

Development of Partnerships with SMEs in BA by Virtual Engineering Network

Dr.-Ing. Stefan Wagner

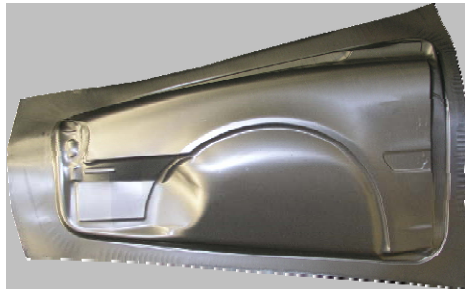
Short Introduction

Universität Stuttgart
Faculty 7: Design-, Production- und Automotive Engineering

Institute for Metal Forming Technology
Institut für Umformtechnik (IFU)



Sheet Metal Forming



Bulk Forming



ca. 40 employees

Presentation TEMPUS Project

Institute for Metal Forming Technology | Stefan Wagner | 01.12.2009

Experience with TEMPUS-projects

Finished Project:

Restructuring the Study of Manufacturing Engineering in Bosnia Herzegovina
(C003A05)

Proposal Not Accepted:

University Knowledge and Technology Transfer Centre in BA
(JEP - 40036 - 2005)

New Project Accepted:

Development of Partnerships with SMEs in BA by Virtual Engineering Network
(158623-TEMPUS-DE-TEMPUS-SMHES)

Bosnia and Herzegovina



History

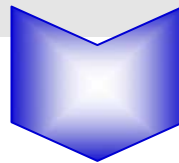
Beginning of the Nineties

Guest Scientist University Banja Luka for 6 Months at the IFU

2005-2006: TEMPUS Project

Restructuring the Study of Manufacturing Engineering in Bosnia Herzegovina

- Adaption of Study Contents in Accordance with Bologna Process
- Staff Exchange
- Investment Experimental Devices and Computers in BA
- Workshops



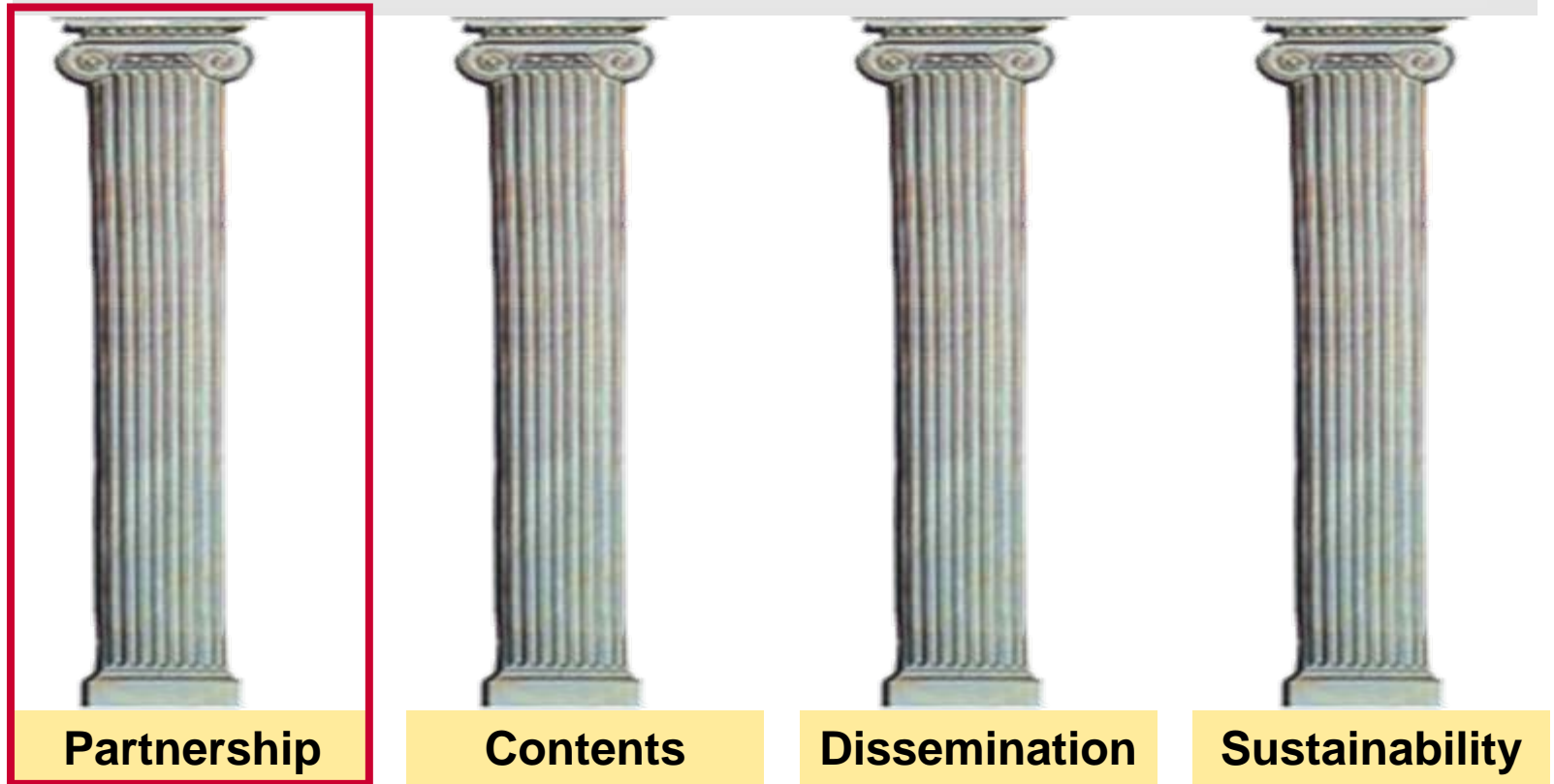
Detected Deficits:

