



European Union
Regional Policy



The Smart Guide to Innovation Based Incubators (IBI)

20 Case-Studies

10 Innovation Based Incubators

10 Innovative Start-Ups



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Anwendungszentrum GmbH

Oberpfaffenhofen (AZO)



Profile

Country:	Germany
Region:	Bavaria
Companies in the region (2007):	> 560.000
Region population (2007):	12.520.000
Founded year:	2005
Legal status:	GmbH: Limited Liability Company
Initial and current funding:	AZO Incubation Centre: € 1.842.000 (2005 – 2009) ESA Business Incubation Centre: € 6.300.000 (2009 – 2013)
Stakeholders:	AZO Shareholders: 11 Shareholders: see website www.anwendungszentrum.de ESA Business Incubation Centre (ESA BIC): European Space Agency (ESA), German Aerospace Center (DLR), Free State of Bavaria, Kreissparkasse München Starnberg (local bank) European Satellite Navigation Competition (ESNC): European Space Agency (ESA), German Aerospace Center (DLR), T-Systems, Navteq
Catchment area:	ESNC: international/ worldwide ESA BIC: European-wide
Human Resources:	10
Incubation space:	10 Incubatees per year for duration of four years until 2013
Located in:	Oberpfaffenhofen, near Munich

Brief description

Anwendungszentrum GmbH Oberpfaffenhofen – AZO – has helped to found 38 companies and to create 650 new jobs since 2002 (including Phase I of the AZO incubator, which ran as a German Aerospace Center (DLR) project between 2002 and 2005), making it one of the most successful business incubators in the European aviation industry. AZO itself was founded as a public-private partnership with 11 shareholders; it is supported primarily by its largest shareholder, the German Aerospace Centre (DLR), and the Free State of Bavaria. AZO's close ties with the community of Oberpfaffenhofen and the ambitions of DLR –

particularly in positioning their common location to play a major role in the implementation of the Galileo satellite navigation system with the support of the Free State of Bavaria – have helped bring about a number of successes in recent years.

The fourth ESA Business Incubation Centre (BIC) exists since August 2009. ESA BIC Oberpfaffenhofen is to expand AZO's current start-up portfolio to include all areas of the aviation industry, as well as the transfer of technology to other branches of industry.



Strategic Partnerships

Networks

International: ITRI (Taiwan), HKSP (Hong Kong), Queensland (Australia), Matimop (Israel).



Europe: European Space Agency (ESA), German Aerospace Centre (DLR), European GNSS Supervisory Authority (GSA), European Commission, NAVTEQ, Comunidad de Madrid, T-Systems, Sat-Nav Initiative BW, 18 European partner regions of the ESNC, EuroTeleServ, European Network of Living Labs.

Bavaria: Cluster Satellite Navigation, Munich Business Plan Competition.

Governmental bodies

Free State of Bavaria – Bavarian Ministry of Economic Affairs

Universities & Research Centres

Technical University of Munich, Fraunhofer Gesellschaft, German Aerospace Centre (DLR)

Others

Kreissparkasse München Starnberg (local bank)
Shareholder of AZO

Value added Services

ESA Business Incubation Centre Oberpfaffenhofen (ESA BIC): start-up program

- Coaching (business plan writing, business development support and advice, etc.)
- Networking service (organization of events, connections to investment companies, etc.)
- Administrative service (telephone exchange, postal service, etc.)

European Satellite Navigation Competition (ESNC)

- Coordinator and contact of the whole project; coordination of the participating regions and special price donor;
- Organizer of the yearly overall Kick Off Event;
- Collection of submitted ideas for the ESA BIC;
- Connection building between industry and ideas creator;
- Idea evaluation by more than 200 experts from different fields;
- Creation and distribution of marketing material.

Tools & Programs

ESA Business Incubation Centre Oberpfaffenhofen (ESA BIC)

ESA BIC Oberpfaffenhofen provides start-up companies with operational services like financial and networking support, as well as easy access to DLR and ESA technical specialists. The service package offered includes:

- Pre-seed funding and access to other sources of financing;
- Access to expert engineering support from DLR, ESA, universities, and industry;
- Access to resources such as test facilities, laboratories, and workshops at ESA, universities, and industry partners;
- Hands-on assistance;
- Business development support and advice;
- Access to strategic partnerships and networking through AZO;
- Office space and shared facilities.

More information at: www.esa-bic.de.

European Satellite Navigation Competition (ESNC)

The European Satellite Navigation Competition is an international innovation contest that awards the best ideas for applications in satellite navigation. The competition has been organised by Anwendungszentrum GmbH Oberpfaffenhofen since 2004 and is oriented toward companies, entrepreneurs, research institutes, universities, and private individuals. Having begun with three partner regions, the ESNC 2009 was held in 18 high-tech regions all over the world: Baden-Württemberg, Bavaria, Hesse, Lower Saxony, North Rhine-Westphalia, Nice / Sophia Antipolis, Prague, South Holland, Madrid, Lombardy, Australia, Taiwan, and Great Britain, as well as newcomers Øresund, Gipuzkoa, Valencia, Switzerland, and Israel.

The competition is held under the patronage of the Bavarian State Ministry of Economic Affairs, Infrastructure, Transport and Technology and is supported by partners such as the European GNSS Supervisory Authority (GSA), the European Space Agency (ESA), the German Aerospace Center (DLR), NAVTEQ and T-Systems. Each year the overall winner of the ESNC – the GALILEO Master – is offered a 6-month incubation programme in his chosen partner region. www.galileo-masters.eu

Ongoing Projects

The objective of the Galileo Advanced Innovation Services (GAINS) project is to implement effective Galileo Downstream Application Innovation Services and to coordinate them by implementing “innovation highway” as a seamless process on European scale in three main phases: idea recognition, product and services development, and new ventures creation.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	3
Total employment by tenants	16
Number of tenants since the beginning of the incubator	N.A.
Number of business plans produced during the year	10
Number of start-ups created during the year	6
Number of jobs created in the year in question (start-ups)	N.A.
Number of start-ups created since the beginning of the incubator	N.A.
Number of jobs created in SMEs (client companies of BICs)	16
Enterprise Survival Rate	100%
Number of enterprise creation projects during the year	6
Existing SMEs supported during the year	10

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Success story

Modelon GmbH



Profile

Country:	Germany
Organization:	ESA Business Incubation Centre Oberpfaffenhofen (managed by AZO)
Key words:	Simulation of E-Mobility, focused on electric and hybrid cars
Founded year:	2009
Founders:	Johannes Gerl, Modelon AB
Company funded by:	ESA BIC Oberpfaffenhofen
Target market:	automotive industry – focused on alternative propulsion technology
Number of employees:	11
Hosted at:	ESA BIC Oberpfaffenhofen (managed by AZO)

Brief description

Modelon's competence is the computer simulation of multi-physical technical systems, especially focused on electric and hybrid cars. The product offerings are system simulation software tools designed by Modelon and used by development engineers as well as according engineering and consulting services.

The company is hosted at the ESA Business Incubation Centre Oberpfaffenhofen, which is managed by Anwendungszentrum Oberpfaffenhofen. The incubated company receives the incubator's support in terms of funding, high level office space, public relations, business contacts and contacts to research institutions. Modelon partners with the European Space Agency (ESA), the Free State of Bavaria, the German Aerospace Center (DLR) and Kreissparkasse München Starnberg (local bank)

By simulating the complex functional relationships of electric and hybrid cars Modelon's, solutions contribute to the development of future vehicles' energy management, functional development and operational strategy and will help to reduce emissions and energy consumption.

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CEI Navarra

Profile

Country:	Spain
Region:	Navarra
Companies in the region (2008):	43.847
Region population (2008):	620.377
Founded year:	1988
Legal status:	Non-profit association depending on the Government of Navarre's Department of Innovation, Business and Labour.
Initial and current funding:	<p>1988: € 60.000</p> <p>ERDF funding for the setting up of the building: € 331.000 (received over a period of 18 months and corresponding to 35% of the total cost of the building).</p> <p>2008: € 1.105.217</p>
Stakeholders:	45 companies and regional organizations; the Government of Navarre is the major stakeholder
Catchment area:	10.391 m ²
Human Resources:	95
Incubation space:	<p>Incubator at Noain (Headquarters)</p> <ul style="list-style-type: none"> • Muti-sectorial incubator, with an specific area for IT SME • 3.628 m² (Office space) <p>Incubator at Tudela</p> <ul style="list-style-type: none"> • New incubator for Agro Food companies located in Tudela • 2.616 m² (Office space) <p>Pre-incubator for University Projects</p> <ul style="list-style-type: none"> • Pre-incubation space for students and researchers at the Public University of Navarra

Brief description

The Centro Europeo de Empresas e Innovación de Navarra, S.A. (CEIN, S.A.) was established by the Government of Navarra with the main mission to diversify the industrial and economic area of Navarra and contribute to its development by stimulating entrepreneurship, helping the creation and consolidation of new businesses and promoting innovation in small and medium companies.

