft Corporate customers and developer communities from all over Europe, Middle East and Africa (EMEA). The services center is continuously expanding, building on top of its excellent reputation and the ability to attract the best specialists from Romania. In September 2012, Microsoft opened a new branch of the Global Technical Support Center in Timișoara.

Mr. Leindler Zoltán
Office manager at ELI / Extreme Light Infrastructure



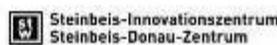
Mr. Leindler Zoltán is Office Manager of ELI-HU Non-Profit Ltd since 2011. He studied Programming and Software Engineering Mathematics at József Attila University of Science - Faculty of Science, and has acquired extensive experience in business management as South Hungary Regional Director at Ars Una Studio Ltd. His field of interest include electronic exchange practices (listed automation, robotic trading) and applied computer knowledge practices.

ELI-HU Nonprofit Ltd - Extreme Light Infrastructure, European Project

The Extreme Light Infrastructure (ELI) project is an integral part of the European plan to build the next generation of large research facilities identified and selected by the European Strategy Forum on Research Infrastructures (ESFRI). ELI will be the first infrastructure in the world to enable the investigation of the interaction between light and matter with the highest intensity, in the so called ultra-relativistic range. ELI-HU Non-Profit Ltd. (ELI-HU Research and Development Non-Profit Limited Liability Company) coordinates the project preparation and construction of ELI-ALPS, an international laser research center.

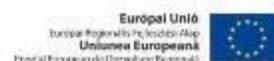
Mrs. Mariana Iocoty,
Economist, World Bank

Mrs. Mariana Iocoty is an Economist in the Private and Financial Sector Development Unit from the Europe and Central Asia Region (ECA) of the World Bank. Since joined the Bank, Mariana has been working on the design and implementation of financial and knowledge products for several ECA countries, including Albania, Romania, Russia and Turkey. Prior to joining the Bank, Mariana was a tenured assistant professor in Brazil, and a visiting fellow in the London Business School and the University of Reading. Mariana has published a number of peer reviewed articles in field of development economics. She is a Brazilian National and holds a PhD in Economics.



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Mr. Jaime del Castillo Hermosa
President of INFYDE and Professor of Applied Economy at
University of the Basque Country



Mr. Jaime de Castillo Hermosa has extensive experience working in the fields of Innovation and Technological Development definition and design of policies of promotion of innovation and technology transfer, the establishment of co-operation networks and assessment in the creation, management and animation of technology parks. He has specialised in the definition and setting up of strategies of territorial development in regions and areas with development problems. He possesses wide knowledge of procedures and instruments of European regional development policy in general and the European structural support in particular. On several occasions he has worked for the EU, OECD, BID, CEPAL and for regional and local governments in Spain, Portugal, France, Italy, Greece, Hungary, Poland, Romania, Morocco, and Bulgaria. From 2012 he is Included in a list of experts to assist Directorate-General for Regional Policy in the appraisal, implementation and monitoring of Cohesion policy interventions. From 1997 he is Process Consultant and Specialists accepted by the European Commission DG XIII for the Regional Innovation and Technology Transfer Strategies and Infrastructures (RITTS) and Regional Strategies of Innovation (RIS). From 1995 he is included by the EC's DG XIII of Telecommunications, Industry of the Information and Innovation, inside the SPRINT program, as consultant approved to work in the Program of Advice to Technology parks: evaluation, regional innovation and strategy and infrastructure for the technology transfer and studies of viability.



INFORMACION Y DESARROLLO

Is a private consulting firm specialising in the definition and start-up of territorial development strategies in regions and areas with development problems, placing particular emphasis on technological innovation and training as strategic resources in development processes and on policy and programme evaluations as an instrument for improving the efficiency of public sector action. The company's work team is comprised of experts in territorial and urban planning, in the design and management of industry policies, in business promotion, in training and technological innovation and in on-site techniques for evaluating and monitoring programmes. The company works at both national (Central Government, Autonomous Communities, City and Town Councils, etc.) and international level (mostly with the EU and OECD), offering its experience in the field of research and reports and in providing technical assessment for defining instruments and launching new programmes. INFYDE has worked intensively during the last years in the framework of the Regional Innovation and Transfer of Technology Strategies and Infrastructures (RITTS) and in the field of Regional Innovation Strategies (RIS). Has been accepted as Process Consultant and Specialist Consultant by the European Commission, DG XIII, for the Regional Innovation and Technology Transfer Strategies and Infrastructures (RITTS).

Mr. Bjoern Richter
Channel Manager, Eastern Europe at Stratasys GmbH



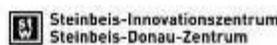
Mr. Bjoern Richter is responsible for business development in East Europe and for direct relations with authorized resellers. Extensive experience in: 3D printing, prototyping,



Nutechnologies is a 2012 born company, acting as technical and commercial representative of Stratasys Ltd in Romania. Specific expertise includes 3D printing (prototyping & production), engineering thermoplastics –

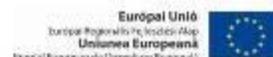
characterisation, selection, processing -, secondary operations – finishing, painting, assembly, part & application development.

