



Industry-Academia Collaboration Involving Small Business Associations

National Federation of
Small Business Associations
Chief Executive Officer
Ryuji Ichikawa

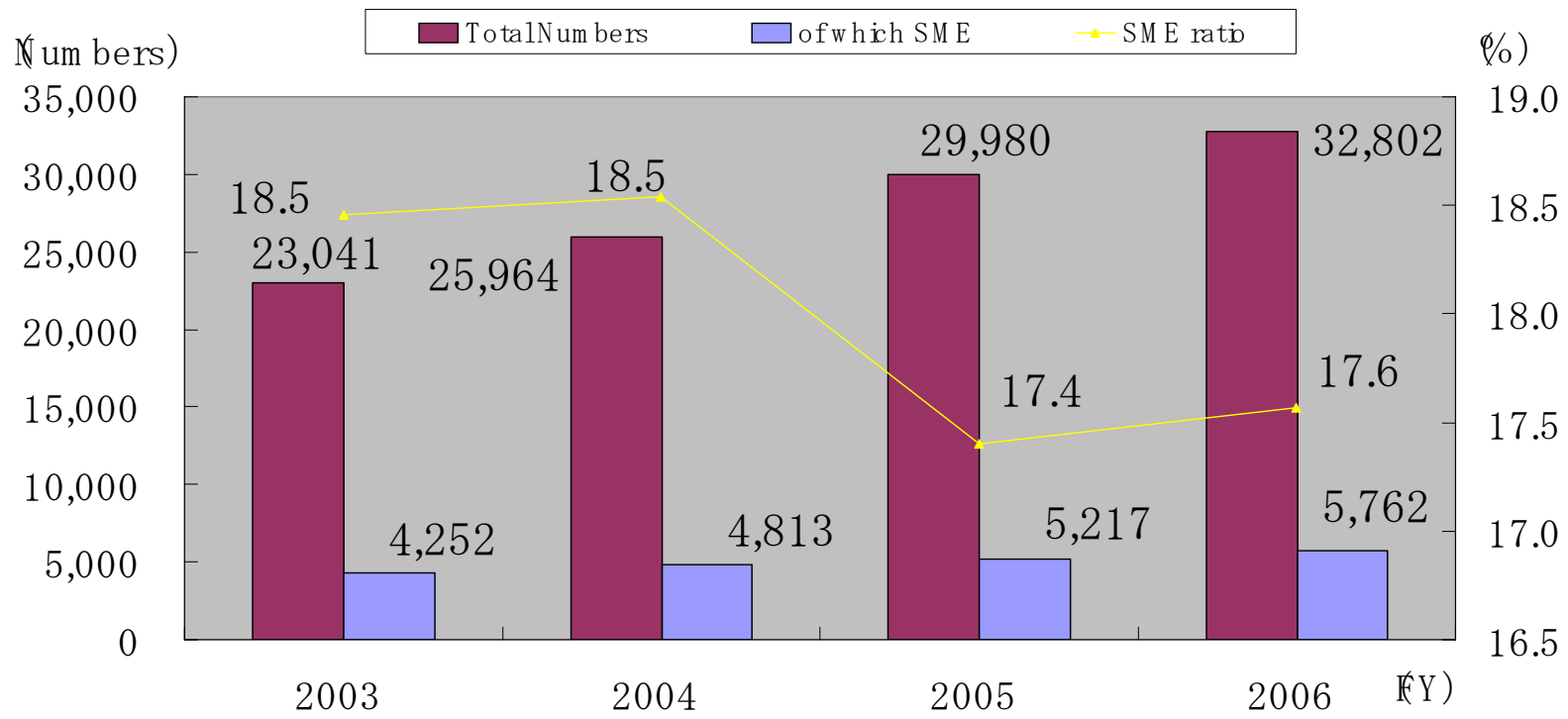


Contents

- **Current Situation Regarding SME Industry-Academia Collaborations**
- **Significance of SME Cooperative Association Industry-Academia Collaborations**
- **Examples of SME Cooperative Association Industry-Academia Collaborations**
- **Importance of Coordinators in Industry-Academia Collaborations**