CEIN Navarra is an instrument of the Government of Navarra's Department of Innovation, Business and Labour that provides service to regional SME and entrepreneurs. The centre helps entrepreneurs to turn their ideas into viable, consolidated and innovative businesses; trains entrepreneurs to be effective, committed to innovation and ready to adopt change; promotes entrepreneurship values among students of all ages and also in society, identifies new business opportunities for the region and introduces innovation in SMEs.



Strategic Partnerships

Networks

The European BIC Network (EBN)

The Spanish Association of Business and Innovation Centres (ANCES)

The National Association of Development Agencies
The Research & Development Information Points Network

Governmental bodies

The Government of Navarre
The Council of Pamplona
The Council of Tudela

Universities & Research Centres

Public University of Navarre (UPNA)
University of Navarre (UNAV)

Others

Microsoft
Sun Microsystems
Network with local organizations (dani goñi)

Value added Services

EIBT Program - New technology-based innovative enterprises

The aim of the EIBT program is to promote the creation of new technology-based innovative enterprises (EIBTs) and make a strategic bet through the commercial exploitation of the ideas, results and knowledge generated by the different Science and Technology Agents of Navarra (universities, technology centres, companies...). Some of the advantages of the EIBT Program are:

- It creates a favourable environment for generating EIBTs;
- It provides access to top-level scientific and technological skills that enable the projects to be implemented;
- It contributes a very important relationship capital;
- It gives credibility to EIBT initiatives in their first stages;
- It is a source of highly prepared people for when the EIBT starts its journey.

Innovative Business Club

The Innovative Business Club was born with the aim to create a common framework for Navarra's innovative businesses and to offer a brochure of services and activities with high-added value (economical aids, business advice, press office, business meetings).

The main objective is to promote development and growth of high potential businesses and to improve competitiveness and innovation in their processes, products and services.

It also aims to develop a business cooperation network with a continuous experience exchange and a fluent communication between the companies of the club.

Seed capital

Start-up Capital Navarra is a venture capital association founded by the Government of Navarra and with the support of several regional public and private bodies, CEIN Navarra being one of them. The association tries to accelerate the start-up process of innovative and highly promising technology-based firms located in Navarra providing entrepreneurs with seed capital and start-up capital:

- Seed capital: financing provided to study, assess and develop an initial concept
- Start-up capital: financing provided to firms for product development and initial marketing. Firms may be in the process of being set up or may exist but have not sold their product or service commercially.

In exchange Start-up Capital Navarra takes a portion of equity in the new venture.

CEIN Navarra is one of the main actors in this initiative, managing the capital and also offering advice in the completion of the entrepreneurs' business models, experienced operation staff, networks of relations with key strategic actors and office space.

Tools & Programs

Development Bonus

CEIN has designed different economic aids aimed at supporting the activity of innovative businesses in the beginning of their activities, namely, when the enterprise requires financing to develop their products/services and to introduce them into the market.

Sectorial Diagnoses

CEIN has developed strategic diagnoses for different sectors (Automotive, Solar Energy, Language Teaching) which are translated into several specific actions oriented to promote the competitiveness of Navarra's businesses.

Agro-Food incubator

In 2009 CEIN has opened a new incubator focused in agro food businesses located in Tudela, an area with a high presence of agro food companies. This incubator has been designed taking into account the specific needs of agro food companies offering, for example, industrial kitchens, laboratories, access to tri-generation supply (steam, refrigeration, electricity).

ICT promotion

A specific area of CEIN is oriented to promote the development of the ICT sector with specific services: courses, consultancy, ICT Cluster, Software Excellence Centres (Microsoft and Open source) and meetings.

Ideactiva

A contest to promote and guide young entrepreneurs to reward innovative business ideas.

Entrepreneurial spirit promotion

CEIN promotes entrepreneurial spirit from the beginning, working with children and university students, stimulating innovation and business creation.

Innovation promotion

CEIN gives special importance to business innovation.

Ongoing Projects

Inno-Deal

This project is inspired by the ever stronger need for European regions to find common ways to generate growth and to create strategic synergies by sharing experiences and bringing their recommendations to the attention of European authorities at all levels. The project aims to create long-term cooperation among managers of financing schemes and programmes for support of innovative small and medium-sized enterprises (SMEs).

Prof-ELP

Prof-ELP (Professional European Language Portfolio) is a Project that is part of the EU-funded Lifelong Learning Programme (Leonardo da Vinci Programme) for generating a European education area, fostering lifelong learning and ensuring co-operation at the community level. The goal of this project is to develop the first European portfolio in a professional setting aimed at improving employability and mobility of current and future workers in the European Union and develop their language competences for professional purposes.

Cluster promotion

CEIN manages and takes part in different clusters developed through Navarra's business network: Agro Food cluster, ICT Cluster and Automotive Cluster.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	18
Total employment by tenants	142
Number of tenants since the beginning of the incubator	109
Number of business plans produced during the year	58
Number of start-ups created during the year	11
Number of jobs created in the year in question (start-ups)	22
Number of start-ups created since the beginning of the incubator	1716
Number of jobs created in SMEs (client companies of BICs)	N.A.
Enterprise Survival Rate	72%
Number of enterprise creation projects during the year	612
Existing SMEs supported during the year	351

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Success story

Helphone



Profile

Country:	<i>Spain</i>
Organization:	<i>CEEI Navarra</i>
Key words:	Help desk services, IT outsourcing services, Contact Center, Call Center, CRM
Founded year:	2003
Founders:	Javier Martínez Martínez and Pedro Aznárez Iriarte
Company funded by:	Javier Martínez Martínez
Target market:	Enterprises that require IT support
Number of employees:	beginning (3), currently (78)
Hosted at:	CEEI Navarra

Brief description

The IT support online service company Helphone Services was established in 2003 by its founders Javier Martínez y Pedro Aznárez, and during this time has experienced an important growth going from 3 employees in its beginning up to the current 78 employees and a turnover of € 2.500.000 in 2009.

Helphone starts up in 2003 with the mission of providing IT online support (help desk). Currently the company has five strategic lines referred to two big business areas, being IT services (help desk and IT outsourcing services) and Customer service (Call Center, Customer Relationship Management consultancy and CRM solutions)

Helphone's main objective is to give added value to organizations through a professional relationship management of both customer and users relationships, which allows clients to really focus on their business. Helphone has the know-how required and is also able to adapt it in the minimum period of time to the clients' realities. This know-how is backed by the founders' more than 15 years of experience in this sector.

Since its beginning the company has been installed in the Innovation Incubator of CEIN (Business incubation center of Navarra) for more than four years, first in a 55 m² premise to jump then into a 100 m² one. The main objective of CEIN's incubation service is to facilitate the start-up and development of new innovative companies.

Helphone counted in every moment on the support of a dedicated technical assistant to help the company grow and consolidate in the market, and also facilitating information on subsidies and specific resources to achieve them. In 2008 the company moved to their new premises based in the Galaria Industrial Park (Cordovilla) which has a 600 m² surface and capacity for more than 120 operators working at the same time on a platform based on a Voice over IP technology.

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Profile

Country: Belgium
Region: Province of Antwerp
Companies in the region (2007): 114.617
Region population (2007): 1.700.000
Founded year: 1987
Legal status: Not for profit organisation
Initial and current funding:

Initial funding

Flemish Government, Province of Antwerp, Kempen Region

ERDF funding for the setting up of the building:

- 50% of the total cost for the setting up of the incubator in Geel
- 35% of the total cost for the enlargement of the incubator in Geel
- 50% of the total cost for the setting up of the incubator in Mol

Current funding

- Commercial income from tenants in two incubator buildings (rent+ services).
- Buildings put free of charge at Innotek's disposal by the Province of Antwerp.
- Yearly donation from Province of Antwerp.

Ad hoc project funding:

ERDF (Objective 2), ERDF (Interreg), Flemish Government, Province of Antwerp, Province of Limburg.

Stakeholders:

Governmental bodies

Province of Antwerp, CIPAL - Centre for Informatics for the provinces of Antwerp and Limburg

Universities & Research Centres

Kempen Catholic High Educational Institute– KHK , VITO - Flemish Institute for Technological Research, SCK/CEN - Nuclear Energy Research Centre, IMEC - Interuniversitar Micro-Elektronica Centre

Regional development institutions

Voka - Chamber of Commerce Kempen, Antwerp Development Agency Strategic Project organisation Kempen (<http://www.spk.be/>), Business Centre Kempen – KBC

Bank and insurance companies

FORTIS Bank, KBC Bank and Insurances, Dexia Bank Belgium

Industrial companies

Electrabel, Philips Belgium, Janssen Pharmaceutica, Alcatel Lucent AGC Flat Glass Europ, Siemens Enterprise Communications, Umicore, Johnson Controls International

Catchment area: Province of Antwerp and Kempen Region
Human Resources: 9
Incubation space: Technologyhouse Geel: 4.200 m²
 Technologyhouse Mol: 2.100 m²
Located in: Geel and Mol

Brief description

Innotek endeavours to turn good ideas into successful businesses. Two dedicated approaches are offered. The first is coaching to individual entrepreneurs or teams that want to grow innovative projects into an extra business activity within or outside their firm. The second is hands-on assistance for knowledge institutions to enable them to nurture budding ideas into full-fledged business activities.