Stratasys Ltd. was formed in 2012 by the merger of Stratasys Inc. and Objet Ltd. The company manufactures 3D printers and materials that create prototypes and manufactured goods directly



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additive manufacturing, engineering thermoplastics, Direct Digital Manufacturing

from 3D CAD files or other 3D content. The company's 3D printers are based on patented FDM® and PolyJet® inkjet-based technologies. Stratasys systems are used by manufacturers to create models and prototypes to aid in the new product design process. And they are becoming widely used for production of finished goods in low-volume manufacturing. Systems range from affordable desktop 3D printers to large production systems for direct digital manufacturing. The FDM process creates parts by extruding molten thermoplastic in fine layers to build the part layer by layer. The PolyJet process also creates parts by building in layers but employs an ink jet style jetting process to apply photopolymers in fine layers and simultaneously cures them with ultraviolet light. The company's range of 130 3D printing materials is the widest in the industry and includes over 120 proprietary inkjet-based photopolymer materials and 10 proprietary FDM-based thermoplastic materials.

Mr. Colm McColgan
General Manager of ERNACT



Mr. Colm Mc Colgan, with a Bachelor Degree and a Master Degree in Computing) is General Manager of ERNACT and has been designing and delivering innovative international ICT and broadband projects in the various EU innovation programmes for almost 20 years. Previous to this he held various information systems development positions in the private sector, including Coca Cola.



ERNACT is an acronym for European Regions Network for the Application of Communications Technology.

The regions within ERNACT have been working together since 1990 to help decentralise the benefits of the Digital Agenda to regions within the European Union. The network is practical and project driven, and has a successful track record in assisting participating regions to participate in EU cross-border, interregional and transnational Digital Agenda related programmes and community initiatives including INTERREG IIIB, IIIC and the Framework Programmes. We have long established region-friendly management structures, project development and management systems and a professional and multinational staff team located at our European network administration unit in Ireland.

Mr. Horatiu Moldovan,
President of LASTING System

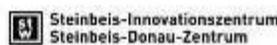


Mr. Horatiu Moldovan, a name with resonance on the Romanian IT market, is leading the group of LASTING companies for almost 18 years and he managed, together with the his team, to place the organization in a strategic position in the Romanian business environment. As president he is in charge with organizational management and promotion of the company. Additionally Mr. Moldovan enjoys a fruitful collaboration with the "Politehnica"



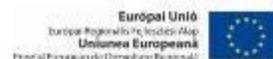
Founded in 1995, LASTING System is today one of the largest IT companies in the country with 100% Romanian ownership, headquartered near Bucharest.. LASTING name defines the performance and stability of a group of companies for which customer satisfaction is the main goal. LASTING System has 4 main divisions: Distribution, IT Solutions, Outsourcing and R&D.

LASTING Distribution is one of the leading IT distributors (Value Added Distributor) in Romania, driven by quality and timely service provision, effective market coverage and continuous development of product portfolio.



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Ministerul Economiei și Finanțelor
Programul de Cooperare Transfrontalieră Ungaria-România 2007-2013



University of Timisoara, as Associate Professor in the Department of Computer Science, engaging in teaching, publishing and also research. During his career he acquired a mix of technical skills in the field of software engineering, sales management, teaching skills and analytical skills which complement his innovative and proactive approach.

LASTING IT solutions covers a wide spectrum, from hardware, software solutions (own or 3rd party) communications solutions, storage, consultancy, design, internet access, network management and maintenance.

LASTING Outsourcing is dedicated to developing software applications for both internal and external markets. The main directions are nearshore and offshore outsourcing and software development on demand.

LASTING Research & Development is mainly aimed at research and development of software solutions both proprietary and custom. Working closely with the Department of Computer Science from "Politehnica" University of Timișoara, LASTING R&D has created a team of highly trained professionals.

Mrs. Dana Petcu,
Director, E Austria Institute



Mrs. Dana Petcu is Executive Director of the Research Institute e-Austria Timisoara, and professor at West University of Timisoara, Computer Science Department. Her research expertise is related to distributed and parallel computing. The results are exposed in more than two hundred peer-reviewed articles and several software prototypes. She has lead more than ten national and international research and development projects and represents Romania in European policy decision forums for research.



Institute e-Austria Timisoara is a ten years old private non-profit association for research activities in ICT of West University of Timisoara, Politehnica University of Timisoara and Johannes Kepler University of Linz. It is specialized in distributed systems, software engineering, artificial intelligence and computational mathematics.

Mrs. Delia Golcea,
CEO at OCE Software Romania, a Cannon group company

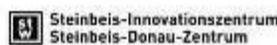


Prior to becoming CEO at OCE Software Romania in 2011, Mrs. Delia Golcea gained extensive experience in setting-up and leading software R&D activity in the field of mobile communications and networks. With a Bachelor Degree in Computer Science, Delia Golcea's areas of interest include Telecommunications, Team Management, Software Development, Mobile Devices, Software Project Management, Integration, Product Management, System Architecture, Software Engineering, Requirements Analysis, Agile Methodologies.



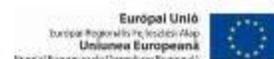
Established since 2005 in Timisoara, **Océ Software** is one of the important players on the local software market. Today a Software R&D Center of 140 highly qualified engineers, structured in 5 departments, we develop advanced Software for Professional Printing Management and Imaging Solutions. We are part of a global Software Applications R&D organization, distributed over seven sites in Europe and North America. Océ's mission as a Competence Centre is:

- Development and implementation of exciting software projects in the professional printing environment
- Close collaboration with the colleagues in the international Océ R&D community
- Responsibility for the complete product life cycle from definition phase to product maintenance



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Mr. Radu Ticiu,
Executive Director, Timisoara Software Business Incubator



Dedicated to the fields of business development an incubation, community development start-ups support, Radu Ticiu is currently involved in several actions as coordinator at ecabit Eastern European and Central Asian Business Incubators and Technology Parks Network, Certified Trainer in Business Incubation la infoDev, Founder at Mobile Monday Timisoara, curator at Startup Chart Romania, Founder and organizer at Timisoara Mobile Development Group, Ambassador Timisoara/West Romania at XING, director at Timisoara Software Business Incubator.



