



UPDATE No. 103

For members *first*

October 2012

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Dear Member & Friend,

As already done in recent issue of our newsletter we continue to look into different ways of business incubation. This not to say that business models for incubation that generated success during the last decades are "out" – it is more to find if there are approaches to learn from, to combine with tools that proved effective, and so initiate discussion for gaining impulses for the development of experience, knowledge and vision for business incubation in the future.

There is too much simplification and declaration of what is "in" or "out". Practitioners of business incubation know that their ways to support entrepreneurship need

to be adapted to their clients' needs. They also know that there is no "one size fits all". A good way to support a "fancy" mobile technologies start-up most certainly is not the way to deal with agribusinesses or biotech start-ups.

Also we continue reporting on focus areas – as we began in recent issue looking at Berlin. This time we add some information about this city and open the door to another one: Helsinki.

We hope, in this newsletter you will find some ideas and suggestions worth being considered and are looking forward to receiving information from you.

Creating a Supporting and Dynamic Environment

Business incubation is about creating an environment that helps businesses to start and to grow. Although business incubation is not about real estate a physical environment helps. This obviously is one of the leanings gained from experiences all around the world. But this does not mean business incubation remains what it has been. One of the actual features incubators provide is co-working space – multifunctional facilities where start-up entrepreneurs (and those who consider starting a

business) find not only a space to work for the time needed, but also advice and support and services with a wide spectrum including areas that may not immediately look like needed for starting a company. Coffee shops and art performances may not appear as services necessary for start-ups. But in a growing number of incubators such facilities have been established contributing to the open, creative and dynamic environment (would-be) entrepreneurs need. *Continued on page 6...*

The Second Issue of "The Business Incubator" Magazine has been published

In October 2012 issue 2 of The Business Incubator magazine became ready for distribution. For this issue SPICE Group has provided information for the news section of the magazine to put the cooperation agreement into life.

The actual issue features topics like The Incubation Buzz in Spain, Finding new Incubatees in tough Times, Tools to evaluate Money-making Potential of Business Ideas, Different Ways of Incubation in Chile, and Har-



nessing the Diaspora for better Incubation Results.

Members of SPICE Group can subscribe to the magazine at a reduced rate. Contact spice@spice-group.net

To order: <http://theincubatormagazine.com/>

Contact: David Tee, david@theincubatormagazine.com

Upcoming important Event: The Annual UKBI Conference



'Unlocking Potential' is the general theme of the UKBI this year scheduled to be held in Lincoln 20 -22 November

The conference will include streams on Entrepreneurship Start Up, Innovation and Accelerated Growth over three

days so that much room for discussion and peer-to-peer learning is secured: **Day 1** Advanced Practitioners Workshops Conference Reception **Day 2** Main Conference and Gala Awards Dinner; **Day 3** Incubator Tours More details website www.ukbi.co.uk/conference.aspx Contact: Keiron Broadbent, k.broadbent@ukbi.co.uk

SPICE Update No 102 for the first time reported on the different aspects of the entrepreneurship support system of a specific place: Berlin.

In this issue of our newsletter we take a look further north: Helsinki, the Capital of Finland. We cannot show the „full picture, but the articles below put spotlights on important components of the ecosystem: the role of the

higher education sector (university), the different incubators, business angels and VCs and the involvements of the public sector.

We invite our readers to comment and advice on information gaps we could fill in following newsletters.

Entrepreneurial Hotspots

HELSINKI

ArcticStartup: Hot Information about Technology Start-Ups

ArcticStartup was founded in 2007 and has become a major source of information about and for technology start-ups. The website is reviewing and reporting on technology startups and growth enterprises from the Nordic and Baltic countries.

The aim of ArcticStartup is to encourage entrepreneurial culture in the Nordics and Baltics by writing about them and the “stories behind”. The website continuously gathers “tens of thousands of readers from over 130 countries, giving the region's startups an unrivaled media channel for global recognition”. **The Start-Up competition Arctic15** is an initiative of ArcticStartup targeted directly at the start-up companies providing expertise, guidance, and finance (see article below).

Antti Vilpponen, CEO and Editor-in-Chief is Co-Founder of ArcticStartup. He has years of experience founding and working in startups. His wide experience

ARCTICSTARTUP

is an excellent basis for finding and providing the information technology start-ups with a global perspective need. Antti is the originator of the concept and works closely together with the other co-founders:

Ville Vesterinen, Chairman, CEO at Grey Area and sits on Finnish Industry Investment's Investment Council. **Miikka Kukkosuo**, has over seven years of experience in the mobile, software, and social gaming industry doing global sales, partnerships, and strategic business development, and

Karri Saarinen, Product Manager, who has more than six years' experience building web products with a strong focus on customer development methods.

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Eye Control – Winner of Start-Up Competition for Nordic Countries

The **Arctic15 Startup Competition** in October came to its final result at the **Annual Arctic15 Conference** in **Helsinki**, Finland. This competition is exclusively for Baltic startups (company registered in or one its founders must be from Lithuania, Denmark, Norway, Sweden, Finland, Iceland, Estonia, Latvia, or Russia).

The 15 finalists of the competition in Helsinki (these are “the Arctic 15”) pitched for the Grand Prize and the winner of the Grand Prize winner is **The Eye Tribe!** (<http://theeyetribe.com/>) - a Copenhagen-based startup that allows users to control screens with their eyes. The image captured by the front-facing camera of a tablet or smart phone is analyzed using computer-vision algorithms to determine the location the user's eyes are looking at on the screen.

The Finalists were eight companies from Finland, two

from Sweden and one from Denmark, Estonia, Iceland, Latvia, and Lithuania – each

of them winner in one of the categories of the competition: Best new mobile service idea, product launch, enterprise startup, consumer startup, gaming startup, mobile startup, new startup in 2012, side project, startup accelerator program, new recruit, design, marketing campaign, deserved investment, Nordic startup, and Baltic startup.

The day before the conference (October 16) the “**Oohack Hackathon 1**” provided an opportunity for data scientists and startups in Finland to hack on a unique dataset and the best hacks also pitched at the conference. Contact:

Antti Vilpponen, email antti@arcticstartup.com

Website: arctic15.com/program www.arcticstartup.com

arctic15

Nordic Entrepreneurs like it Hot and go to Sauna - € 13 million for Start-Up Entrepreneurs

While entrepreneurs start their businesses in garages in Berlin (see SPICE Update No 102) in the North of Europe they seem to prefer warmer places: the Sauna. And they like to stay there long: The Startup Sauna Fall 2012 lasts from Oct 22 to Nov 28. This program runs twice a year. It focusses on early stage startups and succeeded to raise over € 13 million in funding, screened more than 500 startups until end 2011 with an acceptance rate to the program is about 6%.

The **Start-Up Sauna** won the arctic15 Start-up competition 2012 in the category “Best startup accelerator program”. And, “We don't mentor – We coach”. “Startup Sauna believes seed acceleration should be

every great early stage startups' right!

Monetization happens somewhere else along the way states the website of this accelerator. Coaches supporting the start

-up businesses are serial entrepreneurs, investors and other professionals to help start-ups to achieve their goal. Startup Sauna was founded in 2010 and targets at startups from Northern Europe, Baltics and Russia. Startup Sauna is sponsored by Aalto University and TEKES, the Finnish Funding Agency for Technology and Innovation

Contact: info@startupsauna.com

Web: www.tekes.fi/en/community/Home/351/Home/473

Web: <http://startupsauna.com/en/about/>



... but also start in Garages: Aalto Venture Garage

Aalto Venture Garage is a 700 m² coworking space focused around entrepreneurship. It is the hub where entrepreneurs throughout the Baltic area get support and work together to grow their businesses.

Aalto Venture Garage runs Bootcamps four times a year. Bootcamps are intensive two week training programs for the best startup teams - designed to help pre-seed startups to become successful ventures with the coaching of the Nordics' best entrepreneurs and investors. The winners receive € 5000 seed funding, exclusive coaching and workspace in the Garage as they become Garage Startups. The culture at Bootcamp is open, sharing and helping, taking a cue from the open source model made famous by well-known Finnish Linux and MySQL. "Teams at Bootcamp are co-companies such as operating; they are working on each other's ideas and challenging them. It's not only a competition but more about sharing and team building" says

Juha Ruuhonen, the Entrepreneur-in-Residence at the Aalto Venture Garage.

A company coming out of the Venture Garage is Audiodraft that is a web community for managing collaborative audio projects and has incorporated the open source model in a unique way

Finns combine Garage and Sauna: The **Startup Sauna** (see above) is resident of the Aalto Venture Garage located in Aalto University.

SDO link www.spica-directory.net/centers/?id=2482

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Website: <http://aaltovg.com/>



Bringing real-life Start-Up Experience to Students and Scientists

Start-up Life, run by Start-Up Sauna, is a 3-12 month internship program for the most talented students and researchers. The program is aimed at bringing practical experience from working in start-up companies to students and researchers – and more competencies as well as fresh ideas to start-up businesses.

Students and scientists work for the most aspiring startups around the world and learn from the best entrepreneurs and build a lasting network of other entrepreneurial-minded people. Participants through working in the program will develop a sense of urgency ("Startups



are always in a hurry"), learn fast and fearless execution with little bureaucracy, and "wear many hats" because "in a start-up everyone does everything".

