



ENHANCE

STRENGTHENING NATIONAL RESEARCH AND INNOVATION CAPACITIES IN VIETNAM

MINUTES

3rd National Workshop

“Intellectual Property and Technology Transfer of
University-based Research”

16th March 2018

Venue: Conference Room, Learning Resource Centre,
Thai Nguyen University, Thai Nguyen, Vietnam



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

General data

WP5: Networking on R&I

Deliverable D5.2.1 National Workshops on relevant scientific areas

National Workshop name: "Intellectual Property and Technology Transfer of University-based Research"

EU Organiser: University of Alicante

VIET Organiser: VNU Ho Chi Minh-University of Social Sciences and Humanities

Host institution: Thai Nguyen University (TNU)

Date: 16th March 2018

1. Agenda

The National Workshop consisted of two parts. The first part was focused on the presentation of the ENHANCE project by the University of Alicante, experiences on transferring technology on bio-fertilizer presented by TNU, good practices on Technology Transfer presented by CTU and TNU and a case study on university-business collaboration presented by Thai Long private company. The second part was focused on the presentation of good practices experiences from EU partners (GCU and UA). Below the agenda of the National Workshop can be found.

16 th March, 2018 (Friday)			Venue: TNU-Learning Resource Centre
From	To	Duration	
8:15	8:30	15'	ARRIVAL & REGISTRATION OF PARTICIPANTS
8:30	8:40	10'	Official Welcome
8:40	8:55	15'	Presentation of the ENHANCE project <i>Ms Noelia López, OGPI Senior Project Manager, UA</i>
8:55	9:05	10'	Innovation on Fertilizer for different stages in green tea production/ <i>Dr. Pham Van Ngoc (TNU-UAF)</i>
9:05	9:15	10'	Intellectual property for research's products in agriculture <i>Dr. Tran Thu Ha (TUAF-UAF)</i>
9:15	10:15	60'	Good practices on Technology Transfer from VIET HEIs To be presented by a representative from each R&I Unit (10 minutes per VIET HEI)
10:15	10:25	10'	Intellectual property: From pattern to mass production pathway <i>Dr. Cao Thanh Long (TNU)</i>
10:25	10:35	15'	Coffee break



10:35	11:05	30'	Good practices experience from EU (15' per presenter) 1. "Intellectual Property and Open Innovation-Policies and Trends" <i>Mr. Mark Majewsky Anderson, Director-Glasgow Caledonian University (GCU), The Europe Office</i> 2. "Good practices on University-Industry collaboration: UA case study", <i>Ms Noelia López, OGPI Senior Project Manager, UA</i>
11:05	12:05	60'	Discussions and closing program
12:05	13:35	90'	Lunch break
13:35	17:35	240'	Study tour on research innovation transfer to farmer and company: To visit Northern Forestry Research Institute and Tan Cuong tea production area.
18:05		As desired	Dinner at at Thai Nguyen City

2. Objectives of the National Workshop

To boost the economic growth in Vietnam, the 3rd National Workshop on "Intellectual Property and Technology Transfer of University-based Research" was conducted to deliberate the possible approaches in transferring result of University-based research studies to industry and to discuss approaches for the identification of valuable practice of intellectual property. In this way, links and cooperation were built up between university-based research groups and industry. The 3rd National workshop was also an appropriate time for the R&I Units at VIET HEIs to impart experiences in innovation technology to industry.

Specifically, the 3rd ENHANCE National Workshop was conducted to foster a dialogue among participants regarding profitable and effective procedure of intellectual property tools and technology transfer from the university-based research groups to the society.

