

# LAZIO INNOVA ACTION PLAN



## PART I – GENERAL INFORMATION

**Project:** Scale Up “Supporting concentration and robustness of SMEs within the renewed EU industrial policy”

**Partner organisation concerned:** Lazio Innova spa

**Country:** Italy

**NUTS2 Region:** Lazio Region

**Contact person:** Ilaria Corsi

**Email address:** [i.corsi@lazioinnova.it](mailto:i.corsi@lazioinnova.it)

**Phone number:** 06 60516244

## PART II – POLICY CONTEXT

- The Action Plan aims to impact:
- Investment for Growth and Jobs programme**
  - European Territorial Cooperation programme
  - Other regional development policy instrument

**NAME OF THE POLICY INSTRUMENT ADDRESSED: 2014-2020 Lazio Region ERDF Regional Operative Programme-AXIS 3 “Competitiveness”- Action 3.5.1-Sub-Action A Innovation Hub: Reform of Incubators in places of accessing to regional services for business and work-Project “Loic – Lazio Open Innovation Centre of Zagarolo”.**

### **FURTHER DETAILS ON THE POLICY CONTEXT AND THE WAY THE ACTION PLAN SHOULD CONTRIBUTE TO IMPROVING THE POLICY INSTRUMENTS:**

Lazio Innova participated in Scale Up Project to strengthen the following policy instruments:

- **2014-2020 ERDF REGIONAL OPERATIVE PROGRAMME - ACTION 1.1.3-ACTION 1.1.4-ACTION 3.3.1**
  - **Action. 1.1.3** - Support the economic enhancement of innovation through experimentation and adoption of innovative solutions in processes, products and organizational formulas, as well as through the financing of the industrialization of research results.
  - **Action. 1.1.4** - Support collaborative R&D activities for the development of new sustainable technologies, new products and new services carried out by companies in connection with other subjects in the industry, research and universities and by existing public-private aggregations such as Technological Districts, Public-Private Laboratories and Innovation Poles.
  - **Action. 3.3.1** - Support competitive repositioning, ability to adapt to the market and attractiveness for potential investors of local vital entrepreneurial businesses. Operations consist in aid measures for companies, in services supporting the competitiveness of existing companies and the attraction of new activities, in the strengthening of training and technical education, in adapting the skills of workers to the needs emerging also from new market opportunities and in interventions for the creation of new employment also of autonomous type.

As in other EU regions, Covid-19 dramatically changed this scenario and the PO was therefore drastically revised to front the epidemiological emergency. All the resources allocated to the selected policy instrument (2014-2020 ERDF R.O. P. - Action 1.1.3 -1.1.4 - 3.3.1) were redirected to actions addressing the Covid emergency with no possibility to integrate the best practices coming from Scale Up.

Given this situation, Lazio Innova was compelled to choose a new Policy Instrument.

As far as the 2021-2027 Lazio Region ERDF Regional Operative Program is concerned, Scale Up cannot impact it because the definition of this document has been delayed and no official draft is yet available.

Lazio Innova has then selected within the same **Policy Instrument 2014-2020 ERDF R.O.P. the new Action 3.5.1 Support interventions for the creation of new businesses both through direct incentives, through the offer of services and micro-finance tools-SUB-ACTION A INNOVATION HUB: REFORM OF INCUBATORS IN PLACES OF ACCESSING TO REGIONAL SERVICES FOR BUSINESS AND WORK-PROJECT “LOIC – LAZIO OPEN INNOVATION CENTRE OF ZAGAROLO”**.

**Action 3.5.1-Sub-Action A Innovation Hub: reform of incubators in places of accessing to regional services for business and work** intends to implement and develop, by evolving the model of existing incubators, a network of Innovation Hubs consisting of a central hub in Rome and a system of satellite spokes located in the Region.



Spazio Attivo (INNOVATION HUB) is a network of physical and virtual places offering services for the creation and development of businesses as guidance and information on opportunities offered by EU, national and regional calls, coworking activities, contamination labs (youth aggregation points: students, creatives, inventors, aspiring entrepreneurs, freelancers) pre-incubation, incubation, face-to-face training, e-learning, webinars (English, IT, entrepreneurship, legislation, design and management of European projects), legal and administrative consultancy and marketing, tutoring and mentorship (identification of the target customer, risk analysis, analysis of entrepreneurial skills, development of the business model, assessment of financial and training needs and skills), spaces

and facilities, access to networks, laboratories and research infrastructures through partnerships with public and private research organizations, access to pre-start and seed capital funds, match demand / offer of work, search for project and financial partnerships.