Work in the program begins twice a year (January or June) and runs till the end of March / the end of the summer. The program covers the costs of visa procedures as well as travel costs for the interns. The start-up and the selected fellow will negotiate the salary on a case-by-case basis .

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Website <http://startuplelife.fi/about/>

Linking it All: Aaltoes

Aalto Entrepreneurship Society, founded in 2009, helps startups with the start. Aaltoes is an independent,

privately funded student and post-graduate led community initiative set up to encourage high-tech, high-growth scalable entrepreneurship, providing a tight startup community in Northern Europe.

Aaltoes wants "to make an impact and change the culture around us to be bolder, more active and more helping & sharing. We help startup founders learn & develop and support ambitious self-starters and committed community members. " With a complex approach and a strong internationally-oriented community Aaltoes aims



to provide the role models, tools and resources to get started.

The events organized by Aaltoes, like "The Summer of Start-Ups" or "Slush 2012" are backbones of the community building process. Most of the events and operations take place at Aalto Venture Garage (see article above).

The **Open Office** (every Wednesday) offers the opportunity for meeting the team and getting updated regarding events and activities.

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Website: <http://aaltoes.com/>

Slush 2012: <http://aaltoes.com/2012/09/slush-2012/>

Early Stage Investments for Media Businesses

Sanoma Ventures (established by Sanoma Group) is an international fund focused on early stage investment related with media, especially online consumer services, mobile, and tablet based services, TV & video, online advertising, e-commerce and e-learning. Typical investments are intended to be in the range of 100-500 k€. Sanoma Group holds investments in some 20 European countries and a strong foothold in the Nordic countries. As necessary, especially for early stage investments. Sanoma Ventures with offices in Amsterdam and Hel-

sinki also provides expertise (online marketing as well as web and apps development), media exposure, and strategic guidance to its investees.

The first investment of Sanoma Ventures was made in the Netherlands: The company Vault79 that markets itself on its website as "the first online luxury fashion auction in the Netherlands" Vault79.com.

Contact: www.sanomaventures.com/contact/

This report is based on an article by Greg Anderson on www.arcticstartup.com/ and with own research

We produce new Business

KoppiCatch Oy was founded early 2009 by **Inka Mero** who can draw on more than 15 years of internet, mobile/telecom industry, technology and market experience from technology companies, where she has acted in CEO, management team or strategic business development and VC investor roles and **Harry Santamäki**, a strategic 'change agent', who has started and developed new businesses in Finland and US, and established venturing operations and new businesses for Nokia. As a third partner **Oskari Lehtonen** joined in 2010 bringing vast experience in working with start-ups from the last 15 years and also has conducted research in Stanford University and Singapore among other places.

KoppiCatch also draws on an expert network since start has implemented over 50 new business projects, invested in and incubated seven portfolio companies. Koppi

describes its mission as “We produce new business” for the customers and accelerate seed phase companies to international national markets.

Customers of Koppi are **Teams and entrepreneurs** starting a new (growth) business as well as **Growth - stage companies** seeking for strategic change and business acceleration to international markets and also **Corporations** with a need and intent to build strategically new businesses, services and ventures.

KoppiCatch together with eight other accelerators is an official Accelerator in the Vigo program launched by The Finnish Ministry of Employment and the Economy.

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Website: <http://www.koppicatch.com>

Koppi|Catch

Growth Finance and Support for Creative Industry Start-Ups

The mission of Royal Majestics' is to boost the Finnish fashion industry by helping Finnish fashion companies and designers to grow and become international players. Passionate entrepreneurs and designers are the wanted partners of Royal Majestics with the aim to translate fashion and design ideas to concepts and international growth companies. Seed funding is combined with strategic guidance and an extensive network in supply chain

and distribution to accelerate the portfolio businesses.

The basis for this support is a wide range of experience from branding for large companies (Finnair) to globalizing the business of a silver smith in Turku.

Royal Majestics also is an accepted accelerator in the Finish Vigo program

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Website: www.royalmajestics.fi

Public funding helps generating successful Growth Companies

With the Vigo program (launched by The Finnish Ministry of Employment and the Economy) public sector incentives are provided to transform start-up companies into new growth enterprises and to boost the development of fast-growing startups with support of the best, internationally experienced top experts in enterprise development.

Vigo is creating growth companies led by experienced management teams. The Vigo companies within just two years' time have received funding from angels as well as venture capital firms - in total more than €70 million. The first exit was Zokem that has been acquired by Arbitron for \$11,7 million.

Key to success of the Vigo program is cooperation with experience private sector business angels and VC funds -

the Vigo Accelerators. Run by experienced entrepreneurs and business leaders these accelerators can provide the appropriate support, advice, and networking to the Vigo portfolio companies to leverage experience and financing to make big ideas become global businesses. Regarding technologies Vigo is not focusses on ICT only, but also has health, energy, and clean technologies in its portfolio – as well as fashion and design. This is possible because the Vigo partner accelerators each have their own technological background and know-how.

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More information: www.vigo.fi



First Annual event: Funding The Best In Global Innovation

The Worldwide Investor Network (WIN) is an “ecosystem focused on funding and accelerating global tech start-ups looking to expand to the US market”. The main components of this ecosystem are **Investors** that want to have access to many of the most innovative startups

from around the world, **Partners** to provide best-in-class service for guidance and partnership to the startup community, and **Entrepreneurs** that want investment partnership and acceleration in the US market.

The Worldwide Investor Network will be hosting its 1st Annual **Funding The Best In Global Innovation** event November 13 & 14, 2012. This event will be showcasing the top 10 technology startups from accelerators outside

of the U.S. seeking their A round of funding and US expansion. In addition to the pitch opportunity, all 10 selected startups get:

- access to top-tier VCs, and Business Angels
- extensive mentorship from seasoned investors
- tips and insider secrets from successful entrepreneurs and investors

More information is available on website:

<http://fundingthebestinglobalinnovation.eventbrite.com>

Website: <http://worldwideinvestornetwork.com/>

Contact: Elizabeth Lopez <elizabeth@worldwidein.com>

**WORLD WIDE
INVESTOR NETWORK**

The Baltic Dynamics 2012 in Vilnius -

The 17th Baltic Dynamics conference brought some 130 participants to Lithuania's Capital, Vilnius. Under the Conference headline "The Role of Science and Technology Parks in Supporting the Entrepreneurial Community" topics discussed covered a wide spectrum from Open Innovation and National Innovation Support Systems to New Orientations of the EU Innovation Support and Clusters. It also looked at Effectiveness of Public Support and Experiences from Initiatives in Developing Countries.

In parallel the Baltic Life Science 2012 conference was held. Participants of both conferences could venture out to see what the others were talking about. Additionally

special programs like the visit of a delegation from Georgia or the 165th SPICE Meeting (see separate articles Below) offered opportunities for discussing specific topics and learning from other participants' experiences. One more time the Baltic Dynamics conference illustrated the entrepreneurial developments in the region and beyond and proved being an important meeting place.



After the Baltic Dynamics is before the Baltic Dynamics. Mark your calendar: The 18th conference of this series will be held in **Riga, Latvia, September 14 – 16, 2013**

Building up Innovation and Entrepreneurship Support or Georgia

As part of a GIZ project to prepare grounds for business incubation activities in Georgia a delegation with representatives of a range of organizations visited the Baltic Dynamics 2012 conference in Vilnius. This visit was part of a study tour to Belarus and Lithuania organized and led by SPICE Member **Karl-Heinz Jach**. The Vilnius part of the tour offered not only the opportunity to and by visiting institutions in Vilnius, but also for getting together at a round table with **Heinz Fiedler**, President of SPICE Group, who introduced to various experiences in business incubation and technology transfer. As the professional background of the participants ranged from university perspectives to interests related with technology transfer organizations and intellectual property the topics of discussion covered many different aspects of entrepreneurship and innovation support and showed



interest in and potential for further cooperation.

Contact: Karl-Heinz Jach, email khjach@yahoo.com

The 165th SPICE Meeting at the Baltic Dynamics 2012 in Vilnius

The SPICE Meeting at the Baltic Dynamics 2012 in Vilnius was a "distributed event". Besides meetings in coffee and lunch breaks as well as in the evenings on part of the meeting took place during the conference reception in the "Old Green House" in Old Town Vilnius near the Cathedral square. Around the table with good food and drinks issues of business incubation development could be discussed intensively. Members participating were



Alar Tamkivi (representing Raivo Tamkivi), **Ints Viksna**, **Janis Stabulnieks**, **Karl-Heinz Jach**, **Klaus Plate**, **Pranas Milius**, **Larisa Brovarska**, and **Heinz Fiedler**.

After the conference closing session the second part of the meeting – now with invited guests. Tomas Cernevicius and Jurgita Sarkiene - consisted of watching the SPICE Anniversary video again that had been presented at the Baltic Dynamics 2011 in Tallinn – and the "director's cut" of the new "SPICE Art Ball Video" showing

the anniversary events in Estonia's Capital. This was the first time an unfinished version of an art ball video was shown. Comments from members will be considered in the process of finalization of this video.

