Tutoria – A Case of Success …

… of the Reformulated RNP Working Groups Programme

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Tirana – Albania

8th of June of 2023

Agenda
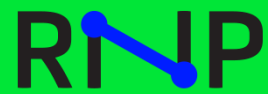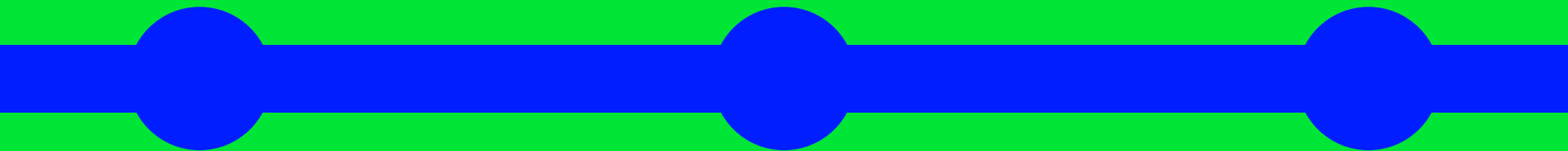
- RNP – The Brazilian Research and Education Network
- The Reformulated RNP Working Groups Programme
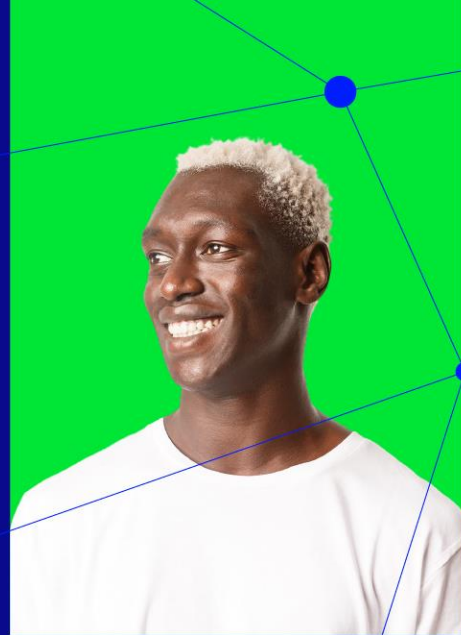- Tutoria – A Case of Success

RNP — Networked Education, Research and Innovation

OUR BUSINESS IS
MORE THAN CONNECTIVITY.
IT'S CONNECTION.

SHARE TO EXPAND:

WE CONNECT PEOPLE
IN AN ENVIRONMENT CREATED FOR
THE PRODUCTION OF KNOWLEDGE
AND WE PROVIDE SAFE AND
HIGH CAPACITY SERVICES

800
Connected organizations

+ 4 million
User

50
Community connections

+ 100 Gbps
Connections

Former 'R&D Working Group Programme' and Current 'Advanced Services R,D&I Programme'

> **+20 years innovating in partnership with academia**

> **New products and services**

- Former WG Programme:
  - Since 2002
  - Build **prototypes and pilots**
  - Only **Technological Development**
  - Public **Open Calls** to **academia**