It does not envisage the support for the scale-up phase of a venture.

Within this political-institutional framework, different measures were adopted by Lazio Region ERDF Managing Authority for the implementation of Activities envisaged by **Sub-Action A**.

With Regional Government Act n. 393 of 28/07/2015, the "Innovation Hub Network (Spazio Attivo)" Project was activated and Lazio Region In-House providing company Lazio Innova S.p.A. was identified as the organization in charge of managing the Innovation Hub Network (Spazio Attivo).

To date, Lazio Innova manages the following Innovation Hubs, each one characterized by a specific sector specialization:

- Rome Casilina Innovation Hub - Fashion and design;
- Rome Technopole Innovation Hub - Space sector;
- Civitavecchia Innovation Hub - Tourism and economy of the sea;
- Bracciano Innovation Hub - Agrifood;
- Viterbo Innovation Hub - Cultural and creative industry;
- Rieti Innovation Hub - Electronics and environmental sustainability;
- Colleferro Innovation Hub - Energy efficiency and environmental sustainability;
- Ferentino Innovation Hub - Mechanics and automation systems;
- Latina Innovation Hub - Life sciences and economy of the sea;
- Zagarolo Innovation Hub - Gaming, culture and tourism.

Zagarolo Innovation Hub project was activated with the Regional Government Act n. 205 of 26/04/2016.



One of the most relevant activities of Zagarolo Innovation Hub is "**LOIC - Lazio Open Innovation Center**" Project launched with Regional Resolution n. G04803 of 14/04/2017 for a total budget of €5.289.480,80, **€ 2.500.000,00 coming from 2014-2020 ERDF R.O.P.- Action 3.5.1-SUB A** and the remaining portion, equal to € 2.789.480,80, from regional resources.

**Lazio Open Innovation Center (LOIC)** is conceived as a place for the production and meeting of supply and demand of innovation in which developing a common language between talents and innovators, citizens and institutions, public and private, startups and consolidated companies, to increase the

social and technological innovation potential of the territory.

In an overall view, all the actions envisaged within the **LOIC** are aimed at:

- creating an Open Innovation Platform, a bridge connecting ecosystems for innovation at the international level;
- creating a Center of Excellence to transform ideas, research and technology into shared value for the territory and its economic and social actors;
- implementing a network that includes external agents such as universities, startups, public and private institutes, creating a mobile flow of information and exchange of opportunities;
- building a community for innovation, fostering the encounter between ideas and technologies, talents, entrepreneurs and investors, start-ups and business partners;
- generating innovative ideas and solutions, applying multidisciplinary approaches, favoring the exchange and contamination of social, economic and technological knowledge;
- accelerating the development of ideas in innovative and sustainable business projects increasing knowledge and forming skills.

As an expanded Innovation Hub, LOIC is designed to provide an answer on development issues and innovation in favor of:

#### **START-UPS**

**LOIC ASSISTS THE CREATION OF NEW INNOVATIVE BUSINESSES SUPPORTING THEM IN THE SETTING-UP AND CONSOLIDATION PHASES.**

#### **SMEs**

**LOIC ENCOURAGES NETWORKING IN AN OPEN INNOVATION KEY BETWEEN LOCAL SMES AND ALL LOCAL PLAYERS, ESPECIALLY STARTUPS.**

#### **CITIZENS AND TERRITORY**

**LOIC SUPPORTS THE SCOUTING OF TALENTS TO SPREAD THE CULTURE OF INNOVATION AND STIMULATE AN INNOVATIVE MENTALITY; LOIC INFORMS CITIZENS ABOUT EU OPPORTUNITIES AND FACILITATES ACCESS TO EMPLOYMENT AND TRAINING SERVICES.**

## LOCAL PUBLIC BODIES

**LOIC STRENGTHENS THE DIALOGUE WITH PUBLIC BODIES AND FACILITATES ACCESS TO EUROPEAN CALLS, PROMOTING THE INTEGRATION OF OPPORTUNITIES AND SKILLS FOR THE ECONOMIC DEVELOPMENT OF "LAZIO SYSTEM".**

Art. 2 "Object"-Point 2 of the above-mentioned Agreement establishes that for every specific activity envisaged by the Project, Lazio Innova must elaborate and submit for prior authorization to Lazio Region ERDF Managing Authority an Official Operative and Financial Scheme including the detailed description of the activities to be carried out, the start and end dates, the details of the expenses to be incurred.