The Technologyhouses in Geel en Mol provides space for forward-looking entrepreneurs. It aims at unleashing creative potential. Entrepreneurs can focus on their core business, while Innotek takes care of the rest.

Innotek is an active European player in economic development projects in the field of incubation, innovation and enterprise. That's how we safeguard the development of our knowledge and know-how.



Strategic Partnerships

Networks

EBN – European Business and Innovation Centre Network

VIN – Flemish Innovation Network

Governmental bodies

Province of Antwerp

Universities & Research Centers

SCK/CEN – Nuclear Energy research Center

KHK – Kempen Catholic Higher Educational Institute

VITO – Flemish Institution for Technological Research

Antwerp University

Others

Belgoprocess

Value added Services

Industrial spin-off guidance

Together with experts, a company follows a trial and error process that is constantly tweaked and refined. The spin-off process is split into three stages: scouting, scanning and coaching.

- **Scouting**
The viability of a spin-off is investigated in an introductory meeting with one of our spin-off experts.
- **Scanning**
If the spin-off is clearly viable, the next step is commissioning an in-depth study. The relevant attributes of parent company, spin-off team and spin-off business are assessed in an in-depth study using a scientific based methodology. This study possibly involves a number of company managers. The methodology was developed in association with the Brabant Development Authority (Netherlands) and MERIT – University of Maastricht.
- **Coaching**
If the results of the in-depth study are positive, the next step can be the spin-off creation. One or several of our professional coaches pilots you through the process.

New Business Development

Innotek assists research and knowledge institutions to turn innovative ideas into full-fledged business activities. Innotek aspires to nurture promising opportunities into new business.

Research institutes are often lacking interest in setting up businesses. Their main priority is research and knowledge development in scientific disciplines. In this initiative, Innotek creates a business development platform that addresses precisely these aspects of enterprise, by means of collaborating with a small number of leading partner knowledge institutions. Experienced business development managers support the development of creative, exciting ideas, projects and technologies all the way to the establishment of an innovative business, which is monitored throughout its first few years. In addition to the highly-valuable profit opportunities to investors, Innotek also creates high-quality sustainable employment.

Tools & Programs

Software 24/7 Business Solutions

Thanks to many years of experience in the area of **Contact Center** services, INNOTEK, the mother company of **24/7 Business Solutions**, is well positioned to design state-of-the-art contact center solutions that facilitate:

- the telephonic reception of incoming phone calls (inbound)
- the execution of outgoing telemarketing calls (outbound)
- the efficient blending of both inbound and outbound calls

Ongoing Projects

Industrial and service spin-offs

Creation of spin-off companies out of non-core activities / projects of existing industrial and service companies.

New Business Development

Hands-on business development of technologies, projects, ideas starting at the proof-of-concept phase.

TIME

TIME (Transforming Innovation for Maritime Economy) is focused on the maritime economy. The aim is to analyse three sectors, identify problem areas and provide remedies. At the same time, TIME wants to expose needs and develop solutions in partnership with research centres and other firms.

STROSMERG

The STROSMERG project (STRONG SMEs for Regional Growth) is focused on exchanging expertise and studying cooperation opportunities with a region in Croatia. The primary purpose of the project is exchanging knowledge and know-how, especially in the fields of marketing, promotion and management of business zones and incubator buildings. The aim is to attract start-ups as well as local and foreign firms. Cooperation opportunities between businesses in both Antwerp and the Koprivnica region (Croatia) will also be studied.

Impact

Key Performance Indicators		2009
Number of tenants in incubators		19
Total employment by tenants		125
Number of tenants since the beginning of the incubator		26
Number of business plans produced during the year		33
Number of start-ups created during the year		7
Number of jobs created in the year in question (start-ups)		28
Number of start-ups created since the beginning of the incubator		116
Number of jobs created in SMEs (client companies of BICs)		N.A.
Enterprise Survival Rate		70%
Number of enterprise creation projects during the year		69
Existing SMEs supported during the year		102

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Success story



PEIRA BVBA

Profile

Country:	<i>Belgium</i>
Organization:	<i>Innotek</i>
Key words:	Scientific Instruments, Solutions, Customize Equipment
Founded year:	2007
Founders:	Hans Nicasy
Company funded by:	Entrepreneur & Industrial partner
Target market:	Pharmaceutical, biotech, academic research
Number of employees:	6
Sales:	€ 500.000
Hosted at:	Premises of industrial partner & campus of pharmaceutical company
Other facts:	Member of the Cluster FlandersBio

Brief description

Peira is offering a service platform to researchers in the biotech, life sciences and pharma industry and to academic R&D organizations. The company is built upon the experience and know-how of the Scientific Instruments development group that exists today at one of the larger pharmaceutical campuses in Flanders, Belgium.

Peira bvba responds to specific requests of researchers looking for unique instruments or standard equipment modified to their needs. The Peira's aim is to enable researchers to conduct unique experiments by providing them with a full service package and/or unique instruments.

It has the ambition to become the preferred full service instrument provider to the bio, pharmaceutical and life sciences industry.

Peira is one of the spin-off companies that were created thanks to Innotek's industrial spin-off creation expertise. Innotek detected a spin-off opportunity at a large pharmaceutical company, found an interested entrepreneur and helped him setting up the new company (coaching by a professional spin-off coach, finding initial financial resources, e.g. subsidies for setting up business plan, business concept and first prototypes, identifying interesting industrial partners, etc.).

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Profile

Country:	Sweden
Region:	Region West Götaland
Companies in the region:	160.000
Region population:	1.600.000
Founded year:	2003
Legal status:	Limited
Initial and current funding:	Governmental funding
Stakeholders:	City of Trollhättan, West Götaland Region, Saab Automobile AB, Volvo Aero Corporation, Vattenfall AB, Skanska AB and IF Metall Union
Catchment area:	Production technology, clean tech and creative industry
Human Resources:	30
Incubation space:	550 m ²
Located in:	Trollhättan, Sweden

Brief description

Innovatum Technology Park is a development centre packed with research projects and inspirational activities. It consists of a science centre, a project arena and an incubator. The incubator is an environment conducive for innovative ideas within our three focus areas: production technology, clean tech and creative industry. Innovatum offers entrepreneurs a network of professional advisors, access to external financing and guidance through the complexity of managing a business. Since 2003, more than 40 companies have developed and several of them are now working with international brands in a global market.



Strategic Partnerships

Networks

Swedish Incubators and Science Parks, Innovation Bridge West, West Götaland Region, E-Chain Network, IncubatorCompetens

Governmental bodies

West Götaland Region, Innovationbridge West, Kommunalförbundet Fyrbodal (14 municipalities working together for growth), City of Trollhättan

Universities & Research Centres

University West

Others

ALMI Business partner, CONNECT West

Value added Services

Competence

Innovatum provides start-up companies with professional coaching and external advisors. It arranges seminars and courses in order to help the entrepreneurs managing a business successfully.

Capital

Innovatum offers access to a wide range of opportunities with regards to funding, governmental and private venture capital.

Tools & Programs

Entrepreneurial Training Program in cooperation with Jobs & Society (Swedish Foundation networking over 70 enterprise agencies in Sweden, financed by local private business)

A **springboard** with external experts competent in sales, marketing, organisation, economics, law and business administration.

Ongoing Projects

Interregional EU projects with innovation system/Universities in Denmark and Norway with focus on the creative industry.

Interregional EU research project - WIB Women in Business.

Development of audio visual technology

Focused on new technologies within film and other media, along with visualization and simulation of products and production processes.

Development of energy technologies and environmental engineering through the development of sustainable product ideas and business concepts.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	13
Total employment by tenants	35
Number of tenants since the beginning of the incubator	N.A.
Number of business plans produced during the year	45
Number of start-ups created during the year	6
Number of jobs created in the year in question (start-ups)	N.A.
Number of start-ups created since the beginning of the incubator	N.A.
Number of jobs created in SMEs (client companies of BICs)	N.A.
Enterprise Survival Rate	85%
Number of enterprise creation projects during the year	20
Existing SMEs supported during the year	N.A.