The specific objectives of the National Workshop were:

- To increase dialogue among HE community and industry and exchange of ideas in the field of intellectual property and technology transfer.
- Understand the process by which technology transfer flows from the research result workbench to business entities as offshoot industry



3. Participants



The 3rd ENHANCE National Workshop brought together leaders, managers, researchers, lectures, R&I Unit staff and students from Higher Education Institutions (HEIs) and Research Centres, Science and Technology (S&T) authorities, private companies and relevant stakeholders in Vietnam, including:

Institution	Participant
University of Alicante	Ms. Noelia López
The Glasgow Caledonian University	Mr. Mark Majewsky Anderson
The Glasgow Caledonian University	Prof. Jim Woodburn
The Glasgow Caledonian University	Ms. Rose Cawood
The Glasgow Caledonian University	Mr. Stuart McClery
Can Tho University	Prof. Dr. Do Van Xe
Can Tho University	Thai Cong Dan
Can Tho University	Ly Thanh Luy
Thai Nguyen University	Prof. Dang Van Minh
Thai Nguyen University	Prof. Do Anh Tai
Thai Nguyen University	Dr Mai Anh Khoa
VNU Hanoi - University of Social Sciences and Humanities	Prof. Pham Quang Minh
VNU Hanoi - University of Social Sciences and Humanities	Mr. Luong Ngoc Vinh
VNU Hanoi - University of Social Sciences and Humanities	Le Hoang Giang
Hue University of Agriculture and Forestry	Dr. Pham Huu Ty
Hue University of Agriculture and Forestry	Ms. Le Thi Thuy Hang
Hue University of Agriculture and Forestry	Tran Thi Thu Ha



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VNU Ho Chi Minh-University of Social Sciences and Humanities	Dr Tran Dinh Lam
VNU Ho Chi Minh-University of Social Sciences and Humanities	Mrs. M.A. VAN THI NHA TRUC
VNU Ho Chi Minh-University of Social Sciences and Humanities	Dr. NGUYEN DUY MONG HA
An Giang University	Prof. Dr. Vo Van Thang
An Giang University	Dr. Ho Thanh Binh
An Giang University	MA. Le Minh Tuan Lam
Thai Nguyen University	Dang Van Minh
Thai Nguyen University	Dang Kim Vui
Thai Nguyen University	Bui Thi Huong Giang
Thai Nguyen University	Nguyen Thi Thuy Chi
Thai Nguyen University	Pham Thi Nhan
Thai Nguyen University	Ha Van Chien
Thai Nguyen University	Nguyen Thi Loan
Thai Nguyen University	Pham Bac Thanh
Thai Nguyen University	Mai Anh Khoa
Thai Nguyen University	Cao Thanh Long
TNU of Agriculture and Forestry	Tran Thu Ha
TNU of Agriculture and Forestry	Pham Van Ngoc
TNU of Sciences	Hoang Lam
TNU of Sciences	Nguyen T Phuong Mai
TNU of Sciences	Bni Linh Hue
TNU of Technology	Vu Ngoc Pi
TNU of Technology	Pham Thanh Long
TNU of Technology	N Thi Thanh Ha
TNU of Medicine and Pharmacy	Nguyen Tien Dung
TNU of Information Communication Technology	Vu Duc Thai
TNU of Information Communication Technology	Tran Minh Than
Associate College of Economics and Technology	Nguyen Van Binh
Associate College of Economics and Technology	Tran Tuyet Nhung
Associate College of Economics and Technology	Ngo Luing
TNU - International School	Nguyen Thu Hang
TNU - International School	Nguyen Tuan Dung
TNU - International School	Ta T Nguyen Trang
TNU - School of Foreign Languages	Nguyen Trong Du
TNU - School of Foreign Languages	Ng T. Hong Hanh
TNU of Economic and Business Administration	Do Anh Tai
TNU of Economic and Business Administration	Tran Quyet
TNU of Economic and Business Administration	Ha Thi Hoa
TNU of Economic and Business Administration	Nguyen Thanh Cong
TUEBA	Vu Thi Yen Hong
TUEBA	Nguyen Thi Huong
TUEBA	Nguyen Thi PHuong



