

DISKE

Development of Innovative Systems through Knowledge Exchange

Association IBI Net e.V.

Business Incubation: the Best Practice is available



LEISTUNGSVIELFALT IN BERATUNG UND SERVICE

The Technology Center Vorpommern



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DISKE

Project: Developed in Interreg IV-A South Baltic

1. Priority: 1 Economic Competitiveness
2. Measure: 1.1 Entrepreneurial Development
3. Lead Beneficiary: The City Commune of Elbląg
4. Project Partners:
 - Gdańsk Science and Technology Park, Poland,
 - Gdynia Science Prk
 - Innovation and Technology Centre in Kaliningrad, Russian Federation,
 - Videum Science Park in Vaxjo, Sweden,
 - Technology Center Vorpommern Greifswald, Germany.



Reasons for DISKE

Technology Centers - challenges

- Challenges

- The number of spin-offs from academia is decreasing over last few years
- In the 90's over 60% came from Universities
- Now: between 20% and 30%
- In regional industrial centers there is an increasing number of spin-offs from companies or employed people (keep in mind: rural areas haven't such industry)

- Why?

- Decreasing number of students in engineering
- Demographical changes
- Better chances to get an employment



Technology Centers – relict or chance?

- Technology Centers
 - Instrument of regional activities for modern employment and higher net product
 - Are at the interface between science and economy
 - Are companies themselves
- Specific approach
 - Focus is the assisted foundation and growth of young technology oriented companies and entrepreneurs as a result of successful technology transfer
 - TC have a regional “anchor”



Technology Centers – concrete tasks

- At least 4 main tasks
 - Sensitisation, consulting, coaching of technology oriented entrepreneurs (**entrepreneurship task**)
 - Regional and trans-regional technology transfer for and with TC's customers (**technology transfer task**)
 - Responsibility for tasks in frame of regional economic development (**Economic development task**)
 - Cost covered management of the own infrastructure (**Management task**)



Coming back to DISKE

- General Objective based on needs / tasks of TC's:
- The project aims at **developing cooperation** among innovative SMEs and **strengthen their potential** through **cooperation** of
 - science and technological parks,
 - incubators,
 - clusters,
 - academia and
 - local authorities



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- Direct objectives:

1. To develop a network of cooperation of three types of actors
2. To train competent executives
3. To stimulate cooperation of SMEs in the cross-border region
4. To facilitate cooperation and development of innovative SMEs in the cross-border region



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- Furthermore direct objectives

5. To enhance competitiveness of existing science and technology parks in the cross-border region

6. To strengthen parks managing teams' competence

7. To support SMEs operating in parks and incubators in the cross-border region



Main sources of funding

Public funding

National and regional public bodies which fund the core activities of the IBI (subsidies)

Funding coming from programs and projects implemented by the IBI for the public authorities

European Regional Development Fund (ERDF) / Regional Policy

Income from EU projects

Private funding

Income from client SMEs and Entrepreneurs

Income from housing and incubator services

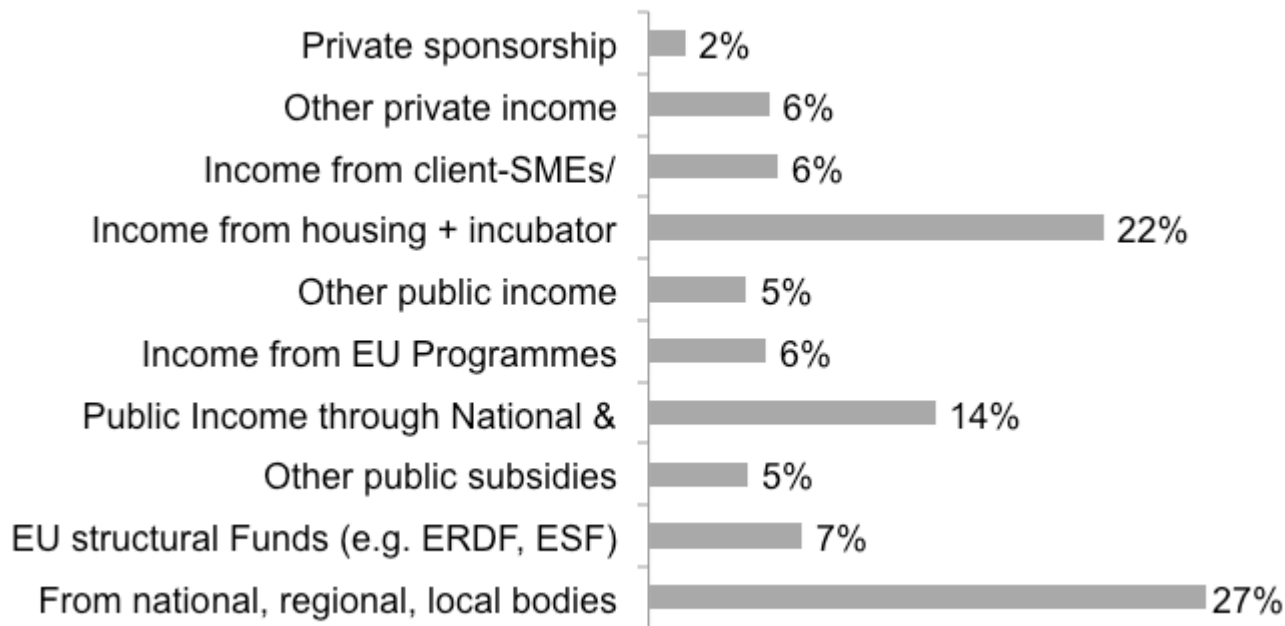
Other private income (e.g. venture capitalists interested in sustaining the entrepreneurs)

