



SPEED UP 1st Interregional Training Workshop

“Incubation Services and their Financial Sustainability”

Potsdam and Berlin, 07-08 March 2017

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The 1st Interregional Training Workshop of **SPEED UP** project took place in Potsdam and Berlin, on 07-08 March 2017. **SPEED UP** project, funded by the EU's **Interreg Europe** programme involves partners from 8 Europe regions keen to learn from each other about best practices in support of entrepreneurship, and in particular of business incubation. The workshop was hosted by the STIC - Economic Promotion for East Brandenburg, one of project partners, and was dedicated to *Incubation Services and their Financial Sustainability*. Main topic covered within this training event were:

1. Private/public incubators
2. International Startup pass to permit the circulation of ideas and entrepreneurs – digital cards for access to free offices
3. Partnership with big companies/ Vertical acceleration programs with big companies
4. Investment/Participation in new companies/start-ups

The ITW based on several presentations by European experts and group session to exchange experience, to deepen knowledge and to foster and extent the international cooperation between participants. Workshop activities contributed to stimulate discussion and enforce collaboration processes between partners. As a result the group work sessions brought partner to develop a shared vision about the most influent elements in entrepreneurial cases of success.

Thanks to the efforts of moderators collaborative session were involving and effective. Barcamp and table group work emphasized business plan core elements, good practice sharing and flow of ideas through a shared evaluation process.

The first day after the introduction by Lucia De Siervo, Project coordinator **SPEED UP** from the Municipality of Florence , André Röser, Ministry of Labour, Social Affairs, Health, Women and Family - Brandenburg presented funding and activities in Brandenburg. The presentation pointed out the different policy instruments of the European Social Funds targeting entrepreneurship. The instruments are grouped in the main activities information, sensitization and mobilization; consultation, coaching and qualification; and financing. With its Framework the Ministry became a Finalist of the Regio Stars 2012.



During the two days several presentations were delivered to the audience, under the four topics:

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Topic 1: Public/private incubators

Berlin-Brandenburg Business Plan Competition (Region: Berlin and Brandenburg/ Germany)

The Berlin-Brandenburg Business Plan Competition (BPW) is Germany's largest initiative for new entrepreneurs. BPW guides new entrepreneurs through their business plan by offering seminars, individual coaching, networking events and access to financial institutions and investors. Participants can submit their business plan to participate in the competition. BPW is giving a prize money of 50.000 Euro in total. Besides, the new entrepreneurs are getting professional feedback by two independent experts. All offers and services are free of charge. The competition is covering every sector. The Startup incubation model started 1995, 1.864 companies founded and 12.382 jobs created in the region. With a startup rate of 90% among the participants BPW is a successful instrument to promote and boost regional entrepreneurship in Brandenburg and Berlin.

Business Innovation Support for Tech Startups (Region: Antwerpen/ Belgium)

Imec is a world-leading R&D and innovation hub cooperating with companies, start-ups and academics. Imec offices spread across the world. Nearly 3.500 researchers are working for imec to assure industry relevant and life enhancing solutions. Imec provides different services for each start-up phase: pre-incubation services, incubation services and special services for internationalization.

ISTART Business Incubation Program started in 2011 providing incubation facilities & services setup of innovative ideas. The target group of the program are tech startups mainly in the field of nanoelectronics and digital technologies. Incubated companies need a scalable product addressing a clear need in the market and clear ambitions to enter the international market. The selection and investment carried out by the imec.istart fund (public-private partnership fund). ISTART is benchmarked as no. 4 accelerator worldwide, among over 500 similar programs.



Topic 2: International Startup Pass to permit the circulation of ideas and entrepreneurs – digital cards for access to free offices

Startup Lisboa

(Region: Lisboa/ Portugal)

Born in 2012 Startup Lisboa is a Business Incubator for tech, trade and tourism startups. The Incubator offers several services and programs. One of them is the initiative “The Host”, an international Startup Pass for incubated companies. The idea based on the needs of incubated companies who were looking forward to these services. Startup Pass members have free access to and office desk, Wi-Fi, meeting rooms and to workshops & events up to 14 days. Interested Business Incubators can become partner of the initiative in case they guarantee these requirements. The digital card is an instrument to boost the internationalization of startups.

Betahaus

(Region: Several locations across the world, headquarter in Berlin/Germany)

Betahaus started in 2009 as a co-working space in Berlin. Over the years Betahaus expanded among 4 locations across Europe and co-founded other space across the world. Main assumption is the idea that co-working is never reduced by once place as the internet and the market is global.