Enhance National Workshop 2 Minutes
May 18, 2018

TUEBA	Ta Thi Huyen Trang
TUEBA	Pham Nhu Cuong
TUEBA	Cao Phuong Nga
TUEBA	Dunh Hong Tuyen
TUEBA	Dao Dinh Thet
TUEBA	Vu Thanh Puy
TUEBA	Nguyen Minh Anh
TUEBA	Nong Thanh Bach
TUEBA	Ma T. Kim Chi
TUEBA	Ha Thi Thanh
TUEBA	Nguyen Thi Hoa
TUEBA	Ha Anh Tuan
TUEBA	Nong T. Minh Thao
TUEBA	Nguyen Bich Hong
TUEBA	Nong Thi Dung
TUEBA	Ng T Diu Hong
TNU International School	Nguyen Tuan Dung
University of Information and Communication Technology ICTU	Duong Thi Hong An
Marphavet BMG	Nguyen Quang Tuyen
Marphavet BMG	Pham Van Son
Marphavet BMG	Luong Thuong Gang

4. Resources used for the National Workshop

Power points used are available at Dropbox:

https://www.dropbox.com/sh/sfpk8rr4n6k31y1/AABupCV0rwli_XZWbpu57o4Sa?dl=0

5. National Workshop



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The National Workshop was officially opened by Assoc. Prof. Dang Van Minh, Vice President of Thai Nguyen University (TNU). Following the official opening, Ms Noelia López, OGPI Senior Project Manager at the University of Alicante, presented the ENHANCE project. Afterwards, Dr. Pham Van Ngoc presented the experience of transferring technology on bio-fertilizer production at TNU-University of Agriculture and Forestry. Dr. Tran Thu Ha presented the achievements and strategies of Science and Technology Institute of Forest, Research and Development. Afterwards, representatives from the R&I Unit of Vietnamese University partners CTU and TNU presented good practices on technology transfer. Finally, a case study on university-business collaboration was presented by Dr. Cao Thank Long from Thai Long private company.

The second part was focused on the presentation of good practices experiences from EU partners (GCU and UA). Mr. Mark Majewsky Anderson Glasgow Caledonian University, made a presentation on Intellectual Property and Open Access and Prof. Jim Woodburn from GCU presented the IRP and Exploitation methodology of the European funded project a-footprint, a joint research and innovation initiative led by Glasgow Caledonian University. Finally, Ms Noelia López from UA presented a case study on university-business collaboration between UA Research Group "Waste, Energy, Environment and Nanotechnology" and the company Gaviplás SL, a company from the graphic industry.

The contributions were followed by a Q&A discussion session on the different approaches in transferring university research results to industry, focusing on the spin-off creation as a technology transfer via.

6. Feedback analysis

After the National Workshop in Thai Nguyen 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 events to ensure comparability throughout the project life cycle.

