



# ENHANCE

STRENGTHENING NATIONAL RESEARCH AND INNOVATION CAPACITIES IN VIETNAM

## MINUTES

1<sup>st</sup> National Workshop  
“ENHANCE Brokerage event”  
22<sup>nd</sup> February 2017

Venue: Hue University of Agriculture and Forestry (HUAF)  
Meeting room 03, University library, 102 Phung Hung,  
Hue City, Vietnam



Co-funded by the  
Erasmus+ Programme  
of the European Union



## 1. General data

WP5: Networking on R&I

Deliverable D5.2.1 National Workshops on relevant scientific areas

National Workshop name: "ENHANCE Brokerage event"

EU Organiser: University of Alicante

Host institution: Hue University of Agriculture and Forestry (HUAF)

Dates: 22<sup>nd</sup> February 2017

## 2. Agenda

The National Workshop consisted of two parts. The first part was focused on the presentation of the ENHANCE project, a good practice on University-Industry collaboration at the University of Alicante and the findings of the in-depth needs analysis on R&I management and implementation conducted in Vietnam by the consortium. The second part was focused on sharing experiences on University-industry R&I collaboration and lessons learnt. Below the agenda of the National Workshop can be found.

22/02/2017 (WEDNESDAY)			Venue: Meeting room 03, University library, HUAF Campus
From	To	Duration	
08:45	9:00	15'	ARRIVAL & REGISTRATION OF PARTICIPANTS
9:00	9:30	30'	<b>Official Welcome</b> Assoc.Prof. Dr. Le Van An - The Rector of HUAF
09:30	10:00	30'	<b>Presentation of the ENHANCE project</b> Ms. Noelia López, OGPI Senior Project Manager, UA
10:00	10:30	30'	<b>Good practices on University-Industry collaboration: UA case study</b> Mr. Iván Rodríguez, Technology Transfer Service, UA
10:30	11:30	60'	<b>Results of the ENHANCE Needs Analysis</b> Representatives from each R&I Unit (15 minutes per VIET HEI)
11:30	12:00	30'	COFFEE BREAK
12:30	12:30	30'	<b>Results of the ENHANCE Needs Analysis</b> Representatives from each R&I Unit (15 minutes per VIET HEI)
12:30	13:30	60'	<b>Sharing experiences on University-Industry R&amp;I collaboration</b> Representatives from HEIs, Research Centers & private sector (15 minutes per representative)
13:30	14:30	60'	LUNCH BREAK
14:30	15:30	60'	<b>Discussions and lessons learnt</b> All participants
15:30	16:00	30'	<b>National Workshop closure</b> Assoc.Prof. Dr. Le Van An - The Rector of HUAF





### 3. Objectives of the National Workshop

The main aim of the National Workshop was to strengthen the links between academia and industry fostering joint initiatives in the field of research and innovation. As a result of this brokerage event, R&I Units at VIET HEIs should be able to identify how to improve their support services to research groups and engage with industry.

The objective of the 1st ENHANCE National Workshop was to foster a discussion on possible improvements of services provided to research groups and industry by Research and Innovation (R&I) Units at VIET HEIs.

The specific objectives of the National Workshop were:

- To increase dialogue among HE community and industry and exchange of ideas in the field of research and innovation.
- To improve the services provided to research groups and industry by R&I Units at VIET HEIs.

### 4. Participants



The 1<sup>st</sup> ENHANCE National Workshop brought together several managers and researchers from Higher Education Institutions (HEIs) and relevant stakeholders in Vietnam, including:





Enhance National Workshop 1 Minutes  
February 22, 2017, Hue City

Institution	Name	Role
Thai Nguyen University (TNU)	Prof. Dang Van Minh	Vice-President
	Prof. Do Anh Tai	Director International Relations
	Dr. Mai Anh Khoa	Vice Director of Research management Dept.
	Mr. Nguyen Tuan Dung	Staff Officer, Dept. of International Cooperation
VNU University of Social Sciences and Humanities, Hanoi (USSH Hanoi)	Prof. Dr. Pham Quang Minh	Rector
	Mr. Tran Viet Nghia	Director, International Cooperation Office
	Mr. Luong Ngoc Vinh	Deputy Director, Office for Cooperation and Development
Hue University of Agriculture and Forestry (HUAF)	Prof. Le Van An	Rector
	Dr. Pham Huu Ty	Head of Dept. of Science and International Relations
	Ms. Le Thi Thuy Hang	Officer of Department
	Assoc.Prof.Dr. Phung Thang Long	Researcher
	Dr. Nguyen Quang Lich	Researcher
	Assoc.Prof. Dr. Tran Thi Thu Ha	Researcher
	Dr. Nguyen Ngoc Phuoc	Researcher
	Dr. Hoang Tuan Quang	Researcher
	Dr. Duong Thanh Hai	Researcher
	Dr. Truong Tan Quang	Researcher
	Dr. Nguyen Duc Huy	Researcher
	Dr. Ho Le Quynh Chau	Researcher
	Mr. Le Thai Hung	Researcher
	Ms. Tran Thi Phuong	Researcher
	Assoc.Prof. Dr. Tran Thi Thu Hong	Researcher
	Dr. Nguyen Hoang Khanh Linh	Researcher
	Mr. Pham Cuong	Researcher
	Dr. Pham Viet Hung	Researcher
	Ms. Chau Thi Thanh	Researcher
	Dr. Tran Thi Xuan Phuong	Researcher
	Mr. Pham Hoang Son Hung	Researcher
	Ms. Phan Thi Be	Researcher





Enhance National Workshop 1 Minutes  
February 22, 2017, Hue City

VNU Ho Chi Minh-University of Social Sciences and Humanities (HCMUSSH)	Dr. Tran Dinh Lam	Director of Center for Vietnamese and Southeast Asian Studies
	Mr Dang Vu Thien Nguyen	Project Manager
An Giang University (AGU)	Dr. Vo Van Thang	Rector
	Msc Le Thanh Phong	Deputy Director of Research Center for Rural Development (RCRD)
	Mr. Tran Ngoc Phuong	An Giang University
Can Tho University (CTU)	Mr. Do Van Xe	Vice rector
	Mr. Thai Cong Dan	Dean
	Ms. Nguyen Thi Huynh Phuong	Lecturer, School of Social Sciences & Humanities, CTU project member
Hue University of Medicine and Pharmacy	Dr. Nguyen Minh Tam	Head, Office of Science, Technology and International Relations

These were joined by two representatives from the EU partner University of Alicante, from the ENHANCE project:

Institution	Country	Name	Role
University of Alicante	Spain	Mr. Iván Rodríguez	Technology Transfer Service, UA
		Ms Noelia López	Senior Project Manager, International Project Management Office

## 5. Resources used for the National Workshop

Power points used are available at Dropbox:

<https://www.dropbox.com/sh/exv5w2z46v3pqwj/AADds-RXBYS9DvLWigEKpi9ga?dl=0>



Co-funded by the  
Erasmus+ Programme  
of the European Union





## 6. National Workshop



The National Workshop was officially opened by Assoc. Prof. Dr. Le Van An, Rector of Hue University of Agriculture and Forestry. Following the official opening, Ms Noelia López presented the ENHANCE project. Afterwards, Mr. Iván Rodríguez presented the InnoUA Programme, a good practice on University-Industry collaboration at the University of Alicante. The findings of the in-depth needs analysis on R&I management and implementation conducted in Vietnam were presented by the six Vietnamese partner Universities.

The second part of the National Workshop was focused on sharing experiences on University-industry R&I collaboration.

**Mr. Nguyen Ngoc Phuoc** presented the case of collaboration between the Aquaculture Research Group at HUAF with Huetronics Joint Stock Company. This cooperation between Huetronics Co. Ltd and researchers from HUAF was established in order to apply the results of studies in aquaculture into the practice.

**Assoc. Prof. Dr. Tran Thi Thu Ha** from HUAF presented the *Pseudomonas putida*, a biological product to control disease of black pepper crops. In 2016, a contract was signed with a Vietnamese company to produce and commercialise the biological product. Research was funded by the Ministry of Education and Training and the company.