Betahaus provides three models of membership. They offer basic services: desk, coffee shop, public rooms to exchange ideas, 3 D printer, lab area, events, academy program (members are teaching members) to Pitchevents (one global winner, around 500 applications). Betahaus main objective is to a global entrepreneurial ecosystem for their members → *One Co-Working*.

In cooperation with 30 spaces across the world Betahaus provide 3 days of free office space for their members. A membership app gives members an overview about co-working spaces in the respective city/area. They can easily check-in by the app. Betahaus organizes events around the world to connect the global entrepreneurship scene.



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Topic 3: Partnership with big companies/vertical acceleration programs by big companies

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EL Cubo – Andalucia OPEN FUTURE (Region: Sevilla, Andalucia/Spain)

A successful partnership to foster tech-based start-up is the cooperation between Telefonica and Junta de Andalucia. The Accelerator program fills a gap of regional services as many services focused on the pre-seed and seed phase of business creation. El Cubo is pushing startups scaling up production in order to be sustainable and attractive to investors. Within eight months companies are working on profitable products and receive guidance by a pool of mentors. The region of Andalucia is characterized by its agro-culture. The digitalization of agro-culture is becoming an important key driver in the regional economy. The partnership is a win-win situation for both sides as the public sector offers building and financing for regional entrepreneurs, Telefonica the knowledge how to foster tech-base startups and entrepreneurs. Furthermore, EL Cubo is identifying start-ups who are working on concept for Industry 4.0. Around 34% of the companies acquire private investment and 65% generate income. Another successful tool/vertical support is the mentoring by former startups who are keeping on track on the startups.

How to encourage cooperation between start-ups and corporates (Region: Tallinn, Estonia)

Tallin Science Park provides a full-scale ecosystem to trigger entrepreneurship on local, national and global level. With 1.3 Million inhabitants in Estonia Technopol has a clear global perspective as export and internationalization will be the key driver for the Estonian economy. Main objective is to foster cooperation between startups and big companies as well as to cooperate with companies on specific challenges/needs. Technopol identify different reasons for the cooperation between startups and companies. The main benefit for companies is to gain access to new technology, to stick to new developments/trends and to experiment with new ideas. The main benefit for startups is mainly the strategic partnership with the company while other benefits are not that significantly dominant. In comparison to the data Technopol built up their ecosystem to provide services in a proper manner and to meet market needs. The focus during the incubation process and validation lies on mentoring, workshops and to provide knowledge. Technopol offers several acceleration rounds with a global approach.

Technopol cooperates with the University of Technology and private bank on the project *prototon* to offer a high amount of fund for the prototype development to 2- 5 ideas.

As startup experts Technopol is cooperating with companies by organizing their events addressed to entrepreneurship.



Topic 4: Investment/participation in new born companies/start-ups

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Investment and participation in new born companies and startups (Region: Warsaw/ Poland)

Startup Poland is a non-profit foundation to facilitate technological development in the CEE region. Over the last years Poland is characterized by rapid economic development and transformation. For companies as well as for venture capital Poland becomes very attractive due to the low costs. Startup Poland uses these resources, develops tech based startup incubation models and recruits and analysis high-tech projects from the CEE region.

Over the last years Startup Poland becomes a specialist to attract venture capital(VC) funding. Inspired by the incubation stages successfully proved by incubators from Israel, Startup Poland started with the VC fund's support after the business idea passed the stage Proof-of-Principle. Only ideas meet market needs and VC requirements are getting funding. Mostly, this stage starts with a prototype development.

Startup Poland cooperates with several public and private partners. Well-known cooperation with the City of Warsaw is *Startup Hub Poland*.

Namely startups supported by VC funding are: VPPlant, HOLOSURGICAL

During the second part of the day Partner had the occasion to visit several areas of Accelerator2, one of the most successful high-technology sites in Germany and Berlin's largest media site. It is home to 1,041 companies and scientific institutions (Dec 2016) on an area of 4.2 km² - embedded in an integrated urban planning concept. 16,778 people work and 6,700 study there.

More detailed presentations with links and references, as well as links to video presentations are available on [SPEED UP web site](#).

Notes for editors:

SPEED UP project is co-financed by the Interreg Europe programme, through the European Regional Development Fund (ERDF). The Interreg Europe programme is designed to support policy-learning among the relevant policy organisations with a view to improving the performance of regional development policies and programmes. For more information about the project, partnership and the Interreg Europe programme, please consult the [Press kit](#) enclosed to this article.