



Agenda of the training
workshop in Faenza

STRIKE - Comprehensive STRategies to tackLE
malignant tumors: from nanomedicine and
theranostics to precision medicine



Idea

Development

Technology

INNOVATION

Invention

Research

Experiment

Creativity

Improvement

The trainers



Concept

The trainers (1/3)

Tommaso FOGLIA, M.Sc. Engineering

<https://it.linkedin.com/in/tommasofoglia>

- Senior expert of EU funding since 2002 in building and managing international, multidisciplinary and cross-sectorial EU-funded consortia
- Track record: 25 M€ granted and 30% success rate under H2020 since 2014
- 8-ys experience as trainer and reviewer of H2020 grants
- 9-ys managerial experience (CEO, board member and branch director)
- 15-ys Business Development experience
- Trainer, coach and advisor to start-ups for business/innovation strategy



The trainers (2/3)

Pier Luigi FRANCESCHINI, PhD Chemistry

<https://www.linkedin.com/in/pierluigifranceschini/>

- Senior expert of EU funding since 2004
- 7-ys experience as former Director of the Southern Innovation Hub @EIT RawMaterials
- 17-ys managerial experience as founder and board member of a biotech startup company (Explora srl)
- Trainer, coach and advisor to start-ups for business/innovation strategy



The trainers (3/3)

Enrico DI OTO, PhD Oncology

<https://www.linkedin.com/in/enrico-di-oto-oacp/>

- Founder and executive manager of 2 high-tech medical startup companies (OACP IE and GeneSys Bio)
- Outstanding track record on the development of innovative cancer diagnostics systems
- 7-ys managerial experience (CEO, COO)
- 2-ys experience as Startup mentor @Almacube - UNIBO





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The training program



Concept

Overview of the STRIKE training program

Day 1: Overview of European Funding schemes to support Innovation, Technology Transfer and entrepreneurship (Horizon Europe, EIT, EIC) – Date: 29/01/2024 – Trainer: Tommaso FOGLIA

Day 2: How to build a competitive application for low-medium TRL financing schemes: EIC pathfinder and RIAs under Horizon Europe – Date: 30/01/2024 – Trainer: Tommaso FOGLIA

Day 3: How to build a competitive application for medium-high TRL financing schemes: EIC accelerator and EIT Health – Date: 31/01/2024 – Trainer: Pier Luigi FRANCESCHINI

Day 4: Innovation, Technology Transfer, IPR management and entrepreneurship for ESRs – Date: 01/02/2024 – Trainer: Pier Luigi FRANCESCHINI

Day 5: How to manage a high-tech startup company in the early-stage phases – Date: 02/02/2024 – Trainer: Enrico DI OTO

29/01/2024 (Day 1) h14-16, 16:30-18:30.

Title: Overview of European Funding schemes to support Innovation, Technology Transfer and entrepreneurship (Horizon Europe, EIT, EIC)