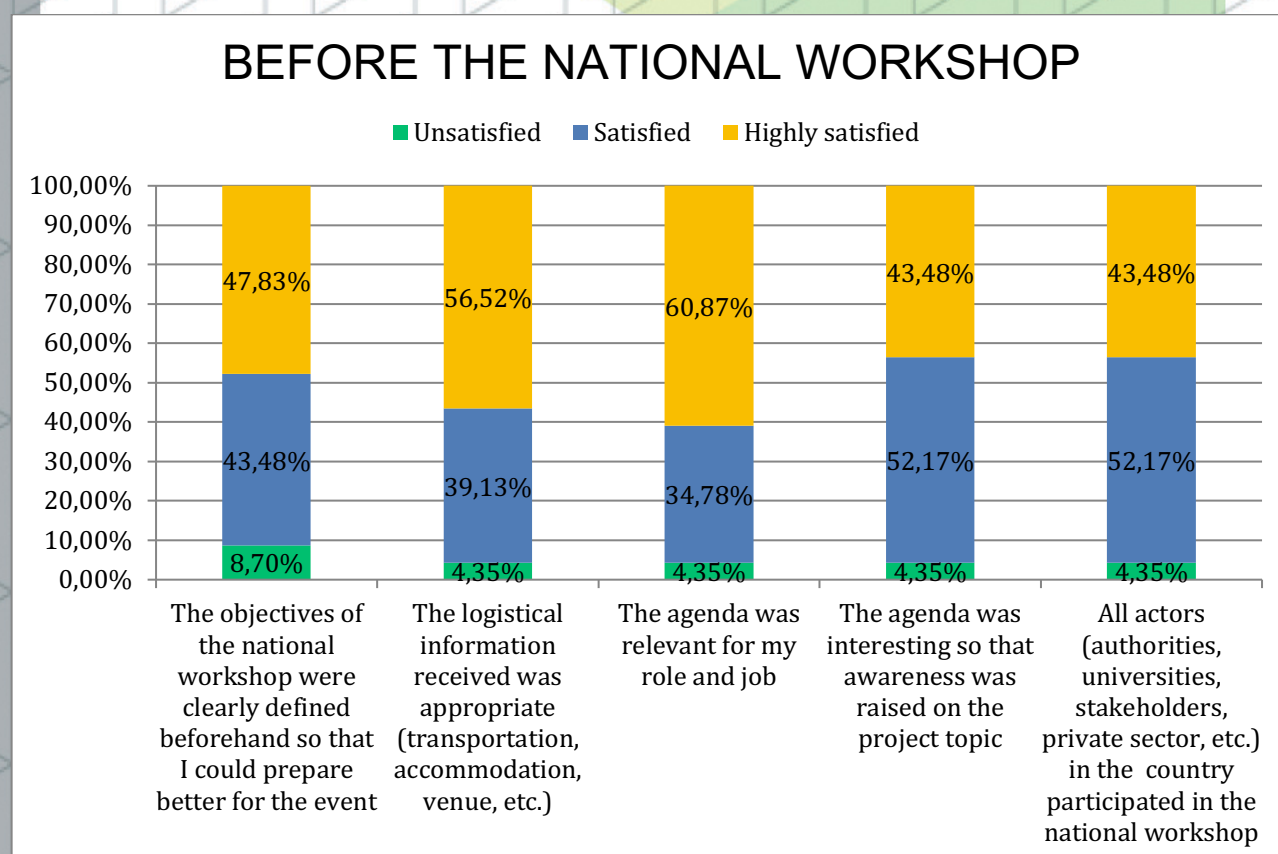
The analysis of the feedback is of special relevance for the project management as it should guide the coordinator in the process of managing the project and its processes within the partnership. Besides, the evaluation of the project offers benefits to the whole partnership, as it aims at detecting 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.