With Regional Resolution 17 September 2020, n. G10597 Lazio Region ERDF Managing Authority adopted the following LOIC Official Operative and Financial Schemes for the year 2020:

- CLABLAZIO;
- STARTUP ACADEMY;
- STARTUP CAMPUS;
- NATIONAL AND INTERNATIONAL EVENTS, WORKSHOPS AND CONFERENCES;
- SPECIAL EDUCATIONAL PROGRAMS, ANIMATION AND MARKETING;
- TECHNICAL ASSISTANCE TO LOCAL BODIES/CITIZENS/TERRITORY AND INFOMEDIARY MANAGEMENT.

Lazio Innova Regional Action Plan aims at improving through Scale Up the **new version of 2022-2023 CLABLAZIO and STARTUP ACADEMY OFFICIAL OPERATIVE AND FINANCIAL SCHEMES** that will be approved by Lazio Region ERDF Managing Authority at the end of 2021.

## PART III – DETAILS OF THE ACTIONS ENVISAGED

### ACTION 1:

Name of the action: **NEW 2022-2023 CLABLAZIO&STARTUP ACADEMY OFFICIAL OPERATIVE AND FINANCIAL SCHEMES**

#### 1. Relevance to the project

Lazio Innova learning process was based on the following steps:

- Lazio Region Context Analysis.
- Participation in Study Visits.
- Elaboration of Best Practices Swot Analysis.
- Participation in Peer Review Meetings.
- Elaboration of a Qualitative Analysis in order to define a short-list of the most interesting BPs
- Choice of the BP to be taken as a reference to improve the policy instrument Project "LOIC – LAZIO OPEN INNOVATION CENTRE OF ZAGAROLO"- NEW 2022-2023 CLABLAZIO&STARTUP ACADEMY OFFICIAL OPERATIVE AND FINANCIAL SCHEMES.

According to the Sep Monitor "Tech Scale-up Italy 2018", the Italian ecosystem is characterized by a large number of small scale-ups: 86% raised finance between 1 and 10 million dollars. Medium-sized scale-ups (from 10 to 50 million dollars of capital raised) are 12% and only 2 of them (2% of the total) raised more than 50 million dollars.

Milan is confirmed as the most important Italian scale-up hotspot (scale-ups in Milan are 44% of the total), with 527 million dollars of capital raised by 78 scale-ups. Rome is hosting 12 scale-ups, representing around 10%

of the total, but only 1,5% of capital raised. The remaining 46% of Italian scale-ups is spread in other Italian cities as Naples, Florence, Cagliari, Bologna and Turin.

According to RegistroImpresa.it: Innovative Start-up Report –1<sup>o</sup>quarter 2020 data, companies registered in Lazio until 31 December 2019 was 662.514, equal to 10,9% of Italian companies. Lazio Region was the Italian leader in growth rate, followed by Campania and Trentino Alto Adige (+1,40% compared to the Italian average of 0,44%). All the Provinces of Lazio recorded a positive value, higher than the national average, with Rome as Italian leader of the total balance, considering registrations and cessations: +8.095. Rome also recorded the third growth rate for the number of companies (after Bolzano and Milan).

Considering the local players, in Lazio Region there is a good number of Incubators and Innovation Hubs, even though only a few of them are specialized in the scale-up segment.

Regarding Funds of venture capital private equity, the number of scale-up operations is low, but should also be increased the average value and number of investments. It is also necessary to encourage the arrival of foreign capitals to integrate the Italian ones.

Universities and Research Centres can play a key role in the initial phase of start-ups (e.g., spin-off) and can also represent an important source of highly specialized professionals aiming at becoming entrepreneurs and creating new companies.

Corporate and Public Administration are not still enough exploited for innovation sourcing and as a commercial partner for innovative start-ups.

It is also necessary to integrate the traditional economic view with another one related to social impact factors. Social Impact should become a selection criterion of all investments, a tool for strategic planning and an ex-ante and ex-post measurement activity.

Regarding Study Visits, Partners have organized N.6 of them:

- Lubelskie Study Visit-January 2020. This is the only Study Visit held in person;
- Online Regional Management Northern Hesse GmbH Study Visit - 9 September 2020;
- Online Regional Development Agency of Murcia Region Study Visit-24 September 2020;
- Online Lazio Innova Study Visit-20 October 2020;
- Online Nottingham City Council Study Visit-5 November 2020;
- Online Attica Study Visit-15 December 2020

Lazio Innova attended all the Study Visits and elaborated for every Best Practice a detailed Swot Analysis.

Lazio Innova has also participated in the following peer review meetings.

