

UPPER SILESIAN ACCELERATOR FOR COMMERCIAL ENTERPRISES - YOUR RELIABLE INTERNATIONAL PARTNER

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Introducing a history and experience of the **Upper Silesian Accelerator for Commercial Enterprises** Ltd. (GAPR) there should be said that our organisation has been established in 1998 as Local Development Agency Ltd. (ARL) in Gliwice (Silesia Region, Poland) and started its operation in 1999. The name of the Local Development Agency was changed into the Upper Silesian Agency for Entrepreneurship and Development Ltd. late 2013 along with the merger of Upper Silesian Agency for Entrepreneurship Promotion Co. (GAPP S.A.). The name of the Agency was recently rebranded according to our new mission as - Upper Silesian Accelerator for Commercial Enterprises.

The main goal of the Accelerator is to **support SMEs development as well as encourage economic development of local ecosystems**. **GAPR is a key Business Support Organization in Silesia and one of the biggest in Poland**; actively involved in local, regional, national and international actions. Thus, we continuously master our strong competence in facilitating business and we focus on the provision of excellent business locations and business support infrastructure. At this moment we are offering business premises in seven locations. We are key shareholder of the Silesian Science and Technology Center of Aviation Industry Ltd. as well as the owner of a city airport in Gliwice.

We support regional authorities by tailoring innovation policies and monitoring smart specialisation measures. We are highly devoted to implementation and monitoring of the Regional Innovation Strategy in the field of health, life science and medicine as a member of the Network of Regional Specialist Observatories in Silesia and the facilitator and manager of MedSilesia Cluster.

Between 2005 and March 2008, we implemented a project called **"Creating sectoral cooperation networks and supporting structures in the Śląskie Voivodeship"**. As a result of a series of individual meetings with a network animator and thematic seminars with experts, the project participants decided to sign an agreement on the establishment of **the Silesian Network of Medical Devices, the so-called MedSilesia**. The agreement was signed on 6 April 2007 by companies and R&D institutions and institutions associated with the medical device industry from the Śląskie Voivodship (17 signatories).



The signed agreement clearly specified the purpose of its establishment. The Silesian Network of Medical Devices was created in order to implement joint ventures by companies with Polish capital from the medical industry (medical equipment and devices sector) in the region, whose scope exceeds their individual capabilities. Nowadays, we have grown in numbers and scope as the **cluster is active in the following fields:**

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LIFESTYLE
DISEASES



ICT
IN MEDICINE



MEDICAL
ROBOTICS



CARDIAC
SURGERY



GERIATRICS



SURGICAL AND
ORTHOPEDIC
INSTRUMENTS



TELEMEDICINE



REHABILITATION



REGENERATIVE
MEDICINE



DIAGNOSTIC
EQUIPMENT
AND MEDICAL
PRODUCTS

www.medsilesia.com



We are proud that the Silesian Network of Medical Devices, has become a strong sector cooperation platform for enterprises, institutes of higher education and R&D units. We effectively combine the potential of our Partners in the area of technologies for medicine, creating a synergy effect. We provide our Partners with access to specialist services enhancing their competences and support them in conducting and developing their business activity in Poland and worldwide. When it comes to our potential, we are a strong ecosystem with great capacity and internationally recognised business offers.

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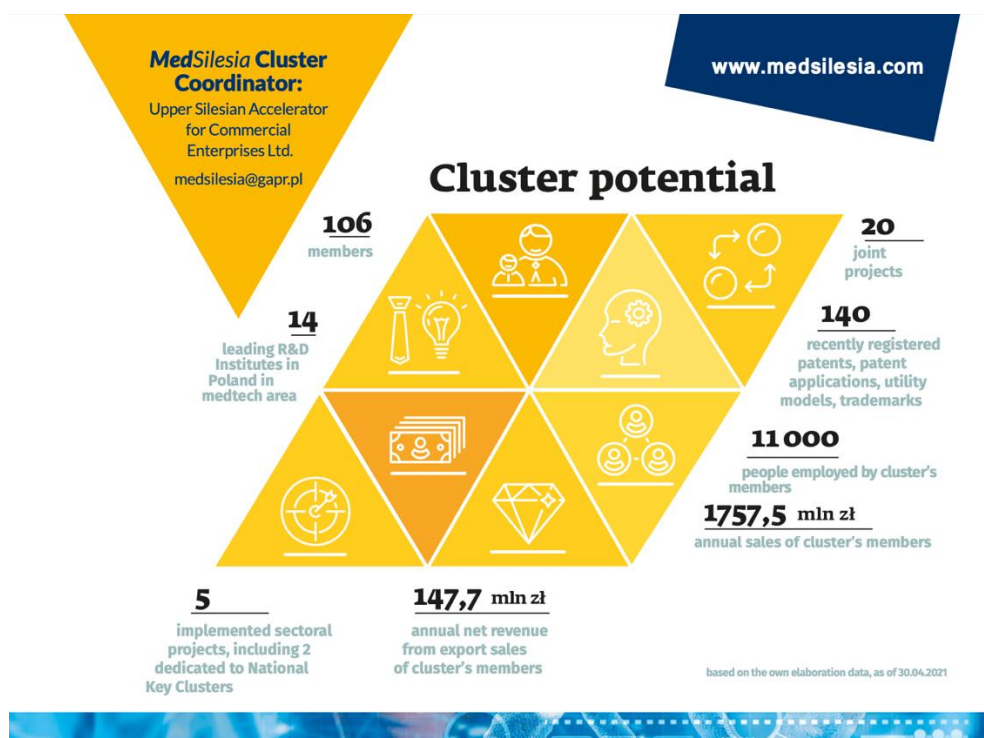
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Our mission is to boost cooperation and dialogue between enterprises and R&D organisation enhancing their effective use and combination of potentials, implementation of innovative solutions and technologies, transfer and absorption of knowledge, experience and learning between cooperating entities, as well as undertaking joint activities and implementation of common projects in the global value chain.