**Dr. Mai Anh Khoa**, Vice Director of Research management Dept. at Thai Nguyen University presented the TNU experience on University-Industry R&I collaboration. One example of new joint research presented was a research on energy saving for city streetlights by intelligently alternating power frequency, a research project part of the “Research and Technology Transfer Collaboration Program” signed and implemented between TNU and Thai Nguyen Provincial People Committee in 2016 worth 100 billions VND. The provincial committee granted 10 Billion VND for research and equipment needed. The University’s staffs maintained full salary. ASO company, a Mechatronics Joint stock company located in Thai Nguyen, installed the control system and benefits three years of the saved cost. Other collaborative research project presented aimed at actively reducing the hazardous noise from steel production in Vinasteel company in Thai Nguyen.

The contributions were followed by a Q&A discussion session:

**Dr. Nguyen Minh**, Head Office of Science, Technology and International Relations at Hue University of Medicine and Pharmacy raised the following questions to Dr. Pham Huu Ty, Head of Dept. of Science and International Relations at HUAF:

- Mechanisms to support researches of medicine
- Benefit to the University and the researchers
- HUAF experience establishing spin-off companies

**Dr. Pham Huu Ty** answered that a commercialisation strategy was established at HUAF last year. They have learnt from individual cases. Now they have a commercialisation strategy. Budget is distributed every year to identify potential agricultural products. HUAF do not have spin-off companies. Last year they collaborated with three private companies and received some revenue. In the past, there were some technology transfer projects. It is key that HEIs put research and innovation in their policies. Policies have to change to facilitate research and development.

A representative from **USSH Hanoi**, explained that Vietnamese HEIs used to be focused on teaching. Now they are also focused on research. However there are constraints in Vietnam for researching. Funds for HEIs for research are very limited. In their case, a Social Science University, they consider that social science transfer is more difficult than applied research transfer. Also, private companies in Vietnam do not pay attention to





research. It is important to change the mind of the people to increase research in the HEIs. There is limited cooperation among HEIs and companies.

**Mr. Do Van Xe**, Vice-rector at Can Tho University commented that most of the companies in Vietnam are micro and small companies.

## **7. Feedback analysis**

After the National Workshop in Hue City, an on-line questionnaire was distributed to the participants in order to gain feedback about the progress made during the National Workshop. The evaluation approach for analysing the quality of the National Workshop chosen by University of Alicante is based on self-rating questions, as participants have the chance to evaluate by themselves. The survey is anonymous to ensure reduced answering bias. The same survey structure and general questions will be used for all upcoming project National Workshops to ensure comparability throughout the project life cycle.

The analysis of the feedback is of special relevance for the project management as it should guide the coordinator in the process of managing the project and its processes within the partnership. Besides, the evaluation of the project offers benefits to the whole partnership, as it aims at detecting potential threats and problems. Due to this fact, corrective measures can be planned well in advance and serve as tool for early detection of deviances or challenges for project implementation.

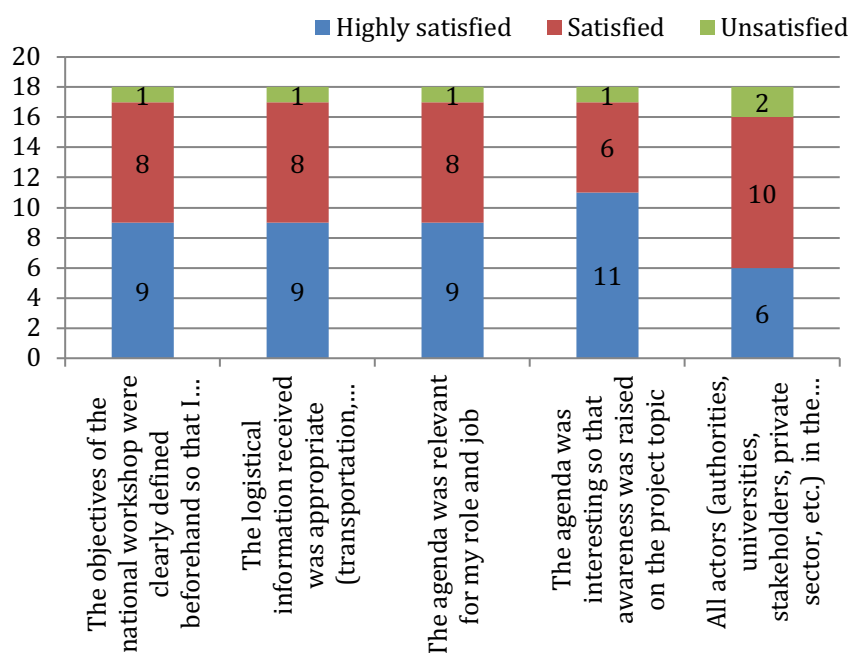
### **7.1. Before the National Workshop**

