







# **INNOVATION AUDIT**

Fields marked with \* are required.

### 1. Initial Information's on Audit

| Audit<br>consultant | Audit date           |  |
|---------------------|----------------------|--|
|                     |                      |  |
| Company<br>name     | Date of founding     |  |
| Acronym             | Manager              |  |
| Address             | Type of organisation |  |
| Tel/Fax             | Size of organisation |  |
| Email               | Industry             |  |
| Website             | Main products        |  |
| Contact person      | Competencies         |  |
|                     |                      |  |
| Notes:              |                      |  |
|                     |                      |  |
|                     |                      |  |











### 2. The Questionnaire

| 1    | Innovation Organisation and Culture  |                  |   |   |   |                   |
|------|--|------------------|---|---|---|-------------------|
| 1.1  | Has your enterprise developed new products in the last 3 years that result in a significantly better market position?  | 1<br>Very<br>low | 2 | 3 | 4 | 5<br>Very<br>high |
| 1.2  | To what extent, these products are based on a patent/innovation/research result?   | 1                | 2 | 3 | 4 | 5                 |
| 1.3  | Your company has faced challenges in all areas intelligent specialization related to the development of new products and services, in last 3 years?  | 1                | 2 | 3 | 4 | 5                 |
| 1.4  | Challenges you faced in all areas are related to obtaining and protecting intellectual property.   | 1                | 2 | 3 | 4 | 5                 |
| 1.5  | Challenges you faced in those three areas related to market differentiation / branding.  | 1                | 2 | 3 | 4 | 5                 |
| 1.6  | Do your employees regularly participate on trainings and advanced education for further qualification in your field of activity?   | 1                | 2 | 3 | 4 | 5                 |
| 1.7  | Do you use regularly technology watch and technology scouting, SWOT or/and market analysis, opportunity assessments and other techniques to observe market developments and future trends in your field of activity?   | 1                | 2 | 3 | 4 | 5                 |
| 1.8  | Do you rate staff attitudes to innovation?   | 1                | 2 | 3 | 4 | 5                 |
| 1.9  | Do you maintain regular contact to international partners of universities, other enterprises, consulting agencies etc. in the your sector of activity (namely: scientific conferences/workshops, publications, databases, customers, trade fairs/exhibitions, consulting agencies, round tables, company missions, brokerage events / etc.)? | 1                | 2 | 3 | 4 | 5                 |
| 1.10 | Your experts and/or your management team speak main foreign languages fluently enough to do business effectively (English; German; French; Italian: Spanish; Others).  | 1                | 2 | 3 | 4 | 5                 |

| Notes |  |  |  |
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| 2    | Innovation Capability and Strategy  |                  |   |   |   |                   |
|------|---|------------------|---|---|---|-------------------|
| 2.1  | 1. Your operational business on your sector activity follows or takes your innovation strategy in consideration.  | 1<br>Very<br>low | 2 | 3 | 4 | 5<br>Very<br>high |
| 2.2  | Your enterprise is using a systematic method to source and invent continuously new technologies for future needs?   | 1                | 2 | 3 | 4 | 5                 |
| 2.3  | Do you exploit sustainability as a driver for innovation when developing your Innovation Strategy?  | 1                | 2 | 3 | 4 | 5                 |
| 2.4  | How many technologies / know how, developed by you, was transferred abroad?   | 1                | 2 | 3 | 4 | 5                 |
| 2.5  | In your enterprise, projects are defined and project objectives & problems addressed efficiently?   | 1                | 2 | 3 | 4 | 5                 |
| 2.6  | In your enterprise, you are familiar with ways to secure innovation project financing through specific funding and cooperation (project applications, collaborative research projects, international project management etc.) on your field activity? | 1                | 2 | 3 | 4 | 5                 |
| 2.7  | By how much can you improve your current innovation management performance?   | 1                | 2 | 3 | 4 | 5                 |
| 2.8  | What is the current and future impact of innovation management on your business success?  | 1                | 2 | 3 | 4 | 5                 |
| 2.9  | Innovations in your company are protected?  | 1                | 2 | 3 | 4 | 5                 |
| 2.10 | To what extent, do you have special staff for IP protection for your company and/or consulting for clients?   | 1                | 2 | 3 | 4 | 5                 |

