



Dear Sir/Madam,

The Alliance of Boundary Crossing for Deep Tech project (acronym ABCD) aims to be a leading platform for innovation and deep tech entrepreneurship in the Western Balkans. It will foster an entrepreneurial mindset and support deep tech start-ups to thrive globally through effective collaboration with stakeholders and the local innovation ecosystem. The ABCD consortium is undertaking a mapping of the current situation related to deep-tech ecosystems. Following other studies, we aim to review the contribution of universities to deep-tech startups through four dimensions: (i) people, (ii) science & technology, (iii) university systems and (iv) ecosystems.

Please answer all questions honestly. The data will be kept anonymous and confidential and will be used for research purposes and development of collaboration between academia and businesses. Thank you very much for your cooperation. To obtain additional information about the initiative, kindly refer to the official website of the [ABCD Deep Tech project](#).

General information

1. Please specify the country of origin for your organization.

2. Please indicate whether your organization is a:

<input type="checkbox"/> Company
<input type="checkbox"/> Public body
<input type="checkbox"/> NGO
<input type="checkbox"/> Other

3. How long does the organization exist?

<input type="checkbox"/> Less than 5 years
<input type="checkbox"/> 6-10 years
<input type="checkbox"/> Over 10 years

4. How many employees does the organization have?

<input type="checkbox"/> Less than 10 employees
<input type="checkbox"/> 11-50 employees
<input type="checkbox"/> 51-100
<input type="checkbox"/> Above 100



5. Please select which of the following deep tech areas you are focusing on as an organization?
Multiple answers are possible.

• Advanced Computing / Quantum Computing
• Advanced Manufacturing
• Advanced Materials
• Aerospace, Automotive and Remote Sensing
• Artificial Intelligence and Machine Learning, including Big Data
• Biotechnology and Life Sciences
• Communications and Networks, including 5G
• Cybersecurity and Data Protection
• Electronics and Photonics
• Internet of Things, W3C, Semantic Web
• Robotics
• Mechatronics**
• Digital Twin**
• Semiconductors (microchips)
• Sustainable Energy and Clean Technologies
• Virtual Reality, Augmented Reality, Metaverse
• Web 3.0, including Blockchain, Distributed Ledgers, NFTs
• Other _____

6. Please appraise the following aspects related to the pool of talents that can be recruited from universities. Please circle the most appropriate answer where 1 means very unsatisfied and 5 means very satisfied.

Knowledge and skills of the subject area	1	2	3	4	5
Soft skills (communication, team work etc.)	1	2	3	4	5
Digital skills	1	2	3	4	5
Motivation, dedication to work	1	2	3	4	5
Ability to work in complex business environment	1	2	3	4	5
Ability to work on developing disruptive innovations	1	2	3	4	5



7. Please appraise the following aspects related to academic research and researchers that can be utilized in your work. Please circle the most appropriate answer where 1 means very unsatisfied and 5 means very satisfied.

Producing quality scientific outputs	1	2	3	4	5
Involvement in applicable research	1	2	3	4	5
Engaging of commercialization of research	1	2	3	4	5
Providing consultancy services	1	2	3	4	5
Facilitating transformation of research into disruptive innovations	1	2	3	4	5

8. How would you appraise the Universities readiness to support innovation and start-ups/scale-ups in deep-tech areas? Please circle the most appropriate answer where 1 means very unsatisfied and 5 means very satisfied.

Campus based start-up labs and incubation centers	1	2	3	4	5
Technology transfer offices to support the innovation process	1	2	3	4	5
Help in engaging with potential customers/investors	1	2	3	4	5
Providing access to the eco-system of successful start-ups mentoring networks, customers and investors	1	2	3	4	5
Support cooperation and exchange of best practices on how to progress deep-tech innovation	1	2	3	4	5

9. How would you assess the current level of collaboration between organizations that support deep tech and Universities? Please circle the most appropriate answers where 1 is low collaboration level and 5 is very high collaboration.

1 2 3 4 5

10. What form of collaboration activities have you ever been engaged with universities? Please circle all that apply

- None so far
- Curriculum development
- Activities with students (guest lecturer, hackathons, mentoring)
- Research activities
- Idea development activities
- Part of lab and/or incubation centers
- Other _____



11. Would you be willing to become a member of The Alliance of Boundary Crossing for Deep Tech project (The consortium concentrates on integrative research and development of collaborative strategy between universities and deep tech organizations)?

No Yes

12. What can you engage in as part of the collaboration?

13. What can Universities do to promote and enhance the collaboration with deep tech organizations?