Current Situation Regarding SME Industry-Academia Collaborations

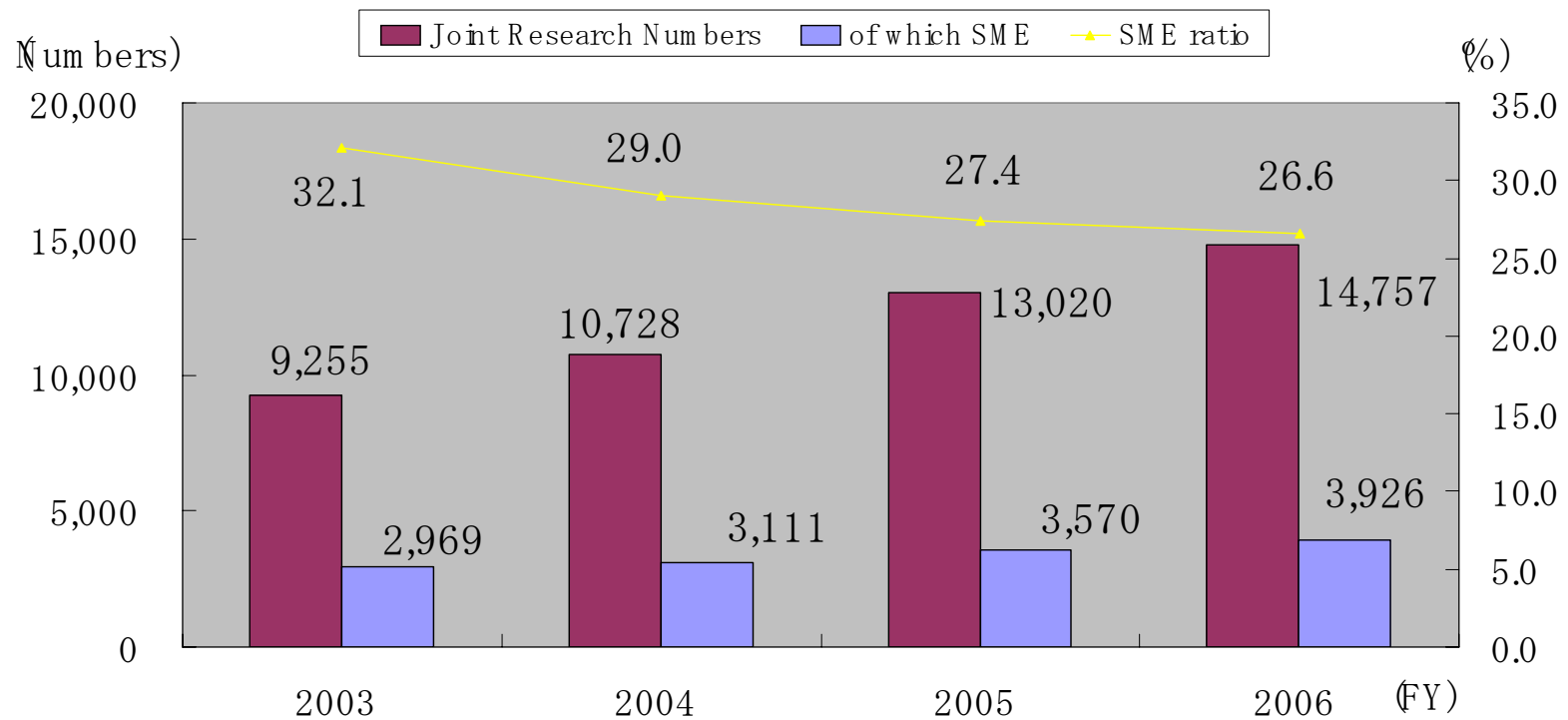
Graph 1 Shift in Joint Research/Funded Research Total Case Numbers



Source Study Regarding University Implementation of Industry-Academia Collaborations (MEXT, 2006)