| Notes: |  |  |  |
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| 3   | Innovation processes  |                  |   |   |   |                   |
|-----|---|------------------|---|---|---|-------------------|
| 3.1 | Have you identified the potential sources for innovation related to your field of activity, in your company (either internal or external to the company?) | 1<br>Very<br>low | 2 | 3 | 4 | 5<br>Very<br>high |
| 3.2 | Do you know and apply the 9 steps for product development, stipulated in TRL-Technology Readiness Levels *?   | 1                | 2 | 3 | 4 | 5                 |











|      | *TRL - https://en.wikipedia.org/wiki/Technology_readiness_level   |   |   |   |   |   |
|------|---|---|---|---|---|---|
| 3.3  | To what extent, the length of time (in months) for your most profitable product/service groups from the beginning of the development (project authorization) until you take (or envisage that you will take) your product/service off the market is long? | 1 | 2 | 3 | 4 | 5 |
| 3.4  | The "Average time-to-market" necessary for your most profitable product/ service groups are long or normal in bio-economy in Europe?  | 1 | 2 | 3 | 4 | 5 |
| 3.5  | On average, how many months did it take for your most profitable product / service groups from project authorization to reach the breakeven point.  | 1 | 2 | 3 | 4 | 5 |
| 3.6  | How long does to recover the costs made with the innovation of a product?   | 1 | 2 | 3 | 4 | 5 |
| 3.7  | To what extent, have you identified the potential sources for financing your innovative ideas? Pleasementionthem in the Notes below.  | 1 | 2 | 3 | 4 | 5 |
| 3.8  | To what extent, is the company currently, or has it been previously involved in (trans-national) innovation projects?   | 1 | 2 | 3 | 4 | 5 |
| 3.9  | Do you exploit the results of development or innovative projects and is this bringing the expected return on investment?  | 1 | 2 | 3 | 4 | 5 |
| 3.10 | What is level of resource consumption of innovation processes / projects compared to your day-to-day operations?  | 1 | 2 | 3 | 4 | 5 |

| Notes: |  |  |  |
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| 4   | Innovation Products   |                  |   |   |   |                   |
|-----|---|------------------|---|---|---|-------------------|
| 4.1 | Trends in research, innovation and technology on your field of activity are anticipated in your enterprise? | 1<br>Very<br>low | 2 | 3 | 4 | 5<br>Very<br>high |
| 4.2 | Potential for implementing new research, innovation and technology results are analyzed in your company?    | 1                | 2 | 3 | 4 | 5                 |











| 4.3  | Do you commercialize internally developed ideas, concepts and market-ready products (licensing or selling it to external partners, customers, etc.)?  | 1 | 2 | 3 | 4 | 5 |
|------|---|---|---|---|---|---|
| 4.4  | How would you rate the level of improvement of your products compared to the products of the competitors / the level of the market / previous versions or products?   | 1 | 2 | 3 | 4 | 5 |
| 4.5  | What is your income data for the last 4 years (income from sales, grants and other income streams)?   | 1 | 2 | 3 | 4 | 5 |
| 4.6  | Over the last 4 years, what was the income of your product or service innovations that are not more than 3 years old?  Income from sales from radical product/service innovations; Income from sales from incremental product/service innovations | 1 | 2 | 3 | 4 | 5 |
| 4.7  | Do your products integrate purchased or licensed IP, technologies or other knowledge-based elements on bio-economy?   | 1 | 2 | 3 | 4 | 5 |
| 4.8  | How would you rate the level of IP, technologies or other knowledge based products incorporated in your company's offer?  | 1 | 2 | 3 | 4 | 5 |
| 4.9  | To what extent, the patents generated cover all the technologies developed and the technologies were introduced successfully on the market?   | 1 | 2 | 3 | 4 | 5 |
| 4.10 | Do you have a future development / expansion / versioning strategy for your products/services?  | 1 | 2 | 3 | 4 | 5 |

