

OPERATIONAL MODEL

Matchmaking Process



Negotiation and implementation of partnerships



Monitoring & Evaluation

MECHANISMS

MEI Dialogues

Technical Missions

Web platform (Observatório da Inovação)

Partnership proposals



CNI and CoC full support

MAIN ISSUES

Cash Flow

IP Flow

Types of Agreements

Instruments (BNDES, FINEP, CNI, etc.)



CNI and CoC support, if necessary

DESIRED OUTCOMES

New products

New businesses

Talent development for future technologies





MILESTONES AND GOALS IN 2016

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
MATCHMAKINGPROCESS												
Launching web platform												
Annual guidance for partnership proposals												
1st technical mission to USA East Coast (10 companies at least)												
1st IEL/CoC Executive Training Washington DC												
NEGOTIATION AND IMPLEMENTATION OF PARTNERSHIPS												
Support the negotiations of, at least, 5 bilateral initiatives												
Support the negotiations of, at least, more 5 bilateral initiatives												



MILESTONES AND GOALS IN 2017

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
MATCHMAKINGPROCESS							I I I	 	 			
Annual guidance for partnership proposals												
1st technical Mission to Brazil (10 entities, at least)												
MEI Dialogue during CNI Innovation Summit, São Paulo-SP												
2nd IEL/CoC Executive Training São Paulo-SP												
NEGOTIATION AND IMPLEMENTATION OF PARTNERSHIPS												
Support the negotiations of, at least, more 5 bilateral initiatives												
Support the negotiations of, at least, more 5 bilateral initiatives												
MONITORING & EVALUATION							 					
CNI Innovation Award - Category: international cooperation												
Launching of the publication of success cases												



QUESTIONS & ANSWERS

How do I approach a potential partner in Brazil? And abroad?

CNI in Brazil and CoC in the U.S. will help in initial connections.

How can CNI and CoC help?

In the matchmaking process (through a web platform, technical missions, workshops and executive trainings), in the negotiation and implementation of partnerships (in regard to legal and finantial issues), in the evaluation and recognition (through reports, workshops and awards)

What are the opportunities for bilateral cooperation?

Concentrated in colaborative R&D in the areas of energy, environment, materials, ICTs, biosciences and construction.

Where can I find information about the participating institutions?

Brochures are available at the entrance and soon information will be on the innovation platform.

Who can propose a partnership? When?

Any company or research institute from both countries can submit a proposal at any time. Guidance, forms and aditional instructions will be available on the web platform

How long can a partnership last?

Specific partnerships will be independently signed, hence the duration will be individually established. The MOU will be valid for 3 years and can be extended for the same period.

How will the projects be funded?

By different sources, ranging from the enterprises, R&D Centers and government agencies.

How to find talents (researchers) to act in bilateral innovation projects?

Researchers can be found through IEL's platforms and services.