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Success story



Dockhus Animation AB

Profile

Country:	Sweden
Organization:	Innovatum Incubator
Key words:	Stop Motion Animation
Founded year:	2004
Founders:	Erik Zaring and Mikael Lindbom
Company funded by:	-
Target market:	Film industry, commercial film, industrial film, TV
Number of employees:	-
Sales:	€ 400.000
Hosted at:	Innovatum Technology Park – Incubator
Other facts:	The first Swedish company in the technology – Stop Motion Animation. Made the first Swedish feature film in the same technology

Brief description

The company was founded by students from Universitet West - 3D animation program and Jonkoping University Art School/Eksjo. Today Dockhus Animation is a national established company with prestigious clients both nationally and internationally.

The animation studio based in Trollhättan creates animation for film, TV and the web. The Company produces claymation puppet-, cut-out-, flash- and cell-animation.

They also build sets, models and puppets in their own shop.

Contact details

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Profile

Country:	Poland
Region:	Małopolskie Voivodship
Companies in the region (2007):	300.000
Region population (2007):	3.300.000
Founded year:	1997
Initial funding:	The setting up of KTP was financed by two programmes using ERDF funding: corresponding to a total of € 3,756,994 (corresponding to 86,6% of the total cost for the setting up of the structure) over a period from 2005 to 2008
Legal status:	Limited Company, a mix of public and private ownership
Stakeholders:	AGH University of Science and Technology (AGH-UST) Municipality of Kraków; Kraków Technical University of Kraków (PK) Jagiellonian University State Treasury Małopolska Region
Human Resources:	16
Catchment area:	Małopolska Voivodship (3.278.000 citizens)
Incubation space:	450 m ²
Located in:	Al. Jana Pawła II 41L, 31-864 Kraków

Brief description

The mission of KTP – enhancing regional development – is conducted by attracting investment of cooperation networks between businesses, territorial authorities, the academic world and the business support environment. A major success of KTP is the establishment of a technology incubator and construction of premises, providing together a realistic opportunity for implementing the good business ideas of the start-up companies developing here. KTP provides services for companies at all stages of their development. Particular objectives of the Technology Park are support for activities furthering innovation, inspiration of cooperation between industry and the scientific world, and the development of competences, services, infrastructures and financial instruments for the benefit of KTP's clients. They can receive the full scope of assistance from establishing a company, to financing its start-up and development. This is possible thanks to leading projects, such as the Małopolska IT Technology Park, foresight process – research and technology monitoring, the Małopolska cluster management programme, technology incubator and an innovative environment for R&D (financial instruments, training programmes).



Networks

Krakow Technology Park supports the grassroots initiatives of entrepreneurs, scientific and academic institutions aimed at ensuring effective ways of improving cooperation, and exchanging ideas and technologies. One way of cooperating is through clusters. KTP initiates and coordinates cluster operations. The Małopolski Klaster Technologii Informacyjnych (Małopolska IT Cluster) and Europejskie Centrum Gier (European Games Centre) are already established, while the establishment of the Centrum Dizajnu (Design Centre) is envisaged. One of the goals behind those initiatives is to establish a network for cooperation between businesses, territorial authorities, universities and business support institutions.

With the purpose of providing best practices, offering highly qualified services and popularizing European experiences and knowledge for cluster's initiatives, KTP acceded to national and international networks and platforms of

cooperation, including: full membership of the International Association of Science Parks (IASP) and of the European Business & Innovation Centre Network (EBN) and supporting member in the Polish Business and Innovation Centres Association (SPOOIP).

Thanks to its operations within the framework of such organisations (e.g. Life Science, Minatech), KPT is able to deliver the services it provides for business, using Polish and international best practices.

Governmental bodies

- Office of the Voivode of the Malopolska Region
- Marshal of Malopolska Region
- Malopolska Regional Development Agency
- Municipality of Krakow

Universities & Research Centres

- AGH University of Science and Technology (AGH – UST)
- Jagiellonian University
- Krakow Technical University of Krakow (PK)
- The Academy of Fine Arts in Krakow
- Institute of Nuclear Centre
- Centre for Advanced Technologies
- The European Institute of Information Technology

Others

- Polish Chamber of Commerce for Electronics and Telecommunications
- British Polish Chamber of Commerce
- American Chamber of Commerce in Poland
- Krakow Chamber of Commerce and Industry
- Malopolskie Centre of Entrepreneurship
- Centre of Innovation, Technology Transfer and University Development
- Malopolska School of Public Administration Krakow University of Economics (MSAP UEK)

Value added Services

Support in finding financial sources

This service is based on face-to-face and collective consultancies in the field of project financial sources, involving local, national and international programs of funding. Workshops, seminars and training events are organized to provide the essential know-how on the current possibilities of the most favourable and beneficial programs, as a response to the needs, and requests of KTP Incubator's tenants.

This service primarily concretizes in:

- providing advices and good know-how on where and when to find financial resources,
- helping in finding investors' support

Legal consultancies and support through the patenting process

KTP provides legal consultancies and support services related to protection for industrial property in the Patent Office of the Republic of Poland (inventions, utility models, community design, industrial patterns, community trade marks – security on RP territory), in the Office for Harmonization of the Internal Market (community trade marks, community design – security on EU territory).

Tools & Programs

Development Plan for Innovation & Entrepreneurship Centre of KTP

The Innovation & Entrepreneurship Centre is going to work based on open innovation models and will create a new complex package of services called "Model of Technology Broker". To succeed KTP benefits from the following institutions and projects:

- Malopolska IT Technology Park
- Foresight process - research and technology monitoring
- Cluster management programme

- Technology Incubator
- Innovative environment for R&D (financial instruments, training programs).

The objective of the Plan is to establish favourable conditions for the development of entrepreneurship with special focus on the high-technology sectors and for the transfer of knowledge from university to industry. The “model of innovation broker” will be created, building on a new concept of activity scheme, involving science and economy with close cooperation of ‘mediating links’ useful in technology creation and its commercialization.

Malopolska cluster management programme

The Malopolska cluster management programme foresees active and various kinds of assistance at all stages of their development. Providing all scope of services, the programme foresees:

- promotion-informative activities, spreading benefits and values coming from cooperation within cluster frameworks;
- informative activities about cluster’s development processes;
- counselling and training services for new and existing clusters initiatives;
- grants for leading and managing clusters initiatives;
- investment funding for cluster’s development.

The main focus of the Malopolska cluster management programme is creating coherent and operative support systems for clusters’ development in Malopolska Voivodship, creating competitive advantages among entrepreneurs as a result of enterprise and research development and cooperation.

The Plan effects will improve the cooperation status and quality between the main actors and will contribute to the efficaciousness of clusters activities in the Malopolska Region.

Within the Framework of the Malopolska cluster management programme the Network Platform for Clusters has been created, which is focused on:

- transferring information between clusters;
- promoting and implementing new cooperation networks between science and business;
- coaching and training for cluster management boards;
- supporting in the elaboration of application;
- monitoring and benchmarking of clusters and smaller initiatives.

Foresight Programme

KTP supports the definition of the strategies for the economic development in the Malopolska Region, using the Foresight method, which analyses its potential regarding the application of high technologies. The main activities focus on

- defining directions for the facilitation of regional business promotion;
- selecting of 10 key technologies of the future of specific significance for the development of the region and;
- creating the road maps for the development of technologies to provide support for more efficient management of public and private funds.

Moreover, a Technology Observatory established by the Krakow Technology Park will be built as a separate program for monitoring the developing trends in the region.

The main goal of the Technology Observatory is to serve the industries by facilitating local organizations to identify global developments in relevant and applicable technologies, and thereby to be an actor in industrial growth and development. The Observatory, as information centre on technology, acquires information on available technologies, forecasts the likely technology to be used in the relevant areas and disseminates the information to the industry/institutions, so that these can efficiently and effectively meet the challenges resulting from global technological changes.

Ongoing Projects

“Technology Perspective Krakow–Malopolska 2020”

This highly ambitious project aims at defining the directions of economic development in the Malopolska Region. It is a research project using the Foresight method to analyse the potential of the region related to high technologies;

"Malopolska Information Technology Park - Innovation Centre of the Krakow Technology Park"

The project focuses on the construction of the Malopolska Information Technology Park (MPTI). A venture of Krakow Technology Park is concentrated on information technologies, especially in the field of development of innovative firms operating in information and communication technologies: establishment of start-ups and spin-offs, broadening the range of services provided, improvement or personnel skills and qualifications, technology transfer, etc.

"Invest in Malopolska"

Together with the Office of the Marshal of Malopolska Region (UMWM), KTP is a partner in a project led by the Malopolska Regional Development Agency (Małopolska Agencja Rozwoju Regionalnego, MARR) that aims at the establishment of the region's international position, and especially demonstrating Malopolska's investment potential.