Timisoara Software Business Incubator was founded in order to support the implementation of viable and innovative business ideas. The support consists in providing optimum and well positioned office space, in developing services designed to fit the specific needs of the beneficiary companies, in offering dedicated assistance. The assisting staff contributes to the young managers' entrepreneurial performance by relieving them of a part of the administrative tasks, by facilitating the business plans implementation, by attempting to assure a good company promotion and positioning – on the one hand, within the IT sector and the local and regional community; on the other hand, at international level. Furthermore, the Incubator encourages collaboration among the incubated companies.

Mrs. Bucura Ionescu,
Director, State Office for Inventions and Trademarks



Mrs. Bucura Ionescu is Director of the State Office for Inventions and Trademarks, the Romanian national authority responsible for examining, granting and administrating industrial property titles in Romania. In this capacity, she is in charge with coordination of activities related to intellectual protection of inventions, utility models and supplementary protection certificates. She has a Bachelor's degree in engineering technology and legal sciences. She is currently a PhD candidate on intellectual property. She has an over 15 years of experience in examining patent applications, she is a lecturer on industrial property within national and international seminars. She is a member of the Romanian delegation to the Standing Committee on Patent Law of the World Intellectual Property Organization and Vice President of the Committee for technical and operational support of the European Patent Office.



OSIM carries out its activity as a specialized government body having sole authority over the territory of Romania in ensuring the protection of industrial property. The first Trademark Law was adopted by the Romanian Parliament in 1879. The first Romanian Patent Law entered into force on January 17, 1906; on the same day, the Romanian Patent Office was set up and it continued to function - under different forms - up to now. Romania is a member of the World Intellectual Property Organization (WIPO). Romania has concluded a Cooperation Agreement with the European Patent Organization on the extension to Romania of the effects of the European Patents.


Mrs. Gabriela Ceciu,
Intellectual Property Conselor


Mrs. Gabriela Ceciu offers extended services within the protection of intellectual property, being specialized in *trademarks and geographic indications, patents, industrial drawings and patterns, utility patterns, copyright*. Gabriela Ceciu has an extended portfolio of clients and makes continuous efforts to offer services of the best quality through a customized approach, depending on the particular needs of each client. With an expertise of over 25 years in the field of intellectual property, Gabriela Ceciu is a European Patent Attorney, as well as a representative of The Office of Harmonization for the Internal Market (OAMI/OHIM), and she is selected as a candidate in WHO'S WHO INTERNATIONAL.

Ceciu Gabriela Office is a member of The National Chamber of Counselors in Industrial Property, being authorized to legally represent at The State Office for Inventions and Trademarks (OSIM), at OHIM (The Office of Harmonization for the Internal Market), at The European Patent Office (OEB) and at any competent authorities within The European Union, with any legal or natural person interested in registering an invention patent, trademarks, industrial pattern or drawing, utility pattern. Ceciu Gabriela Office is specialized in any kind of issue related to intellectual property, beginning with the design of trademarks, patents, utility patterns, industrial drawings or domains and continuing with the license, cession, observation of rights and litigations.

Dr. István Molnár,
DANUBIA Patent and Trademark Attorneys


Dr. István Molnár, former director of the Regional Innovation Agency, is a senior project manager and patent attorney. He graduated from University of Szeged as a Research Chemist and in 2001, as a lawyer specialized on EU law. He acquired PhD at the University of Szeged. He is Hungarian and European patent attorney and member of the Chamber of Patent Attorneys. Up to now, his 27 publications were published, among them it is worth mentioning the Intellectual Property Management and Transfer of Technology (2008), and the Case Studies from the field of IPR Protection and Management (2010). He teaches at universities, collages, regional innovation agencies and other organizations, abroad too. He started his professional activities in 1999. From 2000, he has been a European Patent Attorney Partner at DANUBIA Patent & Trademark Attorneys; from 2007 he has been the office manager in Szeged. Between 2004 and 2011 he acted as the managing director of the Szeged-BIOPOLISZ Innovation Services Ltd, and between 2007 and 2010, as external consultant of WIPO. From 2012, he is the manager of the Danubia IP Innovation Services Ltd. In the period 2012-2015, he is a member of EPO Scientific and Economic Advisory Broad. He is the member of the Hungarian Association for the Protection of Industrial Property and Copyright.



Danubia Patent and Law Office LLC is a leading Hungarian IP law firm providing services covering patents, trademarks and all fields of protecting, enforcing and defending intellectual property rights. Danubia has been voted as No 1 or tier 1 firm for Patent and Trademark prosecution and enforcement in Hungary according to the world IP Survey sponsored by the magazine Managing Intellectual Property (a London-based Euromoney enterprise). The professional experience accumulated during our firm's more than 60 years long existence provides the basis of the high quality and reliable services. The professional staff consists of registered European Patent Attorneys and European Trademark Attorneys, as well as of lawyers specialized mainly in trademark and patent enforcement, including also European Patents and Community Trademarks and Designs.