The earlier SPICE Art Ball videos **are now available on Youtube** – easy to find by searching "SPICE Art Ball". Finally a possible new initiative within the SPICE Group network was discussed: the starting of a "SPICE Creative Industries Incubation" network. This idea found a generally positive resonance with a few remarks to be taken into account. Roy Jones from basecamp3 in Liverpool agree to help with getting this started.

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Creating a Supporting and Dynamic Environment

...continued from page 1... The growing importance of this feature also is illustrated by the **Coworking Europe Conference** that since 2012 is organized annually and will be held the third time already – this time in Paris in November this year

One of the latest examples is to be found in Tallinn, Estonia, where **Tehnopol**, the science park working already since 2003 now has added co-working space to its incubation services (see article below). In earlier issues of SPICE Update we reported on other examples like **basecamp3** in Liverpool, UK the start-up incubator at Aalto University in Helsinki, Finland (see article on pages 2-4) or **AltCity** in Beirut.

What at first look may appear as disturbing – many peo-

ple working in a large space on very different issues – has proven as effective to encourage the creation of synergy between the start-up enterprises.

Especially in the domain of “creative industries incubation” co-working spaces are used successfully. But as for all tools used in business incubation it not en “either / or”. Co-working space is not the only way and not the answer to all needs of starting and developing businesses. That is why separate office spaces for individual companies will remain important. However, looking at entrepreneurship with a wider perspective and integrating a varied spectrum of contributions is of greatest importance for the creation of a positive and creative entrepreneurship climate

Tehnopol Tallinn opened Co-working Center

In August this year, the Estonian president Toomas Hendrik Ilves opened the **Tehnopol Startup Incubator**, a co-working center for startups in Tallinn Science Park Tehnopol. The new environment brings together office spaces, open office areas and leisure time facilities for startup companies.

President Toomas Hendrik Ilves emphasized the innovative spirit and entrepreneurship, that has made Estonia a thriving country: „Innovative companies are successful in Estonia and in other countries throughout the times, even during the period of economic recession. We have to be prepared, that people are willing to develop and innovate.”

Tehnopol board member Pirko Konsa said that there are plenty of good examples in the world that prove the point of startups being more creative, and successful if they are located physically together by taking advantage of the synergy between companies.

Tallinn Science Park Tehnopol has provided services for startup companies since 2003. These services and new co-working space help startup companies to develop their business models, make prototypes, find investments and

enter export markets.

Today there are over 20 companies in incubator accompanied by Estonia’s first gaming accelerator program GameFounders and University of Tartu Master’s program DDVE.

Tehnopol Startup incubator offers an open office area for 60 people at 800m² and has office spaces for 16 companies. In addition there are meeting rooms, kitchen, demo areas, library, etc. that host different events like trainings, coffee mornings or get-togethers.

Startup Incubator company GateMe founder Janar Merilo says that he moved to new environment with great expectations. „Already now we can see how many people move around here, who could contribute to the growth of our company. As we want to move fast to foreign markets, the useful contacts we can find here are really important to us”, said Merilo.

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Pic: <http://www.tehnopol.ee>

Plymouth University Formation Zone – Co-Working Space with targeted Start-Up Support

Formation Zone at Plymouth University in the United Kingdom provides pre-start as well as early stage incubation, and collaborative workspaces on the Plymouth University campus in Tamar Science Park, and in each of the three Cornwall Innovation Centers. With the Peninsula Growth Acceleration and Investment Network (GAIN), Plymouth University offers the support, advice and facilities needed for any stage in business growth. Since opening its doors in 2008 Formation Zone has successfully helped 64 businesses, currently it is at capacity with 21 businesses in residence.

Eleanor Butland, Formation Zone Program Manager sees it as one of the main challenges to retain and attract talented graduates and create high value jobs in the region. She said: “In the last year we have taken on some of the extra-curricular entrepreneurship activity at Plymouth University and re-developed it to align more closely with our incubation services. As a direct result we are seeing a greater awareness of our offer and a clear process from

student enterprise competition to business start-up in Formation Zone.”

A case study to illustrate is Mutant Labs. The entrepreneurs created their business idea during their Digital Art and Technology studies, and started in Formation Zone in 2009 even before they had graduated. Meanwhile they have employed other new graduates and the company outgrew Formation Zone, but stay in Plymouth as they grow the business. Eleanor Butland comments on this example: “We hope our focus on student entrepreneurs will ensure a pipeline of similar graduate companies in future years that will be able to go on and benefit from our Innovation Centre services in the SW Peninsula”

Contact: enterprisesolutions@plymouth.ac.uk

Website: www.plymouth.ac.uk/enterprisesolutions

About the company: www.mutantlabs.com

More information is to be found in the UKBI Newsletter http://www.ukbi.co.uk/media/Hothouse/UKBI_Newsletter_Sept_2012.pdf

The Academic Entrepreneurship Incubator Foundation (AIP) was established in 2004 to support people in academic institutions to start a business. The main idea was to offer a possibility for testing a business concept at minimal cost and risk. The Pre-incubation Program offered its services at a monthly flat rate (including accounting and legal services) of 200 zł + VAT and today's charges 250 zł + VAT (ca. 75 €).

The Pre-Incubation Program is based on detachment of actual business operations from the possession of company – from the legal point of view the start-ups are part of AIP. Therefore, at the beginning of the start-up official registration of a company is not necessary and administrative cost does not occur. On the other hand, in such construction all responsibility for start-ups activities are bore by AIP. Therefore, it is essential to provide complex accounting and legal services.

With this model the very first steps to check if a business model can work, are relatively easy and inexpensive for the future entrepreneur.

The AIP program in general offers three main fields of service to support start-up businesses:

- Business support: legal entity, accounting and legal services.
- Education: lectures, trainings, consultations and mentoring.
- Networking: professional and social events.

To operate efficiently these support services are completely provided by AIP headquarter in Warsaw.

Finally, at the end of the Pre-Incubation phase the start-up entrepreneurs receive all profits generated during the testing of the business model.

During seven years of operation AIP has worked with more than 5200 start-up projects that resulted in 1500 companies

Since this year the Foundation with its **AIP Business Link** program also supports the start-up businesses after their formal establishment. Providing access to expert knowledge is aimed at opening doors to international markets. AIP Business Link is operating from four locations in Warsaw, Krakow, Gdansk, and Poznan. The Wroclaw location is planned to open soon.

Finally, the **AIP Seed Capital Fund** has created a financing option new for the Polish market. The process to investment decisions has been designed as simple as possible. Start-ups with global potential may

receive equity of 100k zł (fixed amount), for 15 % of the shares of the newly established




companies. Since 2011, they have invested in 43 startups.

AIP in Gdańsk is one of almost forty such incubators AIP foundation runs at educational centres throughout Poland. It is independent from government and others entities.

Currently AIP in Gdansk consists of two incubators in: at University of Gdańsk and at University of Physical Education and Sport in Gdańsk. A third incubator at Gdańsk University of Technology will be opened later this year.

At the end of August 96 start-ups were working with AIP Gdansk. Since 2004 about 466 start-ups have been supported by the program. During the year 2012 so far 49 new businesses have been started and 45 start-ups terminated their activities. On average the “survival rate” of start-ups is 31 per cent.

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	<p>PIXNET Created in 2004 the portal photoblog.pl for social networking service based on placing photos by users, which despite the Facebook era, has still about 320 million visits per month. Currently this company participates with others in a project that allows users to online try out new clothes in 3D www.przymierzaj.pl. Another - non-commercial – project, GoBarbra, turned out to be great success. Website: http://www.pix-net.pl</p>
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	<p>ROBONET The company provides special camps and workshops for children, on which they learn how to build and program robots with the use of LEGO Mindstorms NXT, VEX Robotics Design System and Robotis BIOLOID. RoboNet operates in six cities throughout Poland. Website: http://www.robonet.pl</p>
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	<p>SELLNEO Sells LED accessories in the Pomerania area and starts installing them in new buildings like those in Olivia Business Centre (http://www.oliviacentre.pl). Website: http://www.sellneo.pl Contact: S. Leśniak, stanislaw.lesniak@przedsiebiorca.pl Website www.inkubatory.pl/</p>
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Poland: VCs supported by National Capital Fund



The National Capital Fund (NCF) Poland, active since seven years, will support high-risk Venture Capital funds with a total of PLN 650 million (ca. € 156 million). As a result of three competitions so far, financial support has been granted to several VCs that are expected to invest in altogether about 200 innovative start-ups.

The most recent tender of NCF closed in August 2012 and resulted in providing finance to Innovation Nest (specialized in ICT companies with international market potential) and GPV I that is NCT-instrument managed specialists from Poland and Israel.). NCF now has provided funding to seven VCs that will invest directly in start-up enterprises.

Examples of successful investments are available on website <http://www.pi.gov.pl/> and <http://www.kfk.org/pl/>

Contact: Izabela Rutkowska i.rutkowska@smartlink.pl

Incubator Quality - SPICA World Map

SPICA Directory has introduced a certain “quality standard” for being listed on SPICA World Map”. This standard does not evaluate the quality of an incubator / technopark operations, but the quality of information provided.

- Organizations that have provided actual and complete data within recent two years are shown on SPICA World Map.
- Profiles inserted or updated more than 24 months ago are not accessible for directory users

SPICA World Map only shows locations of “Centers” (in-

cubators, tech-noparks, associa-tions, consulting, support and finance organizations that have provided a complete profile and information is



years. In the right column on this page we give a selection of organization profiles that recently have been added or of added to SPICA Directory or updated .