Private sponsorship (e.g. large companies interested in delegating to the IBI the detection of innovation for their processes and products)

See: The Smart Guide to Innovation-Based Incubators (IBI) - 2010

Sources of income

- The main source of income is housing, but subsidies also cause financial risk of BIs.



EBN BIC Observatory 2011 (Data 2010, 86% of 148 BICs participating in the survey)



Results - General information (only finances)

- There is no uniform or common model (for financing) of Business Incubators (BIs) in the Baltic Sea Region (BSR).
- Financing of Business Incubators (BIs) differs between countries and regions, all interviewed BIs confirm that:
 - Securing long-term operational financing is both crucial and a continuous challenge.
 - BIs, which own premises and operate mostly on revenue from tenants are less dependent on public or private financing whereas BIs with more focus on the progress of the incubation companies are more dependent



DISKE – recommendations (project result)

Table 4. Recommendations for parks resulting from the benchmarking study

| Recommendation | GPNT | PPNT | EPT | VSP | TZV |
|---|------|------|-----|-----|-----|
| Tenants of the park | | | | | |
| Acquisition / Acquiring companies constituting business card /magnet for new tenants | ✓ | | ✓ | ✓ | ✓ |
| Acquiring "reliable payers" [stable companies]. | ✓ | ✓ | ✓ | | |
| Putting greater stress on recruitment of companies from sectors firmly rooted in the region. | | | | ✓ | |
| Identifying and obtaining new tenants in order to rent newly commissioned premises. | ✓ | ✓ | ✓ | ✓ | |
| Identifying and obtaining new tenants, in order to increase the degree of innovation of the Park. | | | | | ✓ |

DISKE – recommendations (project result)

| Recommendation | GPNT | PPNT | EPT | VSP | TZV |
|--|------|------|-----|-----|-----|
| Offer | | | | | |
| Optimizing the portfolio of services | ✓ | ✓ | | | ✓ |
| Preparing a special offer for foreign entrepreneurs | ✓ | ✓ | ✓ | ✓ | ✓ |
| Creating "open space". | ✓ | ✓ | ✓ | | ✓ |
| Creating tools of financial support | | | ✓ | ✓ | |
| Acquiring tenants providing consulting services the other tenants. | | | ✓ | | |
| Creating platform of information on available services-oriented companies. | | | | ✓ | |
| Increasing the quality of services provided | | | | | ✓ |
| Appropriate selecting locations of the services provided for tenants by external entities. | | | | | ✓ |

.... there are a lot of things to do

- we all have limited resources and critical shareholder, **but**
- Our customer want to growth
→ we need the experiences and financial instruments
- Our customers have more specific challenges
→ we have to know how to do the right
- The companies want to go international
→ we have to provide soft-landing services



The association IBI Net e.V. a possible answer

- The association IBI Net e.V. (International Business Incubator Network) is a network for establishing and strengthening the transnational business incubator network and for technology- and knowledge transfer within Europe.
- IBI Net is focussing on business incubators but also cooperates with technology centres, small and medium-sized enterprises (SME), universities, public institutions and other important actors.
- IBI Net is a mediating and coordinating association without own authority. It implies the coordination of existing partnerships and activities as well as stimulating the creation of new ones.



Thank you very much for Your attention

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