



## MEMORANDUM OF UNDERSTANDING

THIS AGREEMENT [the Agreement] is entered into force on 31 October 2020 by and between:

1. Friuli Innovazione, having its registered office or based in Via J. Linussio 51, 33100 Udine, Italy, hereinafter referred to as Lead Partner;
2. Science and Technology Park of the University of Rijeka Ltd, having its registered office or based in Radmile Matejčić 10, 51000 Rijeka, Croatia, hereinafter referred to as PP2;
3. Technologie- und Gründerzentrum Bautzen GmbH, having its registered office or based in Preuschwitzer Straße 20, DE - 02625 Bautzen, hereinafter referred to as PP3;
4. Tehnološki Park Ljubljana d.o.o., having its registered office or based in Tehnološki park 19, Ljubljana, Slovenia, hereinafter referred to as PP4;
5. BizGarden s.r.o., having its registered office or based in Příkop 2a, 602 00 Brno, Czech Republic, hereinafter referred to as PP6;
6. Slovak Business Agency, having its registered office or based in Karadžičova 2, 811 09 Bratislava, Slovakia, hereinafter referred to as PP7;
7. Innovations- und Technologietransfer GmbH, having its registered office or based in Südtiroler Platz 11, 5020 Salzburg, Austria, hereinafter referred to as PP10;
8. BORA 94 Borsod-Abaúj-Zemplén Megyei Fejlesztési Ügynökség Közhasznú Nonprofit Kft., having its registered office or based in 3530 Miskolc, Városház tér 1, Hungary, hereinafter referred to as PP11.

Individually referred to as a “Party” or collectively as the “Parties”.

### WHEREAS

The Parties are collaboratively implementing the activities of the *Introducing service innovation into CE product-based manufacturing companies* - CE988 THINGS+ project (hereinafter referred to as THINGS+ Project);

The Parties are business support organizations offering Knowledge Intensive Business Services (hereinafter referred to as KIBS);

The Parties, provided that the project main output Service Innovation Methodology had proven to be effective and potentially of interest for central European manufacturing companies, wish to continue to offer it as a standard service in their portfolio;

The Parties acknowledge that a Party may at any time wish to stop its involvement and no longer use the Service Innovation Methodology developed within the THINGS+ Project;

For the purpose of the THINGS+ Project outputs long term sustainability, the Parties intend to invite other KIBS to adopt the SIM and sign the present MoU also beyond the THINGS+ Project end.



THE PARTIES AGREE AS FOLLOWS

### 1. Scope of the Agreement

The adoption of the THINGS+ Project outputs related with the Service Innovation Methodology is intended to respect provisions of the Grant Agreement signed by all the Parties concerning.

The Parties commitment to include the SIM in their standard offer for business innovation to central European companies will ensure long-term impact of project results and multiplier effect.

Its enlargement to new KIBS over time will ensure specialization of further business support organization in SME service development and commercialization using the SIM.

### 2. SIM Tools

2.1 For the purpose of this agreement the Parties agree that the adoption of the Service Innovation Methodology means specifically implementing the THINGS+ Project following deliverables:

- O.T1.1 Key tools portfolio for servitization of CE product-based manufacturing companies (available in all CE languages and English)
- O.T1.2 SIM guidelines to create a new offer based on Product-Service System for CE manufacturing SMEs
- D.T2.1.4 Guidelines on Service Innovation Learning System
- D.T2.3.5 summary of the business model for the replicability of SIM beyond the THINGS+ Project consortium

as they are uploaded in the project digital library <https://www.interreg-central.eu/Content.Node/THINGS-.html> under the Creative Commons licence.

2.2 The Parties can also get advantage from materials prepared by THINGS+ Partners for the local end-users' workshops in local languages, upon specific request.

### 3. Acknowledgement obligations

3.1 It is recommended that the Parties make a clear reference to the THINGS+ Project and its co-financing from the Central Europe Interreg Programme when they present the servitization service to their clients

3.2 The Parties are free to adapt the SIM to their needs, making clear reference to the fact that the service is inspired to the Service Innovation Methodology developed within the THINGS+ Project

### 4. Data collection

4.1 The Parties agree on mutual update on usage of the SIM once a year, during a digital meeting that will take place in the first half of October. Friuli Innovazione, as THINGS+ Project Lead Partner will be responsible for collecting from the Parties statistic information about number of beneficiaries of the SIM (N° of companies), their industry and geographical distribution, their satisfaction.

### 1. Enlargement of the MoU subscribers

1.1 Any KIBS in the EU is entitled to join the present agreement with the purpose to adopt the SIM in its offer for the business innovation to its clients.

1.2 To join the agreement a potential Party should get in contact with any of the Parties to



arrange a first train-the-trainers.

- 1.3 The Parties are committing themselves to offer a train-the-trainers to new potential Parties upon request. For this purpose a list of contacts of each Party is included as annex to the MoU and will be updated once a year by Friuli Innovazione.
- 1.4 Once the potential new Party had received the training it will address Friuli Innovazione for the formal signature of the MoU.
- 1.5 The network of the Parties is committed to be mutually supportive to exchange experiences, best and worst practices, templates and useful materials and information for improving steadily the SIM.

## **2. Effective Date/Duration/Termination**

- 6.1 This MOU shall be effective beginning with the date of the last signature hereon, and will end on 31.12.2022 unless the Parties decide to extend it in written by that date.
- 6.2 In case other KIBS are willing to join the agreement, to them the MoU will be effective from the date of their signature.



IN WITNESS WHERE OF, the Parties here to have caused this Memorandum of Understanding to be executed as of the date stated above.

FOR Friuli Innovazione (LP)

Dino Feragotto, legal representative

Done at Udine, on [date] 30/09/2020



FOR Science and Technology Park of the University of Rijeka Ltd (PP2)

Boris Golob, legal representative  
Done at Rijeka, on September 25th 2020

  
**STEPRI**  
d.o.o. Rijeka





FOR Technologie- und Gründerzentrum Bautzen GmbH (PP3)

Michael Paduch, legal representative

Done at Bautzen, on 25.09.2020





FOR Tehnološki park Ljubljana d.o.o. (PP4)

Mr. Jernej Pintar, legal representative

Done at Ljubljana, on [date]



TEHNOLOŠKI PARK  
LJUBLJANA  
01  
Tehnološki park 19, 1000 Ljubljana



FOR BizGarden s.r.o. (PP6)

Lenka Kührová, legal representative

Done at Brno, on 29.09.2020

**BizGarden s.r.o.**

IČ: 292 43 891

Příkop 27/2a, Brno 602 00

výzkumná organizace podle zákona č. 130/2002 Sb.





FOR Slovak Business Agency (PP7)

Martin Holák, legal representative

Done at Bratislava, on 30.9.2020

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**SLOVAK BUSINESS AGENCY**  
Karadžičova 2  
811 09 Bratislava  
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FOR Innovations- und Technologietransfer GmbH (PP10)



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Walter Haas, legal representative

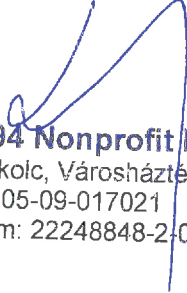
Done at Salzburg, 28.09.2020



FOR BORA 94 Borsod-Abaúj-Zemplén Megyei Fejlesztési Ügynökség Nonprofit (PP11)

András Lenártek, legal representative

Done at Miskolc, on 24.09.2020

  
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