PEER REVIEWS MEETINGS			
DAY	TIME	BP	PARTNER
26-01-21	9-10.30	MoWin Lab	Regional Management Northern Hesse GmbH
27-01-21	13-14	Incoova	Regional Development Agency of Murcia Region
28-01-21	15.30-16.30	Big House Accelerator - DN2N2	Nottingham City Council
28-01-21	16.30-17.30	Subsidies	Regional Development Agency of Murcia Region
29-01-21	12.30-14.00	Innovation Accelerator	Regional Development Agency of Murcia Region
29-01-21	14-15	Regional Brand "Lubelskie"- NLAB Lubelskie-Nevada Acceleration Bridge-Investors and Exporters Assistance Centre (COIE)	Lubelskie Voivodeship
04-02-21	9.30-10.30	UPScaler	Nottingham City Council

After Study Visits, the Swot Analysis and Peer Reviews Lazio Innova defined a Qualitative Methodology based on a set of criteria for the identification of the GPs to be considered in the Regional Action Plan. These criteria are:

- **Relevancy:** the capacity of the GP to generate impact on the targeted beneficiaries according to the objectives, priorities and needs of the Region;
- **Transferability:** the potential of the GP to be transferred in the context of the region, taking into consideration external factors (legal, cultural, social, environmental, etc.) that may compromise the implementation, the number of resources needed, skills and expertise required to transfer the concepts characterizing the GP;
- **Effectiveness:** the potential of the GP in terms of the number of achieved results and topics approached, capacity to leverage private resources, target a wide and diversified number of stakeholders/beneficiaries and activate synergies with other support measures.

Based on this evaluation process, a first pre-selection of 4 GPs was done:

- **NTU Employability:** The initiative aims at supporting the recruitment of graduate talents to support businesses to scale up. The GP represents an opportunity for youngsters to enter the job market and for companies to access fresh knowledge. The GP is expected to contribute to the achievement of different regional policy objectives. Synergies can be created with other regional initiatives because of the complementarity with other current employment initiatives developed at the regional level (Garanzia Giovani, Crescere in Digitale). There is also a good potential to leverage private and public additional resources. What is valuable is the mechanism to coordinate and integrate different schemes and activities provided by different stakeholders and the clear organisation of the action with clear steps and milestones.
- **UpScaler:** The initiative aims at supporting high-growth companies to scale up their businesses through a wide range of activities and services. It specifically addresses scale-up companies, providing a clear definition of a scale-up. The definition can be useful to identify eligibility criteria for the beneficiaries of a future regional measure. The initiative is easy to adapt to the local needs. The peer-to-peer approach for learning and support is particularly interesting and likely to be adopted in other regional activities as well. There is a good potential to integrate this measure with current actions, such as Innova Venture.
- **INCOOVA:** The project aims at identifying and developing entrepreneurial talent to create successful companies by using an open innovation methodology. It also provides SMEs willing to create new products/services with teams of highly qualified people who provide innovative solutions always by using open innovation methodology. The initiative responds to a specific need of Lazio Region to include skilled labour force expelled by the labour market. The incorporation of an open innovation methodology into the process of entrepreneurship is also of high interest. Moreover, the involvement of both would-be entrepreneurs and already existing companies, responds to the need for existing companies to innovate their products/services, and, on the other hand, to the need for would-be entrepreneurs to work on real challenges together with settled companies. The GP can contribute to the achievement of different regional policy objectives and has the potential to reach a wide number of different stakeholders.
- **EGG SCALEUP PLATFORM:** Egg is a business incubator-accelerator that supports start-ups with funding and consulting through 2 platforms: Start Up and Scale Up. In this initiative, a sound and complementary set of services to help both start-ups and scale-ups is provided. The initiative has a good potential to activate synergies with other support measures and attract stakeholders already active in Lazio to coordinate efforts and maximise impact. The GP demonstrated to be effective in attracting private investors and can contribute to the achievement of different regional policy objectives. It is also a GP for an effective communication approach and user-friendly interface communication tools.

Considering the strategic goals, the features and the specific activities of Project “LOIC – LAZIO OPEN INNOVATION CENTRE OF ZAGAROLO”- CLABLAZIO&STARTUP ACADEMY OFFICIAL OPERATIVE AND FINANCIAL SCHEMES, Lazio Innova decided to select **INCOOVA from the partner Regional Development Agency of Murcia Region as the BP to be taken as a reference to innovate the policy tool.**

INCOOVA Thematic Objectives are:

- identifying and developing the entrepreneurial talent to create successful companies through people with a high level of preparation, knowledge and skills and with a strong entrepreneurial vocation;
- improving the employability and stimulating the entrepreneurial spirit of graduates, researchers and master and doctoral students;
- providing people who had a previous entrepreneurial experience with the opportunity to start again with new ideas and teams;
- offering a preincubation program where participants can strengthen their management skills, elaborate preliminary business plans and develop new products/services.

