



# ENHANCE

STRENGTHENING NATIONAL RESEARCH AND INNOVATION CAPACITIES IN VIETNAM

## **Module 5 Replication Meeting on:**

**Spin-off companies –business plan, co-  
operation, competitiveness  
Case study: spin-off companies at other  
universities**

**Venue: HALL RCRD, AN GIANG UNIVERSITY  
(AGU), VIETNAM**

**August 4, 2018**



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**Project Acronym:** ENHANCE

**Project Title:** strEngthening National researchH And iNnovation Capacities in viEtnam

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**Venue: HALL RCRD, AN GIANG UNIVERSITY (AGU), VIETNAM**

**Expected results** After this workshop, participants shall be able:

1. In order to spread out the spirit of ENHANCE, AGU will hold 6 training replications to all stakeholders to AGU ENHANCE. Each of these will present both theory and practices from the world and Vietnam as well.

Module 5 will cover with sub-topics:

- *Spin-off companies* –business plan, co-operation, competitiveness
- *Case study:* spin-off companies at other universities

After the training, participants should be able to:

1. To get general information about:

- Understand the models and structure of Research Evaluation in EU countries.
- Understand advantages and disadvantages of creation of spin-off unities in academic and research sphere.
- To introduce spin-off success case studies, their developing strategies for business engagement.

2. To know more about models form #1 in the world, especially from ENHANCE foreign partners: UA, GCU, STUBA and VIET's partners

3. To link the new concepts and practices to the participants' fields in implication afterwards.

04/08/2018 (Saturday)			Venue: <b>HALL RCRD, AN GIANG UNIVERSITY (AGU), VIETNAM</b>
From	To	Duration	
7.30	7.45	15'	ARRIVAL & REGISTRATION OF PARTICIPANTS
8:00	8:15	15'	<b>Official Welcome</b> DR. Ho Thanh Binh (main presenter)
8:15	10.00	1 hour +45'	<b>Presentation of Module 5: Spin-off companies</b> –business plan, co-operation, competitiveness; <i>Case study</i> : spin-off companies at other universities  Mr. Truong Thanh Dat (Spin off company Ech Op) (main presenter)
10:00	10:30	30'	COFFEE BREAK
10:30	11:15	45'	Group discussion (each issue in the content of Module 5) Mr. Truong Thanh Dat (Spin off company Ech Op) (main presenter)
11:15	13:00	1 hour +45'	LUNCH BREAK
13:30	14:30	60'	<b>Idea Exchange, Future Implementation</b> Mr. Truong Thanh Dat (Spin off company Ech Op) (main presenter)
14:30	15:00	30'	<b>Wrap up, Closure, Awards &amp; Group Photos</b> Dr.Ho Thanh Binh, Mr. Le Minh Tuan Lam, Mr Trinh Phuoc Nguyen, Mr Le Thanh Phong (AGU)