"Business in Malopolska"

The project aims to facilitate the provision of services for investors in Malopolska, and to promote the economic potential of the Malopolska Region. Three institutions provide services for investors in Malopolska, namely: Krakow Technology Park, Malopolska Regional Development Agency (MARR), and the Office of the Marshal of Malopolska Region (UMWM) were involved in carrying out the project;

"The Network of KTP Investors as a Platform for Supporting Investments in SMEs"

The project is the answer to the need for complementing the scope of services offered by the technology incubator operating within the Krakow Technology Park. Its main goal is to build a platform for associating start-up projects, technological solutions, and innovative SMEs with capital investors and financial institutions, at the same time allowing presentation of both opportunities and needs to interested parties.

"Incubation process for new innovative firms located in KTP" (KTP's Seed Capital)

The main activities provided in this project are: consulting (technology, business, and legal) within the process of creation of new firms, essential support and financial coverage, facilitating of infrastructure and, most important, services for new companies, capitalizing new entities through share holding.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	17
Total employment by tenants	33
Number of tenants since the beginning of the incubator	18
Number of business plans produced during the year	0 (not required), recruitment is based on application questionnaire
Number of start-ups created during the year	6
Number of jobs created in the year in question (start-ups)	15
Number of start-ups created since the beginning of the incubator	10
Number of jobs created in SMEs (client companies of BICs)	0
Enterprise Survival Rate	The incubator started operations in 2008
Number of enterprise creation projects during the year	11
Existing SMEs supported during the year	13

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Nowatec Technology

Profile

Country:	<i>Poland</i>
Region:	<i>Krakow Technology Park</i>
Key words:	Numerical simulations, Computer Aided Design, Finite Element Modelling
Founded year:	2006
Founders:	Dr. Jerzy Czujko
Company funded by:	Commercial research and development projects
Target market:	Offshore industry, Traffic safety, Military
Number of employees:	4
Hosted at:	Krakow Technology Park

Brief description:

Nowatec Technology delivers a unique combination of virtual simulation projects and high technology engineering services. The company focuses on projects aiming at structural integrity, system dynamics, safety and reliability. With its experience, unique competencies and award-winning solutions, innovative engineering, i.e. assisting manufacturers in the race to launch successful products on the market the first time. The pay-offs are dramatically shortened cycle times, superior products that excite the customers, as well as reduced development costs and risks. Their integrated solutions enable engineers to accurately simulate and refine structural design long before prototype testing. They work with customers to solve their most critical problems, optimize their development processes, or co-develop their products. Their unique combination of know-how and engineering experience turns attribute engineering into a strategic competitive advantage.

Nowatec Technology - hosted at the Krakow Technology Park receives the incubator's support in terms of office space, public relations, business contacts and contacts to research institutions.

Main objectives of Nowatec Technology

- Foreign market expansion
- Organizing and participating in EU projects
- Cooperation with technical universities to bridge existing gaps between academic researches and practicing engineers
- Development of guidelines and standards for explosion and fire design
- To become a leader of the passive safety design

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North East Business and Innovation Centre



Profile

Country:	UK
Region:	North East of England
Companies in the region:	-
Region population:	2.515.442
Founded year:	1994
Legal status:	Not for profit organisation
Initial and current funding:	The BIC was built in seven stages from 1994-2001, and received development assistance from the European Structural Funds: <ul style="list-style-type: none">• 1992 – 2003: 33% of total income from ERDF Funding• Current funding: € 460.000 corresponding to 46% of the total income
Stakeholders:	Existing and potential tenants, general public of North East England, members of the regional business community, existing and potential partner organizations
Catchment area:	North East England
Human Resources:	51
Incubation space:	4726 m ²
Located in:	Sunderland, Tyne and Wear

Brief description

The North East Business and Innovation Centre (BIC)'s story began in 1994, when the make-up of the North East region, and British industry itself, was undergoing a transformation.

Traditional industries were being resigned to the history books, and with this followed a great deal of uncertainty. Eventually however, their demise led to a new breed of businesses. Organisations like the BIC began to emerge, and helped to set the foundations for the development of an enterprising and innovative culture in the region.

Designed to nurture new businesses by providing access to a network of experts, accommodation and business support, the BIC opened in June 1994, providing a home for 22 businesses and support for many more region-wide. In 2010, the BIC site can accommodate over 160 businesses from a range of sectors, and covers a 14-acre site. Our business support team assists over 300 businesses in the start up process each year.



Strategic Partnerships

Networks

The only centre of its kind in the region, the BIC is part of the European Business and Innovation Centre Network (EBN), an invaluable link for clients looking to branch out into Europe.

Governmental bodies

The North East BIC has completed numerous projects on behalf of One North East (the UK Government's regional development agency for the North East), Sunderland City Council and Newcastle City Council, amongst others.

Universities & Research Centres

The North East BIC is lead partner in Sunderland Science Park, a strategic city-wide development which aims to promote the establishment and growth of innovative enterprises, alongside the University of Sunderland and Sunderland City Council.

Value added Services

Divisions

The North East BIC has invested around £170K in establishing four unique divisions: an ideas generation and youth enterprise facility, a product development company, a commercial marketing firm and an IT service provider. These independent enterprises now run seamlessly alongside our accommodation facilities and business support services.

Tenant business mentor

The BIC created a new role, tenant business mentor, in 2007, appointing Louise Hardy to act as adviser to all incubated businesses operating on site at the BIC, and to create a gateway to a range of technical and business support services.

Tools & Programs

Business workshops

The North East BIC hosts regular seminars and workshops for the general public, which aim to stimulate enterprise and entrepreneurship in the North East region.

Ongoing Projects

Working Neighbourhoods Fund (WNF) – on behalf of: Sunderland City Council

Coordinating partnership approach and activity of talent scouts to encourage business development in disadvantaged areas of Sunderland.

Working Neighbourhoods Fund (WNF) – On behalf of: Newcastle City Council

Delivering workshops and seminars in disadvantaged areas of Newcastle upon Tyne to stimulate enterprise.

Designing Demand – On behalf of: One North East, ERDF, Design Council

Delivering a national Design Council initiative to support businesses in using design to improve performance.

Sunderland Software City – On behalf of: One North East, ERDF. Alongside: Sunderland City Council, University of Sunderland

A major initiative designed to create a sustainable and globally competitive software industry in NE England.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	105
Total employment by tenants	911
Number of tenants since the beginning of the incubator	489
Number of business plans produced during the year	111
Number of start-ups created during the year	111
Number of jobs created in the year in question (start-ups)	115
Number of start-ups created since the beginning of the incubator	4502
Number of jobs created in SMEs (client companies of BICs)	85
Enterprise Survival Rate	75%
Number of enterprise creation projects during the year	155
Existing SMEs supported during the year	167

Contact details

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Success story

Riverking Recycling

Profile

Country:	UK
Key words:	Recycling, recession
Year founded:	2008
Founders:	Jenifer Purdy, John Purdy
Company funded by:	Jenifer Purdy, John Purdy
Target market:	Commercial, industrial, office and residential recycling companies
Number of employees:	2
Hosted at:	North East Business and Innovation Centre (BIC)

Brief description

Riverking is a company which specialises in various aspects of Recycling. Run by a married couple, Jenifer and John Purdy, who have over 35 years of combined experience in the recycling and waste industries, the company offers a range of recycling solutions for organisations in the private and public sector. They handle removal, collection and recovery of commercial, industrial, office and residential recyclables, with the goal of providing cost efficient, professional recycling services that present significant value for their customers, and insure compliance with all regulatory requirements, as well as benefiting the environment.

Before starting Riverking Recycling, the duo strategically developed their business offering in order to grow through the economic downturn.

This was based upon their previous experience of running UK Reclamation and Recycling, from Sunderland's Leechmere Industrial Estate, where they employed over 30 staff members and worked for clients including Sunderland City Council since forming the company in 1996.

When the recycling industry crashed in July 2008 as a result of the growing global finance crisis, the effect on companies was cataclysmic – businesses had begun to focus less on recycling activity, and lower production levels meant that there were fewer materials to recycle.

As the crash took its toll, recycling businesses folded globally due to a sudden fall in demand for recycled materials, particularly from China, as manufacturers reduced their output in line with the global downturn. Many local recycling companies in the North East were also forced to close their doors.

The implications for UK Reclamation and Recycling were that they were forced to call in administrators, and 36 employees were made redundant. However, with waste out there, and European guidelines still in place for businesses, the company directors decided to 'get back on the horse', and set up a brand new recycling company.

The new business, Riverking Recycling, has been developed with significantly lower overhead costs. The directors are operating initially without any further staff members, and rather than baling and exporting recyclable materials at a large site as they had done in the past, they now operate as brokers, using industry contacts to build up business from a simple office base.

In December 2009 Riverking was awarded as Incubated Business of the Year at the UK Business Incubation (UKBI) Awards, little over a year after establishing at the North East Business and Innovation Centre (BIC).