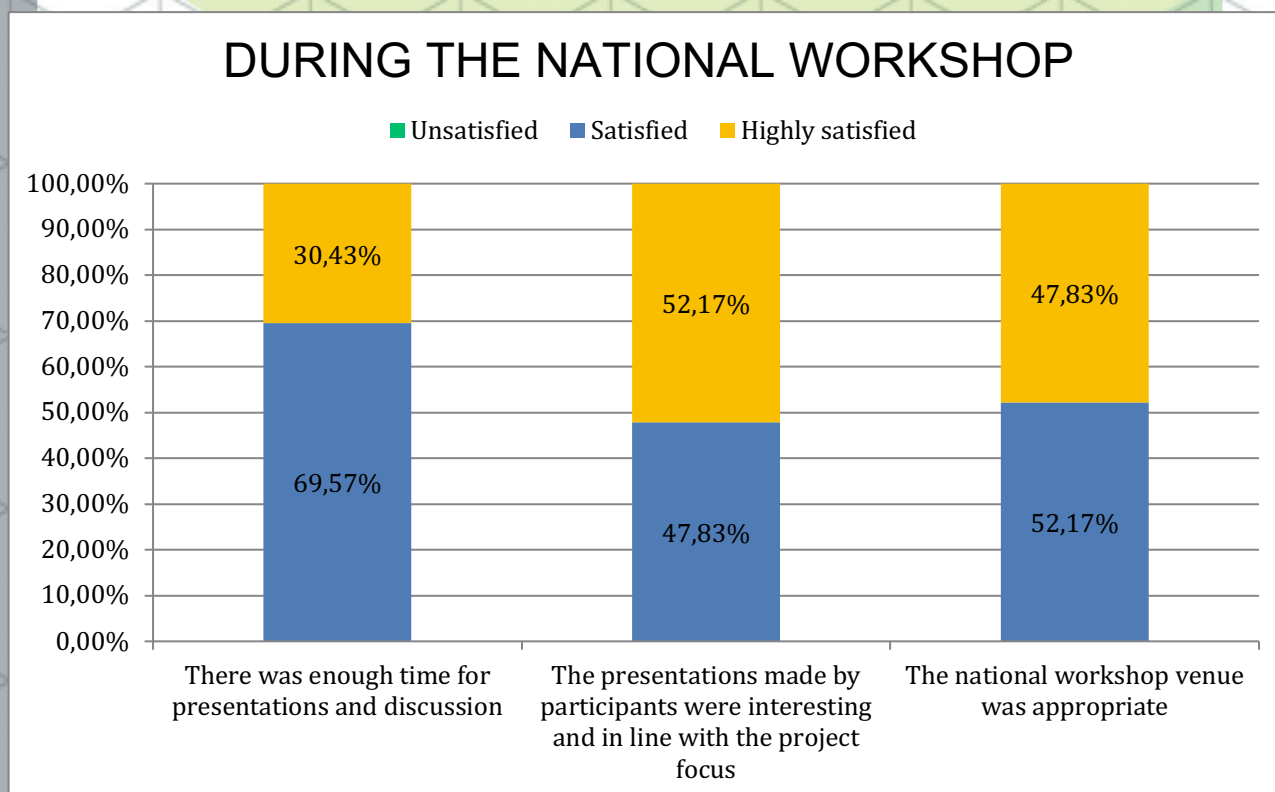
6.1. Before the National Workshop

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 the objectives of the national workshop were clearly defined beforehand so that they could prepare better for the event. Although the agenda of the event included information on the target, aim and expected results, and was widely disseminated, this aspect will be taken into account in the next National Workshop and the objectives of the event will be facilitated beforehand. Only one respondent was unsatisfied with all the points.