- ▶ Broken Links between Industry and Universities
- ▶ No Transition from Educational to Research Institutions
- ▶ Adaption of Education Systems According to Industrial Need
- ➔ “Parallel Worlds”



Influencing Factors for a Successful Proposal

TEMPUS Proposal



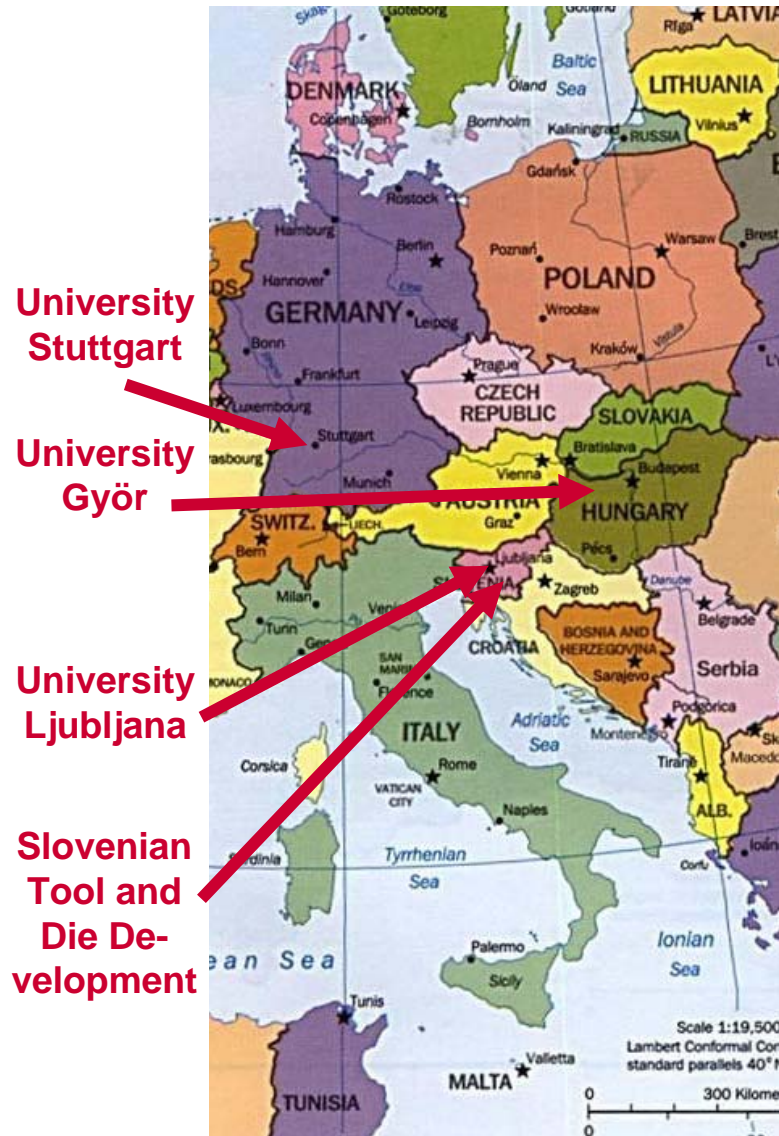
Partnership

- Expertise, experience
- Strong interest in the project
- Mix of different institutions
- Dissemination of the project results
- No focus on only one place