SPICA World Map www.spica-directory.net/map/ now is the main entry point for users of the directory. From that map access to the individual incubator / technopark / asso-ciation profiles in SPICA Directory is possible.

There also are other ways of finding a specific profile. For example, by using the tabs “countries” or “associations ”on the homepage of SPICA Directory.

Add your profile to the SPICA World Map – it is simple

- **If your organization is not yet in the Directory** select “Insert new Profile” form the main menu of the SPICA homepage www.spica-directory.net and follow instructions
- **If your organization is listed in the Directory but** you did not yet receive a user name and password for accessing the information system, please contact the SPICA Directory Team at update@spica-directory.net

Note: to access SPICE Directory profiles you need to be registered as user (use tab “register” for this purpose).

Profiles recently updated www.spica-directory.net/recent.php

Advice – Support – Finance in SPICA Directory

ASF, Advice – Support – Finance provides access to information about organizations and companies active in the ecosystem to provide important functions for innovation, entrepreneurship and growth company support.

Being still in a “Beta status” the ASF section already offers the possibility to access information and to insert information about consulting, supporting and financing organizations. To try and test the new section and provide comments for improvement visit webiste

<http://www.spica-directory.net/asf/entry.php>

Insert a new profile

On this website you also find the link to insert a new profile. This can be information about your own organizations as well as about your partners or stakeholders. For incubators and technoparks this is an option not to be missed.

Now on SPICA World Map

Poland: The **Technology Park Gliwice** is active since 2008. It also operates a business incubator. At this time technopark hosts 28 companies with more than 200 employees:



SDO Profile: www.spica-directory.net/centers/?id=2057

Canada: The **Jewish General Hospital Commercialization Office** in Montreal



is preparing to set up a for-profit technology business incubator.

SDO Profile www.spica-directory.net/centers/?id=2469

Belarus: The **Scientific and Technological Park of the BNTU «Polytechnic»** in Minsk is celebrating its 20th Anniversary in 2012. At this time it has 11 client firms working on-site with 77 employees



SDO Profile: www.spica-directory.net/centers/?id=2334

Belarus: The **Technological Park Mogilev** is active since 1994 and provides



services for business incubation and foreign investment.

SDO Profile: www.spica-directory.net/centers/?id=37

Croatia: The **Business Park Bjelovar** operates since 2002 and in 2004 a business incubator



began to work in this park

SDO Profile: www.spica-directory.net/centers/?id=2302

Canada, The Innovation Place

Research park in Saskatchewan works since 1980 and at this time



has 188 resident companies with ca. 5000 employees

SDO Profile: www.spica-directory.net/centers/?id=506

USA: The **Rutgers Innovation**

Food Center since 2008 is specialized on start-up entre-



preneurship support. At this time is has 53 client firms on-Site and 10 off-site companies. The first company graduated 2010 and now 11 graduates employ 400 people.

SDO Profile: www.spica-directory.net/centers/?id=2440 :

Sweden: **Chalmers Innovation** prides itself being the leading business incubator in Sweden with 102 start-up companies supported; 75 of them still active that had in 2010 a total turnover of SEK 415m and 415 jobs.



SDO Profile: www.spica-directory.net/centers/?id=1812

Saudi Arabia: The **BADIR Bio-technology Incubator** is working since



2009 and has at this moment 19 client firms thereof 6 Off-site) with together 61 employees.

SDO Profile: www.spica-directory.net/centers/?id=2392

Senegal: The Business Incubator **CONCEPT** in Dakar is working



since 2004 and provides “Virtual” incubation services as well as entrepreneurship advisory.

SDO Profile: www.spica-directory.net/centers/?id=2472

Views & Facts

DigiBC a network to bring new Technologies and Tools to Creative Businesses

Results, technologies and tools of EU funded research projects in cultural heritage, digital libraries and preservation do not always find their way to SMEs, especially in the Digital and Creative Industry. To bridge this gap DigiBIC, a 30 month project, has been started that directly involves the coordinators or technology partners from 12 FP6/FP7 projects in Digital Libraries and Content. DigiBIC will be with partnering these research leaders to build a network from across Europe of organizations specialized in assisting start-up companies and SMEs to exploit new technologies and market opportunities.

Through DigiBIC, further national and regional partners and members will be trained to identify the potential of technological applications resulting from the DigiBIC technology portfolio and will provide support to assist in actual exploitation to companies.

The **long term objective of DigiBIC** is to create a sustainable European showcase for the creative industry sector providing practical tools and support to access European expertise in technology, services, innovation and financing.

Website: www.digibic.eu/home.asp?slevel=0z0&parent_id=1

First research workshop: Higher education and the arts & cultural sector

The first workshop “Higher education and the arts & cultural sector” will be held in Castlefield Art Gallery – 5 November 2012 and focus on networks of knowledge and interaction between higher education and arts and cultural organizations and institutions.

The workshop aims at gathering a better understanding of the range of partnerships and collaborations that take place between HE and public or third sector organizations in arts and culture. Relationships, practices and knowledge exchange between higher education and the arts

infrastructure of the city will be considered as well as the role played by local arts networks. The workshop will also look at the impact of individuals (and leadership) in shared roles between higher education, public policy and arts and cultural organizations. Other dimensions include the presence of arts and cultural institutions within HE institutions, shared spaces and partnerships amongst arts organizations and HE and collaborative systems for professional, talent and skills development

www.creative-campus.org.uk/first-research-seminar.html

Social Capital – a Resource not yet properly used by Science Parks?

Spice Group Member **Mary Spaeth** (West of Scotland University) and Eva Marie Törnström (Mjärdevi Science Park) opened a door for discussion with their scientific paper presented at the World Science Park conference held in Tallinn in June 2012. Under the theme of "Increasing social capital and social cohesion on science parks: Beyond the Ordinary meeting place" the topic social capital for the first time was raised at the conference - and got some attention. However, co-author Eva Marie Törnström - as she writes in her report on <http://www.tumblr.com/tagged/science-park> - is convinced that it may take more approaches and some time until the importance of the matter is understood and implemented in the work of science parks.

The paper includes information about data gathered on 13 science parks in the Baltic region and can be found in the relatively young “Journal of Social Business”, published by Glasgow University. One of the Editorial Board Members of this journal is Nobel Peace Laureate Professor Muhammad Yunus and its editor in chief and managing editor is Dr. Zashem Ahmed at the Centre for Development in Scotland.

More information about the Journal of Social Business: <http://journalofsocialbusiness.blogspot.com/> There also links for free downloads of some issues of the journal are available.

For a copy of the journal or the article, please contact Dr. Zashem Ahmed at zashem@btinternet.com.

European and Mediterranean Art & Culture meets Business

At this time **Euromedinculture(s)** is a network of 29 members representing 21 countries in Europe and the Mediterranean region. Members are public authorities, universities, research centers and non-governmental cultural organizations. The objective of the network is the exchange and cultural cooperation between performers and artists, distributors, and people involved with culture in countries in this region which makes up a patchwork of artistic identities rich in shared history. Under the patronage of the Jordanian Minister of Culture the EU-funded Euro-Mediterranean network for artistic and cultural cooperation is organizing, the 2nd Arts Forum under the theme 'Arts for social change and development'. The Forum is scheduled to be held 4 - 6 November 2012 in Amman, Jordan. It will be organized in cooperation with the Association for European and

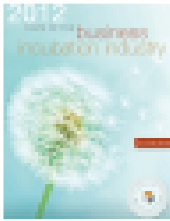
International Cultural Development (France), the

National Centre for Culture and Arts of King Hussein Foundation (Jordan) and eight other European and Mediterranean organizations. As other meetings of Euromedinculture(s), this forum will bring together artists and culture professionals as well as business people from all countries involved to discuss common problems, share artistic creations, discover other practices and approaches, and have the opportunity to combine ideas and projects for artistic and cultural cooperation. The Forum will consist of plenary sessions, workshops, a cultural market, presentation of arts' works videos and live shows.

Website: www.euromedinculture.org



The State of the Incubation Art – NBIA Publishes SOI Report 2012



NBIA, the National Business Incubation Association, USA, is now publishing the “State of the Industry Report 2012” (SOI). The report presents the state of development of business incubation in the US based on data collected in a survey throughout out North America. The last SOI report was published by NBIA in 2006.

Tracy Kitts, Acting CEO of NBIA, titled his report on the SOI Report: “Incubation industry growing, creating jobs and diversifying economies” and describes that “the 2012 SOI confirms that the industry continues to expand and are evolving to meet the needs of today’s entrepreneurs and new ventures. Even in the face of the greatest economic downturn since the Great Depression, which resulted in some program closures, the overall number of incubation programs in North America has increased by over 300

since 2006. NBIA estimates that more than 1,400 programs currently serve approximately 49,000 new ventures that employ more than 200,000 workers.

The SOI Report also shows that the scope and breadth of services offered by US Business incubators are expanding and indicates that an increasing number is well-run and can form the hub of entrepreneurial activity. Nearly three-quarters of SOI respondents reported offering pre-incubation services, post-incubation services or both. NBIA plans to explore these services in more detail over the next year, “but anecdotally we know they include youth entrepreneur education, business plan competitions, seed acceleration, coworking services and a host of other innovative solutions”, as Tracy Kitts says.

