

H2 Internationalisation of locally developed Technologies and Knowledge

One of the most common problems with locally developed technology and knowledge is in finding large foreign markets that can absorb such innovative ideas. Local companies can become more competitive and grow by twinning up with larger companies abroad who will acquire their ideas for mutual benefit.

Your benefits for offering your technology are:

- **New market opportunities** for locally developed technology or knowledge;
- **Exploitation and Commercialisation of locally developed technology** and therefore become more competitive, stimulating company growth, becoming more productive and profitable,
- **More advanced jobs** increasing your turnover; profits and sustainability;
- **Networking with foreign companies** thus bridging the geographical gap with European companies;

STEP	How you can OFFER your new Technology and Knowledge
1	You get a visit from one of our advisors for a preliminary discussion of your offer.
2	The advisor establishes a profile of the innovative technology or know-how you can offer to others.
3	Your profile is circulated over a specialized network of other advisors in other countries. In some cases, your profile could also be presented at networking and brokerage events as well as in specific international missions.
4	The advisor gets back to you with different proposals for discussion.
5	The advisor helps you finalize the transfer of the technology through mediation, negotiation and guidance to arrive at a prospective contract.
6	The advisor will also offer follow up services such as international search for technology partners, latest information on particular technologies and selected technology events.
7	Your Case Study is shared with others with the intention of motivating other companies to do the same for higher national competitiveness.

Malta Enterprise has for several years successfully run the local branch of EU's Innovation Relay Centre (IRC). Malta Enterprise believes that with the right technology, companies can grow and become more competitive through trans-national technology transfer and collaboration. Furthermore, it also intends to participate in future EU programs to maintain the excellent technology sharing network across other countries that is already in place.