Mr. Augusto Ferreira,
Managing Director, TecMinho Universidade do Minho



Mr. Augusto Ferreira has 18 years of experience in the fields of innovation and entrepreneurship. He has been since 2007 Managing Director at TecMinho – The University-Enterprise Association, an innovation agency owned by the University of Minho (Northern Portugal). Augusto's main responsibilities, apart from general management, are the creation of synergies with other relevant innovation support organisations, knowledge transfer between universities and industry, and the support to the launch of high-tech, high-growth firms. From 2001 to 2006, Augusto worked for the Innovating Regions in Europe (IRE) network, Luxembourg, under a contract with DG Enterprise and Industry of the European Commission. He was responsible for providing advice and technical support on innovation policies and strategies to regional governments and other institutions based in 30 European countries. In the last years, he has also worked in numerous studies and evaluation reports for the European Commission (DG Enterprise and Industry, DG Regional Policy, DG Research, DG Education and Culture) in fields such as innovation policies and strategies; innovation schemes and measures; science and research policies; territorial innovation systems; knowledge and innovation communities; and innovative and high-tech entrepreneurship.



Located in the Northern Portugal region, **TecMinho – The University-Enterprise Association** is a non-profit institution that acts as an interface of the University of Minho (one of Portugal's largest universities) with the business community. Since its foundation in 1990, TecMinho has carried its mission as a driver of regional innovation through three main operational fields:

- **Technology Transfer:** supporting companies and researchers to develop and commercialise new technologies.
- **Entrepreneurship:** supporting the creation and development of technology-based companies.
- **Continuing Education:** providing advanced training courses for private and public organisations, including e-learning courses.

Ms. Raluca Cibu-Buzac,
President, Tehimpuls Regional Center for Innovation and Technology Transfer



As Director for Regional Policy and Internationalization within *West Regional Development Agency (West RDA) Romania*, Ms. Raluca Cibu-Buzac is in charge of regional policy-making, sustainable development, regional and international projects,



Tehimpuls - The Regional Center for Innovation and Technology Transfer is a joint project within the Regional Strategy for Innovation for 2002-2005 of the West Region, Romania. Tehimpuls seeks to stimulate the regional economy and to increase the competitiveness of local businesses by promoting innovation and technological development for the West Region (Timiș, Arad, Caraș-Severin, and Hunedoara counties). Acting as a *regional interface*, Tehimpuls proposes strategic links with major regional partners. The *services rendered by Tehimpuls* include:



setting-up of networks of regional stakeholders, business support, investment promotion, clustering, innovation policies & support instruments, international relations & interregional co-operation. Since 2005 she is leading 2 support organizations as President of *Tehimpuls Regional Center for Innovation and Technology Transfer* and President of *Automotivest Cluster*. During this period she gained extensive experience in the fields of commercialization of RDI results, technology transfer, innovation vouchers, clusters, supplier development, and customized training sessions. She has been lecturer at West University of Timisoara on project development / project cycle management.

- Assistance in developing innovative projects and commercializing the research results
- Assistance in developing co-op projects involving SMEs and centers for research, development and innovation
- Raising awareness towards innovation and technological development in the West Region

**Dipl. Betriebswirt Jürgen Raizner,
Steinbeis-Transferzentrum OST-WEST-Kooperationen**



Mr. Jürgen Raizner is advisor in economic promotion for Ministries and state institutions and consultant in internationalizing their business for companies. In Steinbeis-Network Jürgen Raizner is founder and director of 3 Transfer Centers (one of them in Bucharest). For more than 10 years he is lecturer at University Nürtingen-Geislingen. Born 1967 in Baden-Württemberg, Jürgen Raizner's work experience Eastern Europe started in 1991 (in Romania in 1996). Jürgen Raizner is trainer for innovation managers in Romania. In EU Danube Strategy he is one of two project managers for implementing Baden-Württemberg's pilot project to set-up a network of Technology Transfer Centers in Danube Region. Together with a colleague of Steinbeis, Jürgen Raizner is leader of working group "Innovation and Technology Transfer" of Priority Area 8 (Competitiveness and Cluster Development).

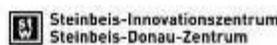


Steinbeis Innovation Centers (SIC) focus on projects of a charitable nature. Beyond that they are specialized in market and transfer-oriented, commissioned, development and transfer network research. Steinbeis Innovation gGmbH is the umbrella organization of all Steinbeis Innovation Centers. It is an enterprise in the Steinbeis Network, an international service provider in tangible, implementation-oriented knowledge and technology transfer. SIC Steinbeis-Donau-Zentrum was founded in 2011 and is contributing to successful implementation of European Strategy for Danube Region.

**Gabriel Vlăduț,
Director, IPA CIFA Craiova, AROT - Romanian Association for Technology Transfer and Innovation, National Commission for Development and Innovation**

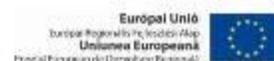


IPA Craiova - Research Institute for Engineering and Automatic Systems, is a company created in 1980, based on R&D activity, technological centre, software development; The company holds a ISO certificate. In 1995 the Incubation, Entrepreneurs Formation and Technology Transfer Center was authorized (no.1)



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Gabriel VLADUT, with a PhD in Engineering, PhD, is Director of IPA CIFATT Craiova, Ro 4 Europe, partner within Enterprise Europe Network, NCP FP7 / Research in benefit of SMEs, INNOVA - The Knowledge Intensive Services (KIS-IP), Expert Validation Platform. Gabriel Vladut coordinated more than 30 internationales projects: FP7/ Eureka / Riti Access /Cross Borrder Cooperation Programme for Romania-Bulgaria> He is also member of the National Committee for Innovation, and president of ARoTT – Romanian Association for Technology Transfer and Innovation, Medal for Distinction in Research (Romanian Prezidency – 2008).

by Romanian Ministry of Education and Research. Since 2007 the company is member in multiple organizations, such as Ro 4 Europe, partner Enterprise Europe Network, clusters organizations (Automation, Inovtrans – transport, Automotive, ITC Oltenia).