Contact details

Riverking Recycling
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Profile

Country:	Austria
Region:	Styria
Companies in the region:	51.000
Region population:	1.200.000
Founded year:	1981
Legal status:	Limited Liability Company
Initial and current funding:	Initial funding from the Styrian government: the total of ERDF funding corresponded to € 6.600.000 covering a period of 15 years. Current funding: own funds & projects Styrian government, banks
Stakeholders:	Styria
Catchment area:	10 employees
Human Resources:	46.000 m ²
Incubation space:	10 centres located all-over Styria

Brief description

The Impulse Centres play an important role in Styria's business strategy laid down in the strategic guideline "Regions and Infrastructure".

The 30 centres which are distributed over the whole of Styria, offer space for more than 460 companies with approximately 4.000 employees, allowing them to implement ideas, initiatives and innovations.

It is SFG's goal to further expand these platforms of entrepreneurial activity and to offer an improved general framework to innovative companies in their foundation, development and growth phase.

To make this possible, SFG maintains the already existing centres and promotes the access to knowledge infrastructure for companies in the regions.



Strategic Partnerships

Networks:

Cluster organisations: ACStyria Autocluster GmbH, Human.technology Styria GmbH, Holzcluster Styria GmbH, Materialscluster Styria GmbH, TechforTaste.net GmbH, NanoNet Styria, ECO WORLD STYRIA - Umwelttechnik-Netzwerkbetriebs GmbH, Creative Industries Styria GmbH

Governmental bodies:

Government of Styria

Universities & Research Centers:

Joanneum Research and Universities: Montanuniversität Leoben, Technische Universität Graz, Karl-Franzens-Universität, Medizinische Universität Graz, Campus 02, Fachhochschulen

Value added Services

Company development

Ideal basic conditions for foundation, development and growth through ideal real estate and an extensive network.

Strengthening of regions

Impulse Centres provide regional impulses by focusing on different sectors of technology, new jobs through settlement and growth of companies

Visualization of new technologies:

Best Practice (e.g. demonstration of photovoltaic installations)

Tools & Programs

Financing

Solid own capital resources is important for every business. This is found to be a weak point especially among Austrian small and medium enterprises. Because of this background, dynamic business developments and projects with a high innovation potential can not be financed of earned amounts, respectively of existing own capital.

Because of the equity based participation of the Styrian Business Promotion Agency, a close link to the Steirische Technologie- und Wachstumsfonds Beteiligungen AG was developed. Furthermore, the Steirische Technologie- und Wachstumsfonds Beteiligungen AG also supports Styrian enterprises, especially during the expansion phase, with own capital or a similar to own-capital financing. A further contribution in connection to own capital financings is performed by the Steirische Umstrukturierungsgesellschaft mbH (STUG), which is managed by the Steirische Beteiligungsfinanzierungsgesellschaft. The STUG participates in regional-politically significant insolvent firms, respectively insolvent-endangered enterprises with the aim to re-organize them successfully.

Ongoing Projects

KBB - Knowledge for Business in Border Regions

KBB develops a training course for regional technology facilitators; search and train technology facilitators in Styria and Slovenia, carry out technology transfer projects with companies in the border regions and by that increase innovation in these companies

MEKI

Visit of fairs to enhance the cooperation and innovation of small and medium sized companies and to strengthen the Styrian Impulse centres

Innovation in Upper Styria

To strengthen the region in Upper Styria

Innovation in Lower Styria

To strengthen the region in Lower Styria

Photovoltaic

Development of a monitoring system

Impact

Key Performance Indicators	2009
Number of tenants in incubators	170
Total employment by tenants	1750
Number of tenants since the beginning of the incubator	800
Number of business plans produced during the year	3
Number of start-ups created during the year	3
Number of jobs created in the year in question (start-ups)	7
Number of start-ups created since the beginning of the incubator	404
Number of jobs created in SMEs (client companies of BICs)	15
Enterprise Survival Rate	15%
Number of enterprise creation projects during the year	N.A.
Existing SMEs supported during the year	N.A.

Contact details

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Success story



VTU Holding GmbH

Profile

Country:	Austria
Organization:	VTU Holding GmbH
Key words:	pharmaceuticals & biotechnology, chemistry & metallurgy, oil & gas, energy, renewable raw materials
Year founded:	1990
Founders:	Dr. Michael Koncar
Company funded by:	Styrian Business Development Agency
Target market:	pharmaceutical & biotechnology companies
Number of employees:	200
Sales:	N/A
Hosted at:	From 2000 to 2003 located in our impulse centres – the company is still part of a public private partnership next to our impulse centre in Grambach

Brief description

The companies of the VTU Group are developers, engineers and suppliers of processing plants in the pharmaceutical, biotechnology, chemical, oil & gas, and power industries.

Services of VTU include the engineering of processing plants, turn-key delivery of special plants, development of new processes as well as software for plant operation and billing. The synergy of the individual companies lies in the common know-how of process engineering. Due to the tremendous variety of applications and specialists, optimised processes are being implemented for customers in all sectors.

VTU was founded in 1990 in Graz, Austria, as an engineering office for process and environmental technology. At the beginning, all efforts were directed at biodiesel plants; however the range of services has grown to include many different industries. The workforce has increased continually through constant growth.

The company relocated to Grambach near Graz in 2001 because space was becoming too limited. In 2007, it was possible to acquire power plant specialists along with the founding of VTU Energy. enbasys GmbH was also founded in the same year, a company that deals with the turn-key delivery of biogas plants. The corporate structure was reorganised under a holding company. In 2009, VTU Holding acquired a majority holding of prionic GmbH, a leading company in the development, manufacture and application of ionic liquids. The Group currently counts around 200 highly qualified employees with subsidiaries in Austria (Grambach, Vienna, Linz, Kundl), Germany (Frankfurt a.M., Penzberg, Langelsheim, Rheinbach), Italy (Bolzano) and Switzerland (Riehen near Basle).

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SYNERGIA – Agence de développement économique Caen la mer



Profile

Country:	France
Region:	Normandy
Companies in the region:	13.200
Region population:	220.000
Founded year:	1987
Initial and current funding:	ERDF funding for an amount of € 150.000 for a period of 3 years starting in 1997 and corresponding to 50% of the total cost of the incubator EPIC (Etablissement Public à caractère Industriel et Commercial)
Legal status:	EPIC (Etablissement Public à caractère Industriel et Commercial)
Stakeholders:	Local government – Enterprises
Catchment area:	1.450.000 citizens
Human Resources:	6
Incubation space:	5.000 m ²
Located in:	Colombelles (14) – Caen (14)

Brief description

Synergia accompanies the creation of innovative businesses and accelerates the development of existing companies through the solid backing of original initiatives. Relying on businesses, a training and research institution, it identifies the potential of emerging industries then encourages their development.

Synergia contributes to the reinforcement of performance zones and competitiveness clusters and plays an active role in territorial marketing and events, focused, in particular, on encouraging the development of innovation and the networking of partners from local business, research and further education institutions.



Strategic Partnerships

Networks

EBN, RETIS, IASP, RDT (Technology Development Network), Calvados Terre d'Entreprises

Governmental bodies

Local Government (Agglomération Caen la mer)

Universities & Research Centers

University Basse Normandie – Normandie Incubation – Business school – GANIL - ENSICAEN

Others

National Government – Regional Government – Chambers of commerce

Private Enterprises

Value added Services

Innovation

Synergia accompanies the creation of innovative businesses and accelerates the development of existing companies through the solid backing of original initiatives.

Prospective

Synergia offers public and private partners shared visibility of the region's economical, technological and social potential and future:

- Development of infrastructures
- Creation of new activities

This prospective vision is materialised, in particular, through the metropolitan approach combining the cities of Caen, Rouen and Le Havre, hence providing nationally and internationally credible infrastructures and competitiveness clusters

Industries

Relying on business, training and research institutions, Synergia identifies the potential of emerging industries then encourages their development:

- Nanoelectronics
- Boat industry
- Eco industries
- Archives and Multimedia
-

This global approach falls within the scope of a strategy to consolidate and diversify "Caen la mer's economic fabric".

Synergia contributes to the reinforcement of:

- Performance zones (motor industry, microelectronics, tourism, food industry)
Competitiveness clusters (Movéo, secure electronic transactions, horse industry)

Setting up

Synergia welcomes and accompanies businesses during setting up and development by reuniting the necessary technical conditions (property, industrial expertise, business plan) to ensure their success.

Synergia also commercialises land sites and property programmes in partnership with developer contractors.

Tools & Programs

Innovation Entrepreneurs Competition

The "Innovation Entrepreneurs" competition aims at attracting, encouraging and supporting new regional activities (business planning, incubation, seed capital).

Normand'innov

Normand'innov joins, yearly, the most renowned entrepreneurs, investors and leaders of industry to discuss the newest innovation trends and show-case innovative projects.