**INCOOVA** aims at identifying and developing entrepreneurial talents to create successful companies by using an open innovation methodology. It also provides SMEs willing to create new products/services with teams of highly qualified people who provide innovative solutions always by using open innovation methodology.

The two levels of participants identified in the Best Practice are:

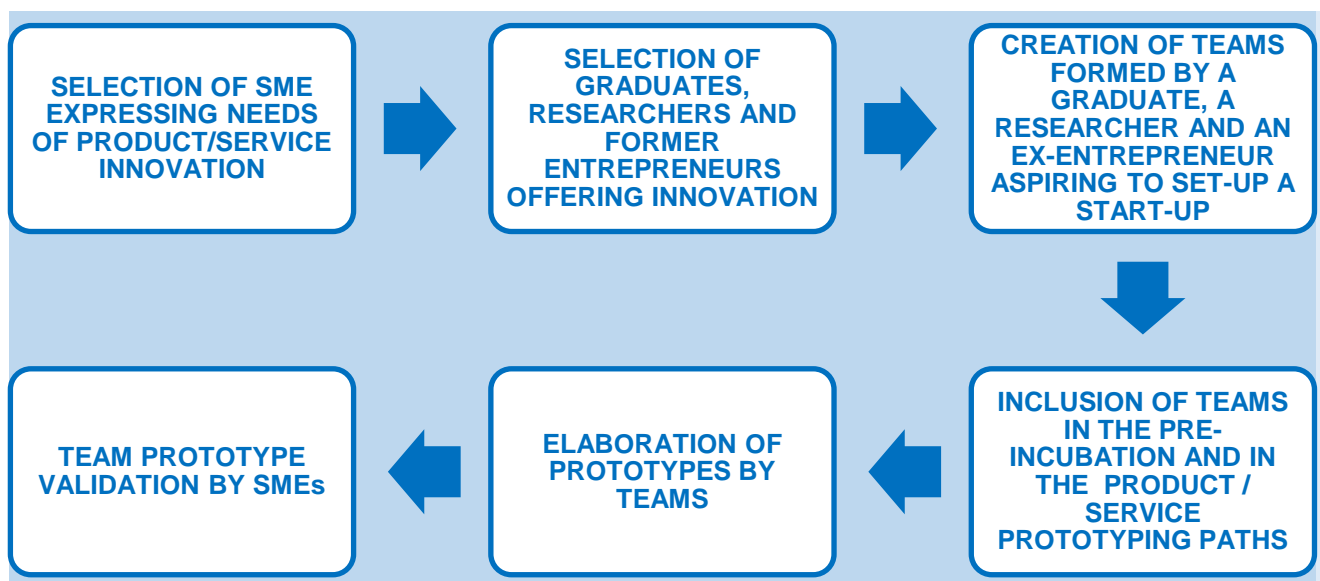
**1) SMES WITH A DEMAND FOR NEW PRODUCTS AND SERVICES**

SMEs from different sectors express their needs for innovative product/services solutions.

**2) TEAMS WHO WANT TO CREATE INNOVATIVE PRODUCTS/SERVICES AND SET UP A NEW COMPANY**

INCOOVA select graduates, researchers, master and doctoral students and former entrepreneurs aiming at creating new companies and at elaborating through the Open Innovation Challenge approach products and services capable to satisfy the innovation needs expressed by SMEs.

The Methodology of INCOOVA is based on the following steps:



As previously underlined, the **adoption of the open innovation methodology into the process of entrepreneurship** is of high interest for Lazio Region. Moreover, **the involvement of both would-be entrepreneurs and already existing companies**, responds to the need for existing companies to innovate their products/services and, on the other hand, to the need for would-be entrepreneurs to work on real challenges together with settled companies.

The specific elements of INCOOVA GP that could innovate, improve and strengthen CLABLAZIO and STARTUP ACADEMY official operative and financial schemes are listed here below:

- use of the open innovation methodology not only for the elaboration of innovative products/services but also for the creation of new companies;
- involvement of graduates, master and doctoral students and researchers;



- involvement of former entrepreneurs and skilled labour force expelled from the labour market;
- creation of multidisciplinary teams composed of graduates, master/doctoral students, researchers, former entrepreneurs and skilled workers expelled from the labour market;
- inclusion of the teams not only in the product/service prototyping paths but also in the pre-incubation process to help them to become a new company.

The initiative also responds to specific needs of Lazio Region to include a skilled labour force expelled by the labour market.