- Current Advanced Services R,D&I Programme:
  - Since 2019
  - Develop/validate a **Minimum Viable Product (MVP)**
  - **Business / Market** + Product / Technology
  - Public **Open Calls** to academia + **startups**
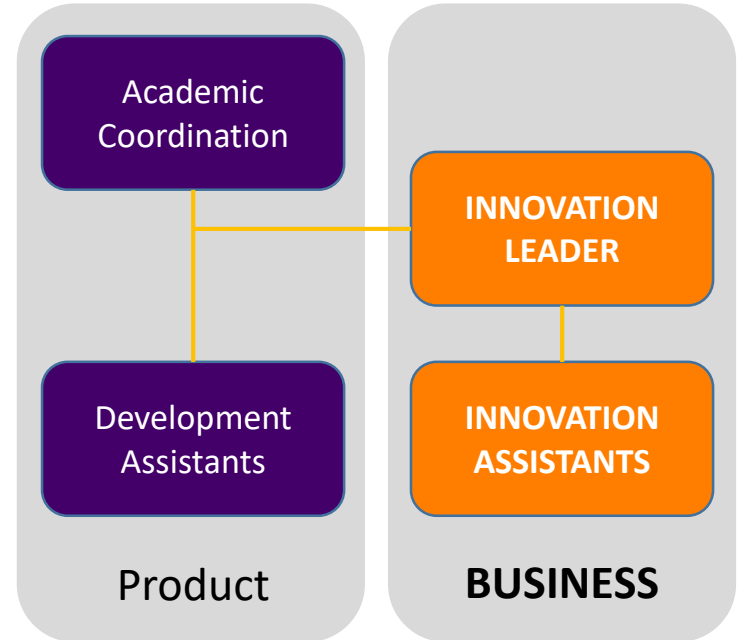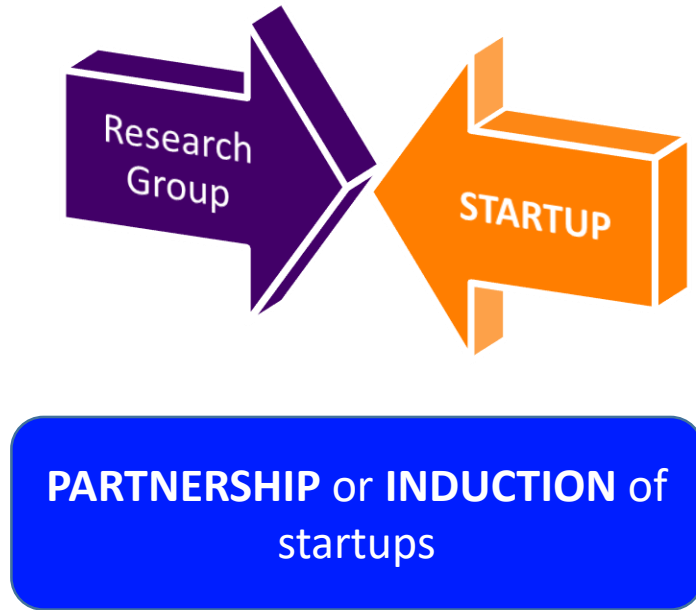 - **Faster value delivery** with **Innovation Ecosystem**

RNP Open Innovation Funnel
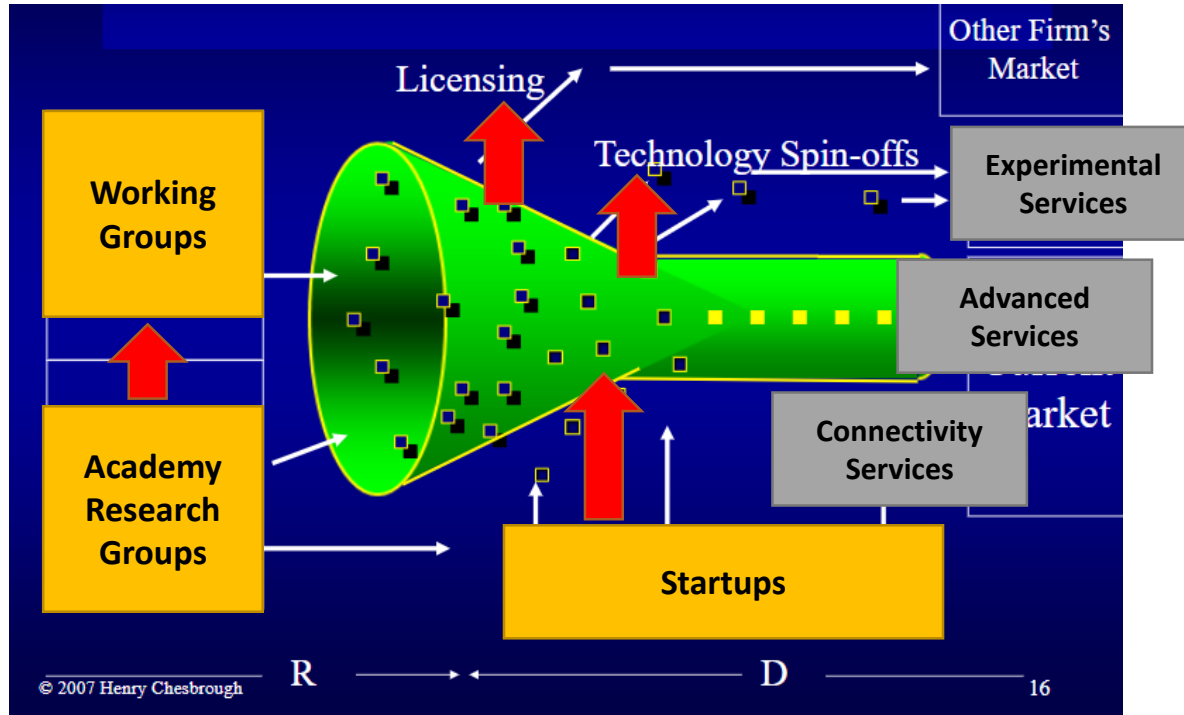
- **+20 years** innovating with **academy**
- Focused on creating **new products and services** for RNP