Ongoing Projects

Emerging clusters

Maritime industries, green technologies, nuclear and medical processing, secured electronic transactions.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	33
Total employment by tenants	99
Number of tenants since the beginning of the incubator	33
Number of business plans produced during the year	47
Number of start-ups created during the year	31
Number of jobs created in the year in question (start-ups)	61
Number of start-ups created since the beginning of the incubator	205
Number of jobs created in SMEs (client companies of BICs)	61
Enterprise Survival Rate	90%
Number of enterprise creation projects during the year	72
Existing SMEs supported during the year	87

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Success story



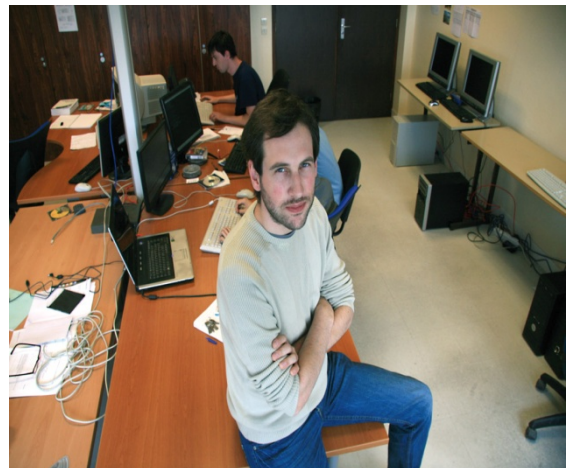
ULTEO

Profile

Country:	France
Organization:	PLUG & WORK INCUBATOR
Key words:	"Software edition" – Virtualisation – Open Virtual Desktop – Server
Year founded:	2007
Founders:	Gaël DUVAL & Thierry KOEHRLEN
Company funded by:	searching VC
Target market:	Desktop virtualisation
Number of employees:	9
Sales:	Not available
Hosted at:	PLUG & WORK – SYNERGIA
Other facts:	Gaël DUVAL already created MANDRAKSOFT

Brief description

Ulteo Open Virtual Desktop (OVD) delivers Terminal Services, Linux and Windows desktop applications through a single portal to any Java-enabled browser, without installing a client application thereby considerably decreasing maintenance costs. In a market dominated by high-cost proprietary solutions, it offers a cost-effective Open Source desktop connection broker for enterprise applications and application service providers. With OVD 2.0, users can simply log into their corporate portal then click a link on a web page to launch a single remote Windows and/or Linux application; or they can click an icon to open a document with an associated remote application without the overhead of a complete desktop.



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Technion Seed



Profile

Country:	Israel
Region:	All of Israel
Region population:	7.000.000
Founded year:	2003
Legal status:	Company Ltd.
Stakeholders:	Several VC firms + the Technion Institute for Technology (an academy)
Human Resources:	7
Incubation space:	1.000 m ²
Located in:	Haifa, Israel

Brief description

Technion Seed is an incubator specializing in investing in very young technology-based companies. It functions as a kind of "pre-seed investment department" for its owners, who are several prominent VC funds operating in Israel. Through Technion Seed, those funds are able to invest several hundred thousands Euro in young technology-based ventures that seem to be facing a promising business opportunity, but are still in a phase which is too early and risky. Technion Seed invests in such ventures, hosts them and nurtures them for 18-36 months, usually until they reach first prototypes and first customer trials, which makes them ready to raise the next round of financing (usually from VC firms).

Technion Seed invests in and nurtures technology-based ventures only, mostly in the fields of Information and Communication Technology and Medical Devices, but also in other fields such as Print technology and Homeland Security.



Strategic Partnerships

Networks

The ventures in Technion Seed receive strong support and assistance from the incubator owners, who are prominent VC funds operating in Israel, who have a strong network of connections also in the US, Europe and the Far East.

Governmental bodies

Technion Seed is licensed by the Government of Israel to operate under the framework of the Governments "Technology Incubators Program". This means that the incubator is allowed to receive a loan from the government, to finance a large part of the money the incubator invests in its portfolio companies.

Universities & Research Centres

Another owner of the incubator is the Technion – Israel's leading technology academy. The Technion is a source for technologies which are developed by its researchers, and which can be a basis for innovative start-up companies, in which Technion Seed might invest.

Value added Services

Investment

Technion Seed invests up to € 700 in its portfolio ventures.

Mentorship

The incubator's team mentors the management of each of its portfolio companies, helping the management team to effectively use its resources and reach the venture's goals.

Operations

The incubator provides its portfolio companies with operational support, that allows the ventures to concentrate on their core expertise - technology and business - rather than devote precious time and attention to matters such as: searching for and maintaining office space; book-keeping and accounting; legal matters; and basic administration work.

Tools & Programs

No special tools and programs. The concept is simple – the incubator invests in new ventures, and those ventures start operating as independent companies, which reside in the incubator offices for the first 18-36 months of their operation.

Ongoing Projects***Argo Medical***

Apparatus that helps paralyzed people to walk.

Vibesec

Security system for VoIP-based enterprise telephony systems

Medic Vision

Image processing for Brain CT scans.

Spine21

Bionic spacer for spine treatment.

DigiFlex

Print system for the flexographic industry (labels, packages, etc.).

Impact

Key Performance Indicators	2009
Number of tenants in incubators	33
Total employment by tenants	99
Number of tenants since the beginning of the incubator	33
Number of business plans produced during the year	47
Number of start-ups created during the year	31
Number of jobs created in the year in question (start-ups)	61
Number of start-ups created since the beginning of the incubator	205
Number of jobs created in SMEs (client companies of BICs)	61
Enterprise Survival Rate	90%
Number of enterprise creation projects during the year	72
Existing SMEs supported during the year	87

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Success story



Regentis Biomaterials Ltd.

Profile

Country:	Israel
Organization:	Technion Seed incubator
Key words:	Bio- Materials, Cartilage, Matrix, Technion Seed
Year founded:	2004
Founders:	Prof. Dror Seliktar, Mr. Yechiel Tal
Company funded by:	Technion Seed, Vitalife VC
Target market:	Orthopaedic, Aesthetic
Number of employees:	11
Sales:	N/A (company still in R&D / regulatory approval phase)
Hosted at:	Originally hosted in Technion Seed offices. Currently hosted in own offices in Israel
Other facts:	Currently in Human Clinical Trials

Brief description

Regentis Biomaterials Ltd. is a biotechnology company focused on commercializing its patented **Gelrin™** platform for the treatment of injured cartilage (initially in patients who suffer from an injured knee).

The **Gelrin™** Platform Technology is based on biosynthetic hybrid material. It is injected - in a minimally invasive procedure - to the knee of the patient, and creates conditions that enable a healing process of the cartilage to occur.

The company was founded in September 2004, and received its seed investment (Euro 500.000) from Technion Seed incubator and from one of the incubator's owners – Vitalife VC fund.

During a 3-year "incubation period" at the incubator, the company was able to develop the technology, and to demonstrate the successful treatment of injured knees in sheep. This enabled the company to raise additional Euro 5.5 million, from prominent VC funds – including Vitalife (the seed-stage investor).

The **Regentis** story demonstrates Technion Seed's incubation model, which is to invest in very early stage technology ventures, and to help them achieve significant progress, which then enables them to raise additional funding from large investors, and to grow and get closer to success.

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Profile

Country:	Italy
Region:	Trentino Province
Companies in the region:	48.525 (registered at Chamber of Commerce)
Region population:	470.000
Founded year:	1987
Legal status:	Inc.
Initial and current funding:	revenues from services to tenants, Local Government (Provincia autonoma di Trento) funds management
Stakeholders:	Local Government (Provincia autonoma di Trento), Trento University, Provincial Research Centres, industrial and artisan associations
Catchment area:	inconsistent with other examples
Human Resources:	40
Incubation space:	84.226 m ²
Located in:	Rovereto

Brief description

Trentino Sviluppo S.p.A., recognised in 1992 by the European Business and Innovation Centre Network (EBN) in Brussels as Full Member within its European Network, runs six Business Innovation Centres (one main site in Rovereto plus five satellites) in the Trentino Province. It supports incubation of new start-ups and it fosters innovation in existing SME's. BIC's are set-up in modular units, equipped and ready for use, and tenants are provided with support services related to business start-up, partnership with Universities, technology transfer, technology plants funding, training schemes, information offices, equity capital, etc.

Trentino Sviluppo S.p.A. is the regional development agency of Trentino and it has been assigned the task of promoting economic activities and new entrepreneurs in the region by the Autonomous Province of Trento, with the aim of stimulating the growth of the economic tissue according to the principles of sustainable development and social cohesion. One of the most effective tools used by Trentino Sviluppo for the support of local development is the management of Real Estate activities.



Strategic Partnerships:

Networks

EBN (European Business and Innovation Centre Network), IASP (International Association of Scientific Parks), Eurada, Enterprise Europe Network, AIDA, BIC Italia Net, IBAN (Italian Business Angels Network).