## 2) Nature of the Action

Two specific Official Operative and Financial Schemes of LOIC Project will be redesigned by incorporating some elements envisaged by INCOOVA: 1) CLAB LAZIO and 2) STARTUP ACADEMY.

CLAB LAZIO aims at realizing entrepreneurial animation actions and launching **micro-innovation labs to support existing SMEs in the product innovation process.**

The micro-innovation labs address regional SMEs in the audio-visual, gaming, fashion and tourism sectors.

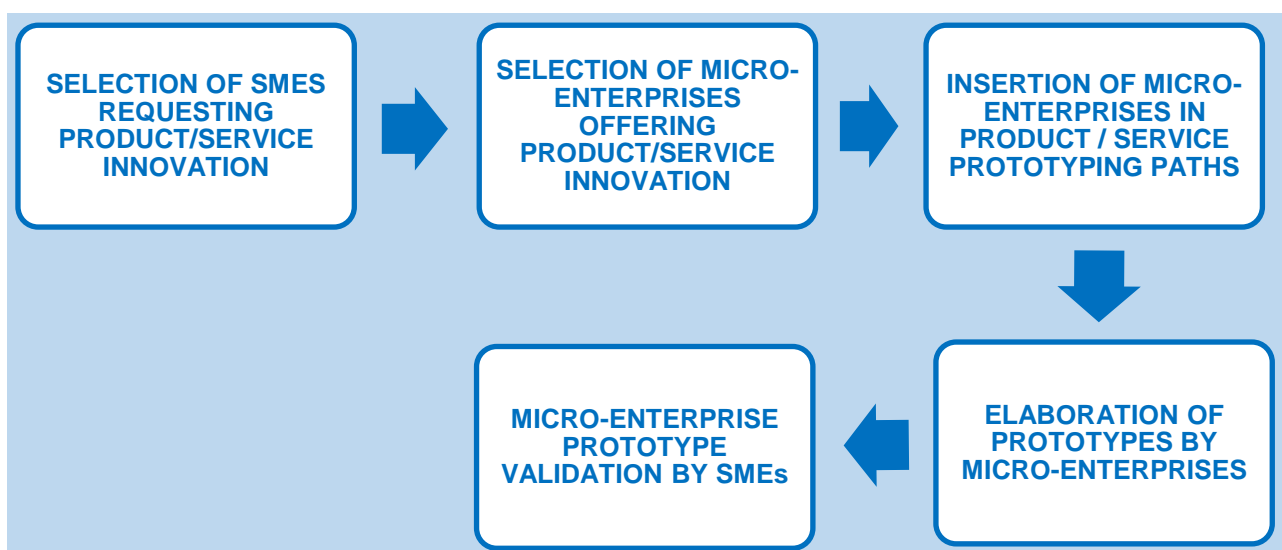
The labs aim at matching the demand and offer of innovation coming from two SMEs: on the one hand, an SME which expresses the need for innovation; on the other hand, a micro-company with the expertise necessary to provide a solution to the challenge. The micro-companies are included in a prototyping process to elaborate the innovative product/service. At the end of the laboratory, the proposals are validated by the SMEs.

The micro-innovation lab has been structured so far around 2 main initiatives:

1. Creativity CLab. This measure targets the regional SMEs of the creative sector (audiovisual, digital, textile, fashion, etc.) and aims at supporting them by matching demand and supply of specific skills and expertise needed by them in order to increase their competitiveness.
2. Digital Manufacturing 4.0. This measure targets regional craft businesses and aims at supporting these companies in implementing their designing and production processes with digital technologies. Activities are therefore focused on matching the demand and supply of digital innovation.

For both initiatives, temporary designers, experts in prototyping and engineering, digital technologies and clustering have been recruited and involved to support micro-companies during the prototype elaboration process.

This is the Operating Scheme of CLABLAZIO Micro-Innovation Laboratories as they have been realized in 2020 and 2021.



By contrast, **STARTUP ACADEMY is an accelerator programme aimed at supporting start-ups to develop their business model and strengthen their commercialisation strategy and drive project results into the market.**

STARTUP ACADEMY targets startupper and would-be entrepreneurs such as students, creatives and researchers and provide them with an accelerator programme aimed at:

1. Valorising the technological potential of a business idea by activating specialised mentorship concerning product innovation through the use of digital technologies, (IoT, Virtual and Augmented Reality, Blockchain, etc.);
2. Developing a goal-oriented and well-planned “go to market” strategy for the product/service previously identified;

As a result of the adoption of the INCOOVA GP, the micro-innovation labs in CLAB LAZIO will be opened not only to SMEs requesting innovation and to micro-companies providing solutions but also to individuals with a university degree or superior, to researchers, to former entrepreneurs and skilled labour force expelled by the labour market.

