

## Design of a Technology Transfer Scheme for the Aeronautical Sector in Alentejo-Andalusia

**Authors :** J. Munuzuri, L. Onieva, J. Guadix, P. Cortes

**Abstract :** The aeronautical sector represents the main source of industrial development in the South of the Iberian Peninsula, with the establishment of key players like Embraer in Alentejo or Airbus in Andalusia. Subsequently, the economic promotion policies implemented in both neighbouring regions seek to consolidate a trans-border aeronautical cluster to gain critical mass and seek synergies between companies and research centres. The first step of the proposed scheme entails the identification of common interests shared by companies, technological centres and university research groups in both regions. This involves determining the specific type of activities carried out at the different companies established in the two regions (ranging from OEMs to SMEs) and also building a catalogue of available infrastructures and skills on the side of research centres and universities. The results of this first step reveal potential one-to-one partnerships, and also highlight the aggregate strengths and needs of the two regions within the aeronautical sector, taking into account both the current scenario and its expected evolution. The second step of the scheme focuses on the particularly relevant companies identified in the first step, and consists of the completion of in-depth technological audits liable to suggest potential development actions or R&D projects in those companies, counting when possible on the capabilities shown by other members of the cluster. These technological audits follow a three-round process aimed at identifying specific needs, validating those identifications and suggesting possible actions to be taken. The final objective of this methodology is to enhance the economic activity in the aeronautical sector in both regions, always with an innovative perspective. The success of the scheme should be measured in terms of partnerships created, R&D projects initiated, and spin-off companies generated.

**Keywords :** aeronautical sector, technological audits, technology transfer, trans-border cluster

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