Ms. Anne Lise Rognlidalen
Programme Manager,
Green Industry Innovation Programme Romania



Back in 2007, when Innovation Norway was appointed as programme operator for Norway Grants, Ms. Rognlidalen was engaged as the station manager in Romania and responsible for setting up an project office in Bucharest. Her educational background are within finance and management from BI Norwegian Business School. Before Ms. Rognlidalen joined Innovation Norway she worked for the Norwegian Trade Council and the Norwegian Agency for Development Cooperation. Her working experiences are mainly related to management of projects funded by the World Bank and other development banks, as well as different types of matchmaking programmes. Before Ms. Rognlidalen decided to dedicate herself to Romania and Bulgaria –Africa and Asia was her domain.



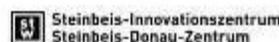
Innovation Norway is a public company, owned by the Norwegian Ministry of Trade and Industry (51%) and the 19 County Municipalities in Norway (49%). Innovation Norway is the Norwegian Government's most important instrument for innovation and development of Norwegian enterprises and industry. Innovation Norway provides competence, advisory services, promotional services and network services. By combining local industry knowledge and international networks with the business ideas and the motivation of entrepreneurs, the foundation for new successful businesses is created. Norwegian enterprises have access to a broad business support system as well as financial means. Innovation Norway received annually approx. 10,000 applications from Norwegian enterprises applying for financial assistance, with a total value of approx. 1,7million EUR. Out of these applications approx. 800,000 million EUR are granted annually (figures for 2008-2011).

Mr. Ionuț Antiu
CEO of Digital Geek

Mr. Ionut Antiu participated in Computer Science Projects where he won first and second prizes. He developed the initial prototype of Style Jukebox as a high school student. Based on those achievements he was admitted to the CS Department of INSA Lyon in France and already there, he got a good job in a 30 software developer company. In 2012, he attracted an angel investment for Style Jukebox and became the CEO of Digital Geek. During his presentation, Mr. Ionut Antiu will introduce Style Jukebox, an app that lets you bring your entire music collection anywhere and listen to it anytime on your computer or mobile device, even offline

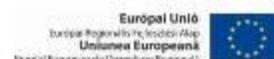


Digital Geek is a startup specialized in IT, Mobile and Media, based in Timisoara, which develops a cloud storage and music streaming service for users all around the world.



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Mr. Tamas Gyulai

Regional Expert

Regional Innovation Agency of South Great Plain Association of Public Utility



Tamas Gyulai worked as Managing Director of the Regional Development Agency of Dél-Alföld region in 1998-2007, was CEO of DEAK Cooperation Reserch Non-profit Company (technology transfer organisation of University of Szeged) in 2008-2010 and now Board Member of Technology Innovation International and member of the Eminence Grise Club of EURADA since 2011. He was the first director of the Regional Innovation Agency of South Great Plain and now an active member of the regional expert team.



Mr. Nicolae Farbaș

Scientific Director at National Research Institute for Welding and Material Testing ISIM Timisoara

Mr Nicolae Farbaș is a Researcher Grade 1 with a Ph.D. in physics – magnetism field. He onducted scientific research activities in the field of welded materials, materials’ testing, development of non-destructive testing equipment, inspection and risk-based maintenance, etc. He followed professional specialization courses in Germany on DAAD and EU grants.

His professional expertise included directing several research projects within national and European programs. Additionally he is member of Technical Committee TC 383 of ASRO to develop the standard SR 13547-1 "Business development model through innovation, Part 1 - Innovation Management", President of the Association for Multidisciplinary Research West ACM-, member of the Management Unit of ADR West’s RIS project, and also Assistant of West Regional Development Agency and Tehimpuls Association in innovation projects and cross-border projects.



Founded in 1970, **Institute for Welding and Material Testing ISIM Timisoara** is a centre of scientific and technical competence in the field of welding and material testing. Operating since 1999 as a national research & development institute, nationally and internationally acknowledged, ISIM has in progress the following actions:

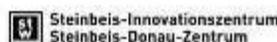
- Scientific research : Welding and allied processes, Material testing
- Technological development
- Training and qualification of personnel in the field of welding and nondestructive testing
- Certification
- Inspection
- Technological transfer

Mr. Mihai Pocanschi,

General Director, Regional Development Agency - Center Region Romania

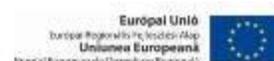
As Director of the Department of Regional Policy from the Regional Development Agency Centru, Mr. Mihai Pocanschi brought an important contribution to the exploration and analysis of the key elements for a successful regional development. The skills to create partner networks and the

The Regional Development Agency Centru acts in the way to contribute to a sustainable and equitable development of the Centru Region by removing disparities and imbalances from the regional areas, for the benefit of its inhabitants. The purpose of the Regional Development Agency Centru is to put into practice plans and strategies designed in partnership, to contribute and make effective use of human and financial resources, to assist



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involvement of regional actors in the institutional processes to develop the regional development plan are supported in his work by the long terms links established between regional, county and local levels. In this way is ensuring an optimal development of the Regional Development Plan of the Centru Region and is coordinating the development and implementation of some projects financed from EU and national funds. Mr. Pocanschi initial engineering studies were completed with a master's degree in regional development and with various specializations in socio-economic field. With an experience of more than 20 years in the field of administration, and a good knowledge of European organizational and management models and tools, Mr. Pocanschi, is able to efficiently coordinate the organization and development of regional policy.

communities in the Centru Region and to attract new resources.