For more details: <http://www.nbia.org/> to order select “Bookstore”

Contact: Tracy Kitts, email tkitts@nbia.org

Fresh Wind comes to Europe

With the aim to create the world’s largest technology accelerator program Telefónica (in Europe possibly better known under the name O₂) in 2011 under the name Wayra initiated start-up activities in Latin America and Spain. In 2012 the program that is part of Telefónica’s new global Digital unit has started in Ireland, United Kingdom and Germany.

Wayra has been created to find and nurture the best technology ideas and talent in the countries where Telefónica is present. To date the program received over 9,000 submissions and provided finance to 100 startups. In exchange for initial financing Telefónica takes a 10% stake in the businesses and also receives first refusal rights to offer products and services developed by successful projects to its 300 million global customers, though it does not require exclusivity.

Starting with national online competitions in Ireland, the UK, and Germany Wayra entered Europe. The 10 best ideas of these competitions each receive an investment of up to €50,000 and access to a new state-of-the-art workspace – the Wayra Academy. The selected projects initially spend six months in the Wayra Academy, receiving help to accelerate their business, access to networks, and

technical and commercial support to further develop their ideas. After the six months, projects are introduced to a network of venture capitalists for next stage funding .

Wayra aims at early stage technology startups and is open to entrepreneurs of all ages and backgrounds. The first 10 successful projects are selected during a national Wayra Week event – the most recent one held end of August in Berlin, Germany at the Campus Party 2012.

Wayra includes all components of successful business incubation, such as selectivity, advice and mentoring, physical work space and synergy, as well as access to markets and finance in different phases. It does not leave the entrepreneurs alone after the first initial funding.

Questions to be answered by experience might be if the limitation to six months in the Wayra Academy and where successful, if businesses after that phase remain networked – not only digitally.

And: Wayra, means ‘wind’ in Quechua, a language of the central Andes.

SDO Profile: www.spica-directory.net/centers/?id=2457



Not all know what they are doing

Not all business incubators know what they are doing. Simple questions like “How many companies have successfully left your incubator since it started?” often remain unanswered. Not to speak about the question how many of these graduates are still in business three or five years after. No surprise that stakeholders become doubtful regarding the results and impact their incubators achieve. Not so in Sweden. In this country most (if not all) incubators have very good knowledge about their achievements. Why? Because a national program by “Innovationsbron” helps them to collect this information, evaluate the data and learn from it. The way is Fokus Analysis, a web-based tool, used by all incubators in the Swedish Incubator Program. Twice a year information on all projects and companies in incubation is entered by the incubators.

Regarding companies, for example, information reported

includes origin of idea, sector, type of association, entry- and exit dates, CEO, board, gender, financial info (turnover, employees etc.), and venture capital (amount and investor).

The information gained from this data is fed back to the incubators summarized by a wide range of performance indicators and benchmarks. This helps incubators to understand their work and identify room for improvement. Sand Innovationsbron supports the learning by conferences, vents and trainings.

Contact: A. Nilsson anders.nilsson@innovationsbron.se



In the recent newsletter, SPICE Update No 102, we began reporting on Berlin as an entrepreneurial hotspot. The resonance on that report and the fact that there is more to tell to “complete” the picture we add some more articles.

Some statistics for the overall picture:

In Berlin now eight technology incubators are working-five of them embedded in technology parks. Six of these incubators provide actual data for our quick survey. They together have at this time 224 client companies and additionally 486 companies graduated from these incubators

with **2106 employees** (at the time of graduation). These incubators additionally served about 200 start-ups that did not become on-site clients of the incubators.

The “incubation scene” of Berlin includes some 10 more incubators - not focused on technology but working for pre-incubation (university related) or specialized, for example on women businesses,.

Entrepreneurial Hotspots
BERLIN⁽²⁾

Diversity drives Innovation Entrepreneurship Summit Berlin 2012

After successful summits in 2009, 2010, and 2011 now the third time the “Entrepreneurship Summit will meet in Berlin – in the Henry Ford Building of the Free University of Berlin. The two-day event will bring together start-up entrepreneurs with Sparring partners, Mentors und Angels to discuss a wide range of topics important for starting and developing a business. Under the summit motto “Diversity drives Innovation: Berlin – more versatile than Silicon ValleySilicon Valley” Focus will be placed on four **main topics**: Business Model Creation,

Methods for Entrepreneurial Design, The Creative City – Medici-Effect for Berlin?, and “Sustainability meets Entrepreneurship.”



Last year more than 1,500 participants were counted at the summit in Berlin. Therefore timely ticket purchase seems to be highly recommendable.

Information (and also the ticket shop) on website: www.entrepreneurship.de/summit/

hub:raum – the new incubator in Berlin by Deutsche Telekom

hub:raum is the new business incubator of Deutsche Telekom in Berlin. It has been set up to connect start-up entrepreneurs “with the corporate power of Deutsche Telekom”. The website states: “The thrust of such a corporation can propel you to new heights but may as well make your life difficult sometimes.”

With this new incubator also corporate interests of Deutsche Telekom are in focus:



“With our Berlin incubator, we would like to get in touch with innovative talents at the earliest recognize innovation and growth markets. To attract new business to the incubator is an important interface between the flexible and fast acting startup scene and the corporate world,” said Thomas Kiessling, DT Chief Product & Innovation Officer

Therefore **hub:raum** promises make accessible the connection to “one of the world’s leading integrated telecommunications companies”. The website of the new incubator raises high expectations promising to “do it right from the start” in four ways:

- Providing finance for the start-up (up to € 300k)
- Provide hands-on mentors and experts
- Provide co-working space
- Enable to exploit corporate levers

Contact: Min-Kin Mak and Peter Borchers at email info@telekom.de
Website: <https://www.hubraum.com>
<http://www.telekom.com/medien/konzern/126118>

The Art and Science of Entrepreneurship

Under the headline “The Art of Entrepreneurship” on the website the Entrepreneurship Foundation (EF) in Berlin offers a comprehensive online service for entrepreneurs. The aim of the foundation is “to support and accompany start-up entrepreneurs systematically

The **Community Campus** is to facilitate contact between all interested in entrepreneurship. This community offers the opportunity to publish information and to find contact with other participants.

This begins with an online introduction to the techniques and procedures that allow to systematically developing an entrepreneurial concept.

The “man behind” all this is Prof. Dr. Günter Faltn who teaches at the university and is a successful entrepreneur. The company **Teekampagne** set up by Faltn in 1985 became market leader in the Germany with a radically simple vision: make exclusive tea affordable. The principles are simple: specialize on just one kind of tee, Darjeeling, make sure it is a clean, organic product, sell only large packages (one kg), and sell directly (Internet). The concept also includes transparency (the cost calculation of the product is published on the website)

In their annual events (see “Entrepreneurship Summit”) the foundation conveys methods and techniques for the development of sustainable, mature business concepts. However, the foundation does not support or advice entrepreneurs individually. Not a problem in Berlin with its wide range of business incubators focused on different kinds of entrepreneurs.

In 2001 Prof. Faltn established the Entrepreneurship Foundation.

EF is providing several opportunities for entrepreneurs: The **Entrepreneurship Campus** offers budding enterprises in a variety of ways by using the self-directed learning network.

Contact: stiftung@entrepreneurship.de
Website: <http://www.entrepreneurship.de/about/>
Website Teekampagne <https://www.teekampagne.de>

Start-Up Day in Berlin and the KfW Start-Up Award

The deGUT took place October 26 – 27 2012 in the former Tempelhof Airport of Berlin. Not long ago the Campus Party (see SPICE Update No 102) brought thousands of international participants to this place – at the DeGUT; German Start-Up and Entrepreneurs' Days, some 130 exhibitors provided information, knowledge, experience and support to more than 6000 participants. Exhibitors were representing successful businesses, banks, consultants, public support organizations, trade organizations, chamber of commerce and more.

Since 2008, the deGUT has been organized by the Investment Bank Berlin (IBB) and the Investment Bank of Brandenburg (ILB). The fair is sponsored by the Senate Department for Economics, Technology and Research of the State of Berlin and the Ministry of Economy and European Affairs of Brandenburg from funds of the countries and the European Regional Development Fund (ERDF). The patron is the German Federal Minister of Economics and Technology, Dr. Philipp Rösler.

Website: <http://www.degut.de/>

The KfW Award "Gründer-Champions 2012" (Start-Up Champions) honors companies that are not longer than five

in business. Selection criteria are – amongst others – creativity and sustainability of the business idea that create added value for society as well as the value added and the degree of innovation of the product or service. One company from each of the 16 German Federal States was honored with this award at the opening ceremony of the deGIUT 2012.

The **winner of the award 2012** for the State of Berlin is **Auticon**, the first company in Germany that exclusively works with people with Asperger's syndrome, a special form of autism as software testers. This innovative approach takes advantage of special high-quality workmanship of autistic people in software testing.

Contact: gruenderchampions@degut.de.

