

## **Integrating information at a regional level for the sake of innovation & venturing acceleration**

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### **Abstract**

In the Academic Relations role at IBM, we aim to both give testimonials on-campus through workshops, lectures or other formats, and discover (and 'guide' through the IBM system) actual venturing, entrepreneurial and multi-party (across educational, research, governmental and private company) business development scenarios for IBM Belgium and Luxembourg. In this role, we hence use open innovation, co-creation and 'venture' funding to create deeper links between academics, independent research institutes, companies (including SMEs) and IBM with the aim to team with potential future business partners.

One component in this mix is crucial for the sake of triggering innovation and asset sharing in any region across Europe, and that is the role which Governments plays in opening up information on companies, SMEs, research results, regional competence management, IP systems, legal and tax requirements.... During the lecture we will provide a starting point of insight into how such a system can be built, which open standard principles we adhere to and how to start structuring such a regional project.

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Hans obtained his PhD in Chemistry in 1995 at Catholic University Leuven (Belgium). In 2005 he achieved the Diploma in Management at Henley Management College (UK).

Hans started his career at IBM in 1996 working in the IT Service Delivery and Quality Assurance departments, both as professional and people manager. Bridging the traditional departments of Delivery and Sales, he then worked within the Global Business Development Office as part of the international outsourcing sales team, and in direct IT outsourcing sales in IBM Belgium and Luxembourg. Since 2010, he performs the role of Academic Relations in the region.

He is also a guest lecturer at Hasselt University on eBusiness Strategy and board member of ISA-CA (Belgian Chapter, [www.isaca.be](http://www.isaca.be)).

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