

SENAI's Innovation Institutes

An collaborative Open Innovation Platform

SEMINAR IN AERONAUTICS

Marcelo Prim

Innovation and Technology Executive Manager



SENAI: O FUTURO
FORMAMOS HOJE A INDÚSTRIA DO AMANHÃ.



Iniciativa da CNI - Confederação
Nacional da Indústria

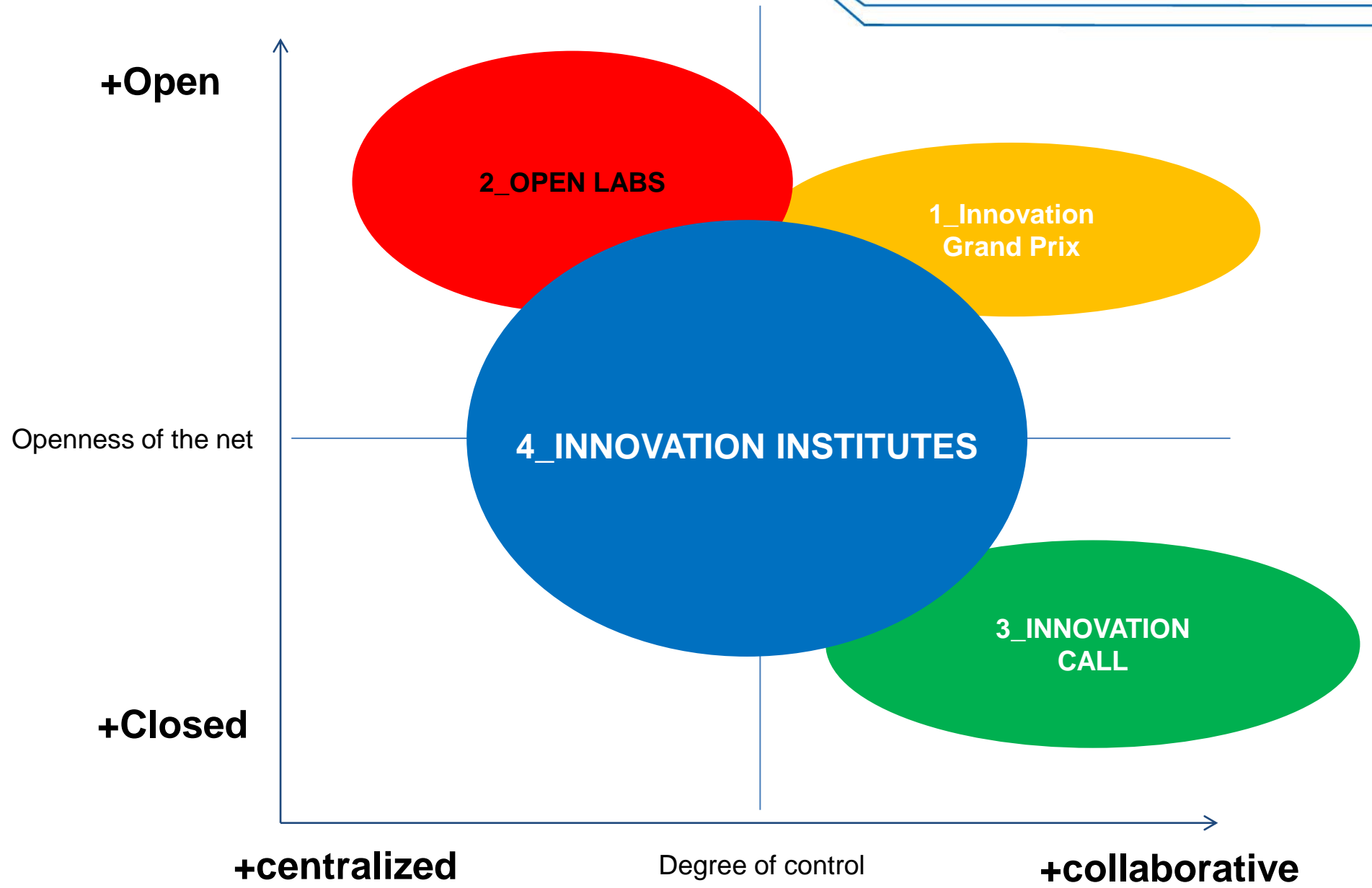
SENAI at a glance

- **Major private network** for professional education and technological services
- Operating in **28 industrial sectors**
- More than **1.000 operational unities**
- Implementation of ca. **4.000.000 enrollments** in 2014