Almost all the factors evaluated by the meeting participants in the section “Before the National Workshop” can be identified as positive with most answers being in the categories “Highly satisfied” and “satisfied”. Two respondents were unsatisfied with the point related to if all actors (authorities, universities, stakeholders, private sector, etc.) in the country participated in the national workshop. This negative feedback is due to the fact that the event was not attended by authorities and private sector. This fact will be taken into account and their participation in the next National Workshop will be facilitated. Also one respondent was unsatisfied with the other factors evaluated so these other aspects such as clearly define the objectives of the event beforehand and the relevance of the agenda in terms of raising awareness on the project topic will be taken into account for the organisation of the 2<sup>nd</sup> National Workshop.





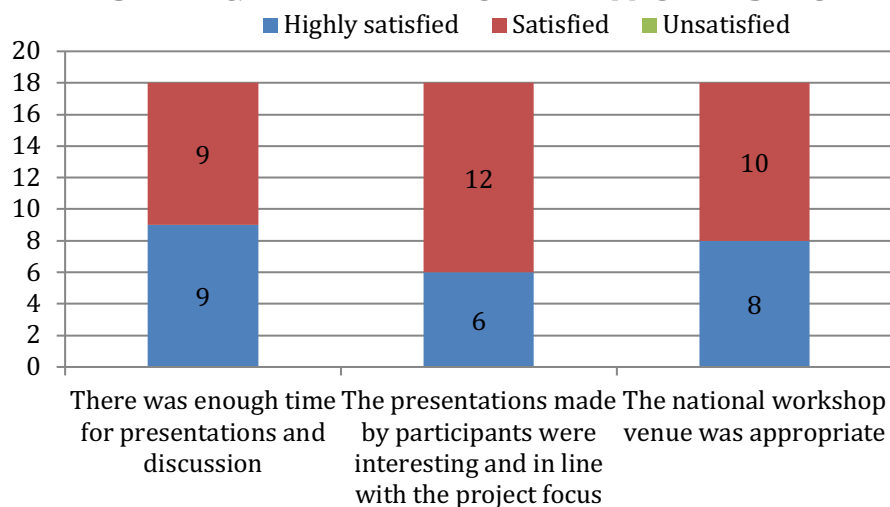
## BEFORE THE NATIONAL WORKSHOP



## 7.2. During the National Workshop

All the factors evaluated by the meeting participants in the section “During the National Workshop” can be identified as positive with most answers being in the categories “Highly satisfied” and “satisfied”.