Website: <http://www.ib-sh.de/gruenderchampions/>

Auticon website: <http://www.auticon.de/home-25.html>



Venture Capital in Germany helps Companies to grow

Venture Lounge brings together young entrepreneurs with VC investors. It is organized in cooperation of **Neuhaus Partners** (one of the leading independent venture capital firms in Germany), **Shortcut Ventures** (a venture capital company of entrepreneurs for entrepreneurs), and **CatCap** (specialized on knowledge based companies and their shareholders in acquiring equity and selling shares).

Each year several venture lounges are organized in different cities in Germany. Under a specific headline (technology / market segment) ca. eight entrepreneurs are invited to present their business shortly (eight minutes) and one or more winners are selected. The

audience is investors, entrepreneurs, and consultants. The presentations are followed by Q&A sessions and one-on-one meetings between the entrepreneurs and other participants. In addition topical presentations of experienced experts provide information about matters related with enterprise development.

The "Hall of Fame" of Venture Lounge is listing some 50 companies with starting years back to 1999 - sufficient time to build a track record. The most recent events of Venture Lounge have been held in Berlin (September) and in Munich (October)

Contact: Katja Göken, email katja.goeken@catcap.de

Website: venture-lounge.de/start.html

Co-Working Spaces in Berlin

Berlin does not only offer a wide range of business incubators of all kinds – for technology, spin-offs, women or handicrafts, it also provides a wide range of co-working facilities. The Berlin newspaper "Der Tagesspiegel" recently counted 46 such offers – too many to describe them all and many if not most of these spaces do not provide start-up support other than affordable, flexible space and technical / secretarial services. "Business Incubation", however, means more than bringing people together and leave the rest to "the crowd". It is more than a real estate business. But co-working spaces can be a useful addition to business incubation facilities. Check yourself. Here two examples



of Berlin also has an attractive address for office space: the mobilesuite Coworking Club Berlin

mobilesuite offers "facilities and environment for creative entrepreneurship. For example, more than 100 fixed and flexible desks, Inspiring club ambience to meet fellow coworkers, colleagues, business contacts, office rooms for up to four people, conference rooms for up to 20 people, bistro for cold and warm snacks & refreshments and business services. Also a "mobile office" is offered – telephone service on behalf of the mobilesuite customer .

Website: <http://www2.mobilesuite.de/>

Prenzlauer Berg is an "in" district of Berlin - and a hotbed for the young entrepreneurs. Now this District

Since 2009 betahaus offers flexible co-working space in Berlin-Kreuzberg. On

ca. 2,000 m² the physical facilities for starting a business are available: rooms, event meeting space, WLAN, fixed and flexible workstations, telephone , printers, scanners as well as the betahaus café. About 200 freelance professionals from the creative scene have been working here: graphic designers, programmers, photographers, architects, designers, academics, lawyers, non-governmental **organizations**, translators, video artists, journalists and bloggers. betahaus, offers areas for quiet work as well as communicative space to " simply think aloud".

Website: <http://betahaus.de/?lang=en>



Business Incubation in ECA

This section provides information about incubation activities and programs from the ECA region (Eastern Europe and Central Asia). ECA^{bit} is the regional networks of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.ecabit.org/> or contact Radu Ticiu radu.ticiu@it-incubator.ro



Croatia

TERA – complex Offer to help Start-Ups to develop

The Business Incubator TERA in Osijek, Croatia works since May 2003. It is managed by TERA TEHNOLOGIS Ltd. with a clear mission to develop new knowledge-based businesses and the application of new technologies and innovation in the economy and create new jobs.

The incubator offers twenty six modern offices and 12



workstations on 1.375 sqm, of usable space in two buildings located in downtown Osijek.

The activities of TERA are is

implemented through several programs:

TEHCRO is backbone of TERA activities aimed to develop startup business and provide growth and expansion of existing ones. FOCUS is a program designed for start-



up entrepreneurs. During a period of max.6 months, the entrepreneurs can stay in the incubator under preferential criteria, register their company, and start their entrepreneurial project. Such preferential incubation program was the first of that kind in Croatia. Lease a workstation is the latest concept of incubation for “one- man” companies. They get access to the desk, personal

computer, telephone connection and intranet. Many students and fresh graduates started their companies within the program. When leaving the program FOCUS candidates can continue their operations in the incubator with the status of tenants in order to further strengthen its business with the support of an expert team of TERA TEHNOLOGIS.

Environmental technologies are very well developed in TERA. The whole cluster of EU projects is administrated by this business incubator and offer opportunity for improvement of local businesses regarding environmental performance (www.green-eu.net; www.envimpact.eu and www.we-een.eu).

TERA is member of EEN; the Enterprise Europe Network. Researchers and innovators in Eastern Croatia can offer their innovation, knowledge and experience to the international markets with the help of the TERA

TEHNOLOGIS.

TERA facilitate

offers and requests of technology (BBS)

and business (BCD)

through this network, so local businesses can

grow to global level.

Based on the "one - stop shop" concept all services for

businesses are made available at the same place and in

many cases free of charge. Services are, for example

- Information on supply and demand of products / services on the domestic market and EU market
- Connect to a network of consultants and researchers from various fields of science
- Identify partners interested in technology transfer
- Legal advice and support in negotiating activities
- Services to protect industrial property rights and interests of entrepreneurs
- Support preparation of applications for financing
- projects from EU funds
- Rapid prototyping laboratory offer 3D print or advanced mechanical and electronic prototypes

Prof. Dr. **Ivan Stefanic**, member of SPICE Group and the “man behind” TERA over the years of operations has developed the services to a complete set providing all the tools needed for helping businesses to start and to grow. Not only from being member of SPICE Group, but also through other networking activities he knows about the importance of knowledge and information exchange.

Contact: Ivan Stefanic, stefanic@tera.hr

SDO Profile: www.spica-directory.net/centers/?id=1968



Serbia

International B2B Matchmaking and Fundraising in Serbia

In SPICE Update no 102 we reported about SBAN, the Serbian Business Angel Network that is “in the making”. Now SBAN invited to attend the **International ICT B2B matchmaking event and conference** to be organized in **Belgrade, Serbia on 15 + 16 November 2012** under the name **PartnerIT 2012**: Two days international **B2B matchmaking** organized by Outsourcing Center Serbia, EEN and other partners, followed by the **FundraiseIT** conference

For the B2B matchmaking profiles of interested companies can be filed on <http://partnerit.talkb2b.net>,

The FundraiseIT conference provides information about EU programs, EU Commission calls and international funds. 16 November offers direct communication with competent **well-known serial entrepreneurs and investors from Silicon Valley and Europe**.

Registration partnerit.talkb2b.net/members/register

Contact: predrag.cvetetic@sban.eu

Kazakhstan

The Business Road Map 2020

The Business Road Map 2020 is one of the initiatives of the Government of Republic of Kazakhstan for fostering the industrial - innovative development. The Business Road Map 2020 Program renders state support under four directions: support for new business initiatives, entrepreneurship sector recovery, reduction of currency risks of entrepreneurs, strengthening of entrepreneurial potential. The number of projects approved under this program is planned to be increased to 2,500 in 2012. The number of signed subsidy agreements will reach 2,000.

The credit portfolio is planned to be up to 585 billion



tenge while the volume of paid subsidies – 24 billion tenge. (1.00 US\$=149 tenge).

The USAID Macroeconomic Project (MEP) supports the Government of Kazakhstan with the implementation of the Business Road Map 2020 program in three broad areas – public financial, management, regulation and business environment, and trade policy. The project is



experts: Tanya Shpuling Business Advisory Services and Kazakhstan program and Andrey Korovytsyn, Manager of Atyrau Business Incubator conducted three two-days workshops for “Damu” Entrepreneurship Development Fund, Ministry of Economic Development and Trade and local administration on development

by Krzysztof Zasiadly jointly funded by the Government of Republic of Kazakhstan and the USAID through the Program for Economic Development.

In September 2012 SPICE Vice President **Krzysztof Zasiadly**, SME Policy Advisor to MEP,

and management of Business Incubators and Business Development Centers, methodology of business services, new business services, women entrepreneurship, youth entrepreneurship and entrepreneurship in rural areas. More than 70 participants attended the two events held in Almaty and Astana.

Contact: Krzysztof Zasiadly, zasiadly@hotmail.com



Ukraine

Ukrainian Team won Microsoft Imagine Cup 2012

The finals of the 10th annual Microsoft Imagine Cup were held in Sydney, Australia in July this year. During recent ten year more than 1.65 million students participated in this technology competition that is honoring student technology innovations.

The winning Software Design project in 2012 was developed by the Ukrainian Team quadSquad. The software allows deaf individuals to communicate verbally using custom-designed sensory gloves and a smartphone application to translate sign language gestures into speech. Winners of the other seven award categories and with cash prizes totaling ca. US\$175,000.

The Imagine Cup 2012 competition winners were announced in front of 106 student teams at the Imagine Cup World Festival and Awards Ceremony. More than 350 students from 75 countries attended the Sydney event after competing in local and online events.

For a complete information about the completion winner, visit website <http://www.imaginecup.com/Main/History> Now the **Imagine Cup 2013** is on under the slogan “If you can Dream it, you can Build it”. The Worldwide Finals of the Imagine Cup 2013 will be held in St. Petersburg, Russia 8-12 July 2013.