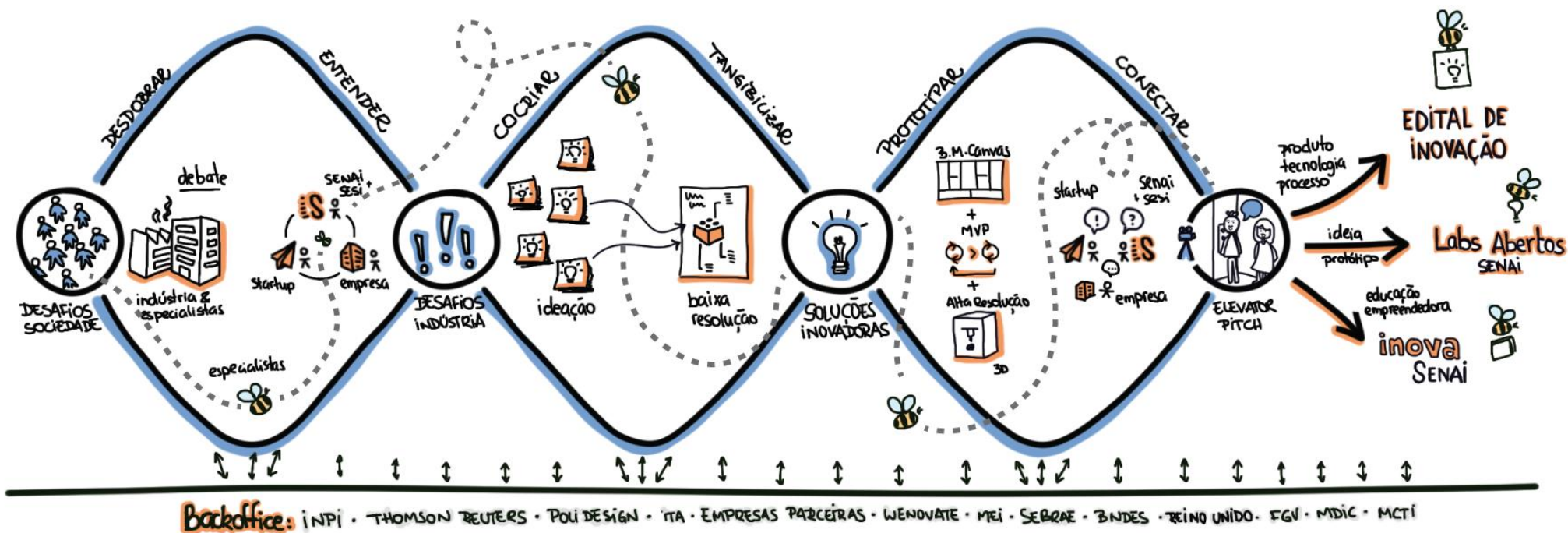


SENAI

OPEN INNOVATION PLATFORM



1_SENAI Innovation Grand Prix



4
challenges

6
teams

72
hours

46
partners

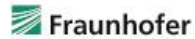
128
startups

281
Ideas

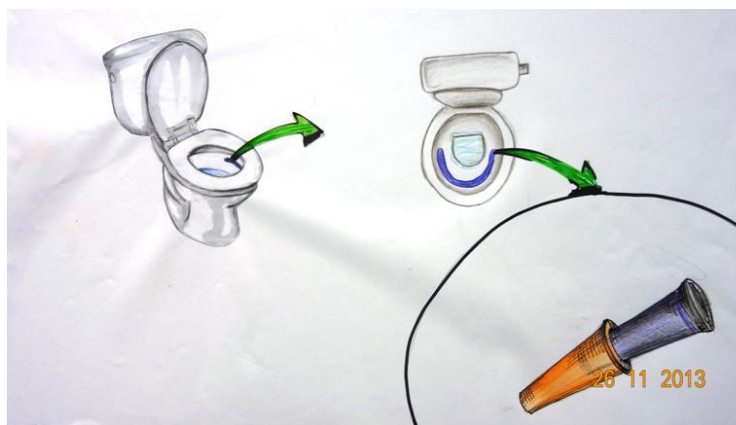
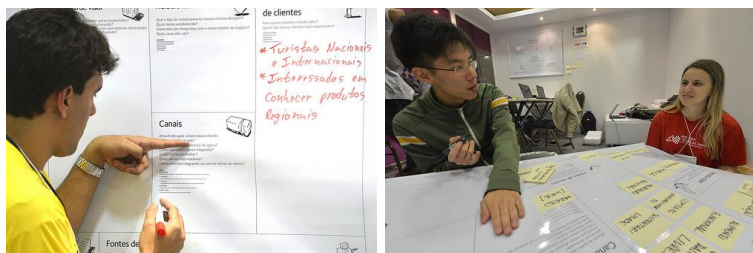
2733
Virtual
collaborations

23
projects

46 Partners
 > 100 Startups
 346 participants



Driving to Cultural Change



2_SENAI Open Labs – Prototyping & Entrepreneurship

Existing labs...



