



Intercountry Business Incubator Network- IBI NET Project – ACHIEVEMENTS AND RESULTS

Inga Brieze, Project Manager

Riga Planning Region (Latvia)

15 May, 2012, FINAL CONFERENCE, Riga



INTERCOUNTRY BUSINESS INCUBATOR
N E T W O R K



IBI Net BASIC FACTS

OBJECTIVE

Establishing and strengthening the international business incubator network in the Baltic Sea region - a cooperation and information exchange platform for business incubators to assist the development and internationalization of new enterprises.

FINANCING AND BUDGET

Baltic Sea Region Programme 2007-2013 (0,67 MEUR)
(ERDF, ENPI, Norwegian co-financing and PPs)

FOCUS AREA

Priority 1: Fostering of innovations across the BSR

TIMELINE

14.12. 2009.- 16.06.2012. (closure 16.09.2012.)

FOR WHOM?

- **Business incubators: managers, specialists** – benchmarking, new methods, tailored services to companies
- **Other business support organizations and universities** – cooperation with business incubators – ideas and commercialization of research
- **National, regional and local policy makers** – awareness on best practice in organizing business incubator system in partner countries and BSR
- **Start-ups** – targeted and tailored business support services in the long-term

WHAT DID WE ACHIEVE?

QUANTITATIVE INDICATORS

- Analysis of operations and practices in partner BIs
- 1 Transnational BI cooperation platform
- 3 Study visits: Greifswald (DE), Hamar (NO), Borlange (SE)
- IBI Net Portal www.ibi-net.eu
- Financial Guidelines for BI developed
- ICT Tool for monitoring start-ups developed
- IBI Net Guidelines – IBI Net Work plan developed “Project +”
- 15 PPs meetings, 5 PSC meetings
- 35 PPs reports + 5 Consolidated reports + 1 Final Report
- 18 PPs business incubators participated in project activities from PPs regions and will use the results of the project

Experiences and ideas

BI in INNOVATION/BUSINESS SUPPORT SYSTEM:

- BI different but with similar interests and roles
- BI & business acceleration services important for regional development
- Maintains and facilitates synergies among idea and technology sources (public sector, universities, research), businesses and funding sources
- Financing to BI is not expenditure but investment
- BI bridging companies with international markets
- Focus on innovative/export oriented companies linked to regional priorities and resources
- Potential of private investment to BI
- Triple helix approach

Experiences and ideas

BI SERVICES AND WORKING METHODS

- Move from just desk services to mentoring/coaching methods
- Tailored services to individual companies
- Complete cycle of business support: from idea to product, commercialization and export
- Monitoring company development and communicating the results
- Continuous capacity building and training of BI specialists and coaches
- Benchmarking of BI services and methods

IBI Net NETWORK IN BSR established

IBI Net Network formed
joining partner business
incubators around BSR

Association formed
September 2011

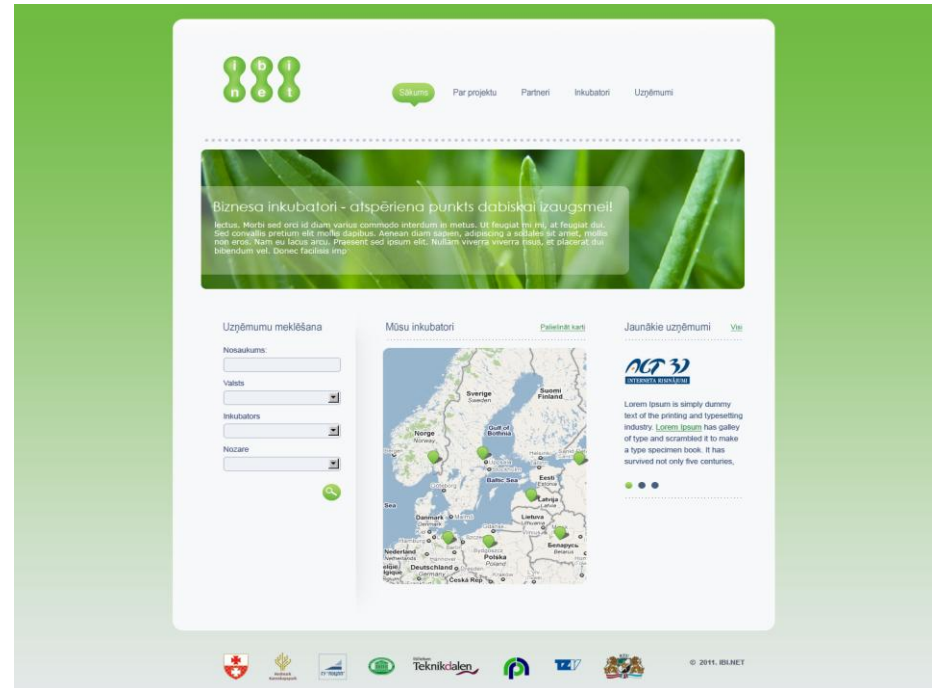
+ Technology Centre of
Business Incubators (DE)

New members welcome!