| Notes: |  |  |  |
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| 5   | Marketing Innovation and support   |                  |   |   |   |                   |
|-----|--|------------------|---|---|---|-------------------|
| 5.1 | To what extent, do you have a strategy to address specific market niches / customer target groups on your field of activity? | 1<br>Very<br>low | 2 | 3 | 4 | 5<br>Very<br>high |
| 5.2 | To what extent, do you have a formal system for generating and assessing ideas on your field of activity?                    | 1                | 2 | 3 | 4 | 5                 |











| 5.3  | If yes, how many ideas per year are related to radical new products, processes, services, organisational or business models (radical ideas) and how many are related to improvements (incremental ideas)? | 1 | 2 | 3 | 4 | 5 |
|------|---|---|---|---|---|---|
| 5.4  | How many ideas are reviewed, selected and taken further into development?   | 1 | 2 | 3 | 4 | 5 |
| 5.5  | To what extent, do you have defined innovation-specific process indicators to measure your innovation activities?   | 1 | 2 | 3 | 4 | 5 |
| 5.6  | Have you benefited from external support in deploying innovation on bio-economy, in your company?   | 1 | 2 | 3 | 4 | 5 |
| 5.7  | To what extent, do you employ software packages and other tools (e.g. TRIZ, Zapier) and instruments for supporting and automating the innovation process?   | 1 | 2 | 3 | 4 | 5 |
| 5.8  | What percentage of innovative projects has benefited from documented and shared lessons learnt (best practices, lessons learnt - documented and shared) in project management in the last 3 years?        | 1 | 2 | 3 | 4 | 5 |
| 5.9  | Do you have a strategy to access new/external/foreign markets on bio-economy?   | 1 | 2 | 3 | 4 | 5 |
| 5.10 | Do you consider participation in European networks / collaborations / initiatives important for you?  | 1 | 2 | 3 | 4 | 5 |

| Notes: |  |  |  |
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## 3. Summary of scores by questions (average/question):

|            | 1. Innovation Organisation and Culture | 2. Innovation<br>Capability and<br>Strategy | 3.Innovation processes | 4.Innovation Products | 5.Marketing<br>Innovation<br>and support |
|------------|--|---|------------------------|-----------------------|--|
| Question 1 |  |   |                        |                       |  |
| Question 2 |  |   |                        |                       |  |
| Question 3 |  |   |                        |                       |  |
| Question 4 |  |   |                        |                       |  |







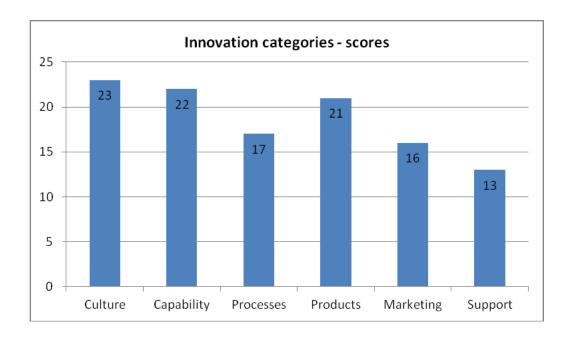




| Question 5  |  |  |  |
|-------------|--|--|--|
| Question 6  |  |  |  |
| Question 7  |  |  |  |
| Question 8  |  |  |  |
| Question 9  |  |  |  |
| Question 10 |  |  |  |
| Total score |  |  |  |

Summary of scores by categories

Ex:



# Innovation profile Insert "spider" diagram here











| Innovation analysis- Notes (from Audit consultant): |  |  |  |  |  |
|---|--|--|--|--|--|
|   |  |  |  |  |  |
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