



## SPEED UP 1st Interregional Thematic Seminar

### “Incubation Services and their Financial Sustainability”

Seville, 22 November 2016

Chamber of Commerce of Seville Plaza de la Contratación, 8. Sevilla

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The 1st Interregional Thematic Seminar of **SPEED UP** project took place in Seville on 22nd November 2016. **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. Organised by the Chamber of Commerce of Seville, one of project partners, the Seville seminar was the first event in which partners presented and discussed about most valuable practices successfully implemented in respective regions on incubation services such as mentoring, coaching, access to finance, networking, clustering, etc. and their financial sustainability. The seminar was open to local and regional policy makers, business incubators, entrepreneurship organizations and associations, universities, R&D centers, entrepreneurs and aspiring ones.

Soon after the seminar, project partners organised meetings with local stakeholders to share with them lessons learned and choose the most appropriate practices to transfer and implement respective regions. The next **SPEED UP** event, taking place in **March 2017** in **Berlin**, will be organized as a training workshop on selected best practices.

#### **Best practices overview:**

##### **1. Accelerating Tech Start-ups - MINERVA Program (Spain)**

Minerva Program, leaded by Vodafone Spain and supported by the Andalusia Region helps entrepreneurs to turn their ideas into a business opportunity and new start-ups in accelerating the exit of their developments to the market. It is focused in particular on tech developments for smart city solutions. Each year, through a call for proposals the Program awards financially and gives access to services to most promising entrepreneurial projects from Andalusia region.

##### **2. TechPub - The global Community for Tech Products Entrepreneurs and Start-ups (Poland)**

TechPub is a business incubator that works with over 750 companies around the world, building proprietary technology products, to help them scale. It's one community with programmes and spaces in London, Swansea, Riga, Bucharest, Bangalore, Madrid and Warsaw where it helps start-ups go global. The TechHub network enables it's members to work smarter, develop faster and increase their chances of the start-up success. It supports start-ups across all stages of their development, acting as the common thread along their journey through the start up lifecycle - from ideation to exit.



### **3. Global and scalable business models to support innovative startups - Nana Bianca (Italy)**

Nana Bianca manages coworking spaces, a start-up studio (venture building) and an acceleration program. Nana Bianca is cooperating with public stakeholders in the distribution of public funded grants through its acceleration program and in the renovation of public areas to accommodate its expansion plans. The main objective of Nana Bianca is the scouting and accelerating of promising business ideas, with the purpose of realizing satisfying capital gains in the stake acquisition and selling of such entities. In order to maximize both the number of companies successfully founded and their relative revenue size, a broader ecosystem-building plan is being put in place.

### **4. Scouting and commercial support to start-ups - Navacchio Techno Park (Italy)**

Navacchio Technological Park supports creation and development of new enterprises in ICT, green-tech, robotics, biomedical, IoT sectors and promotes the entrepreneurial mindset in schools and universities. To support the competitiveness of start-ups and SMEs, the Pole has introduced a professional manager for business development and open innovation. Each start-up applying to enter to the Incubator is supported by a peer start-upper, a figure chosen from ex start-ups and associated enterprises, with the aim to make use of the errors made.

### **5. Networking for sustainability - CERFITT (Italy)**

CERFITT Business Incubator is a part of a new strategy for local development, promoted and sustained by local and regional government. The focus points of the strategy are: 1) offering the local economic system resources and services by means of highly qualified researchers, dedicated infrastructures, instruments and devices of the highest quality; 2) fostering and sustaining both the innovation in existing industry and the start-up of firms in new emerging sectors; 3) Scouting for viable filières based on new technologies where the integration between research and industry could generate new business opportunities for the economic development of the region.

### **6. Imec.istart: Supporting researchers, young entrepreneurs and start-ups to bring their ideas to the market - City of Antwerp (Belgium)**

Imec.istart Incubator stimulates tech entrepreneurship in the region and help creating healthy companies. It is partially supported with government funding and is embedded in Imec, the world-leading research and innovation hub in nanoelectronics and digital technologies, as its strategic research center, with connection to all five universities in Flanders region. It's the only business incubator currently offering pre-seed funding, next to an important package of coaching, mentoring and support. The incubator has been benchmarked no. 4 university-business accelerator by UBI Global, an independent institution benchmarking over 500 incubators and accelerators worldwide linked to research institutions.



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### 7. The reinvention of the incubators to become financially sustainable - StartUp Lisboa (Portugal)

The main goal of Startup Lisboa is to support the development and growth of startups, helping them to attract customers and investors, to scale up and to become global. It is the only incubator in the region that has a residence for entrepreneurs, a tourism programme to attract entrepreneurs to the city, a merchandising line to promote Lisbon as a city of entrepreneurship, and also a programme (The Host) that foments the free circulation of startups among the partner incubators around the world.

### 8. Building a self-sustainable business incubator: case study of Start-up Incubator - Tallin Science Park Technopol (Estonia)

Startup Incubator is a business development program for early stage technology startup companies, one of the strategic services provided by Tallinn Science Park Tehnopol. The Incubator is working with early stage startup companies that have scalable business model, prototype of the product or service and full scale team to launch the product in international markets. It is the only program in the region that has special tech-focus and competence build around the focus areas.

### 9. Young companies and green companies: Start-up support of young and/or green entrepreneurs in the rural area - STIC (Germany)

**young companies** started in 2004. The business incubator is funded by European Social Funds and national funds. With several locations in East Brandenburg young companies is the main contract point for young people starting a business. The program creates career perspective for young people and avoids the outflow of young people in other regions.

**green companies** started in 2012. The project support green entrepreneurship in North-East-Brandenburg. The program offers several instruments to boost green entrepreneurship and sustainable business concepts like professional workshops, revision coaching, presentation at trade fairs.

### 10. A<sup>2</sup> Accelerator Programme Berlin: Boosting innovative companies - WISTA (Germany)

A<sup>2</sup> Adlershof Accelerator Program Berlin offers five to eight start-up teams each year an opportunity to work with experienced entrepreneurs to implement their business ideas and generate growth. The five-month Accelerator program provides start-ups with high market potential, a tailor-made support, professional coaching and free space, as well as access to networks and contacts, as an intensive exchange with industry partners takes place during the acceleration period.

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.