Information: <http://www.imaginecup.com>

Business Incubation in MENA

This page provides information about incubation activities from the MENA region (Middle East and North Africa). MENA^{inc} is the regional infoDev supported network of business incubators and technology parks. More information: [hppt://iisc.infodev.org/en/Region.5.html](http://iisc.infodev.org/en/Region.5.html) or <http://www.menainc.org> contact Mr. Mohammed Allam at m3allam@gmail.com



Maghreb

Start-Up Initiative – 325 New Businesses? Boot Camp comes next

The Maghreb Start-up initiative is organized in parallel in Algeria, Morocco and Tunisia. Libya and Mauretania could be included soon.

325 would-be entrepreneurs participated in the 2012 competition and drafted their business ideas, 150 completed the application for the Start-Up Initiative successfully, and 20 of them presented their concept to the Intel Global Challenge.

In the end the result of phase 1 of the Maghreb Startup Initiative **37 projects were accepted** as semi-finalists for



were invited to prepare for the next phase of the competition in the beginning of September where the candidates for participating in a boot camp in October were selected But also projects that did not make it to this stage will

find further support and assistance by the Young Entrepreneur Foundation. Based on the response to the first Maghreb Startup Initiative plans came up to organize a second edition in coming year.

Contact: fondationjeuneentrepreneur@gmail.com

Website: <http://www.pnb-napeo.org/en/efeevents.html>

MENAinc *infoDev Business Incubation Training in Jordan*

The infoDev Business Incubation Management Training Program will come to Jordan. Organized by Al Urdonia Lil Ebda (AULE) and MENAinc the training will be offered December 3 – 6, 2012 and thereby continue the MENAinc training held in Bahrain in May 2012.

Designed for business incubation managers and stakeholders the training will increase understanding and know-how about the business incubation process. The training is delivered by certified trainers by InfoDev.

At this time following modules of the infoDev program are foreseen for this training (according the interest of training participants the selection may be modified):

Business Incubation Basics: Module 1: Business Incubation Definitions and Principles; Module 2: Business

Incubator Models, Including Success Factors; **Business Incubator Operations:** Module 3: Planning a Business Incubator; Module 5: Financing a Business Incubator; Module 7: Monitoring, Evaluating and Benchmarking Business Incubators **Advanced Incubator Management**



Module 9: Deals and Financing for Incubator Clients This training program is the first-of-its-kind in Business Incubation designed for business

incubation managers and other business incubation /business development stakeholders (Societies, Associations, Public Entities, Privet Entities, Banks, investors) wishing to increase their understanding and know-how of the business incubation process.

For more information and registration, please contact Sharaf Obeidat, email sh.obeidat@bic.jo

Lebanon *BERYTECH now runs its third Business Development Centre*

Berytech launched the Beirut Digital District, on September 3, 2012 as a national pioneer initiative in Beirut. The innovative community now has access to a state-of-the-art infrastructure aiming at contributing to the economic development of Lebanon. In the framework of this initiative, Berytech will be running a third Business Development Centre within this high-tech zone, at first class location, providing support to a higher number of Start-ups and SMEs.

Mr. Maroun N. Chammas, Chairman and CEO of BERYTECH at the launching ceremony introduced the vision of

this project, in the presence of H.E. Mr. Najib Mikati, and H.E. Mr. Nicolas Sehnaoui. He highlighted the contribution of Berytech to this new tech hub in Beirut, adding its 10 years of expertise in supporting entrepreneurs.

This ambitious project is a joint initiative by ZRE, Ministry of telecommunications and Berytech aiming at boosting the technology sector in Lebanon while providing exceptional opportunities to local businesses.

For any interest in joining Berytech, in Beirut Digital District, please contact info@beryltech.org

SDO Profile: www.spica-directory.net/centers/?id=2028

Tunisia *More than 300 Start-ups supported through BizSpark*

In Tunisia, since the launch of BizSpark in February 2009 in Gafsa, more than 300 startups benefited from this program, especially from the software, technical workshops and managerial trainings.

BizSpark is a Microsoft program aimed at helping in the development of start-ups in launch phase. The program is offering several advantages and allows to insure and to consolidate their competitive advantages on the market.

The 300 Tunisian start-ups came from all regions of the country receiving support from BizSpark Network Partners situated in each governorate. The program offers (free access to) **Software, Visibility** (the start-up can put product information on-line), **BizSpark Camp** (technical workshops on Microsoft newest technologies in software development as well as managerial trainings)

Worldwide BizSpark web site: <http://www.bizspark.com>

Egypt *What's on?*

In general SPICA Directory Online – the invisible work behind the scenes – provides a basis for getting an idea about actual developments regarding business incubation in a country. For Egypt it is not so easy. Many incubators that have been listed in the directory do not respond. This might be a break for taking fresh breath – it could be that these organizations terminated activities. New incubation activities may not yet be ready for international experiences and cooperation. Therefore, we only can provide a few spotlights and promise to continue searching.

A name know already for many years is **Idevelopers**. Not a business incubator, but a venture capital firm that continues to be in business and states “In fact, in 2011 we invested over EGP 40 million, 4 times the amount we invested in 2009.” Based on their analysis this time of change in Egypt is the right moment to invest.” We as investors believe there has never been a better time to invest in the technology sector in Egypt.” Idevelopers

reports that they have “we met with over 60 companies during the course of the year ... (and)...we invested in **Nefsak**, Egypt’s leading online e-commerce company, **Offema**, one of Egypt’s leading Group Buying operations, and **Nezal**, Egypt’s soon to be leading online and mobile games producer.” In addition, Idevelopers completed follow-on investments in Fawry, IdentityMinds.

Looking at incubators, signs of life came from **IT General Division (FoCC IT)**, The Federation of the Egyptian Chambers of Commerce and **Technology Innovation and Entrepreneurship Center (TIEC)** – the only two Egyptian incubators that updated their profiles in SPICA Directory during this year. However, both profiles are not yet complete and therefore not shown on SPICA World Map. But registered directory users with “Gold” status can see the profiles anyhow.

SDO Profile: www.spica-directory.net/centers/?id=2418

SDO Profile: www.spica-directory.net/centers/?id=2455

Important upcoming Events

<http://www.spice-group.de/events/>

If the conference hosts / organizers are represented in **SPICE Group** the respective logo is shown at the event. As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We recommend visiting the "Events" section on the SPICE Group website. This page also offers the feature to put your own event on the list – directly and online. Just click on "[Add new information](#)" and you will be guided through the simple process. For an actual event overview, please visit the SPICE Group website <http://www.spice-group.de/events/>

November 4 –6, 2012 in Hamburg, Germany: Annual ADT conference



NOW is the time to register – last minute!

The Annual ADT Conference 2012 of the German Federal Association of Business and Technology Centers (ADT) will be held in Germany's second largest city, Hamburg. "**Strategies for Regional Cores of Technology and Growth**" is the conference title and topics on

the agenda include "The Role of Innovation and Technology for Developing a Region" or "Financing Technology Parks and Incubators" - or roundtables, for example, to discuss "Cooperation for Success" Contact: Andrea Glaser: glaser@adt-online.de Website: www.adt-online.de

November 6 –8, 2012 in Potsdam, Germany: 16th Annual Conference on Entrepreneurship Research

Under the theme "Creativity and Entrepreneurship", the 16th Annual Interdisciplinary Entrepreneurship Conference (G-Forum 2012) will be organized mainly by the University of Potsdam and Potsdam Transfer -Center for Entrepreneurship, Innovation, Knowledge and Technology Transfer.

The objective of the two-day G-Forum is to encourage scientific discussion and the exchange of ideas among

entrepreneurship scholars, entrepreneurs and policy makers. Keynote presentations of renowned scientists in entrepreneurship research and awards (for example the research newcomer and for sustainable and social entrepreneurship) will enrich the conference program.

<http://www.conventus.de/12556/?&L=1>



Nov 8 –9, 2012 in Paris, France: Coworking Europe Conference 2012

After the first Coworking Europe conference in Brussels 2010, now Paris will host the third edition of this event.

At this conference Eze Vidra will present the Google Coworking Campus, London, Edgar Gonzales will speak about the Madrid coworking design contest, and Paris' coworking spaces catalysts will share their experiences.

These are just a few examples of the content of this event that will discuss design, revenue generation, community building and management and other topics around the successful operation of coworking space.

More details on coworkingeurope.net/

Contact: J-Y Huwart, jy.huwart@coworkingeurope.net

Nov 11 – 12, 2012: Amman, Jordan: Innovation and Commercialization for Economic Development

Science parks, innovation centers and business incubators are the natural playgrounds of supporting innovation and commercialization. The workshop will identify the roles of the stakeholders, define regional solutions to promote intellectual property, and generate ideas to create an ecosystem supportive for entrepreneurs. The workshop is tailored to people in charge of technoparks, incubators, and

innovation networks, organizations that promote research discoveries, clusters, as well as their partners (Ministries, investment funds). The workshop will be held in English at the ESCWA Technology Centre, El Hassan Science City, Amman, Jordan.

Contact: Nizar Halasah, email halasah@un.org

Website: www.etc-un.org

Nov 15 – 16, 2012: Belgrade, Serbia: International B2B Matchmaking and Fundraising

The **International ICT B2B matchmaking event and conference** will be organized by SBAN, the Serbian Business Angles Network under the name **PartnerIT 2012**

2012: Two days international **B2B matchmaking** organized by Outsourcing Center Serbia, EEN and other



FundraiseIT
conference
Access to Finance

partners, followed by the **FundraiseIT** conference helping with access to finance. For more information see report on page 13.

