





III. The ENRICH in the USA Network Vision – Mission - Values



A self-sustaining network of centres connecting & supporting European R&I actors in the US market, and thereby strengthening the position of Europe as a world leader in science, technology and innovation



The delivery of standardised tailormade R&I and internationalisation support services to European R&I actors to accelerate their access to the US ecosystem and maximise their chances of success there



- Excellence in R&I
- **Synergies**
- Open & Transparent
- Inclusive
- Sustainable
- Responsible R&I
- Added Value & Complementarity



















III. The ENRICH in the USA Network Two Centres and five Landing Hubs





5 selected Landing Hubs (more to come)



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IV. ENRICH Service Portfolio Clustered by Service Categories



INFORMATION SERVICES

- Market & RDI **Studies**
- **First Aid Information Kits**
- **Online Education Modules**

Bundled Information & Relevant Knowledge



GUIDANCE, TRAINING & INFRASTRUCTURE

- **Webinars**
- **Hot Desks**
- **Training on** Internationalisa tion

Empowerment-Competencies & **Capabilities**



MATCHMAKING & EVENTS

- **Working Visits**
- **Innovation Tours**
- **Matchmaking & Pitching Events**
- Research Connection **Symposia**

Trustful Relations between R&I&B Actors



ADVICE & COACHING

- Research Commercialisation **Bootcamps**
- **Business to Business Bootcamps**
- **Business Acceleration Programme**
- **Media Training**

Customized Support



















IV. ENRICH Service Portfolio ENRICH in the USA Experience – Your Journey



GET INFORMED!

Learn about the US market and its research landscape from home!



Receive in-depth mentoring and training customized to your needs!









GET CONNECTED!

Explore the US research and innovation landscape by travelling!

GET FUNDED!

Find the money for your research, commercialisation or business development!





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IV. ENRICH Service Portfolio Impressions from the pilot services





Research Connection Symposium



West Coast Innovation Tour 2018



Training in Budapest



@CES



Match&Pitch



East Coast Innovation Tour 2018

Service Provision by Consortium Partners with many external RDI stakeholders, such as: Harvard innovation labs























V. Stakeholder engagement A demand-driven and evidence based approach

Continous feedback loop

Services evaluation

Services

definition

Offer, Needs & Gap analysis

Online survey sent to ~5000+ EU contacts; 425/863 interested in the USA

Strong target: multipliers and intermediaries from other EU and MS initiatives

60++

Ambassadors

Continuous exchange with stakeholders

> Fine-tuning of the services

Validation in 4 Focus Groups in the EU and the USA

70+ participants (50+ EU or MS initiatives)

Service journey as USP

portfolio



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VII. Outcome & impact The way forward – service planning

Service	Date	Planned Participants
Match&Pitch @CES	January 2019	20
West Coast Innovation Tour	Spring 2019	20
Pitch Event	April 2019	10
East Coast Innovation Tour	June 2019	20
Pitch Event at BIO	June 2019	20
Match&Pitch	September 2019	20
Research Connection Symposium	September 2019	20
Working Visit	September 2019	5

...more services in preparation



















Various ways to stay informed

General Enquiries: usa@enrichcentres.eu www.enrich-usa.eu

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