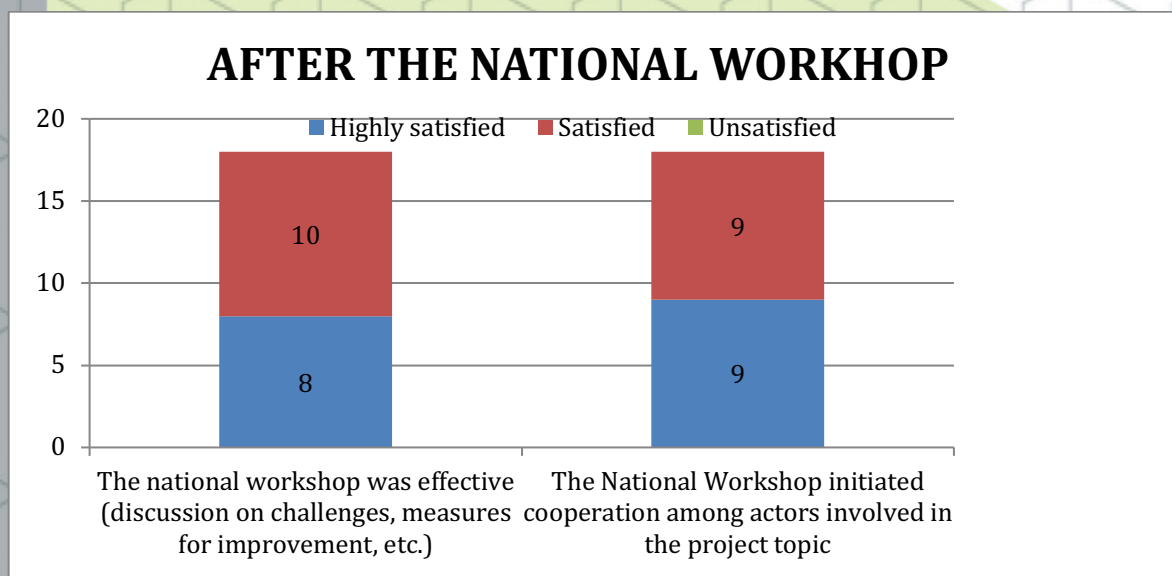
## DURING THE NATIONAL WORKSHOP





### 7.3. After the National Workshop

All the factors evaluated by the meeting participants in the section “After the National Workshop” can be identified as positive with all answers being in the categories “Highly satisfied” and “satisfied”.



## 8. Conclusions and lessons learnt

Participants in the National Workshop, involving top management, academics and researchers of Higher Education Institutions in Vietnam, shared **good practices and experiences on University-Industry R&I collaboration**.

The National Workshop also showed that there is currently **little interaction between the higher education system and the private sector**. Although there is a vision on the importance of having a fluid relationship between those actors, there is almost no implementation at this time.

As to **how universities may contribute to increasing this relationship and engage private companies**, HEIs should establish a **commercialisation strategy** that facilitates the identification of research products, paying special attention to communicating their research results to potentially interested parties and their commercialisation. Commercialisation of research results should be supported by HEI management. Furthermore, Research and Innovation should be a key aspect in HEIs policies.





Each Vietnamese university has a research department but an **R&I Unit** is needed to promote technology transfer. In order to sustain commercialisation activities an **R&I Units Network**, such as RedOTRI in Spain, should be established and funded by the Ministry. Also universities have research infrastructures that can be rented to private companies and other institutions that conduct research.

Attendees to the National Workshop agreed that the ENHANCE project should take advantage of the Needs Analysis conducted by the consortium and disseminate the results among HEIs' researchers, R&I staff, HEIs' management and private companies in order to **raise awareness of the key role of Higher Education Institutions as a R&D partner** and promote their collaboration with private companies. Attendees also concluded that the report should be translated into Vietnamese and published and it should be made available to the respondents to the survey.

During the discussion session the following **lessons learnt** were shared:

- Mass media (such as national/local television) should broadcast the research results.
- It is key that HEIs participate in science and technology fairs organised at regional level.
- Personal contacts (friends, university mates etc.) should be used to promote technology transfer.
- Problems aroused from practice should be collaboratively addressed by university and industry, under strictly monitoring by authorities and policy makers.
- Collaborative research should guarantee feasibility and cost effectiveness.
- The list of companies' demands should be matched with the list of universities' offer.
- Special equipment is needed for scientific research. This equipment should be purchased by HEIs own funds, via Ministries' funds and EU structural funds, and rented to the companies through a central building for equipment.

The **ENHANCE** project have activities in this framework.

- Building the human capacities in R&I management and implementation by a targeted training programme
- Strengthening the institutional capacity and enhancing R&I national networking by setting up a Network of R&I Offices in Vietnam

Two more **National Workshops** will be organised in the framework of the ENHANCE project as a **good practice** as they:





- Involve relevant stakeholders (although authorities and private companies should participate in the next events);
- Stimulate relevant discussions which may bring good ideas for projects, policies, other activities etc.

## Annexes

- Agenda National Workshop
- Presentations
- List of participants
- Satisfaction survey