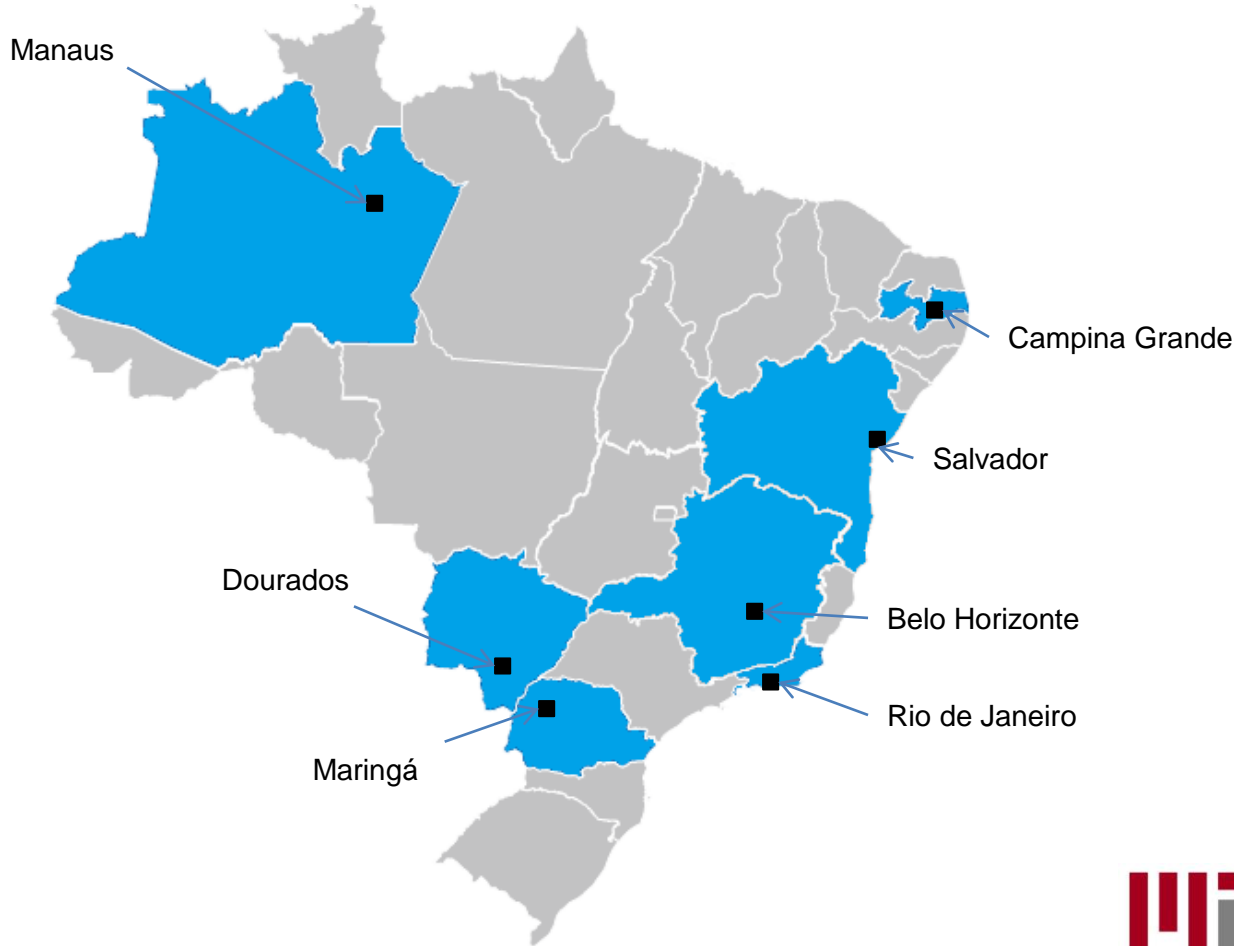
... open to anybody with a great idea and the will to inovate ...



... to prototype new business and conect them to the industry.