Overview of
European
Funding schemes

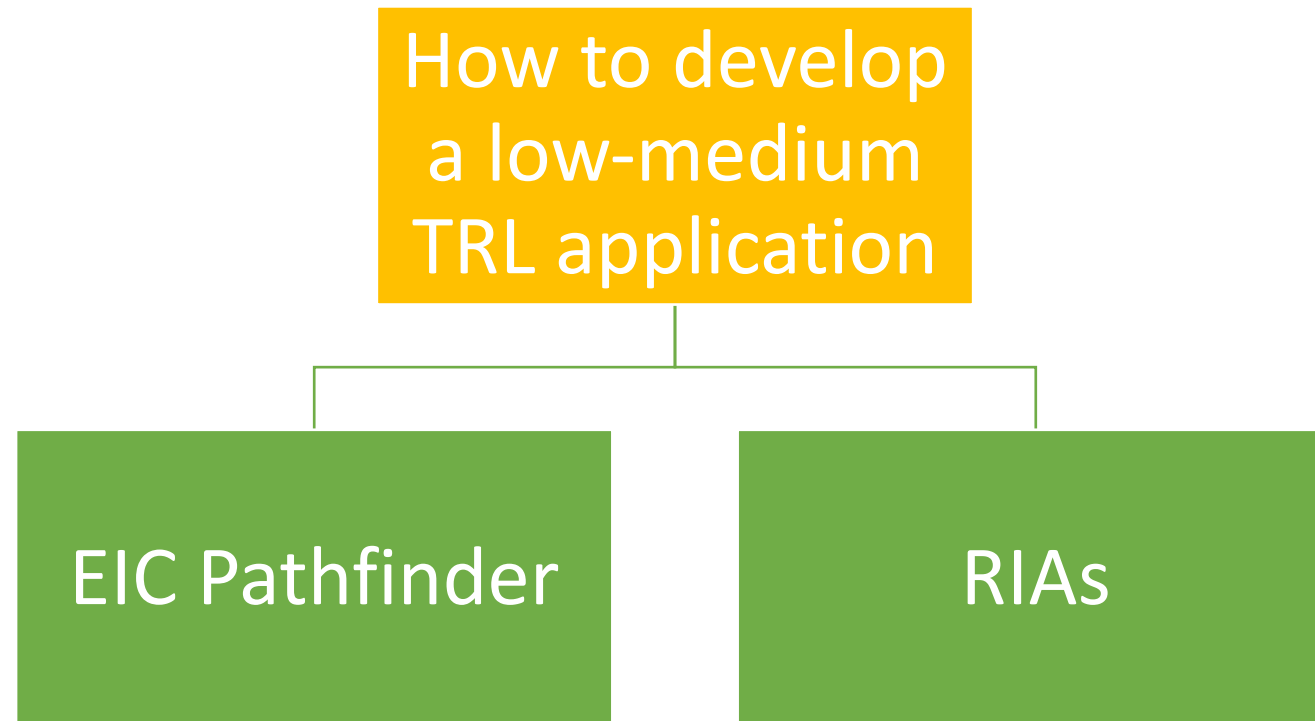
Horizon Europe

EIT

EIC

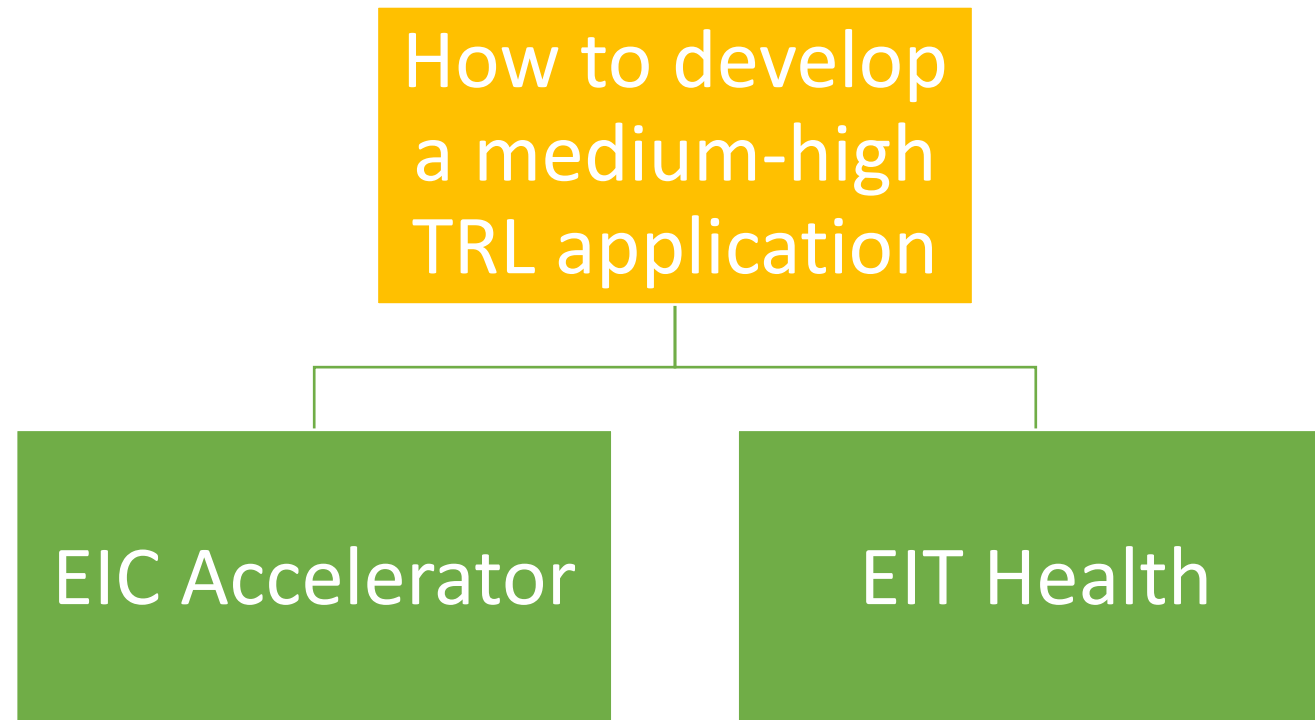
30/01/2024 (Day 2) h9-11, 11:30-13:30.