RNP Working Group (WG) in the 'Advanced Services R,D&I Programme'

Research Group → STARTUP

PARTNERSHIP or **INDUCTION** of startups

Product		BUSINESS
Academic Coordination		INNOVATION LEADER
Development Assistants		INNOVATION ASSISTANTS

The Phases of the 'Advanced Services R,D&I Programme'

Phase 1	Phase 2
Customer Discovery + MVP Development	MVP Evolution + Early Adopters + New Offerings

Phase 1 Development Cycle

Business Vision

Product Vision

Product and Business Vision Development

Initial MVP for the RNP System

1st Quarter

2nd and 3rd Quarters

4th Quarter

Entrepreneurship Capacitation

Mentorships

DISCOVERY

Problem/Solution Fit
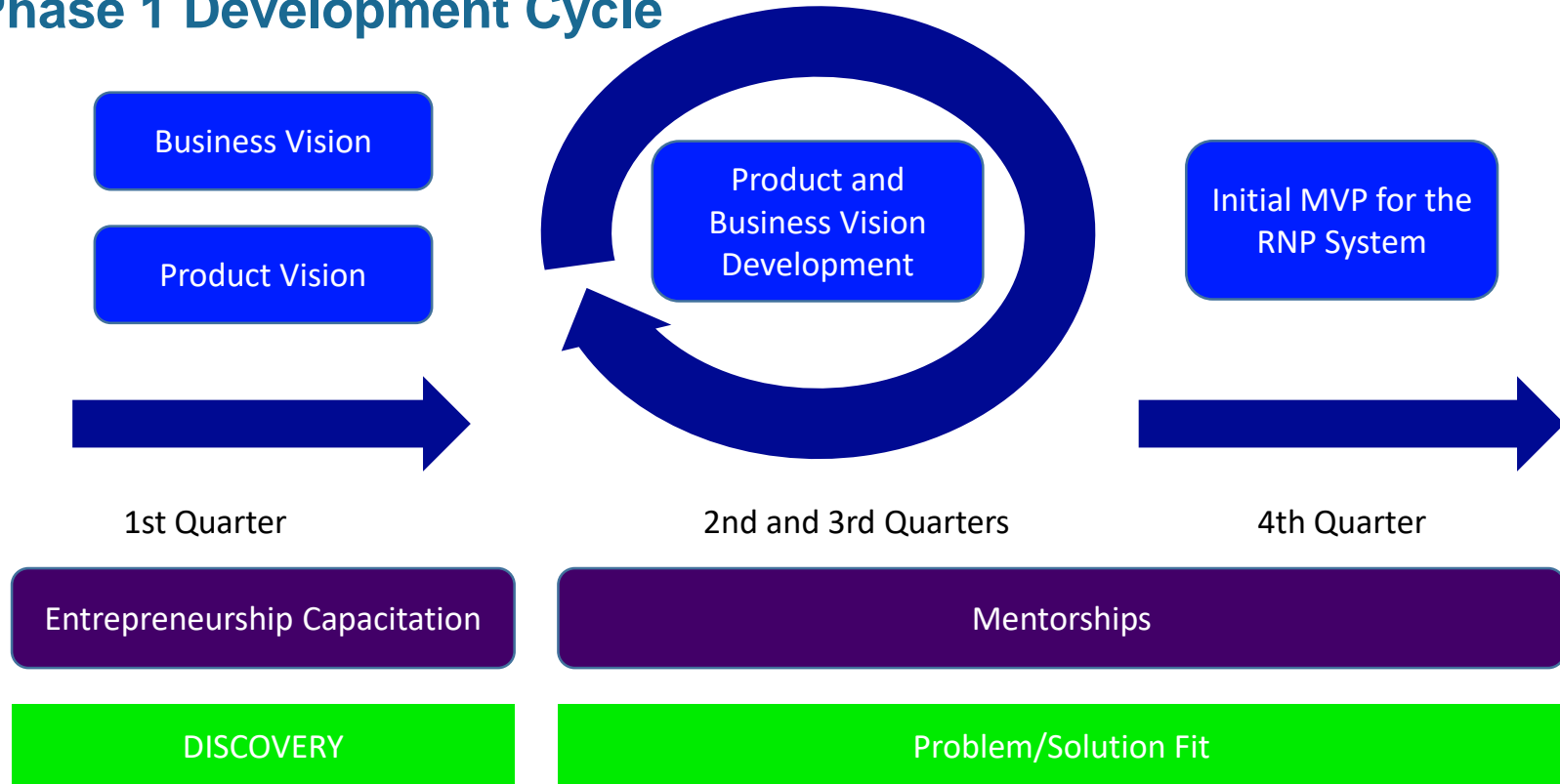
Phase 1 Entrepreneurship Capacitation