The individuals, grouped in a team will be guided by a mentor who will also coordinate the activities and involve additional experts.

The adoption of INCOOVA GP by the **STARTUP ACADEMY** will result in **a specific tailored GO-TO-MARKET programme** to be activated alongside the accelerator activities already existing opened to any kind of business ideas. This new programme will target those **teams, created in CLAB LAZIO**, which are **willing to create a new company** around the product/service designed during the micro-innovation lab. For those teams, specific services will be provided to **strengthen their commercialisation strategy and drive project results into the market.**

The two tables below present the main activities envisaged by each measure and highlight in bold the improvements thanks to the INCOOVA GP when comparing the existing measures and the new ones.

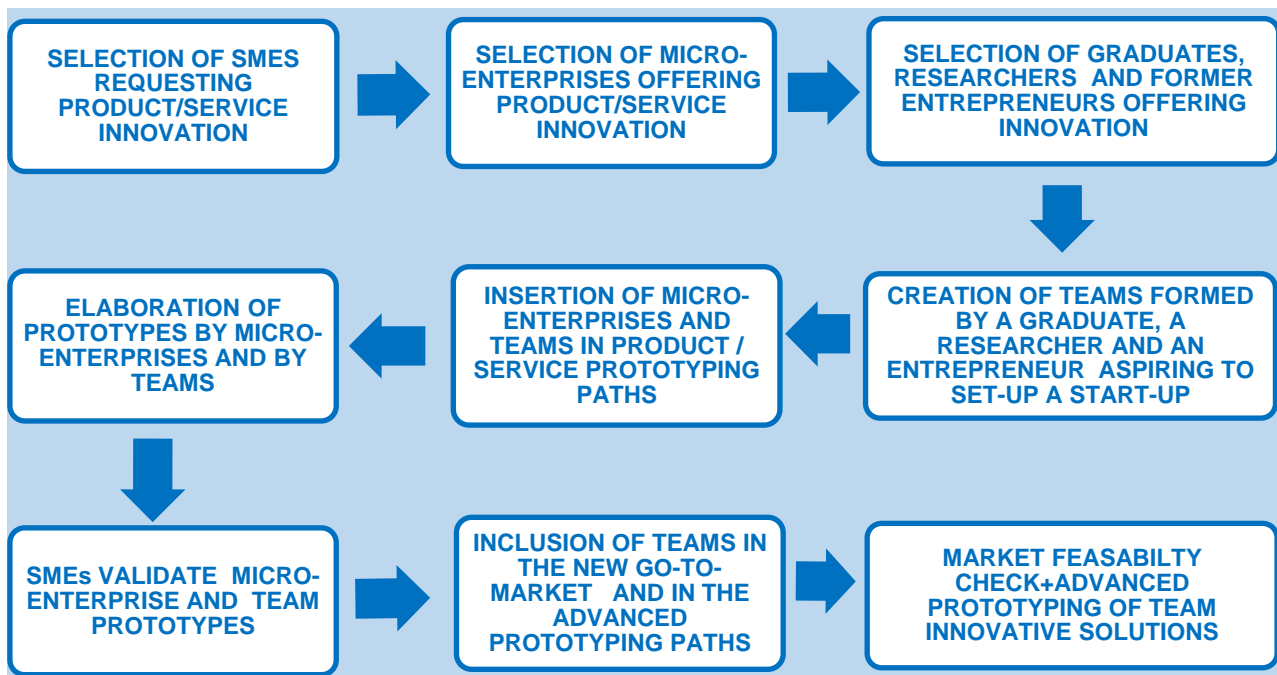
#### CLAB LAZIO

Old Measure 2020-2021	New Measure 2022-2023 (integrated with INCOOVA BP)
<ul style="list-style-type: none"> <li>• Selection by a dedicated call of SMEs in the audio-visual, gaming, fashion and tourism sectors requesting innovation</li> <li>• Pinpointing their innovation needs and analysis of their manufacturing process</li> <li>• Scouting of expertise and skills needed, as well as the technological solutions to fulfil the innovation needs</li> <li>• Selection by a dedicated call of micro-companies as technology providers</li> <li>• Matching of the demand and supply of expertise and technology by introducing micro-companies in a mentoring program to create a prototype</li> <li>• Validation by the SMEs of the innovative prototype elaborated by the micro-companies</li> </ul>	<ul style="list-style-type: none"> <li>• Selection by a dedicated call of SMEs in the audio-visual, gaming, fashion and tourism sectors requesting innovation</li> <li>• Pinpointing their innovation needs and analysis of their manufacturing process</li> <li>• Scouting of expertise and skills needed, as well as the technological solutions to fulfil the innovation needs</li> <li>• Selection by a dedicated call of micro-companies as technology providers</li> <li>• <b>Selection by a dedicated call of a multidisciplinary team composed of graduates, researchers former entrepreneurs and skilled labour force expelled by the labour market aiming at creating a new company</b></li> <li>• Matching of the demand and supply of expertise and technology by introducing micro-companies <b>and teams</b> in a mentoring program to create a prototype</li> <li>• Validation by the SMEs of the innovative prototypes elaborated by the micro-companies and <b>by the teams</b></li> </ul>