More to learn on GAPR...

Since the Polish accession to the European Union, support of the business and creation of new opportunities along with enhancing the competitiveness of the region have been **the most important targets for the Accelerator**, and we achieve it by the following:

- expanding the scope of the already existing information and support for reliable information on topics related to European integration and to create favourable attitudes, conscious and active European citizenship;
- supporting the development of small and medium-sized enterprises located in the area of the Agency, ensuring favourable conditions to enhance the development of SMEs;
- cooperation with local authorities in terms of implementation of projects concerning social policies, activation of local and regional society, raising societal and entrepreneurship awareness, etc.;
- supporting the companies' development by providing advisory and pro-innovative services on the national level within the network ventures;
- converting degraded post-industrial areas into areas of economic activity;
- participation in the international projects supporting the increase of regions competitiveness;
- development of objectives in international system of pro-innovative services, provided by business - environment institutions in different countries for small and medium-sized enterprises located in the Central European region;
- initiating cluster activities and providing consultancy on internationalization and optimization of clusters;
- assistance in establishing cooperation and combination of economic partners at national and international levels;
- assistance in establishing new businesses and providing advisory and support for start-ups;
- consultancy on European Union grant applications preparation.

We have successfully accomplished many EU-funded projects:

- In the years 2005 – 2011, we have completed two regional projects titled “Regional Network for Promotion and Technology Transfer” that aimed to create a set of mechanisms enabling more effective communication and cooperation between enterprises and the R&D institutions.
- In the years 2009-2013 there were three projects run; providing advisory services of pro-innovative character for enterprises around the country: Audit

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- of Marketing Needs, Marketing Audit of a Young Company and the Strategic Audit of an Enterprise have been elaborated, standardized and applied.
- Around 2012 we have been implementing a project concerning the formulation of regional policy to support the development of the concept of corporate social responsibility in the SME sector. The project is being implemented by 14 partner institutions across the European Union. It aimed to raise awareness of the companies on CSR and promotion of good practices identified by the Partners.
 - In 2012 GAPR has been implementing COGITA (Corporate Social and Environmental Responsibility through Public Policy) is an interregional project, bringing together 13 regions covering the whole of Europe and a budget of over €2.5M, which promotes social and environmental responsibility within SMEs across Europe within INTERREG IVC Programme.
 - We have been leading activities at Enterprise Europe Network - since 2008 - gathering business environment institutions, universities and R&D sector to promote competitiveness, innovation, knowledge commercialization and technology transfer; databases for new technologies and partners' search
 - We have implemented several projects within Central Europe Programme in 2009 - 2012:
 - **Via Regia Plus - Sustainable Mobility and Regional Cooperation along with the Pan-European Transport Corridor III**
 - **CNCB - Cluster and Network Cooperation for Business Success in Central Europe**
 - **CEBBIS - Central Europe Branch Based Innovation Support**
 - **BATCo – Baltic Adriatic Transport Cooperation**
 - Also, GAPR has learned on e-Create – Cultural Routes, Entrepreneurship and Technologies Enhancement project within INTERREG IVC Programme that aimed to identify shortcomings in public policies which promote tourism along cultural and historical routes and to bundle resources to increase the competitiveness of enterprises in rural areas.
 - We worked on **CluStrat – Boosting innovation through new cluster concepts in support of emerging issues and cross-sectoral themes – Strategic project within Central Europe Programme**, responsible for mapping processes of emerging industries and cross-cutting issues in clusters among Central Europe.