Project Partners TEMPUS 158623

No.	Name of the Project Partners	Institution
1.	UST - University of Stuttgart, Stuttgart, DE, Grand Applicant	UNI
2.	UBL - University of Banja Luka, Banja Luka, BA	
3.	UL - University of Ljubljana, Ljubljana, SI	
4.	UGY - Szechenyi Istvan University, Győr, HU	
5.	UES – University of East Sarajevo, Sarajevo, BA	
6.	FTD – Faculty of Traffic Engineering, Doboj, BA	
7.	UTZ – University of Tuzla, Tuzla, BA	
8.	UM - University "Djemal Bijedic" Mostar, BA	
9.	TECOS - Slovenian Tool and Die Development Centre – TECOS, Celje, SI	R&D
10.	ASME – Republic Agency for the Development of SME, Banja Luka, BA	SP
11.	KC - KALDERA COMPANI, Laktasi, BA	SMEs
12.	EKOM – EKO MIX, Kotor Varos, BA	
13.	TB - TRI BEST, Banja Luka, BA	
14.	EC – EastCode, Banja Luka, BA	
15.	Ministry of Civil Affairs of Bosnia and Herzegovina, BA	Endorsement Ministry, BA
16.	Ministry of Education and Culture Republic of Srpska, BA	
17.	Ministry of Science und Technology RS, BA	

University and R&D Partners TEMPUS 158623



Influencing Factors for a Successful Proposal

TEMPUS Proposal



Partnership



Contents



Dissemination



Sustainability

Contents

- Clear description of the current situation
- Identification of necessities
- Proposal has to be clearly and directly related to identified problems
- Clear description of the objectives
- Division of work by the partners
- Who is responsible for what
- Clear description of the tasks
- Defined action plan, travel plan
- Clear dissemination plan
- Clear identification of all kinds of deliverables
- How will sustainability be guaranteed after the project

Objectives TEMPUS 158623

- Establishment of Cooperation Focal Points (CFP) and CFP network in 5 BA-Universities for strengthen of cooperation and partnerships between University and Industry through trainings, consulting and practical research by Virtual Engineering.
- Setting up of new Partnership Concept University – Enterprises/SMEs to the specific circumstances of BA economy by adjusting and applying the best practices of similar EU development models.
- Modernization of programme for vocational trainings, engineering fellowship and consulting tools in higher education for SMEs
- Developing and conducting of Practical Placement Programme (PPP) for students in consultation with community members/stakeholders and EU partners according to practically approved case studies
- Providing the quality dissemination and sustainability of University-Industry links as the results of the project