- Based: **'PIPE Empreendedor'** (FAPESP) - **iCorps Program** (NSF)
- External instructor: **Flavio Grynzspan**
- Goal:
  - Build first **business model canvas (BMC)**
  - **Validate** business **hypothesis**
  - Focus on **business** from beginning
- How:
  - **Interview** early adopters (RNP System)
  - Understand **customers' problems/needs**
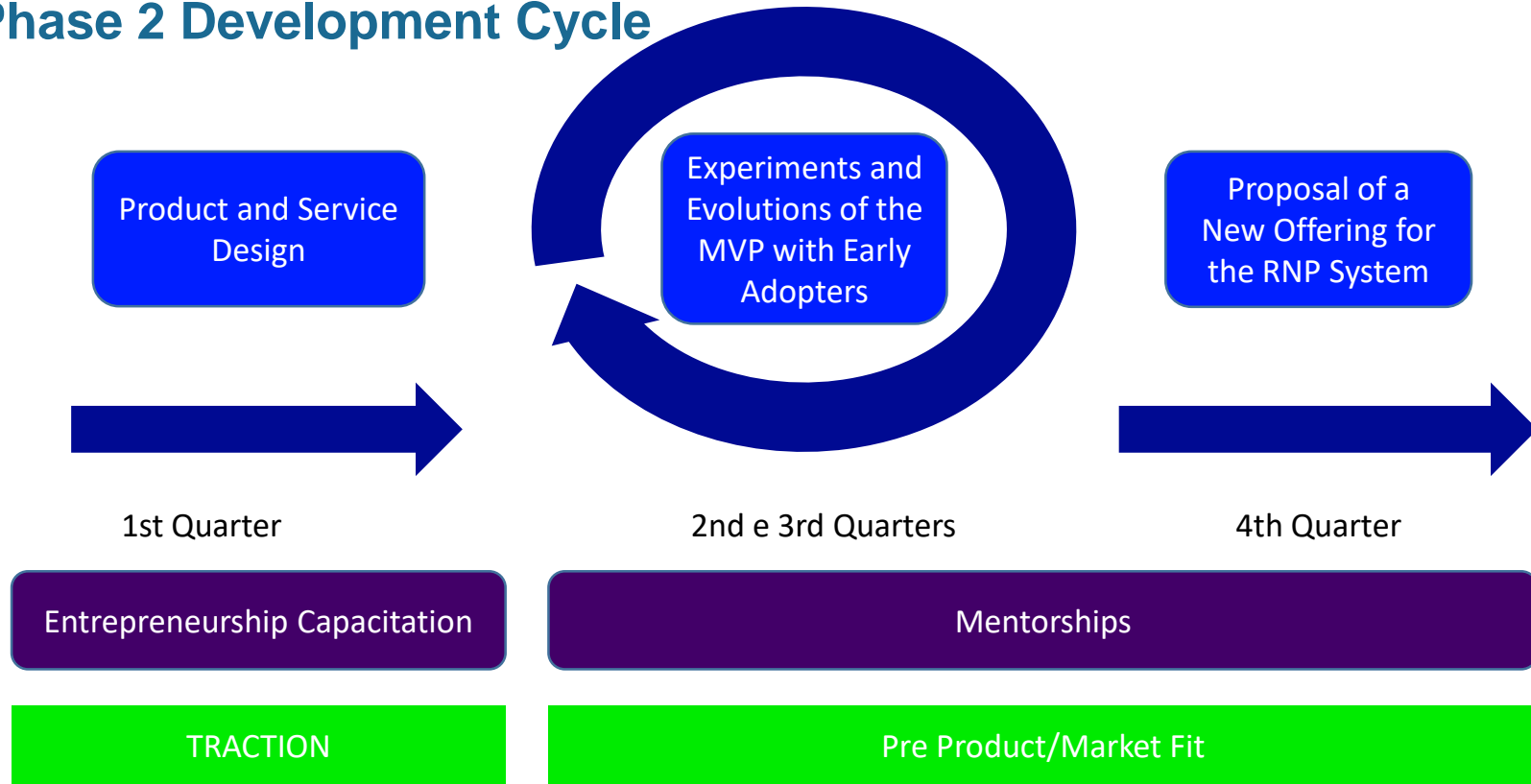 - **Mentors** to build the BMC