**STARTUP ACADEMY**

Old Measure 2020-2021	New Measure 2022-2023 (integrated with INCOOVA BP)
<ul style="list-style-type: none"> <li>Autonomous activation by start-uppers, would-be entrepreneurs and teams of accompanying paths for business creation to define business models and financial plans and to identify fundraising opportunities</li> <li>Activation of paths for validating innovative business ideas to support the development of business models with innovative content and high scalability potential to be included in the go-to-market and pre-incubation process</li> <li>Validated business projects can access the pre-incubation and go to market program</li> </ul>	<ul style="list-style-type: none"> <li>Autonomous activation by start-uppers, would-be entrepreneurs and teams of accompanying paths for business creation to define business models and financial plans and to identify fundraising opportunities.</li> <li>Activation of paths for validating innovative business ideas to support the development of business models with innovative content and high scalability potential to be included in the go-to-market and pre-incubation process.</li> <li>Validated business projects can access the pre-incubation and go to market program.</li> <li><b>Creation of a new and upgraded GO-TOMARKET and Advanced Prototyping Process dedicated only to the teams that have already defined a solution for a specific technology challenge in the micro-innovation labs and are willing to create a new venture around that solution</b></li> </ul>

This is the Operating Scheme of the integrated CLABLAZIO Micro-Innovation Laboratories&Startup Academy paths containing the innovative elements arising from INCOOVA BP.





### 3) Stakeholders involved

- Lazio Region 2014-2020 ERDF R.O.P. Managing Authority: Formal approval of 2022-2023 Clablazio&Startup Academy Official Operative and Financial Schemes;
- Lazio Innova: organisation and management of activities of 2022-2023 CLAB Lazio&Start-up Academy Official Operative and Financial Schemes;
- Business Organizations in Lazio Region: communication and promotion of the opportunities offered by the two measures;
- Chambers of Commerce in Lazio region: communication and promotion of the opportunities offered by the two measures;
- Trade Organisations of the secondary and tertiary sectors in Lazio region: communication and promotion of the opportunities offered by the two measures;
- Job centres in Lazio region: communication and promotion of the opportunities offered by the two measures;
- Universities and Research Centres in Lazio region: graduates, researchers, technology and service providers.

### 4) Costs

- CLABLAZIO Official Operative and Financial Scheme =€149.915,04+VAT (for 2022-2023)
- STARTUP ACADEMY Official Operative and Financial Scheme=€110.750,00+VAT (for 2022-2023).

### 5) Funding sources

- 2014-2020 ERDF R.O.P-Axis 3 “Competitiveness”-Action 3.5.1-Sub-Action A Innovation Hub: reform of incubators in places of accessing to regional services for business and work
- Regional resources.



## 6) Timeframe

ACTIVITY	DEC 21	JAN 22	FEB 22	MAR 22	APR 22	MAY 22	JUNE 22	JULY 22	AUG 22	SEPT 22	OCT 22	NOV 22	DEC 22	JAN 23
Issue by Lazio Innova of 2022-2023 CLABLAZIO&STARTUP ACADEMY" to ERDF Managing Authority	█													
Approval of 2022-2023 CLABLAZIO&STARTUP ACADEMY by ERDF Managing Authority	█													
Public call for the selection of SMEs			█											
Public call for the selection of micro-enterprises and Teams			█											
Insertion of micro-enterprise and Teams in prototyping paths				█										
Elaboration of prototypes by micro-enterprises and Teams				█	█	█	█	█	█	█				
Validation by SMEs of innovative prototypes											█			
Insertion of Teams in the new GO TO MARKET and Advanced Prototyping Process											█	█	█	█
Market feasibility check and advanced prototyping through the new GO TO MARKET of solutions elaborated by Teams												█		
Identification of forms of investment coverage and protection of advanced prototypes														█