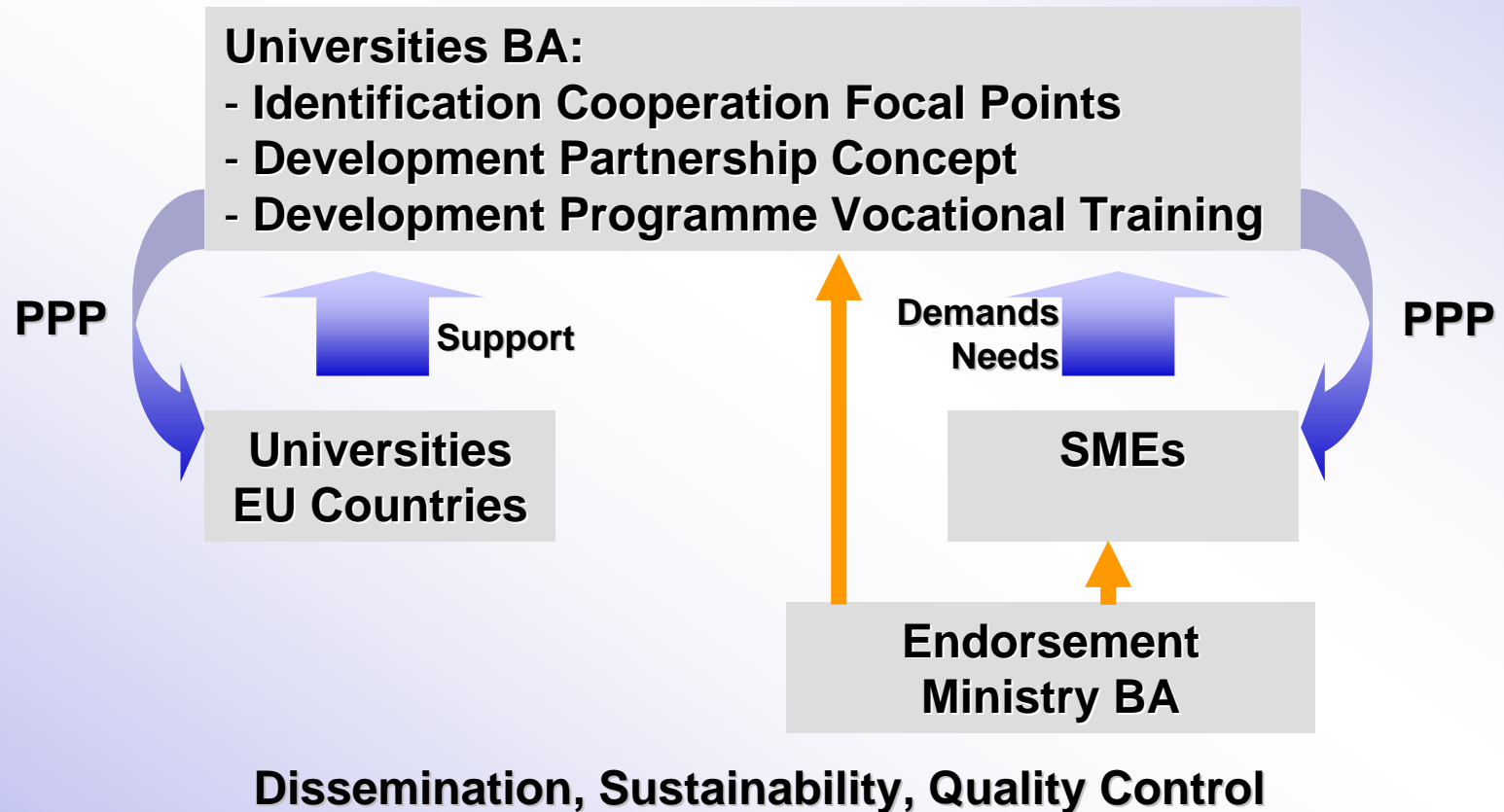
Tasks TEMPUS 158623

1. Established and equipped cooperation focal points (CFP) with appointed CFP network in five BA universities
2. Partnership concept university/enterprises-SMEs developed in accordance to the specific circumstances of BA economy
3. Developed and carried out programme of vocational trainings, engineering fellowship and consulting tools through five CFPs
4. Practical Placement Programme (PPP) needs identified and successfully developed for students
5. Dissemination
6. Sustainability
7. Quality control and monitoring
8. Management of the project

Responsibilities TEMPUS 158623

University of Stuttgart: Grant Applicant

University of Banja Luka: Coordinator



Influencing Factors for a Successful Proposal

TEMPUS Proposal



Partnership



Contents



Dissemination



Sustainability

Dissemination

- Dissemination strategy
- Dissemination within and outside the partner country
- Clear description of dissemination activities
- Who is responsible for what

Dissemination TEMPUS 158623



<p>Preparation of training and consulting sets in printed and e-document version</p>	<p>Preparation of training and consulting sets in printed and e-document version will be created material for ensuring high visibility of the project outcomes and outputs.</p>
<p>Printing and publishing of leaflets, brochures and other material</p>	<p>Within printing and publishing of leaflets, brochures and other material will be distributed new up to dated project results to the wider targeted groups and public at large. It will be printed and published: promotional posters, electronic brochures and leaflets on VENet network on each CFPs, brochures and leaflets on EFP programme, brochures and leaflets on PPP programme, brochures and leaflets on vocational trainings, also at least 7 reports of good practice and demonstrations will be shown on Web portal.</p>

Dissemination TEMPUS 158623



Organize three motivational seminars

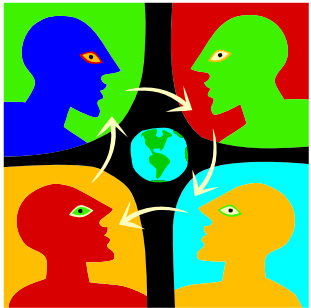
In order to promote new BA concept for university/enterprise-SMEs partnerships will be organized three motivational seminars. Seminars will be prepared to dedicate promotion of CFPs activities and their possibilities. Participants will be: academic staff, researchers, graduates, students, engineers and managers from industry/SMEs, policy-makers and stakeholders (totally 130 participants).

Organize three workshops

Three workshops will be organized for presentations of new achievements in VE technologies developments and application of CFPs by EU partners. Participants will be: academic staff, researchers, graduates, students, engineers and managers from industry/SMEs, non-university teachers from secondary schools, designers and stakeholders (totally 130 participants).

Organize Information days and public presentations

Three one-day information days and public presentations will be organized in the final year of project realization. Information days will contribute to the exchanging information and providing better links university/enterprises-SME for setting up sustainable partnerships for future cooperation programme (around 150 participants).



Influencing Factors for a Successful Proposal

TEMPUS Proposal



Partnership



Contents



Dissemination



Sustainability

Sustainability

- Long-term perspective
- Possible funding after finishing the project
- Description of potentials related to sustainability
- Who is responsible
- Involvement of politics, economical associations
- Consideration of economic and social structures

Sustainability TEMPUS 158623

- Plan preparation for institutional sustainability by all project participants
- Actively participating of CFPs managers in this activities
- Guides creation for CFPs self-sustainability after project implementation
- Funding institutions by cooperation between CFPs and industry through jointly projects
- Funding of CFPs through technical support to the BA Government



Thank You Very Much
for Your Attention