SENAI OPEN LABS



SIBRATECSHOP

Partners



Ministério da
**Ciência, Tecnologia
e Inovação**



Ministério do
**Desenvolvimento, Indústria
e Comércio Exterior**



SENAI OPEN LABS



SENAI OPEN LABS – Preliminary Results

8 Intellectual Property requests under analysis

1 product launched into the market

55 delivered projects

**17 private investments
R\$ 4.3 Millions**

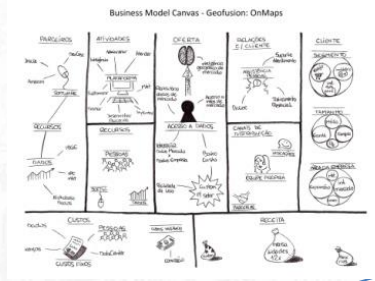


3_SENAI Innovation Call

Continuous Call



Societal Challenges



Project Plan Submission

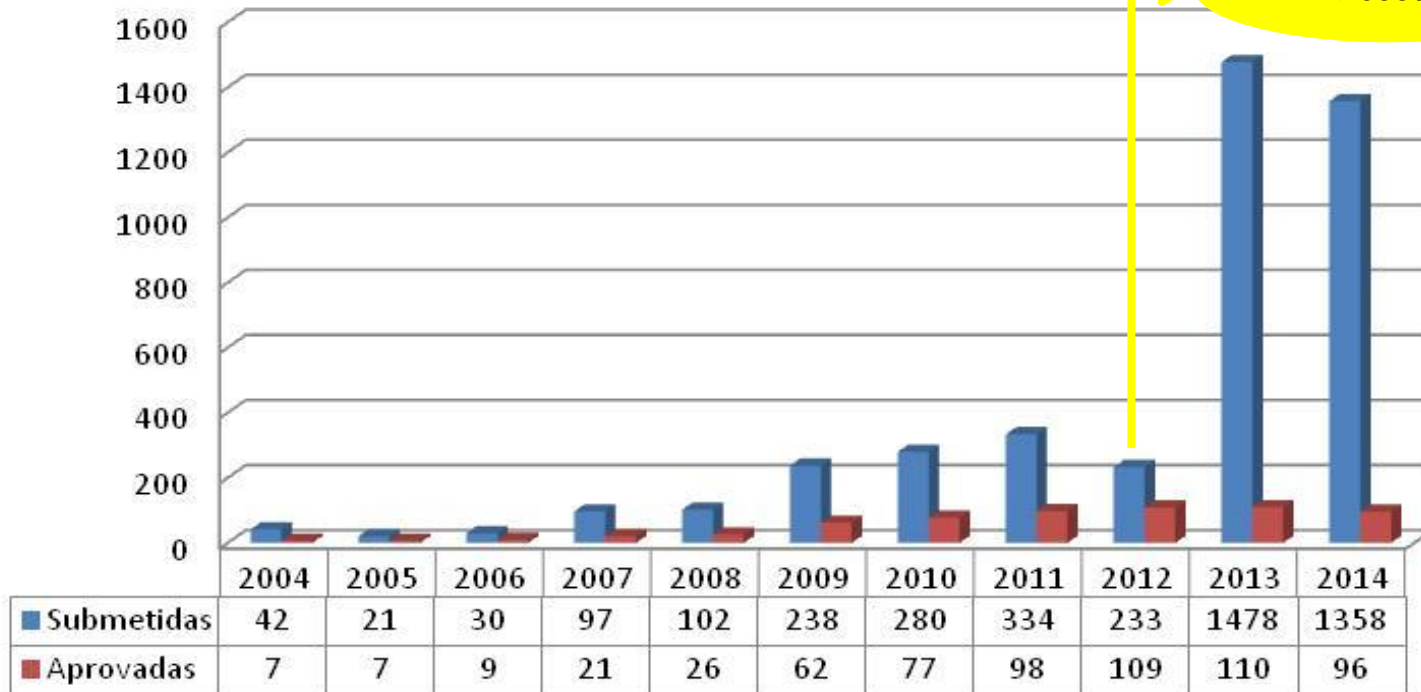
Project Plan Evaluation

Qualification based on the innovation impact

Online Collaboration

Some results from 2004 until 2014

Histórico - Edital de Inovação - SENAI e SESI Propostas submetidas e projetos aprovados



2015
1185
88

Parceria:

Realização:

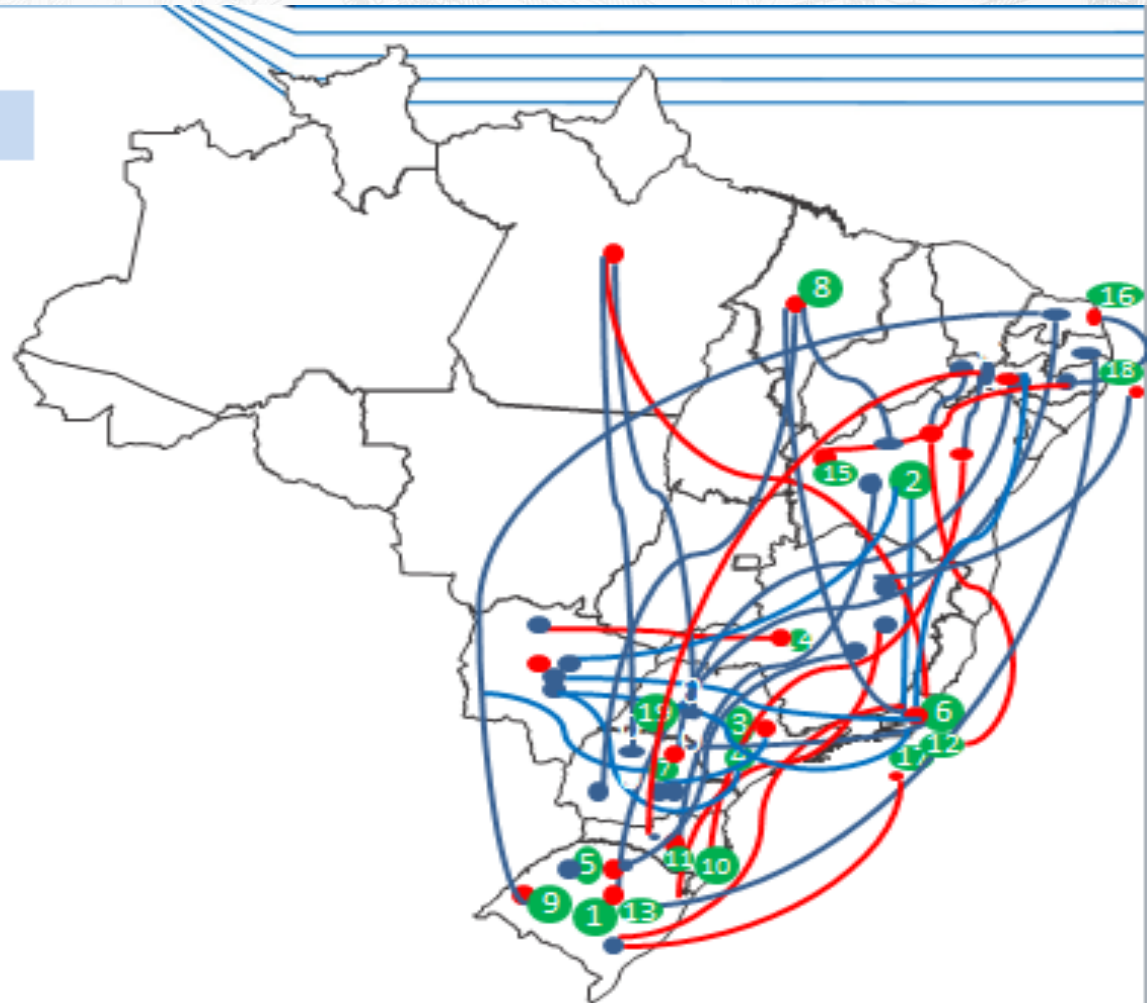
Innovation Call – 2015 Edition

Results of the second cycle

Resultados Ciclo 2.2015

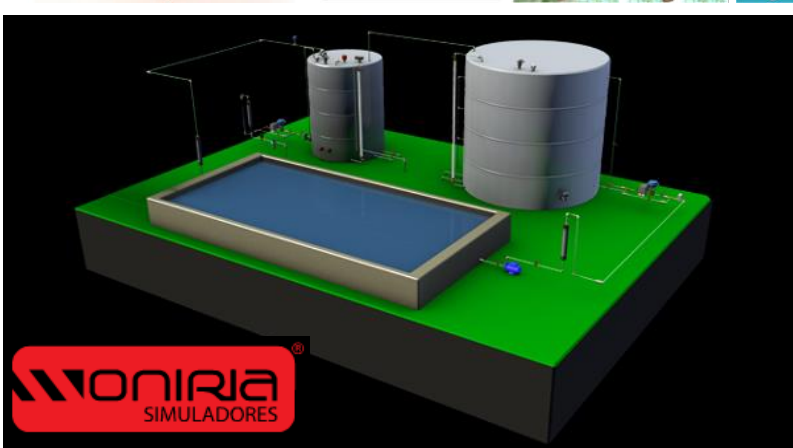
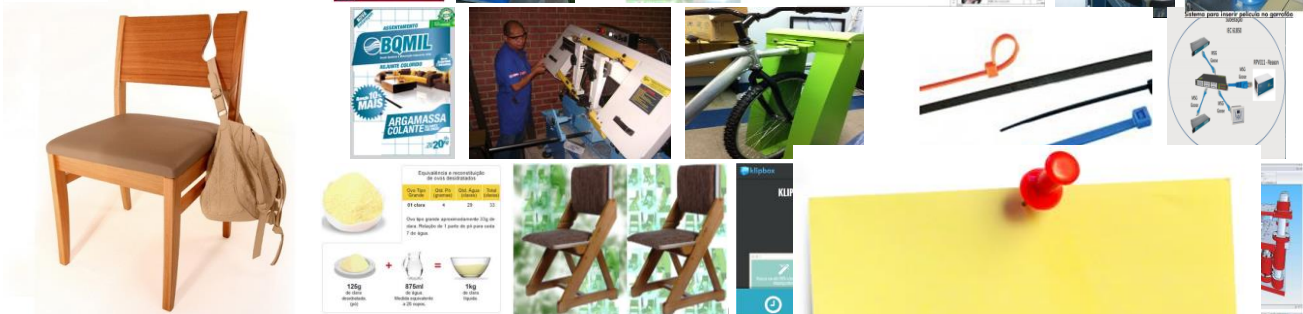
19 projetos em rede nacional (86%)

	Empresa	Proponente	Parceiro
1	Automatus Engenharia (RS)	IST Mecatrônica (RS)	ISI SIM (RS) ISI Energias Renováveis (RN) SENAI PE
2	Graskem (BA)	ISI Biotecnologia (RJ)	ISI Química Verde (RJ) ISI Biomassa (MS) IST TIC (PE)
3	Reciclaop (SP)	Tecnologia Gráfica SP	ISI Eletroquímica (PR) ISI Materiais Avançados (SP)
4	Natura (SP)	ISI Biomassa (MS)	ISI Biotecnologia (RJ)
5	SYL IND (RS)	ISI SIM (RS)	IST Mecatrônica (RS) ISI Metalurgia (MG)
6	Vale S.A. (RJ)	ISI Tecnologias Minerais (PA)	ISI Eletroquímica (PR) ISI Materiais Avançados (SP)
7	Iguaçu Celulose Papel (PR)	IST Papel e Celulose (PR)	ISI Química Verde (RJ) ISI Biomassa (MS) IST TIC (PE)
8	ALUMAR (MA)	IST Construção Civil (MA)	ISI Logística (BA) ISI Química Verde (RJ) ISI Engenharia de Estruturas (PR)
9	Metalúrgica Frabell (RS)	ISI SIM (RS)	ISI Energias Renováveis (RN)
10	Whitpool (SC)	ISI Automação (BA)	ISI TIC (PE)
11	OSER (SC)	ISI Sistemas de Manufatura (SC)	ISI Conformação (BA)
12	Dicel (RJ)	ISI Automação (BA)	ISI TIC (PE)
13	MagmaTec (RS)	ISI SIM (RS)	ISI Metalurgia (MG)
14	STA Industrial (MG)	COOTOM	ISI Biomassa (MS)
15	MH2 Soluções (BA)	ISI Logística (BA)	ISI TIC (PE)
16	Ei-Machina (RN)	CTI RN	ISI TIC (PE)
17	Fractal (RJ)	IST Ambiental (RJ)	IST Automação (RJ) ISI Polímeros (RS)
18	Up Biomedical (PE)	ISI TIC (PE)	IST Metalmeccânica (MG)
19	SQUID DIGITAL (SP)	ISI TIC (PE)	ISI Sistemas Embarcados (SC)