Mrs. Christiana Leucuta,
Deputy Director Department of Industry Policy
Ministry of Economy, Trade and the Business Environment



As Deputy Director of Industry Policy Mrs Chritiana Leucuta is in charge of coordination of industrial policy based on innovative clusters in Romania, promoting in Romania the concept of innovative cluster, raising awareness of specific cluster entities to create and develop innovative clusters and of coordinating programs and projects with external funding. She is Romania's representative in The Group of Implementing Industrial Policy of European Commission, DG Enterprise and Industry and consultant of European Commission (TAIEX database) for Moldova Republic - implementing the concept of cluster innovation.



<http://www.minind.ro/>

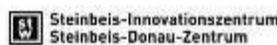
Mr. Daniel Coșniță
President of the Romanian Clusters Association



Graduated both as an engineer and economist, Daniel Cosnita has been working in the last 10 years in the fields of technology transfer and innovation and of regional economic development. Ha has been involved in setting up several pilot projects like the IT Business Incubator of the Technical University in Timisoara (UBIT), the clusters Pro Wood (wood and furniture),

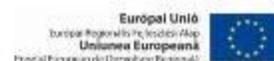


The Romanian Cluster Association (CLUSTERO) was established on the 1st of July as a representative body of Romanian clusters currently gathering 23 members (19 clusters and other catalyst institutions). The Association provides relevant information on regulations regarding the clusters' activity, sources and possibilities of financing, events; offers support in the establishment, development and intra and inter cluster through networking; monitors and assesses cluster performance, based



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Cluster2Success (IT, cross border RO-HU) etc. Since 2008 he has been supporting the Romanian Ministry for Economy in the generation of the national cluster policy, by performing the cluster mapping exercise at national level, contributing to the elaboration of the Guide of Applicants of the financing schemes dedicated to the poles of competitiveness etc. Currently he is a member of the team of experts supporting the Ministry of Education and Research in the elaboration of the Smart Specialisation Strategy of Romania. He acted as a consultant for the Algerian government in setting up a national network of business incubators and for the Turkish government in the elaboration of the national cluster strategy. He has generated and managed numerous national and international projects - especially FP6, FP7, and has run several project generation seminars in Romania and abroad based on the concept of individual and institutional learning.

on criteria established on mutual consent by the members; promotes the exchange of national, regional and international best practices, in order to develop and implement an Ethical Code for Best Practices at national level; organizes courses and specific trainings. Since 2011 CLUSTERO is a full member of the Romanian Export Council.

Dr. Christian von Albrichsfeld,
General Manager, Continental Automotive Romania



Mr Christian von Albrichsfeld is General Manager of Continental Automotive Romania and Head of Continental R&D Romania. He has a PhD in Engineering and has a vast experience in engineering and management gained within Continental as Customer Project Manager for Electro Hydraulic Brake and Manager for System Strategy, Customer Project Manager for Daimler Chrysler Electro Hydraulic Brake, Project Manager for Electro Hydraulic Brake Facelift, Project Manager for Regenerative Brake Systems, Head of Regenerative Brake Systems and Head of Regenerative Brake Systems and Future Brake Systems

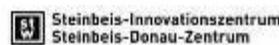


Through the end of 2012, Continental invested more than €700 million in its Romanian operations. Both the Automotive Group and the Rubber Group, and all the corporation's five divisions, are represented in Romania. Continental has seven production units and three Research & Development centres in the cities of Timisoara, Sibiu, Carei, Nadab, Brasov and Iasi. Continental cooperates in a joint venture in Slatina and in a tire distribution center for Eastern Europe in Săcălaz. Continental currently employs approx 12,000 in Romania.

Kabacs Zoltán,
Manager, HVEC - Hungarian Vehicle Engineering Cluster

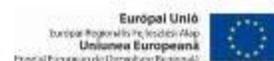


The Hungarian Vehicle Engineering Cluster (HVEC) was founded in 2009. HVEC's management organization is headed by Mr. Zoltán Kabács from the MESHINING Engineering Ltd., former cluster manager of the Pannon Automotive Cluster (PANAC). HVEC aims to co-ordinate the activities of Hungarian engineering companies operating in the field of vehicle or vehicle part development. It intends to assist them by joint marketing operations in targeted countries, support the know-how transfer among employees and run a knowledge database for members. HVEC also stimulates joint innovation projects as well as to



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support individual inventors and help to establish new companies and spin-offs. To his end, it co-operates with research centres, universities, intermediaries in the field of innovation and economic development, clusters and networks. HVEC is hosting and supporting all the activities of the Automotive Living Lab Győr.

Dipl. Ing. (MSc.) Constantin Nedelcu, MBA
General Director, Yazaki Component Technology



Mr Constantin Nedelcu is *Managing Director of YAZAKI Component Technology Arad/Romania*. He has a Electronics Diploma (Master's Equivalent) in Telecommunications from Technical University, Vienna, Austria, and a Master of Engineering in Electronics/ Telecommunications from Technical University, Bucharest, Romania. He is currently a doctoral candidate at Global Executive-MBA Carlson School of Business, University of Minnesota/WU Executive Academy. His work experience is extensive and includes, during his career holding different positions within renowned companies, such as Phillips or Flextronics. He managerial skills were substantiated while being Managing Director at HARTING Sibiu *abd Interim manager for restructuring/reorganization/turn-around/lean manufacturing at HP PELZER Slovakia*. .