Current Situation Regarding SME Industry-Academia Collaborations

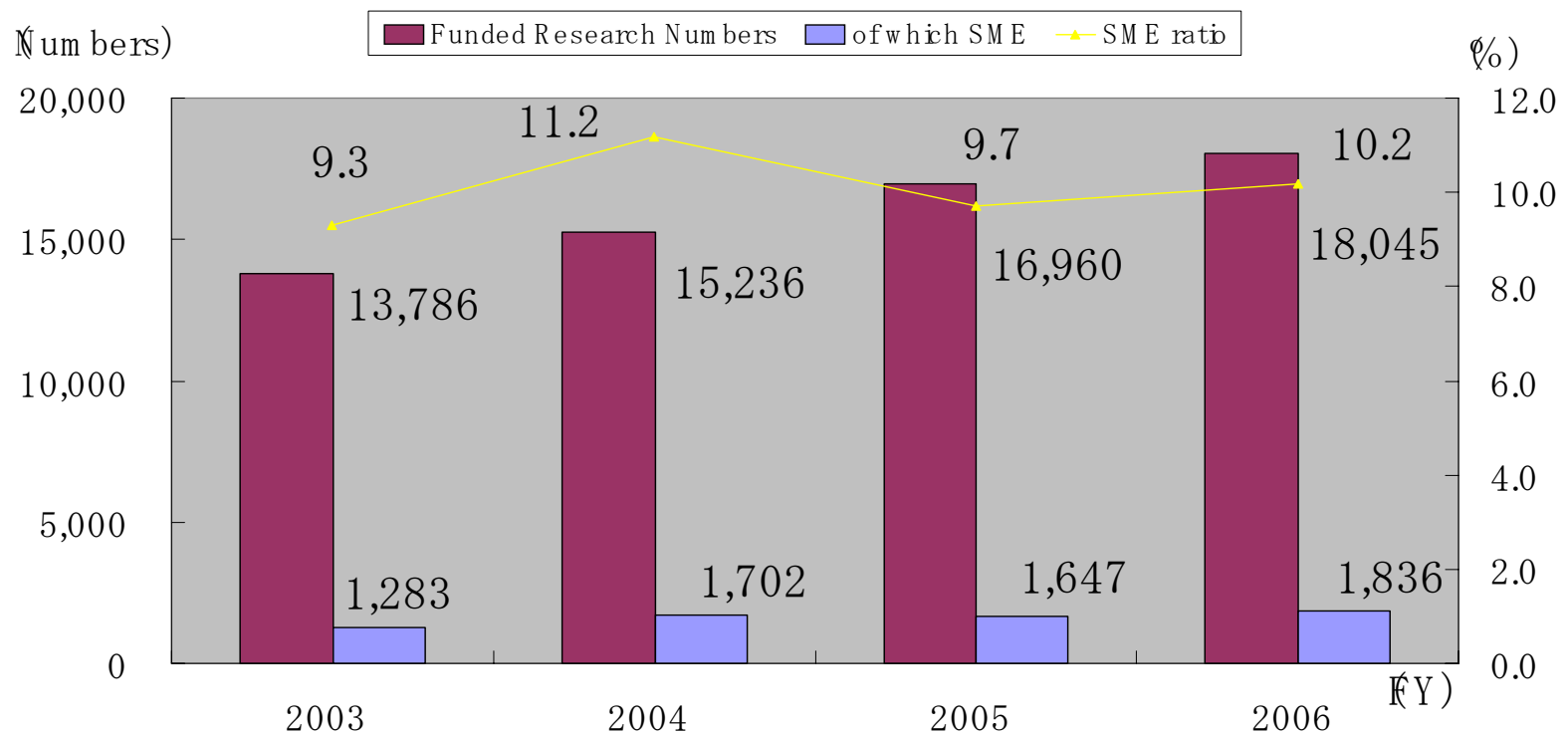
Graph 2 Shift in Joint Research Case Numbers



Source Study Regarding University Implementation of Industry-Academia Collaborations (MEXT, 2006)

Current Situation Regarding SME Industry-Academia Collaborations

Graph 3 Shift in Funded Research Case Numbers



Source Study Regarding University Implementation of Industry-Academia Collaborations (MEXT, 2006)



Significance of SME Cooperative Association Industry-Academia Collaborations

Table 1 Cooperative Structures & Characteristics of Industry-Academia Collaborations

Cooperative Structure	Characteristics of Industry-Academia Collaboration
Cooperatives comprised of members from different industries	Members each bring different technologies and know-how to the cooperative and collaborate in the development of new products and technologies. Industry-academia-government collaborations have the characteristic of extending collaboration among cooperative members.