6.2. During the National Workshop

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

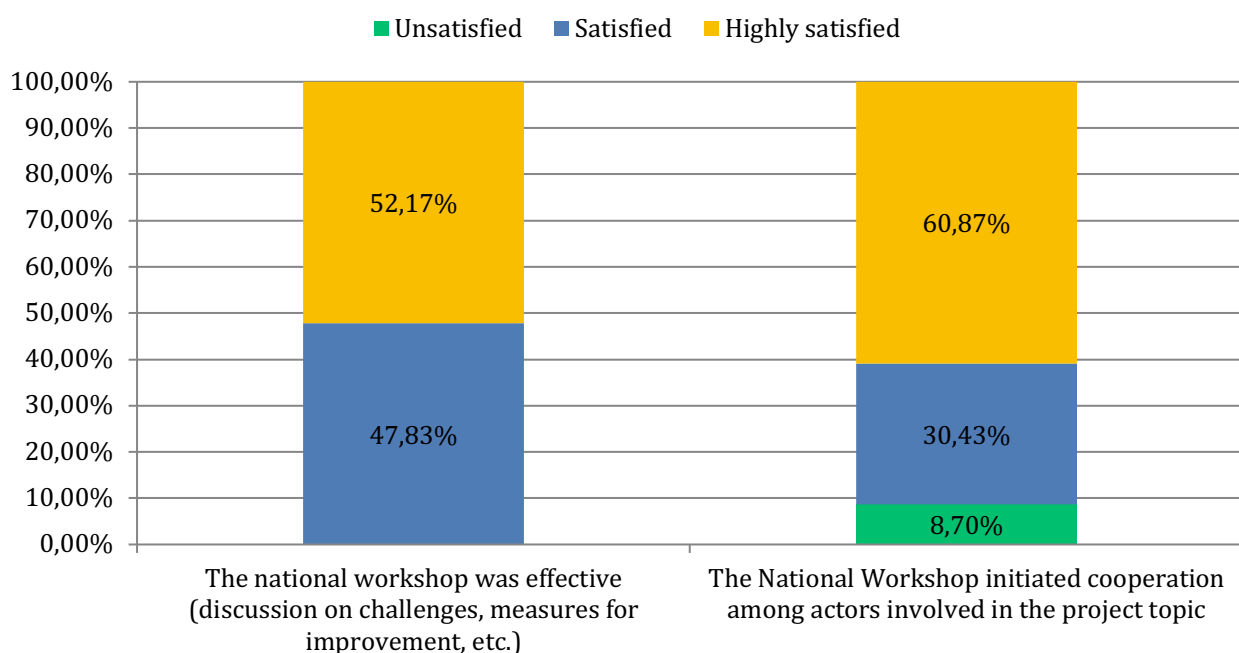


6.3. After the National Workshop

Almost all the meeting participants evaluated the factors in the section “After the National Workshop” as positive with all answers being in the categories “Highly satisfied” and “satisfied”. Only two respondents were unsatisfied with the question on if the National Workshop initiated cooperation among actors involved in the project topic. A reason to this negative answer can be due to the fact that the survey was conducted one week after the National Workshop and more time is needed to initiate this type of collaboration. However this factor will be taken into account for the next National Workshop.



AFTER THE NATIONAL WORKSHOP



6.4. Which were the strengths and limitations of the workshop?

The following aspects were highlighted:

Strengths:

- The objectives of the workshop
- The contents are interesting
- Skilled trainers.
- Foreign partners' presentations & VIET's ones
- The workshop has many good experts, rich experience
- Well-organized; useful presentations.
- Provide a lot of information for attendants
- Good topics and networking: Technology transfer from research result to business; Good practices experience from EU.
- Carefully prepared and select the appropriate content.
- Time and contents are very clearly

Limitations:

- Limited time for discussions and feedback.
- Experiences that experts share bias in the technical field. Therefore, there is a need to share experiences in the field of social sciences and humanities.



- Not much connector introduced for develop project after workshop.
- Not all slides were given in the handouts

strengths:

6.5. Which aspects do you think could be improved for future similar events?

Most of the attendees were satisfied with the National Workshop and did not suggest any aspects to be improved. The following aspects were suggested by some attendees:

- Preparations for the workshop.
- All of presentations and participants must be made in English.
- Participants should have more activities in the workshop.
- Groupwork with participants of similar experience or topics of interest and more time for discussions
- It can be divided into groups corresponding to each field such as natural sciences, social sciences. There should be plenty of time for trainees to practice their skills.
- Applied research
- More documents for projects running and help attendants join in them.
- More case study from University and industry collaboration
- Good practices experience from Vietnam
- Continue to have collaborative projects to share experiences with universities abroad
- Should have more discussion and cooperation among actors in the project topic
- Promoting this way of organization

7. Conclusions and lessons learnt

Participants in the National Workshop, involving leaders, academics, researchers, R&I Unit staff and students of Higher Education Institutions and Research Centres in Vietnam, authorities and private companies shared **good practices and experiences on University-Industry R&I collaboration and technology transfer.**

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.



The following **conclusion** and **recommendations** were shared by the HEIs and Research Institutes:

- Research product have high value and meet demand of markets
- Research products should have good characteristics in order to compete with other products in the market
- Lesson learnt in transferring technology in the agriculture field:
 - Select good farmers to transfer products
 - Working closely with farmer association for training farmers
 - Develop more pilot models
 - Collaboration with companies, market agents
 - Find out different markets in different location
 - Select good inputs to production
 - Working closely with farmers, hand in hand
 - Highly responsible to products
 - Need enough legal permission from government and local authority
- Academia should take more care on the quality, applicability and effectiveness of their research products and provide research services for enterprises.
- Good practices of links between academia and industry should be disseminated widely in the academic and industry community as a successful model of cooperation between university and industry.
- University should support the transfer of technology developed resulting from research projects to companies

The following **conclusion** and **recommendations** were shared by the private companies:

- To improve services provided to industry by VIET Universities: Collaboration among two sides always will be “win - win” partnership.
- To strength the links between academia and industry fostering joint initiatives in the field of research and innovation:
 - Stable policies from government;
 - Funding for both enterprises and university on R&D;
 - Suitable tax policy for enterprises and researchers (tax reduction of Corporate income, personal income taxes etc.,)

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

- Buiding the human capacities in R&I management nad 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

Annexes

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

