



UPDATE No. 102

For members *first*

September 2012

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NEW on SPICA World Map: Argentina, Bangladesh, Belarus, Croatia, India, Lithuania, New Zealand, Serbia, Tunisia, South Africa (details see page 8)

Reports from Bulgaria, Chile, Estonia, Germany, Greece, Indonesia, Lithuania, Morocco, New Zealand, Palestine, Serbia, Senegal, South Africa, Sweden, United Kingdom, and USA

Dear Member & Friend,

The concept of business incubation continues to develop in a continuous process to adapt to market needs. Incubators, for example, cooperate more intensively with private sector and integrate possibilities to provide finance to their client companies. On the other hand programs rooted in the financial sector seek to speed up the incubation process and claim being able to bring start-ups to business life in boots camps of six weeks. Doubts if this really works on the long run may be allowed.

Another approach is the road taken by large international companies making use of their capabilities regarding access to markets and finance – of course, focusses of technologies interesting for their business. In this newsletter we present an initiative of the Spanish Telefonica that – by numbers – has shown much impact in Latin America and now also in Europe.

We invite our reader to comment on such initiatives and inform about other projects we should report on.

Innovation based Entrepreneurship – what’s on in Berlin?

9.8 million visitors in 2011 and during the first six months of 2012 this number almost has been reached already. But Berlin has not only developed as a major tourist destination. The city has become a hub of innovative entrepreneurship. Important enough to have a look at what is going on in Berlin.

In 1983 – still surrounded by the Wall – Berlin was the first city to start a business incubator in Germany, the BIG. Strangely enough it now will be the first city to close a successful business incubator. The BIG Berlin is located in building that a few years ago has been sold to private real estate investors. ...continued on page 11

Global Entrepreneurship Week 2012 – Entrepreneurship Policy Survey started

Preparing the Global Entrepreneurship Week 2012 (GEW, November 12 – 18) the Kauffmann Foundation has started a Global Entrepreneurship Policy survey. Aim of this initiative is to provide an overview on the framework for entrepreneurial activities in countries participating in the GEW. The focus is on capturing the perceptions of entrepreneurs--particularly those who are high-growth or have the potential and drive to be high-growth entrepreneurs--regarding your country's entrepreneurial environment and whether it enables or inhibits success in their enterprises.

The responses will be published during the GEW 2012

in a report on the state of the entrepreneurial ecosystems that reflects the most important public policies necessary to encourage startups to launch and scale.



The survey is available in eight languages and will be open for answers only **until August 31, 2012**

More information about the survey is available at: www.unleashingideas.org/content/gew-policy-survey

Information about the Global Entrepreneurship Week: www.unleashingideas.org/

Coming very soon: Baltic Dynamics 2012 and Life Sciences Baltics 2012



There is not much time left to register for and prepare your travel to the upcoming **Baltic Dynamics 2012**. This annual conference is held in

turns in the one of the Baltic States Estonia, Latvia, and Lithuania – this year in Vilnius, Lithuania, **September 13-15, 2012**.

Baltic Dynamics conferences have become a major meeting place of business incubation ...more on page ...6

A very special opportunity is offered to participants of the Baltic Dynamics:

Free participation at the International Forum Life Sciences Baltics 2012 included.

For one week this September Lithuania will become the capital of Life Sciences. The international Forum **Life Sciences Baltics 2012** (LSB2012) ...more on page ...6



Now it is over: The 4th SPICE Picnic in Serbia and what you have missed

Sunshine, blue skies, a few little white clouds, and enjoyable temperatures in the upper twenties accompanied participants of the SPICE Picnic in Serbia. Well, there was an exception. But about this later.

The “SPICE Picnic Workshop” this time consisted of several parts in different places - in Belgrade as well as in Novi Sad.



Reporting about these parts of the picnic is does not strictly follow the chronology nor does it care about the locations. But all parts are covered in one way or another on following pages.

Besides providing information to non-attendees the reports may serve to increase the wish to attend the next picnic that is tentatively planned to be held in summer 2013 in Croatia.

The business Incubator in Belgrade



The signage in the university building led us to the third floor – home of the **Business Technology Incubator of Technical Faculties Belgrade**. This incubator is active since 2006 already and mainly deals with would-be entrepreneurs from education and science. At this time ca. 15 start-ups are working in the incubator that has graduated additional 10 companies so far.

SDO Profile: www.spica-directory.net/centers/?id=2206

The schedule also allowed some time for getting an impression of the bustling city life in Belgrade. Old Town indeed is a place to enjoy with its restaurants, clubs, and Bars – not to forget the historical street and sights. For example the Belgrade fortress located on top of a 125 m high hill overlooking the confluence of the Rivers Sava and Danube.

Not to forget: a spicy rest is one of the numerous restaurants with great Serbian delicacies and good Serbian beer. But, now more about the “workshop part”:



Give me the Money and leave me alone

Located in the business incubator of Belgrade the **Serbian Business Angel Network (SBAN)** is aimed to connect Business Angels (individuals ready to invest in new business ideas and projects) and entrepreneurs at providing finance to start-up enterprises with a growth potential. SBAN was initially established by the successful entrepreneur Alexandar Cabrilo and a business partner, both interested in becoming active as business angels. This network is the first organization of its type in Serbia and meanwhile thirteen partners have joined to support the development of equity finance in the country. Being active since little more than a year SBAN has not yet invested in any company. As in many other countries the understanding of equity financing is limited in the “start-up scene” adding to the general lack of trust between businesses. Therefore a focus of SBAN – with support from the German development aid organization GIZ – has been put on raising awareness for entrepre-

neurship as well as on training (business planning and financing). Three training



events already have been held with 20 – 25 participants each. To attend such training, interested entrepreneurs need to apply to the SBAN website and provide some basic information about their business idea and concept. Serbia is not an exception if it comes to expectations of would-be entrepreneurs (especially those with a scientific background) approaching equity financiers. “I need half a million EUROS for my business, but do not want anyone to interfere when I am spending the money for my business.” The value of equity partners that provide experience, know how, and networks is not yet understood. Much work ahead for SBAN – as well as for incubators.