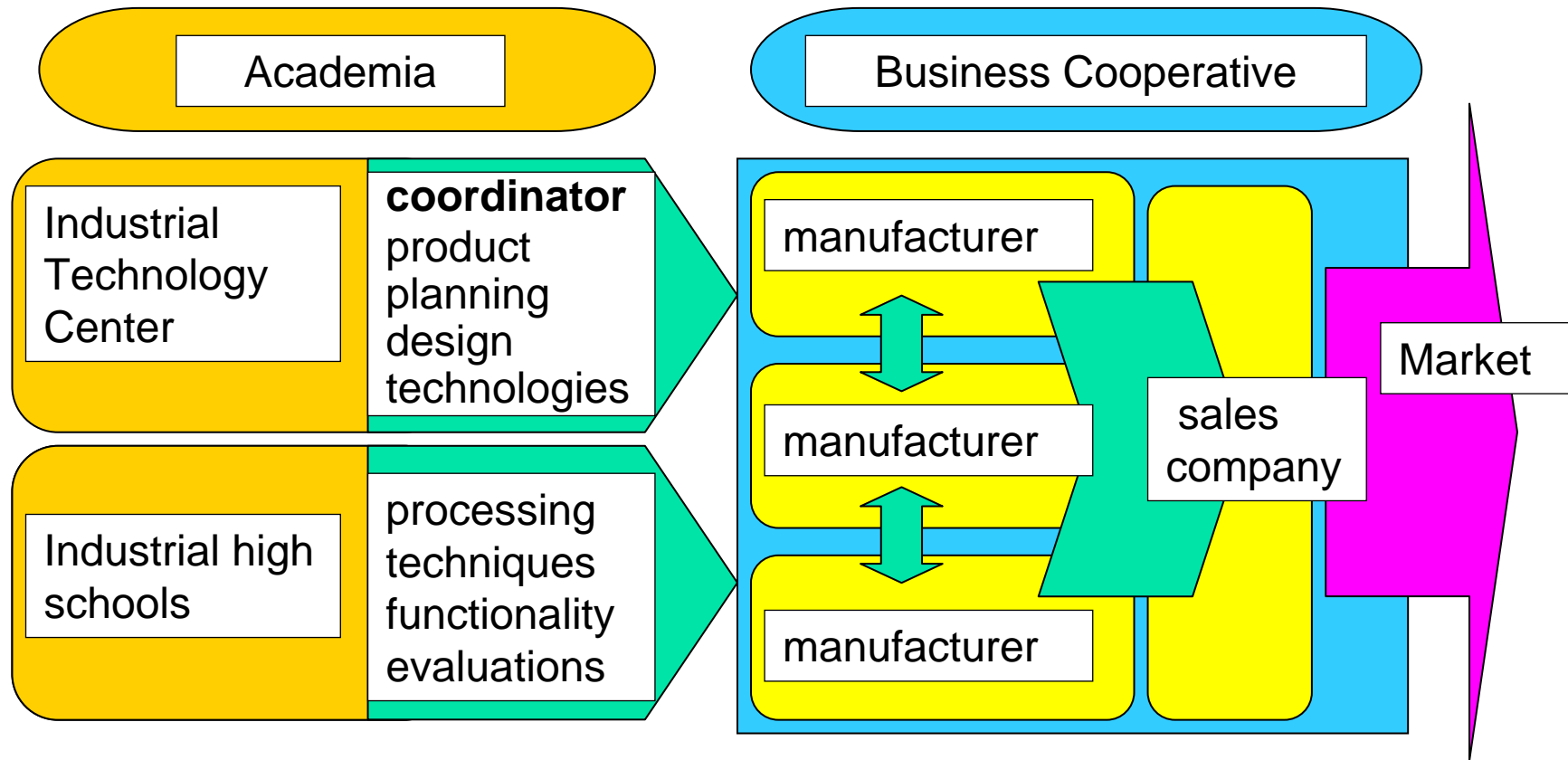
Significance of SME Cooperative Association Industry-Academia Collaborations

Table 1 Cooperative Structures & Characteristics of Industry-Academia Collaborations (continued)

Cooperative Structure	Characteristics of Industry-Academia Collaboration
Cooperatives comprised of members from the same industry	<p>New technologies and products are developed that can be used by cooperative members. In such cases, industry-academia collaborations are carried out as one facet of the joint R&D activities conducted by cooperative members.</p> <p>Joint production, joint processing, etc., are carried out by the cooperatives. In such cases, industry-academia collaborations are carried out by cooperative members for themselves rather than being a facet of joint R&D activities.</p>

