

Intercountry Business Incubator Network- IBI NET Project

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INTERCOUNTRY BUSINESS INCUBATOR
NETWORK



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)

TIMELINE

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

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



Innovation Centre Hedmark (NO)

www.k-h.no

+ Leningrad Region Business Support Centre (RU)

www.813.ru

WHY BI DEVELOPMENT AND NETWORKING PROJECT?

- Business development - a key to regional economic development
- BI – nodes in innovation system
- BI different around BSR – from just premises and basic services to developed coaching/mentoring systems
- BI need international orientation and networking to assist companies to internationalize and grow
- Best practice and know-how exists that need to be disseminated and adopted in BSR

TARGET GROUPS & BENEFICIARIES

- **Business incubators: managers, specialists** – internationalization, benchmarking, new methods, best practice on the place of business incubators in the overall innovation system
- **National, regional and local policy makers** – awareness on best practice in organizing business incubator system in partner countries and BSR
- **Other business support organizations and universities** – interaction with business incubators – commercialization of research
- **Start-ups** – improved business support services in business incubators in the long-term

PROJECT PRODUCTS

- Analysis "Business Incubators in the BSR – ways to increase quality and effectiveness"
- IBI Net Network formalized into the Association
- IBI Net Portal (www.ibi-net.eu)
- Experience exchange and transfer of know-how
- IT tool monitoring and guiding the start ups
- Financial guidelines for BIs
- IBI Net Network Guidelines – a Work plan "Project +"
- BI Forum and Final Conference (Riga, 14-15 May, 2012)

ANALYSIS AND EXPERIENCE EXCHANGE: CONCLUSIONS/RECOMMENDATIONS

- International **cooperation** and **experience exchange**: a key to improved services
- **Monitoring** company development and **communicating the results**
- Building BIs into hubs accelerating business development and bringing resources together
- **Benchmarking** of BI services and methods
- Developing sustainable coaching/mentoring systems
- Need to attract **private investors** to BI
- Continuous **capacity building** and training of BI specialists and coaches
- More active **communication and lobbying of BIs and companies**
- Financing BI: **investment not an expenditure**
- Focus on innovative/export oriented companies linked to regional priorities and resources
- Maintains and facilitates exchange among idea sources (public sector, universities, businesses) and funding sources (investors)

IBI Net NETWORK IN BSR

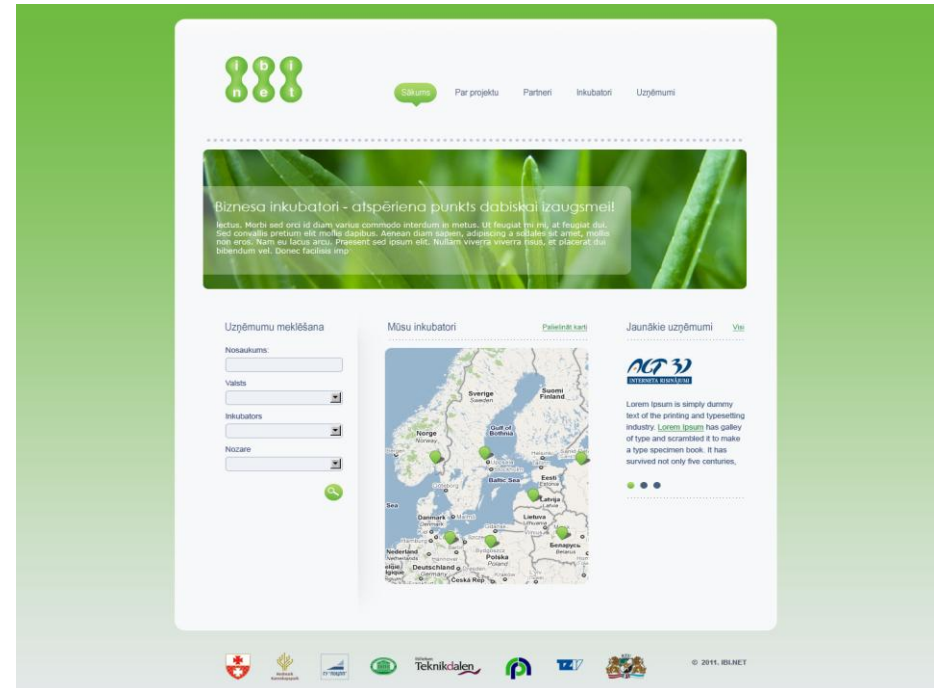
IBI Net Association formed
September 2011

+ Technology Centre of
Business Incubators (DE)



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 START UPS

- IT solution /programme with a number of modules containing checklists of questions (human resources, marketing, sales, financing, etc.)
- Used by coaches/BI consultants
- Monitoring tool to ensure that start-ups taken into account and address all critical aspects in business development
- A roadmap for start-ups
- Generates history file of the development process of company

SUCCESS FACTORS

- Diversified and dedicated partnership
- 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 bridge between the project and beyond
- Chemistry among the partners – ideas for further development in the pipeline

IN PARTNERSHIP WE CAN DO SMARTER AND CAN ACHIEVE MORE



CONTACTS

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