Yazaki Component Technology is an automotive supplier, part of Yazaki Corporation, a world leader in developing and manufacturing electric and electronic components for the greatest car makers in the world. We are present in Arad with a lean manufacturing site and in Timisoara with an R&D center. The R&D center located in Timisoara (over 50 engineers) is an integrated part of the European R&D organization focussing on product development. Arad is a competence center for industrialization and lean production of new instrument clusters and body Coltrrollers (over 1 000 employees)."

Dipl.-Ing. Raphael Geiger
Fraunhofer IPA



Loving manufacturing processes, he is working at the research institute Fraunhofer IPA in the field of additive manufacturing and 3D printing, to materialize ideas. While studying process engineering at Stuttgart University he focused his research on thermodynamics at the Institute of Thermodynamics and Heat Transfer, ITW in Stuttgart and in the field of textile processes at the Institute of Textile Technology and Process Engineering ITV in Denkendorf. His achievement in this time was a "hydrofoil



Finding solutions to organizational and technological challenges, particularly within the production environment of industrial enterprises. That, in a nutshell, is the key focus of the research and development work carried out at the Fraunhofer Institute for Manufacturing Engineering and Automation IPA. With 14 individual departments engaged in the fields of Corporate Organization, Automation and Surface Engineering, our R&D projects aim to enhance production processes and make products more cost-effective and environmentally friendly by identifying and exploiting the potential for automation and streamlining at clients' companies. This helps to strengthen their international competitiveness.



sailing boat" made from ultra-light carbon fibre, which was awarded with an innovation prize, in the category technical textiles in 2010. Currently he is working on the idea of combining lightweight principles and sustainable materials on one side with the great benefits of generative production processes on the other side. At Fraunhofer he contributed to different studies about the chances and ecological aspects of lightweight principles in the field of mobility and production. He developed prototypes and worked together with students from the University of Timisoara in the.

Dipl. Ing. Alexandru Popovici,
Manager Consultant, Regional Manager East Europe
TMG Consultants



Mr. Alexandru Popovici studied construction Engineering at University Bucharest and Architecture at University "Ion Mincu" Bucharest. He has a degree in Architecture and City Planning from University Stuttgart and a Master as General MBA, Architecture Management from Steinbeis College Berlin. His responsibilities as Regional Manager at TMG Consultants he joined in 2005 include extension of TMG consulting services in Eastern Europe, consulting for Eastern Europe, especially Romania, Hungary, ex-Yug, Ukraine, planning and realisation of production facilities and infrastructure, due diligence and technical expertise for energy projects Romania, project Management, acceleration and ramp-up support, Supplier search audit and improvement in Eastern Europe. Among client portfolio there are Huf Romania, Delphi Packard Electrical/ Electronical Architecture, Robert Bosch, Henkel and Schaeffler.

Mr. Jouko Parviainen,
 Project Manager, WENET North Karelia

The presentation of Mr. Jouko Parviainen will describe a study carried out by Finnish forest energy experts in Berzasca, West Development Region, for a biomass based district heating (DH) system. There is a good potential but also a number of challenges both in forest fuel supply chain and an establishment of a DH system.

The Fraunhofer IPA was founded in 1959 and incorporated in the Fraunhofer-Gesellschaft in 1971. Of the 57 institutes that make up this prestigious research organization, the Fraunhofer IPA is one of the largest single institutes, employing around 200 scientists. It has an annual budget of approximately 36 million euros, with 50 percent of its revenue stemming from industrial projects.



TMG Consultants, with over 50 employees belongs to the leading consulting companies in Germany. TMG has offices in Stuttgart and Bucharest. For more than 25 years TMG Consultants design and implement projects for national and international manufacturers in the automotive industry, electronics, mechanical engineering and other technical businesses. The TMG consultants are professionally experienced and in an interdisciplinary team together with the customer, they lead the projects to success.

Main services for Eastern Europe include partner for site selection, active support during approval procedures, site planning and facility design, development of optimal production layouts - adapted to local special requirements, ramp-up management and optimization, on-site general planning, quality assurance, and implementation monitoring, support for the relocation of factories/production capacities and extensions, supplier sourcing and consulting for development of supplier networks, interim management, coaching of management, and conducting employee training.



<http://www.iosek.fi>

Mr. Vlad Gaivoronschi,

President, Architects Order Timis



Mr Vlad Gaivoronschi has a Bachelor Degree in Architecture from Traian Vuia "Politehnica" Institute, Timisoara and also a PhD in Architecture from "Ion Mincu" University of Architecture, Bucharest. He is Principal lecturer, "Politehnica" University, Timisoara, Faculty of Architecture, permanent professor for the courses Theory of Architecture, design workshop. In 1990 he started his own practice at *Andreescu & Gaivoronschi Ltd.* A renowned architect he is Vicepresident of the Romanian Order of Architects, President of Romanian Order of Architects TIMIS County, Member in the A.C.E.-Architect's Council of Europe, Professional Experience workgroup and member in the U.I.A. – P.P.C. - Professional Practice Commission.

For the project Offices, services and commerce buildings – City Business Centre; Timișoara (urban development and two twin buildings) he was awarded The Excellence Prize for Architecture at the Timiș Order of Architects 2007, Nomination at MIES VAN DER ROHE European Architecture Prize 2008, Office development of the year and Green Building project of the year offered by Romanian Green Building Council ROGBC - EE Real Estate, and was shortlisted at WAF-World Architecture Festival, Barcelona 2010. He was also nominated European Architecture Prize 2010, Nomination at Timis Order of Architects Annual Architecture Event 2010.