Registration partnerit.talkb2b.net/members/register

Contact: predrag.cvetic@sban.eu

Nov 20 –22, 2012 in Lincoln, United Kingdom: Annual UKBI Conference



'Unlocking Potential' is the general theme of the UKBI this year that will include streams on Entrepreneurship, Start-

Innovation and Accelerated Growth.

The conference program will be split over three days so we can incorporate discussion and peer-to-peer learning as

broad as possible.

Day 1 Advanced Practitioners Workshops Conference Reception **Day 2** Main Conference at Lincolnshire Leadership and Management Centre; Gala Awards Dinner at the Chapter House of Lincoln Cathedral;

Day 3 will offer Incubator Tours

More details website www.ukbi.co.uk/conference.aspx

Contact: Keiron Broadbent, k.broadbent@ukbi.co.uk

Nov 29 – Dec 1, 2012 in Seoul, South Korea: 18th General AABI Member Assembly and Conference

This event will combine the 18th AABI membership Assembly, an international conference, and celebrating the **10th Anniversary of AABI**, the Asian Association of Business Incubators. Also the event will offer an opportunity to attend the 2012 Korea Entrepreneur Festival and to take advantage of the business incubator tour. An

important part of the conference will be "status reports" about the situation and development of business incubation in Asian countries. AABI has announced a **Call for Papers** for these country reports. More details soon on website www.2012aabi.com
Contact: softjw@kobia.or.kr

Dec 3 – 6, 2012, Amman, Jordan: infoDev Business Incubation Management Training

The infoDev Business Incubation Management Training Program will come to Jordan, organized by Al Urdonia Lil Ebda (AULE) an incubation program covering several locations in Jordan and MENAinc, the regional infoDev business incubation network.

Designers the training will increase understanding and know-how about the business incubation process. The training is delivered by certified trainers by InfoDev. This training is the first-of-its-kind in Business Incubation designed for business incubation managers and stakeholders. Contact: Sharaf Obeidat, email

Dec 9 – 12, 2012 in Seoul, South Korea: 5th ISPIM Innovation Symposium

The 5th ISPIM Innovation Symposium - **Stimulating Innovation: Challenges for Management, Science & Technology** will be and hosted by KISTEP – Korea Institute of Science & Technology Evaluation and Planning. For this symposium around 200 innovation experts from

35 countries are expected. On the program: Academic, Industry and Policy speakers; Roundtable Discussions; Themed Sessions, and "Innovation in Korea". Contact: Brian Bitran, email bitran@ispim.org
Website: www.ispim.org

2013

April 7 – 10, 2013 in Boston, Massachusetts: 27th Annual NBIA Conference



Planning well in advance is made possible because NBIA, National Business Incubation Association, USA, already announced the next annual conference. The event will be held in Boston, Massachusetts and is can be expected that again 500 – 600 participants from al around the world will join.

Highlights of the 2013 conference include:

- More than 60 sessions that will offer tips and

techniques to implement in your program

- Opening Reception: to get registration materials, mingle with attendees, meet exhibitors, and enjoy
- Incubator tours: Explore how some of Boston's most successful incubators Vendor Mixer: Meet NBIA's sponsors and exhibitors and learn about the services they offer to make your job easier

Contact: info@nbia.org

Information on website : www.nbia.org

May 21 – 24, 2013 in Izmir, Turkey: 9th INSME Annual Meeting

"The governance of innovation: building an innovative eco-system for SMEs" is the title of the 9th INSME Annual Meeting that will be co-organized by IZKA - IZMIR Development Agency. Turkey has been selected as venue because it is a dynamic emerging market equipped with a network of developed infrastructure and

a globally competitive work force. Its unique position at the crossroads the world trade routes and its proximity to the developing regions in Caspian and Central Asia are factors that raise its potential for the coming years

Contact. Christin Pfeiffer, email secretariat@insme.it

Website: www.insme.org

July 8 – 12, 2013 in St. Petersburg, Russia: World Final of Imagine Cup 2013

Microsoft's Imagine Cup is travelling the world. The finals for the 2012 competition were held in Sydney, Australia. Now the completion for next year's competition already has begun - the Imagine Cup 2013.

The Worldwide Finals of the Imagine Cup 2013 are

scheduled to be held in St. Petersburg, Russia. To participate, registration is needed on website <https://compete.imaginecup.com/user/registration> before 15 March 2013.

Website: <http://www.imaginecup.com/>

Sep 14 – 16, 2013 in Riga, Latvia: The BALTIC DYNAMICS 2013



has become an important meeting place for the business

The annual BALTIC DYNAMICS conferences are held in turns in the three Baltic States: Estonia, Latvia and Lithuania.

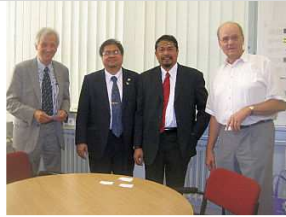
incubation professionals of Europe and other parts of the world. The program for next year's conference is not yet, but the dates are worth being blocked in your calendar.

Contact Janis Stabulnieks ltc@latnet.lv

About Members

Malaysia meets Berlin

On a business trip to a number of cities in Europe SPICE Boy **Annuar Safar**, CEO of Kulim Technology Park, for Malaysia, together with his colleague **Khairul Osman** visited Berlin in early September. A meeting with the managing team of the IGZ Adlershof, **Florian Seiff** and **Gerhard Raetz** was part of the program aimed at exchanging experiences from business incubation in both countries. The presentation of the experiences made in Berlin Adlershof gave an overview about the development from a small business incubator to a technology park with more than 10.000 jobs. On the roof top terrace of IGZ the visitors got an impression of the size of WISTA, the research and business park Berlin-Adlershof- The business incubator was kind of the starting initiative of his park. It was a long journey over 20 years' time that brought much experience, including ways to support



foreign companies to get a smooth start in Berlin. The OWZ, International Business is providing the needed support and advice. It is neighboring IGZ and run by the same management that also operates the first German incubator (BIG) and the latest technology incubator in Berlin, the CHIC in the city center. IGZ since many years is working without financial support from public sources and could finance the new incubator out of own resources.

Contact: Florian Seiff, email seiff@izbm.de

SDO Profile: www.spica-directory.net/centers/?id=472

SPICE BÄR

Of course the meeting of the Berlin SPICE Group members will continue. However, since last SPICE Update was published too much work, too many travels and appointments made it impossible to find a day to meet. Therefore reporting on the 9th SPICE Berlin meeting must wait. And a correction is necessary: numbering has not been correct. Number 5 was skipped and therefore we arrived so far at meeting number 8 only. And here a change to inform about. So far this sub-network was called SPICE BER. But "BER" is the abbreviation of the new Berlin airport that should open a few months ago. But the opening has been postponed several times already.



Now first flights are scheduled for October 2013. As such delays are not our way of working we should not associate our activities with "BER". Therefore (possibly not final, but for the time being) the name will be "SPICE BÄR". BER and BÄR sound very similar when saying it in German. So it seems that there is not much difference. But it makes a difference. BÄR (= bear in English) is shown in the Coat of Arms of the City of Berlin (see left picture). BÄR it is a strong and individualistic creature, exists in many variations, and in general has a positive image. Possibly we could chose a bear as mascot for SPICE BÄR ...

Contact: spice@spice-group.de

Join for the 10th SPICE BÄR Meeting in Berlin

Announcement The last SPICE BÄR Meeting of the year 2012 will take place in **Berlin December 13 – 16, 2012**. This will be special event -not only because this is the **Tenth SPICE BÄR Meeting**. Besides a one-day-round-table workshop (Dec 14) and the traditional SPICE tour

of Christmas markets in Berlin (Dec 15) the event will conclude with a live concert of DER MÄNNER-GRUPPE (<http://www.dermaennergruppe.de>) with SPICE Boy Rolf Friedrichsdorf.

For info contact: larisa@spice-group.net

Good to know +++ Good to know +++ Good to know +++ Good to know +++ Good to know +++

If you want to publish information about your events and activities you can do this by adding such material yourself to the website. Visit www.spice-group.de/events/ and select the link "Add new information". Note: you need to be registered user of SPICA Directory for using this service.



NEW versions

Videos of SPICE Art Ball presentations are available in higher resolution in the Art Ball website now: www.art-ball.net (select page "Keep the ball rolling") And you also can find them on **YOUTUBE**

And finally...

There is one more SPICE Update schedules to be published before the year 2012 ends. One more opportunity for you to let the world know about your achievements and activities. Just let us know if you have something to publish by sending material of a draft article. Also, you may inform us if you want to suggest a city to be covered as "Entrepreneurial Hotspot".

Heinz Fiedler & Larisa Brovarska

SPICE Update is the newsletter of SPICE Group. In general this newsletter is published 4 -6 times per year and regularly delivered free of charge to members of the network as well as selected partners. Articles for publication are invited and will be published under the name of the author. Although we do our best for making sure that published information is correct we cannot accept responsibility for errors that may occur nor for the content of website links provided. Editor: Heinz Fiedler, Niedstr. 40, 12159 Berlin, Germany, Email update@spice-group.net