Governmental bodies

Provincia autonoma di Trento.

Universities & Research Centre

Trento University, Fondazione Bruno Kessler, Fondazione Edmund Mach.

Others

CEii Trentino, Trentino Chamber of Commerce, Industrial and Artisan Associations.

Value added Services

Support for industrial R&D

Trentino Sviluppo supports industrial research as a factor of primary importance in achieving a position of competitive excellence. The main actions are:

- providing information to companies on local (Provincial Law 6/99), national and European funding opportunities for industrial research;
- providing support in the definition phase of an industrial research project (identifying project critical points, methodological approach etc.);
- establishing targeted contacts between companies and research bodies, both locally and trans-nationally;
- providing information on research calls under the Seventh Framework Programme and looking for partners for EU research projects.

Technology Transfer

Trentino Sviluppo acts as a catalyst between research centres (both Italian and international) and companies, in order to “translate” scientific research findings into innovative products and services that will be able to compete in today’s increasingly complex market. For companies that believe in the importance of developing new products and services, or are aiming to improve the efficiency and effectiveness of their product and processes, the services offered are:

- to support local companies in identifying effective improvement programmes and innovative methods;
- to promote cooperation and partnership initiatives of local enterprises with high tech companies and research organizations on the national and international scene.

“Senior Innovation Advisors – Aquile Blu”

The service Senior Innovation Advisors - “Aquile Blu” (“Blue Eagles”) aims at supporting innovation and technology transfer, the core drivers of SME’s competitiveness, in existing SME’s: a group of about 10 highly experienced seniors, retired from work, with a long lasting experience in technical and business management in SME’s and large enterprises (among whom, former managing directors, production managers, R&D managers) were hired as innovation advisors for Trentino enterprises.

They were asked to get in touch with local companies and exploit their experience and capabilities to produce SWOT analysis, verify SME’s innovation issues and needs and support enterprises in their innovation growth process (including activation of *ad hoc* contacts with the University, research centres, other SME’s, etc.). Since 2007, the advisors have audited and supported more than 200 companies, starting up research, technology transfer projects, innovation processes in tight link with Trentino Sviluppo.

IPR Support

Trentino Sviluppo supports SME’s in becoming aware of their non-material wealth. In particular it provides the following services:

- initial introduction (support in strategic choices, contacts with specialist consultants, etc.);
- support in the design, industrialization, implementation, exploitation and marketing of innovative technology (including through institutional networks);
- awareness raising in IPR issues through specific support measures and initiatives in collaboration with experts in the field.

Kaizen Workshops

Kaizen, from the Japanese words “Kai” (change) and “Zen” (well), is a method for optimizing production processes that has been successfully tried and tested on the industrial level by Toyota. The approach starts from the customer and from the growing demands in terms of quality, cost, speed and service, and it identifies the best way of meeting those demands by eliminating waste (“muda” in Japanese), i.e. all those activities that do not generate value. Trentino Sviluppo has “imported” the Kaizen method and has applied it to SME’s in the Trento area. In the four GembaKaizen workshops launched since October 2007 the application of the “Toyota method” has led to an increase in productivity ranging from 10% to 50%, a reduction in machinery set-up time of over 50%, a 70% reduction in lead time, a 20% reduction in the space occupied by production lines, etc.

Innovation Lab

It's a sort of workshop, organized for those who wish to innovate products and services by learning creativity-based techniques. It's a space to experiment, develop and share new proposals. A knot in a net of infectious creativity. These are Trentino Sviluppo "Innovation Lab", a forum for meeting and discussion where entrepreneurs and others operating in the same sector can work together to identify critical points and opportunities in common. "Innovation Lab" projects for the sharing of product and process optimization programmes between different companies working in the same sector have been implemented for various production chains.

Tools & Programs

Research Business Desk ("Sportello SRI")

Sportello SRI is an initiative conceived and launched by Trentino Sviluppo SpA and the University of Trento as a tool to foster dialogue between the academic world and business. The objective is to exploit university research and enable companies (especially local companies) to take advantage of the University's vast store of knowledge and skills in order to respond to the need for technological innovation, training, research and development in the Trentino area. The project is also aimed at facilitating contact between businesses and the University, also by helping to identify a common language between the business world and the academic community. Last but not least, the aim is to provide various support tools to researchers who wish to "create business".

D2T Start Cup Award

The D2T Start Cup Award is a competition for innovative business ideas and projects devised and developed by young people. It is aimed at aspiring entrepreneurs between the ages of 16 and 36, a contest between actual business plans developed from an innovative business idea and submitted by contestants wishing to set up a business enterprise in the Trentino area.

By taking part in the competition, young would-be entrepreneurs have a chance to obtain financial resources and support services to help them create a new company. The purpose of the award is to encourage the development of young entrepreneurs by promoting the consolidation of new companies in Trentino, while at the same time furthering the spread of business culture among the young.

Seed Money Fund

Seed Money is a fund designed to promote the spread of business initiatives in innovative or high tech areas, and can be used to cover part of start-up costs. Applications for assistance are submitted to Trentino Sviluppo, which evaluates whether the project submitted satisfies the requisites and whether the expenditure items are eligible, and then granting the prescribed contribution if approved by the Scientific and Technical Committee for Research and Innovation, which is responsible for assessing the level of innovation and the technological content of the business idea.

High Potential Start-ups ("HPSU") Investment Events

Trentino Sviluppo provides "investment readiness" services for HPSU's. The team, with the support of special advisory consultant companies, supports high-tech spin-offs and start-ups to match investors. The brokerage activity towards VC's, angel investors, etc., is carried out also by means of "tools" like Early Stage Fora, Venture Academies and other events. Recently, in 2009, Trentino Sviluppo coorganized, in cooperation with Europe Unlimited S.A., "T3, Trentino Technology Tour" a brokerage occasion during which Trentino ICT HPSU's met international investors, corporation, researchers. Furthermore, Trentino Sviluppo organizes Early Stage Forums, matching local HPSU's with Italian IBAN network business angels.

Plant Fund

Tenant companies wishing to innovate by purchasing high tech equipment may make use of the Technological Plant Fund.

Designed to help companies intending to invest in innovation, this Fund enables them, after a "lean" procedure performed by Trentino Sviluppo S.p.A., to purchase high tech equipment, to spread payment over three years and to benefit from other facilities provided by Provincial Law. Since 2007 the legislation has been amended so that grants may also be made to companies not accommodated within the BICs but included in specific chain projects recognized by the Provincial Council.

Since its inception the Fund has made 31 support interventions totalling 6,189,425 Euros; 12 applicant companies.

Ongoing Projects

Enterprise Europe Network

With around 600 organizations and 4.000 professionals in over 40 countries, the network's objective is to provide European SME's with a single point of reference for requesting support services in developing their R&D, technology transfer and innovation projects. Trentino Sviluppo covers Trentino Alto Adige Region.

I3SME's - Introducing Innovation Inside SME

I3SME is aimed at developing and implementing the process of spreading innovation among small and medium enterprises by means of the benchmarking method.

Impact

Key Performance Indicators	2009
Number of tenants in incubators	83
Total employment by tenants	650
Number of tenants since the beginning of the incubator	105
Number of business plans produced during the year	77
Number of start-ups created during the year	13
Incubator (tenants)	6
Outside incubator	7
Number of jobs created in the year in question (start-ups)	69
Number of start-ups created since the beginning of the incubator	258
Number of jobs created in SMEs (client companies of BICs)	69
Incubator (tenants)	48
Outside incubator	21
Enterprise Survival Rate	92%
Number of enterprise creation projects during the year	223
Existing SMEs supported during the year	62

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Success story

Delta R&S



Profile

Country:	<i>Italy</i>
Organization:	<i>Trentino Sviluppo S.p.A.</i>
Key words:	Welfare, Ergonomics, Health, Sport Safety, Robotics
Year founded:	2005
Founders:	Eng. Flavio Merigo
Company funded by:	own equity
Target market:	Health, Sport, Fashion
Number of employees:	12
Sales 2007:	€ 186.000
Hosted at:	B.I.C. Rovereto
Other facts:	Stable collaboration with 8 academic researchers

Brief description

Delta R&S started its venture in Trentino Sviluppo B.I.C. in 2005 with an industrial R&D project aimed at developing new technologies for smart digitalization of objects, human body and 3D prototyping. Since then, Delta has been developing and commercializing many high tech products, focusing on smart materials and ergonomic solutions. 3D stereo-vision based digitalizers, rapid prototyping technologies are its main competences. Smart digitalizers for orthopaedic applications and luxury shoe market, safety sport footwear accessories (for motor bikers, skiers) represent the core product portfolio. Delta R&S cooperates with national and international universities and research centres. The company is in an expansion phase, currently addressing the South Eastern Asia market. This high potential start-up attracted great interest from several VC's during the investment forums organized by Trentino Sviluppo in 2009.

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