ANDREESCU & GAIVORONSKI

<http://www.andreescu-gaivoronski.com/>
Mr Adrian Retezan,

Vice president of AIIR,



Mr. Adrian Retezan is a consulting profesor at the „Politehnica” University of Timisoara in the field of civil engineering . He is president of the Romanian Installation Engineers Association and vice-president of the Romanian Installation Engineers. He has published 61 scientific papers which have appeared in different journals, 29 papers published in

volumes of international manifestations. Additionally, he is



SC Dosetimpex SRL was founded in 1994, in Timisoara, and today is one of the most important General Contractors on the national industry of Building Services. It is providing fully designing, production, energy auditing services and software tools for EPBD (Doset-PEC) also offering a wide range of installation equipments and integrated solutions for building services projects.





organizer of technical-scientific manifestations such as: ASHRAE Danube Center annual meeting in Timisoara (April 2006-2011), in Sinaia (2007-2011) or REHVA (Federation of European Heating, Ventilation and Air Conditioning Associations) conference in Timisoara, 2012

SC Demark Construct SRL launched its own air duct production line. We offer rectangular and circular air ducts and accessories, made of metal sheet, zinc coated, or stainless steel, thus completing the range of services we offer in Building Services. Our portfolio includes complex retail projects all over the country.

Mr. Asko Puhakka
North Karelia University of Applied Sciences



Mr Asko Puhakka graduated in Forestry Engineering at Joensuu Forestry College and has a Master Degree in Administrative Sciences, Environmental Law from University of Joensuu. He is Lecturer in Environmental Technology at North Karelia University of Applied Sciences Joensuu. Additionally he is technical consultant and Share Holder at Bioenergy Team Finland since 2000, founder and share holder in Biowin Ltd since 2006 and chairman on the board at Finbio, Finish Bioenergy Association. His key qualifications are business models on energy entrepreneurship and environmental, training, programming, project planning and management, education & curriculum development.



Karelia University of Applied Sciences, Centre for Bioeconomy provides education in three bachelor-level programmes - Forestry, Rural Industries, and Environmental Technology - and in one master-level programme on Environmental Technology.

Energy and environment services

Karelia UAS acts in cooperation with businesses in product and service development in both national and international levels. The leading areas of expertise are the development of energy business, production of pellet, biogas, and solution plans for energy sustenance.

- **Decentralised energy systems:** procurement systems of bio fuels, geographical information systems and logistics, systems for heat production, planning of energy sustenance for real estate, development of heat business, business models, entrepreneurship, development support of heat appliance production, transference of international expertise
- **Production of pellet:** Development services of pellet, profitability of business, testing of raw materials to be pelleted and device technology
- **Biogas:** testing of raw material for biogas production (production potential of methane, applicability surveys of raw material mixes) and education services



Mr. Eero Antikainen,
Head of Research Environmental Technology
School of Engineering and Technology
Savonia University of Applied Sciences



Mr. Eero Antikainen is head of the Laboratory of Environmental Engineering which focus on applied research of water technologies and biogas processes. He has more than 10-year experience in RDI-activities in the field of environmental engineering.

Mr. Eero Antikainen will present Innovative pilot scales research and test projects in the field of water safety conducted within Savonia's School of Engineering's Laboratory of Environmental Engineering.



Savonia University of Applied Sciences is one of Finland's biggest and most versatile universities of applied sciences. There are almost 30 Bachelor degree programmes, several adult education degree programmes and nine Master degree programmes in the Savonia University of Applied Sciences.

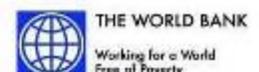
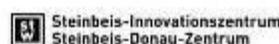
Laboratory of Environmental Engineering is a part of Savonia's School of Engineering and offers research, development and training services connected with environmental issues and bioenergy. The laboratory focuses on applied research and product development projects implemented together with businesses and other research organizations. Laboratory's specialties are pilot scale test setups for water treatment and biogas production. The research apparatus includes inter alia a surface water pilot plant and a water supply test system as well as mobile pilot scale biogas plant. All pilot scale systems are equipped with measurement and analysis equipment for examining the functionality of the processes. The research and testing apparatus can be applied both in the laboratory conditions and on site as well. The laboratory infrastructure enables testing of the functionality of the water treatment processes and the measuring devices of water quality as well as biogas production from different raw materials. Laboratory offers an excellent framework for applied research, product development and testing as well as for providing training and educational services.

Mr. Radu Dimeca,
President, ROSENC

Founder and president of Sustainable Energy Cluster in Romania – ROSENC, Mr. Radu Dimeca began his entrepreneurial life since 1990, and in 1991 he founded Grafoprint, which today is among the top 3 companies in the Timis County. From the position of Vice President of the Chamber of Commerce, Industry and Agriculture Timis, respectively Chairman of the Section of Services, he promotes organizational clusters as a solution in time of economic crisis and a viable alternative to eliminate the dangers of globalization in Timisoara / Banat and nationwide. Now ROSENC cluster facilitates and manages the collaboration of the leading actors in the region in renewable energy.



Romanian Sustainable Energy Cluster – ROSENC - was founded in 2011, by 26 founding members who allocated for green energy sector development for 2010-2012 a total budget of 16.8 million euros and a total of 6,425 employees. ROSENC currently has 62 members. The scope of the association is to promote Romania, the West Region and Timis county as leader in the fields of renewable energy, energy efficiency and the new sustainable energy fields; to participate in international networks as partner or coordinator in projects which concern member organizations competitiveness raising through national and international cooperation.



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