IBI Net PORTAL www.ibi-net.eu

- On-line centralized information source and platform for cooperation and information exchange among IBI Net member organizations (Incubators, technology centres) and their companies.
- Info about **BIs** and their **companies** (products, services, cooperation offers, business proposals, contacts)
- Automatic and manual **data collection** from BI websites
- Fast and convenient **search tool**



MONITORING TOOL for START UPS

- On-line IT based **monitoring tool** – a programme with a number of modules containing checklists of questions (human resources, marketing, sales, financing, etc.) to monitor and guide start-ups
- Provides **roadmap for actions** both for the coach and to the company manager
- Helps **to keep an eye** and address all critical aspects and phases in business development
- Generates **history file** of the development process of company

IBI Net Guidelines

- a Work plan “Project +” – We have a plan for the future!
- Perspective areas of operations of IBI Net Network:
 - Knowledge and best practice exchange
 - Common language, standards, benchmarking
 - Company monitoring and evaluation methods and tools
 - Internationalization services for incubation companies
 - Funding and investor attraction for companies
 - Marketing and lobbying of BI issues
 - Joint learning and experience exchange
 - Contact brokerages and exchanges
 - Strategic matchmaking for finding investors

Financial guidelines for BIs

- A set of models devised and recommendations developed usable for planning and implementing BI funding schemes

PARTNERSHIP



Riga Planning Region (LV) – The Lead Partner

www.rpr.gov.lv



Riga Technical University (LV)

www.rtu.lv

Stiftelsen

Teknikdalen

Teknikdalen Foundation (SE)

www.teknikdalen.se



Municipality of Elblag City (PL)

www.umelblag.pl/en/



Technology Centre of Western Pomerania (DE)

www.technologiezentrum.de



Scientific - Technological Park BNTU "Polytechnic" (BY)

www.imu.metolit.by/en



Hedmark
Kunnskapspark

Innovation Centre Hedmark (NO)

www.k-h.no

+ Leningrad Region Business Support Centre (RU)

www.813.ru

PARTNERSHIP



Riga Planning Region (LV) – The Lead Partner

www.rpr.gov.lv

- Author of IBI Net project
- Responsible for IBI Net Guidelines, co-organizer of BI Forum and Final Conference
- Overall management, coordination and reporting



Riga Technical University (LV)

www.rtu.lv

- Commercialization of scientific research results
 - Support to new innovative companies
- Working with Creative industries business incubator
- Brings in LV perspective to looking universities with business incubators
- In the project was leading development of IBI Net portal and organizer of BI Forum

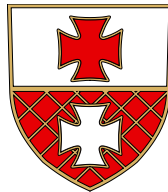
PARTNERSHIP



Teknikdalen Foundation (SE)

www.teknikdalen.se

- Expert in tailor-made coaching and mentoring methods
- Monitoring of BI company results
- Was responsible for Analysis of Business Incubators in the Baltic Sea Region – ways to increase quality and effectiveness
- Organized study visit to Borlange and Falun, October 2011
- The driving wheel of IBI Net Association



Municipality of Elblag City (PL)

www.umelblag.pl/en/

- Bringing in the project Polish perspective to business incubation development
 - Focus on technology BI
- Recently new business incubator built with modern facilities and using green technologies for heating

- Organized study visit to Elblag, February 2011

PARTNERSHIP



Technology Centre of Western Pomerania (DE)

• www.technologiezentrum.de

- Focusing on technology oriented companies
- Well established system of technology transfer
- Was responsible for ICT Tool for monitoring of start-ups, Financial Guidelines for BIs, organized study visit to Greifswald August 2010, “Godfather of IBI Net Association”



State Enterprise "Scientific - Technological Park BNTU "Polytechnic" (BY)

• www.imu.metolit.by/en

- Focusing on SHi-Tech SME's
- BI system with long traditions (since 1988)
- Key partner for bridging EU and BY CBC cooperation in business development
 - Creative approach to funding and establishing BI (Youth BI, mobile BI)
- Organized study visit to Minsk, August 2011

PARTNERSHIP



Innovation Centre Hedmark (NO)

www.k-h.no

- Focusing on biotech, cultural business and competence based services as well as established cluster for gaming and creative arts
- Interesting example of internationalization of Innovations – Innovation promotion agencies abroad
 - Brining in Norwegian perspective of BI development
 - Organized study visit to Hamar, June 2012.



Leningrad Region Business Support Centre (RU)

www.813.ru

- Participated in project development and partners' meeting in St.Petersburg 2012

SUCCESS FACTORS

- Diversified and dedicated partnership – the right chemistry
- Joint and complimentary interest in developing BIs as part of economic development
- Every partner has a role in the project
- Partnership formalized already within the lifetime of the project – IBI Net Association
- IBI Net Guidelines – a plan for sustaining and expanding project results

IN PARTNERSHIP WE CAN DO SMARTER AND CAN ACHIEVE MORE



CONNECT TO IBI NET!

Inga Brieze, Project Manager, IBI Net
inga.brieze@rpr.gov.lv

Z.A.Meierovica blvd.18, LV 1050, Riga, Latvia

Tel.+37167559823, Fax +371 67226431

www.rpr.gov.lv

www.ibi-net.eu

www.rtu.lv

www.polytechnic.by/en

www.technologiezentrum.de

www.umelblag.pl

www.k-h.no

www.teknikdalen.se

www.813.ru

FUTURE

- Momentum to communicate findings and recommendations to national, regional authorities to raise the profile of IBIs
- IBI Net Association – the driving force for sustaining and expanding project results
- A partner in BSR Programme Cluster Initiative «Innovation in SMEs»
 - Best practice and lessons learned from previous projects
 - Joint dissemination of project results
 - Future needs of SMEs in BSR Programme area
 - Policy paper with recommendations
- Extension stage (27.02.-12.09.) Application: Demonstration activities: implementation of an action plan
- Operations of IBI Net Association