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As for more recent projects, we have been / are actively involved at international scale with the support of:

Central Europe Programme



- **SMART_WATCH**

GAPR has been a Lead Partner of the project: Regional branch observatories of intelligent markets in Central Europe, **monitoring technology trends and market developments in the area of smart specializations (CE1063).**

SMART_watch elaborated a **model for Regional Branch Observatories**, equipped with a set of monitoring and benchmarking tools, available to all RIS stakeholders and intelligent markets' actors firstly in CE and after the project is finalized – also in regions across the EU. SMART_watch tackled this common problem providing a unique and systemic solution – regional Observatories - supporting innovativeness in Central Europe, enhancing the transfer of technology as well as R&D results, building linkages among the RIS stakeholders and filling the gap between the strategies and the end-users.



- **KETGATE - Central European SME Gateway to Key-enabling Technology Infrastructures - Sparking a new Transnational KET Innovation Ecosystem (CE1188)** KETGATE specifically addressed SMEs in **food, transport & health**, enabling them to test the integration of new promising technologies by using innovative machines and laboratories - and overcoming the risk of investing in new machines or technologies which may not work for the company.



- **CHAIN REACTIONS – Driving smart industrial growth through value chain innovation**

The objective of the project is to **strengthen regional innovation ecosystems** by disseminating specialist knowledge and free tools developed and tested in the project, which will help local companies **overcome development barriers and introduce innovative solutions into the production value chain.**

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The business sectors for which the **tools are created** in the project are: advanced manufacturing industries (aviation, space), ICT, electronics, energy, environment, medicine and bio-economy.

COSME Programme:



Business Support on Your Doorstep

- **Enterprise Europe Network** is the world's largest network supporting SMEs in the internationalization process. It consists of more than 600 points located in almost 60 countries in Europe and the world, it employs almost 3,000 experienced experts providing their knowledge and services for business and science. In Poland, network centres are concentrated in four consortia (30 centres) covering the entire territory of the country. The consortium operating in Southern Poland includes nine partners from four voivodeships: Śląskie, Małopolskie, Świętokrzyskie, and Podkarpackie, which ensures recognition of the needs of local entrepreneurship and cooperation with a global network supporting SMEs.



- **S3martMed** - The purpose of the starting initiative was to foster interregional and cross-sectoral cooperation between European clusters and their SME members in the field of medical technologies through the establishment of a unique cluster partnership. Through its action, the project will participate in the implementation of the Smart Specialisation (S3) policies with their Regions increasing the participation of industries, supporting the identification of priorities of investments related to the Medtech sector and contributing to the elaboration of future interregional funding schemes, in coherence with the current discussions with the S3 Medtech Platform.

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INTERREG Europe Programme:



- **COMPETE IN** - The project concerned the internationalization of SMEs; the key issue related to the development of this sector of enterprises on a global scale, occurring in EU countries, is the weakness of companies due to the requirement of incurring high investment expenditures and uncertainty of achieving the expected level of investment effectiveness. The main results of the project have been focused on improving policies created by regions to build a regional internationalization system and support cooperation processes at the local level among all significant stakeholders: SMEs, universities, economic and professional self-governments as well as city authorities.



- **Medtech4Europe** - The main objective of the MedTech4Europe project is to update instruments under regional and national policies, given the growing demand for innovative infrastructure in the field of MedTech sector.

Results:

- Strengthen the innovation ecosystem for the medtech sector;
- Develop business models of RDI infrastructures giving better access to SME's;
- Implement new RDI interregional projects with the identification of complementary excellence domains between regions.

Through all these years we implemented numerous projects within regional and national funding schemes.

The portfolio of recent projects and their scope needs to be also seen with regards national / regional co-funding. It includes i.a.:

Projects implemented under the Intelligent Development Operational Program 2014-2020, Measure 2.3 Pro-innovative services for enterprises, Sub-measure 2.3.3 Internationalization of the National Key Clusters:

- **MedSilesia Go Global**
- **MedSilesia Go Global 4.0**

MedSilesia Go Global

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Aims – to develop and implement of a comprehensive set of tools that will contribute to the internationalization of common products of the Cluster and its members.

We are also actively involved in:



- **“Network of Regional Specialist Observatories”**

The main objective of the project is to develop the technological and innovative potential of the region by building competitive advantage of the voivodeship based on programming economic changes among representatives of self-government territorial units as a result of project implementation.

The task of the Network is to enable quick and easy access to specialist knowledge and database of experts in selected strategic areas for the region, including through the publication of annual specialist reports, cyclical workshops, access to an expert database. This network is to act as “contact points” for actors of the innovation ecosystem, facilitating communication, cooperation and exchange of knowledge and data regarding destinations and trends in technology development as well as promotion of activities undertaken by the province self-government in technological areas. Strengthening the relationship between the sphere of entrepreneurship, science and administration in the economic dimension will contribute to building competitive advantages concerning other regions.

Locally, we offer training projects that are targeted to: the unemployed, professionally inactive, threatened by losing their jobs and are intended to improve their qualifications. Participants learn assertiveness, gain self-confidence and the ability to move freely in the labour market, they acquire practical skills such as computer skills, as well as main issues in accounting and human resources.

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