I-CORPS™
NSF Innovation Corps

NSF Innovation Corps (I-Corps™)

Mantra

Get out of the building

Phase 2 Development Cycle

Product and Service Design

Experiments and Evolutions of the MVP with Early Adopters

Proposal of a New Offering for the RNP System

1st Quarter

2nd e 3rd Quarters

4th Quarter

Entrepreneurship Capacitation	Mentorships

TRACTION	Pre Product/Market Fit

Phase 2 Entrepreneurship Capacitation

- Programme by **'Tração.Online'**
  - Bespoken methodology based on **'Growth Hacking'**
  - **Validate** the MVP with **early adopters**
  - Mix of **self-paced training**, and **group and individual mentorships**

- 1st quarter:
  - Refine **persona, pain points and moment**
  - Build **first hypothesis** for experimentation
  - Prioritisation using **'bullseye framework'**
  - Definition of a **'North Star Metric'**

- 2nd and 3rd quarters:
  - WGs **run experiments and collect results**
- 4th quarter:
  - WGs **consolidate the results**
  - Training in **pitch techniques**

Evaluation beyond the Grade

TUTORIA

A platform to help teachers to evaluate activities, while guiding this process for the creation of complete feedback to the whole class

Tutoria in the 'Advanced Services R,D&I Programme'

2021

1st Phase

WG fully academic

MVP pivoted from a feedback to an more comprehensive evaluation tool

2022

2nd Phase

First early adopters validating the solution

Solution is named as TutorIA

2023

Transition to RNP Catalogue

Tutoria becomes a startup

Build offerings for RNP System (institutional and instructor)

Startup goes to further markets

Where does Tutoria come from?

How to **improve** teachers' feedback, with **quality**, in a **personalised** and **scalable** way?

Main features

Main features

Main features

Checks **possible plagiarism**.

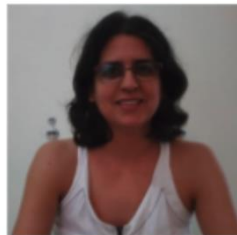# Main features

Tutoria Team

Rafael Ferreira Mello
Coordenador
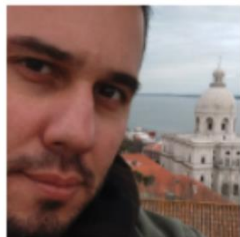
Gabriel Alves
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inovação

Taciana Pontual
Pesquisadora

Verenna Arêdes
Designer

Samuel Barbosa
Desenvolvedor

Giuseppe Fiorentino
Desenvolvedor

João Victor
Desenvolvedor

José Rodrigues
Desenvolvedor

Key Take-aways

- The Programme is:
  - An evolution of **national technical and business competitiveness**
  - Addressing the **gap between academia and market**
- Main impact: **business development and innovation tools** available to **academia**
- New Startups contribute to **country's economic development**, generating **new high-level jobs**
- This program **is not a fully-fledged answer** to address the challenge to transform **research into a solution in the market**

Thank you
Any questions?

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