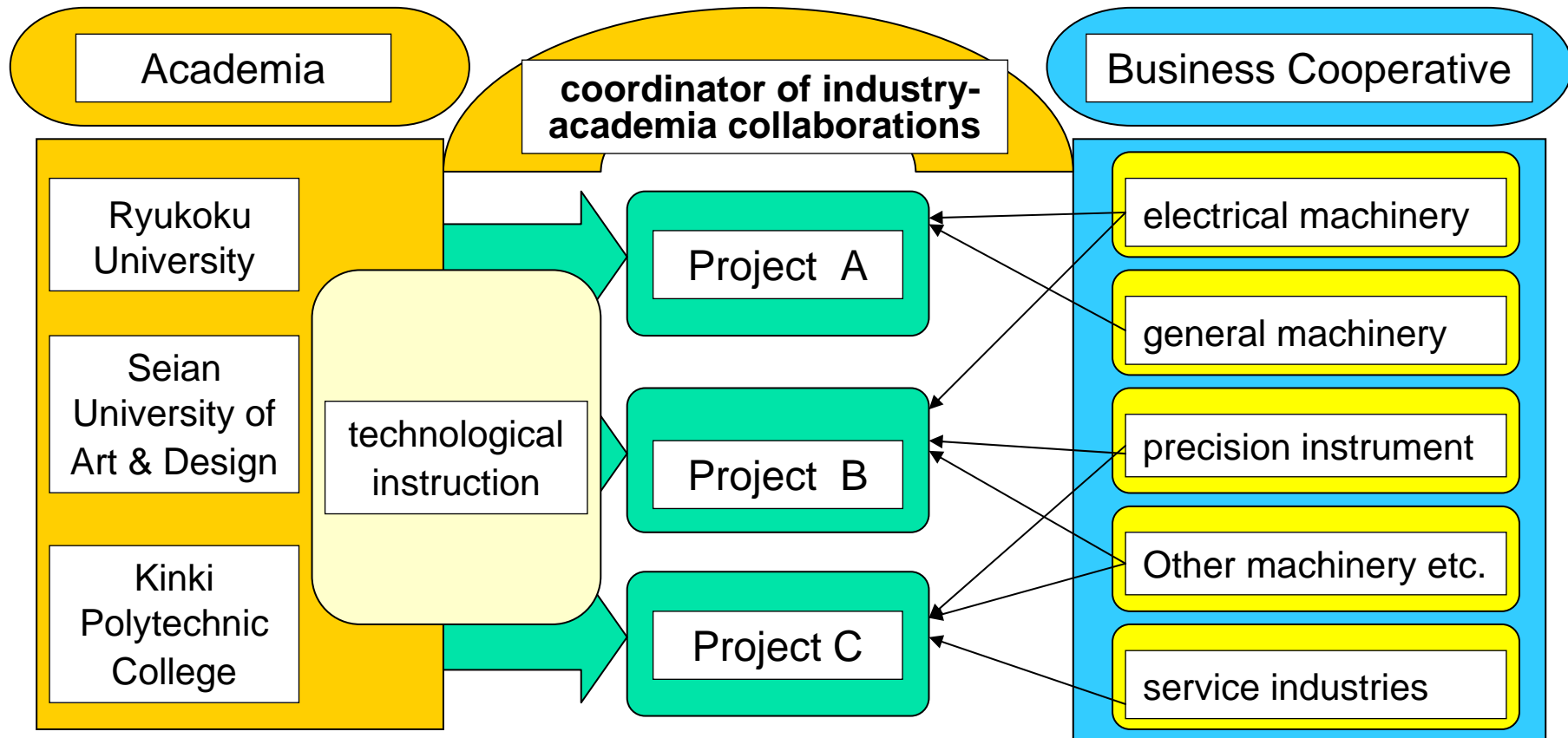
Examples of SME Cooperative Association Industry-Academia Collaborations