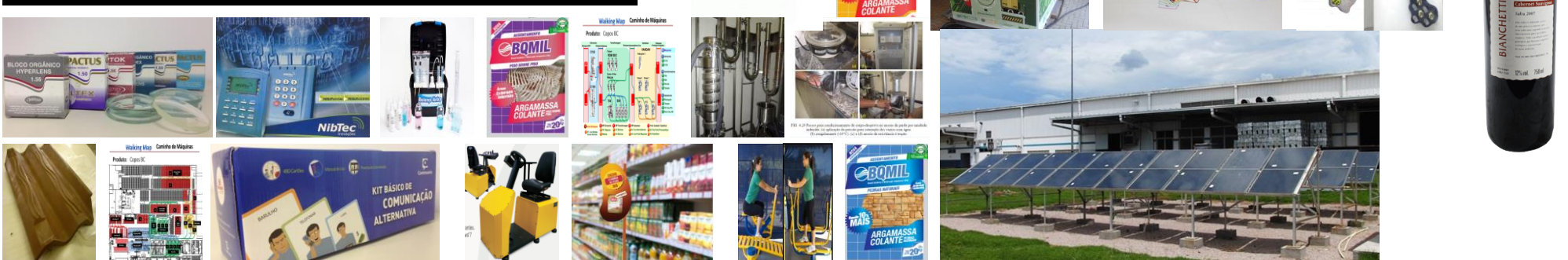




> 500
companies



> 600 projects

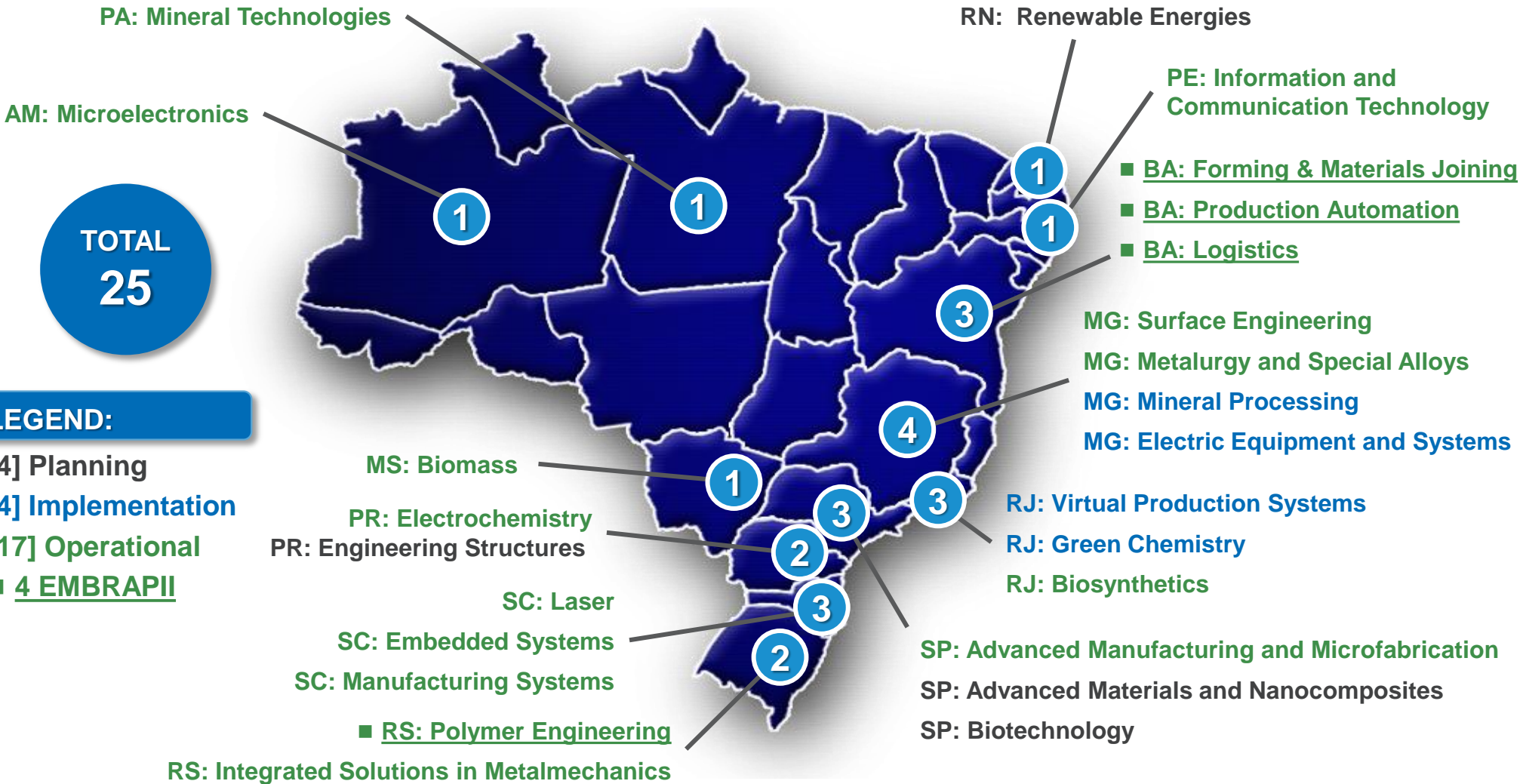


4_SENAI Innovation Institutes – ISIs

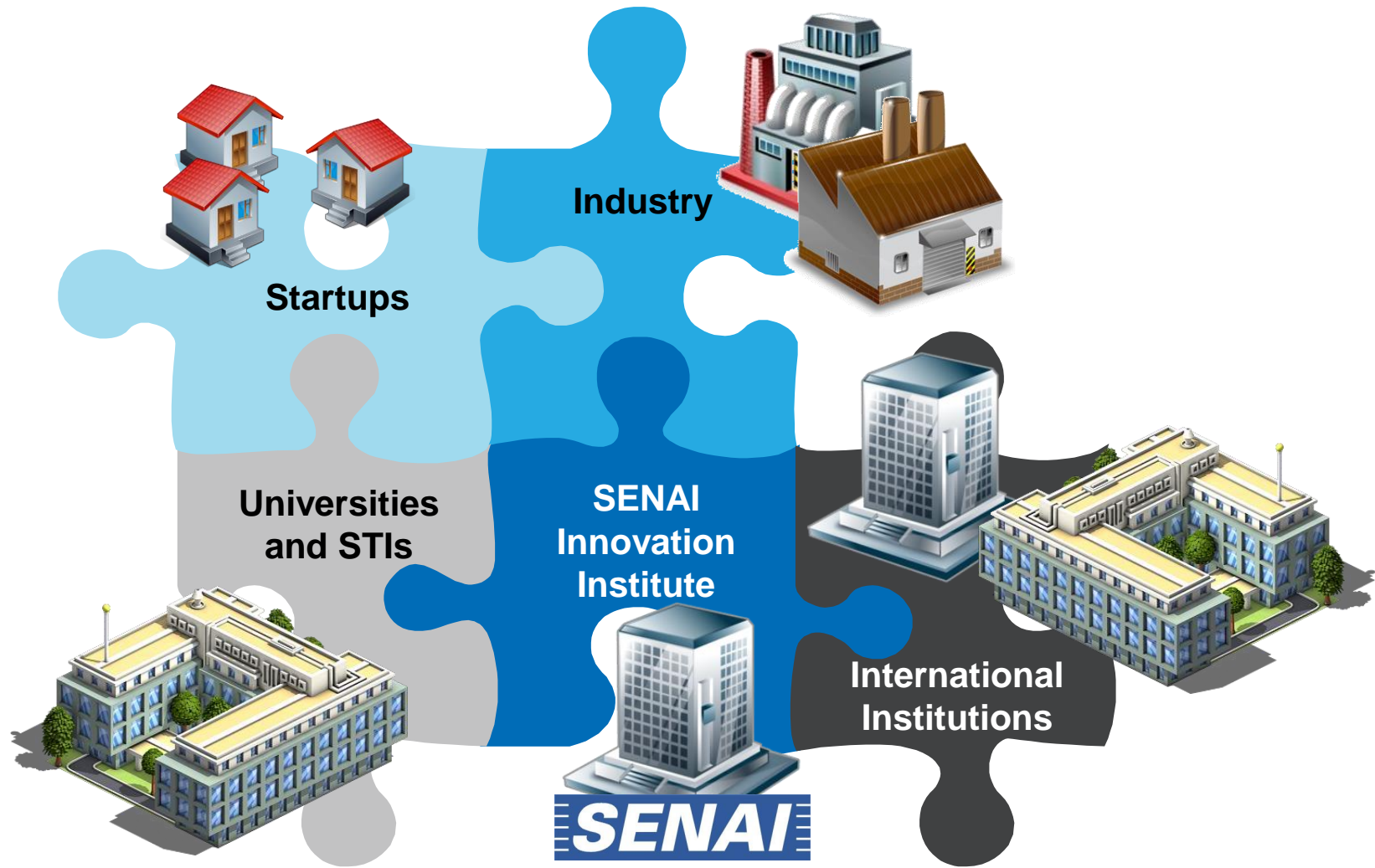


- Physical structure and staff aimed at professional R&D&I services
 - Applied research and technological innovation projects
 - Laboratorial support for developing prototypes and pilot-plants
 - Technological services with high complexity and high added value
 - Technology transfer
- Specialization in transversal knowledge areas
- Open environments for supporting technological innovation aiming at the pre-competitive stage
- National operation scope