Title: How to build a competitive application for low-medium TRL financing schemes: EIC pathfinder and RIAs under Horizon Europe



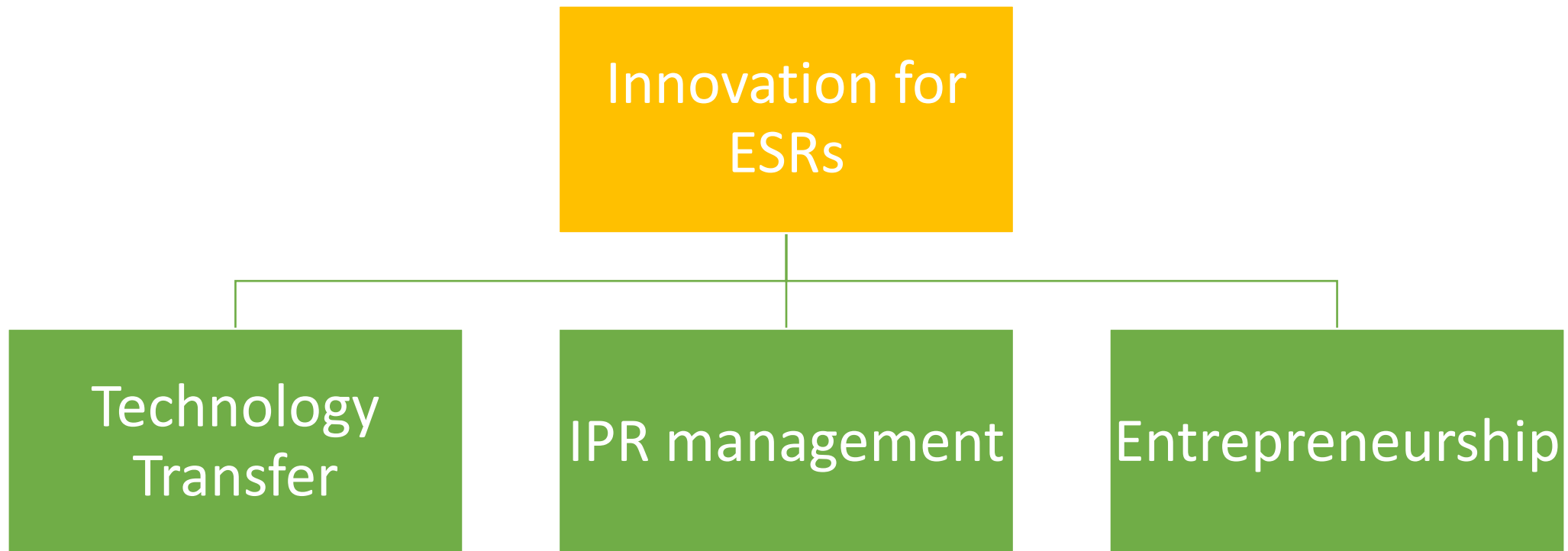
31/01/2024 (Day 3) h14-16, 16:30-18:30.

Title: How to build a competitive application for medium-high TRL financing schemes: EIC accelerator and EIT Health



01/02/2024 (Day 4) h9-11, 11:30-13:30.

Title: Innovation, Technology Transfer, IPR management and entrepreneurship for ESRs



02/02/2024 (Day 5) h10-12:30, 13:30-15. Title: How to manage a high-tech medical startup company in the early-stage phases

How to manage a high-tech medical startup company in the early-stage phases

Ideation and Market Research

Validation and Business Model

Product Development and Prototyping

Go-to-Market Strategy

Case Studies and Success Stories

Crafting a compelling elevator pitch



STRIKE training logistics

Training Dates: from 29 January 2024 to 02 February 2024

Location: Faenza (RA), Italy, at ISTECCNR facilities

Format: 5 interactive training sessions lasting 4 hours each. 1 coffee break envisaged in each session.

Number of participants: 8 ESRs indicated by STRIKE Consortium. The training will be open to additional 6 representatives from organisations of STRIKE Consortium (e.g. supervisors).

Certificate: at the end of the training the attendees will receive an attendance certificate issued by STEM Innovation s.r.l.



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Concept



STEM's experience to finance research and innovation

- ✓ **Science and Technology**
 - Scientific research and projects' coordination
 - Technology assessment and foresight
- ✓ **Innovation management**
 - Marketing & Business planning
 - Exploitation
- ✓ **Project financing**
 - Funding opportunities screening
 - Project co-design and international partnership building
 - Proposals' review
 - Implementation



How STEM brings ideas to business



Project design

Technology audit

Funding strategy definition

Project co-design and partners' search

IP management outline

Grant Application development

Proposal's review



Project implementation

Project management

IP monitoring and management

Marketing and Business planning

Exploitation

Communication and dissemination

STEM's support to develop competitive grant applications



REDACTION OF THE
PROPOSAL



DEFINITION OF PROJECT'S
BUDGET



GRANT APPLICATION
SUBMISSION




STEM
innovation

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