Case1 Business Cooperative Association NSB



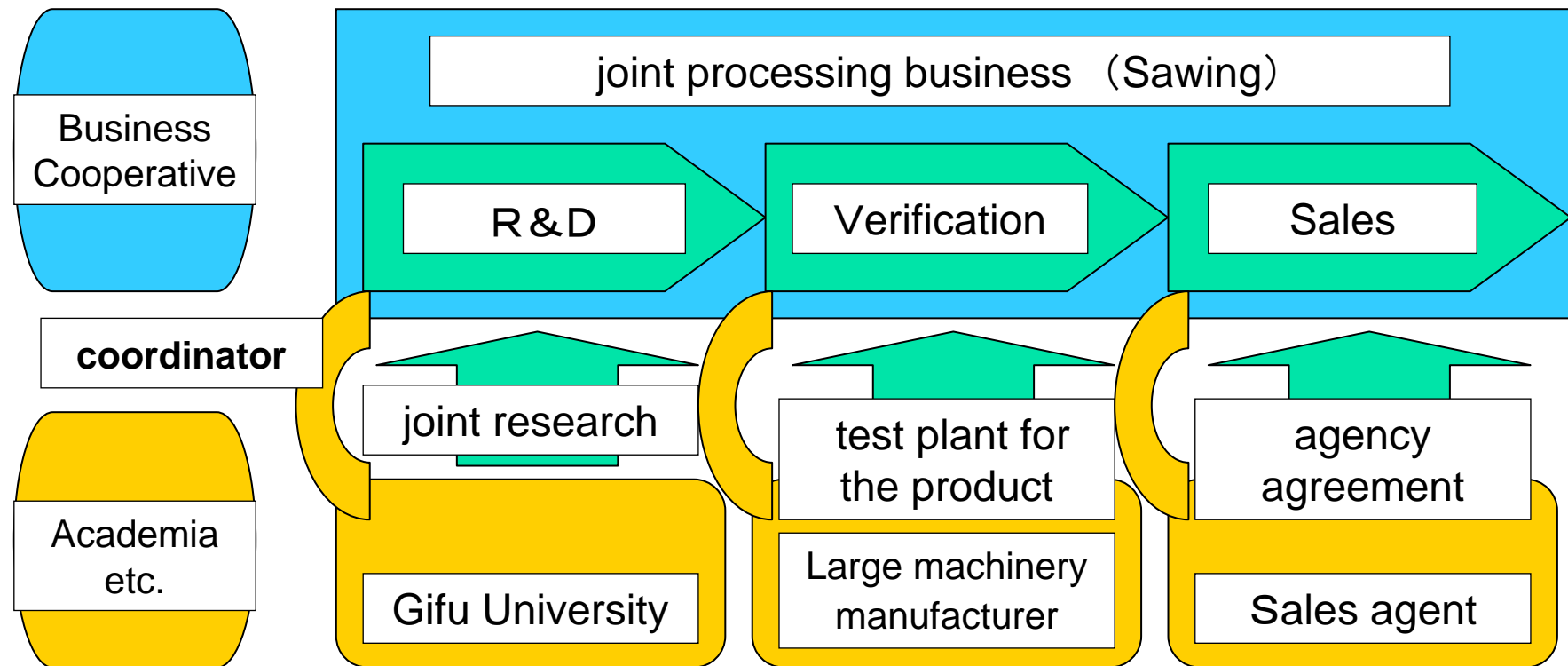
Examples of SME Cooperative Association Industry-Academia Collaborations

Case2 Business Cooperative Association HIP SHIGA



Examples of SME Cooperative Association Industry-Academia Collaborations

Case3 Business Cooperative Association Kaminoho Domestic Timber Processing





Importance of Coordinators in Industry-Academia Collaborations

Table 2 Issues in SME Industry-Academia Collaborations

Issues from a University Perspective

- Requests presented to universities (by SMEs) tend to be vague.
- SMEs desire tangible results in a short period of time.
- SMEs display a low level of understanding with regard to the position of universities and academics.
- Independence is lacking in terms of business execution.
- SMEs are unaccustomed to the handling of contracts and intellectual property.
- Insufficient financing



Importance of Coordinators in Industry-Academia Collaborations

Table 2 Issues in SME Industry-Academia Collaborations
(continued)

Issues from an SME Perspective

- It is difficult to obtain information on the collaborating researchers.
- There is a certain ambiguity regarding university organizational structure rules.
- The pace of R&D is slow.
- There is a difference in perspectives regarding the issue of R&D costs.
- Advice cannot be obtained in relation to putting things on a business footing.
- It is not possible to obtain information on subsidy programs.



Industry-Academia Collaboration Involving Small Business Associations

Thank you!

National Federation of Small Business Associations