

WORKSHEET

Potential external collaborators

Perhaps you had never thought of opening up to innovate with external people or teams, collaborating with experts in: knowledge, technologies, sectorial or public institutions, can make your company's innovation more powerful and effective. In your environment, you can think of potential collaborators such as:

1. **Technology Centers:** A center for the development and application of technologies that offers resources and experts to put them into practice in companies
2. **Research Institute:** Organizations that focus on the research and development of emerging technologies, offering access to resources and experts.
3. **University or Business School:** Educational institutions that offer resources, experts, and training to help companies innovate and improve their business strategies. And to develop or apply new technologies.
4. **Innovation agencies:** Public institutions that focus on fostering innovation and entrepreneurship, offering resources and financing for innovation projects. In this area we could include some business associations with a specific area for the promotion of innovation
5. **Entrepreneurs/Startups:** Emerging companies that seek to collaborate with established companies to develop and improve their products and services.
6. **Technology Companies:** Companies that specialize in specific technologies, such as artificial intelligence, augmented reality, or computer security, and offer collaboration and access to resources to innovate.
7. **Consulting Firms:** Companies that specialize in innovation consulting and advisory, offering resources and experts to help companies innovate and improve their business strategies.
8. **Suppliers.** Let's see them beyond a simple supplier of a raw material or a service, perhaps, with their knowledge, in a common project we can develop a differential solution
9. **Competitors:** Why not cooperate with a competitor to develop an innovation that complements us, perhaps in a market we can be partners.
10. **External investors.** There are companies (public and private) and people interested in investing in innovative projects. Approach them, you may be able to find the financial partner – and development expert – that your project needs

Do you identify any of these near you? Talk to them, discover their potential, incorporate them into your innovation network. Launch projects together.