Location and Technical Field of SENAI Innovation Institutes



Constitution of Partnerships for the Network of SENAI Innovation Institutes



Sample of Specialists from Industry, Universities and Other Actors of the NIS presented and involved in the Program



Consolidated International Strategic Partnerships

■ International Partnerships



**Massachusetts
Institute of
Technology**

SENAI's Innovation Institutes - DASHBOARD

Número de Institutos da Rede ISI

25 Innovation Institutes
17 operational
5 implementation
3 planning



Human Capital

310 researchers
61 PhDs
69 MsC
67 Scholars



Portfolio

150 Contracted Projects (R\$ 155,6 k)
31 under procurement (R\$ 92,6 k)
218 under prospection (R\$ 72,3 k)

National Network

54 projects with 2 or + Innovation Institutes
(1/3 of the national portfolio)

EMBRAPII

2 units EMBRAPII (4 ISIs)
18 contracted projects
R\$ 73,1 millions under execution

SENAI's Innovation Call

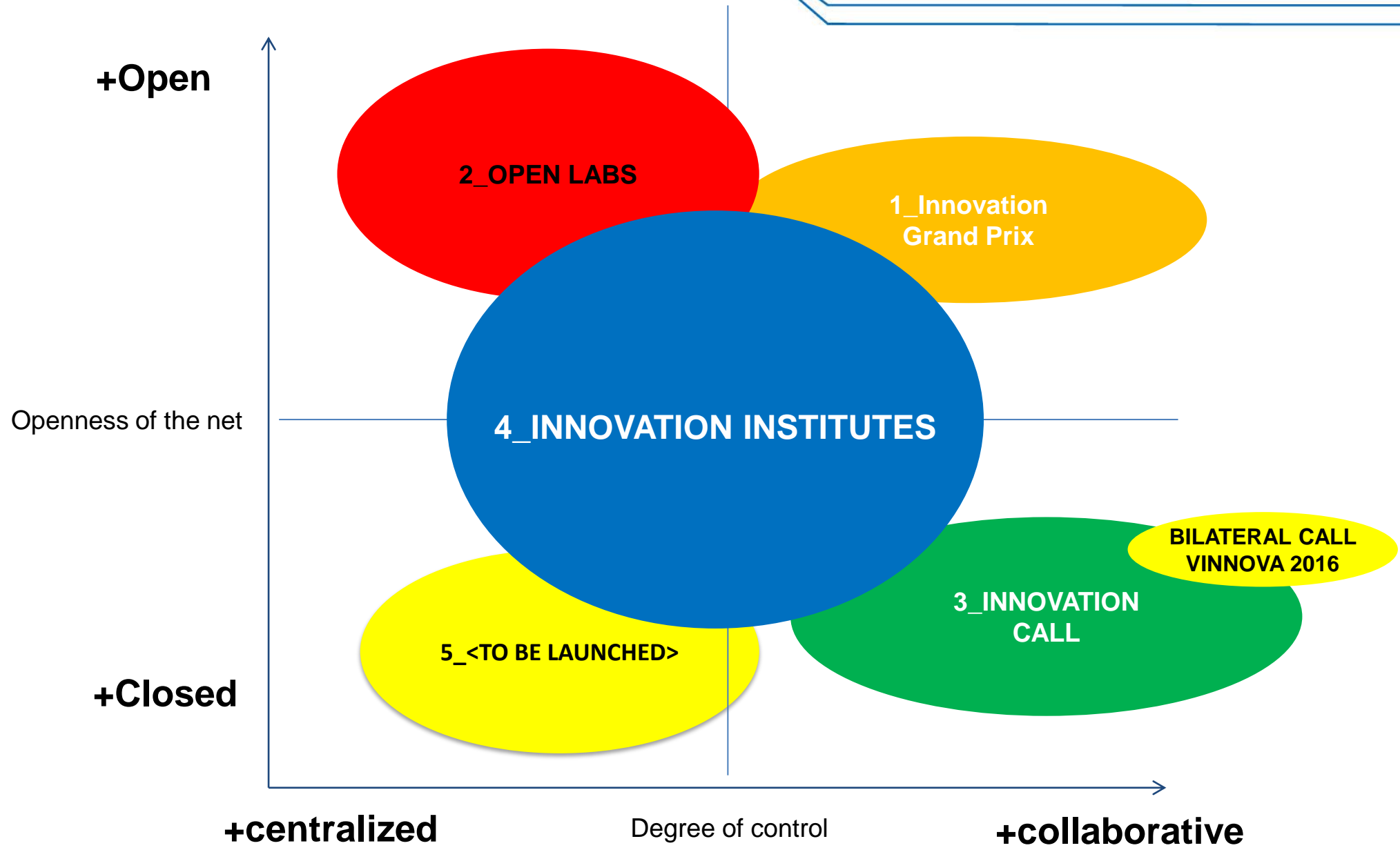
71 contracted projects
R\$ 47,1 millions under execution

Source: Unidade de Tecnologia e Inovação- SENAI DN – DEZEMBRO 2015

Sample of Customers - SENAI's Innovation Institutes



NEXT STEPS



Thank you!

<http://www.senai.br/inovacaoetecnologia/>

Marcelo Prim

marcelo.prim@cni.org.br