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A Place to go: Novi Sad

Belgrade certainly is worth visiting – and with more time than our program allowed. But the place of the 4th SPICE Picnic was not Belgrade, but Novi Sad.

Just a 90 km ride on an excellent motorway makes travel easy and fast. Novi Sad with ca. 230,000 inhabitants is the second largest city of Serbia – and a place with much

history. The strategically important location of Novi Sad made a place of interest for many powers. The city, for example, for about 150 years was under Osman rul. A visible sign of another ruler, the Habsburg Empire is the Petrovaradin Fortress located on a hill overlooking the Danube river and the city on *Continued on next page...*

...continued from page 2 ... the other side. Human settlements on this hill can be traced back to the bronze age, but more visible remains date to 1247 when the monks of the Cistercian order built a monastery in this place (on the remains of a the Roman fortress of Cusum. Somewhat later, five years after the Austrians had taken the fortress from the Osman in 1687; the cornerstone was laid for what is today the southern part of the fortress. In following time Novi Sad and the fortress were again and again a place for battles between the Turkish and the Habsburg Empires until the decisive one in 1716 when the Turks attacked with an army of 150,000. However, the Austrians with 76,000 soldiers won this battle that marked the end of the Turkish threat to Central Europe. But enough about battles.

An interesting fortress detail is the 16 km long tunnel system that has been built for defense purposes and still can be explored – an experience the SPICE Tour could not leave unused. Of course, not without an experiences guide and after an introduction to the history in the museum of the fortress.

A positive result of all the back and forth in history is the truly multi-cultural population of the region and city. Serbs, Hungarians, Yugoslavs, and Slovaks are the main ethnic groups, but there 22 more ethnicities represented and six official languages used. This is the background for the architectural and cultural variety to be experienced in Novi Sad. A cultural “must” of the city is the oldest cultural-scientific institution of Serbia, the Matica srpska. It was founded in 1826, in Budapest, and moved to Novi Sad in 1864. The gallery allowed SPICE Group a



Petrovaradin fortress (pic from Wikipedia)
The clock tower – a major sight of Novi Sad



short guided visit providing an overview on Serbian art history

The multi-cultural, multi-ethnic background of Novi Sad includes the many cuisines that can be enjoyed – with or without music - in the countless restaurants of the historic city during day and (late) night.



A Cluster and a Business Incubator

A visit to the business incubator if Novi Sad was part of the workshop program of the 4th SPICE Picnic. Here also the round-table discussion was held.

An important topic was the presentation of the new **Creative Industries Cluster of Vojvodina (CICV)** presented by **Tatjana Kalezic**, coordinator of the cluster that brings together big players as well as small companies and start-ups in the region. CICV is acting as generator of economic empowerment of SMEs in the field of creative industry by documenting the economic impact and contribution of these industries in Vojvodina and Serbia. CICV aims to improve networking and innovation in the cultural and creative industries sector in Vojvodina, and



enhance the image and profile of creative industries at regional and international market. An initiative under this aim was organizing an international conference (see report on 6).

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Website: kreativniklaster.org

Serbian – Belgian – Estonian Cooperation Agreement Signed at SPICE Event

During the SPICE Workshop and Picnic when visiting the Business Incubator Novi Sad, hosting the CICV, TARA International Consulting and the ICTTI - International Centre for Technology and Knowledge Transfer, Partnership and Innovation signed a Memorandum of

Understanding with the CICV, represented by Tatjana Kalezić, in which the parties underlined their cooperation in future development activities in line with the vision and mission of the cluster. SPICE boy **Hugo van Veghel** signed for TARA IC

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that celebrates in 2012 its 5th year of “Riding on the waves of development” gaining regional and international respect in organizational, institutional and academic circles in consultancy in development and management of projects on a multidisciplinary level. SPICE boy **Rein Ruubel** signed for ICTTI which is a recently established



Belgian-Estonian-Serbian not-for-profit organization in Vojvodina aiming at innovation by facilitating and mentoring bridges between Researchers / Innovators and Business.



Links and contacts for more information:

Creative Cluster: <http://kreativniklaster.org/>

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TARA: www.spica-directory.net/asf/?id=2424&cc=95

Contact: Hugo van Veghel, h.vanveghel@taraic.eu

ICTTI: www.ICTTI.org

Contact: Rein Ruubel: rein.ruubel@novatum.eu

The Novi Sad Business Incubator is growing

The Business Incubator has been established by the City of Novi Sad, the Vojvodina Investment Promotion Fund, the Faculty of Engineering Sciences, and the public utility company. Support of entrepreneurship is focused on ICT and creative industries.

The incubator began operations in 2012 and at this time five companies with 37 employees are working in the



incubator covering different market segments. For example, website development, content management systems, eCommerce, interactive applications, mobile phone applications, IP protection, information systems and agricultural technologies. Additionally the Vojvodina ICT Cluster, The Creative Industries Cluster, and the European Enterprise Network are located in the incubator providing valuable services to its clients.

incubator expansion shortly will be ready for use.

Contact: Djordje Čelić, email: celic@uns.ac.rs

SDO-Profile: www.spica-directory.net/centers/?id=2444

Djordje Čelić, CEO of the incubator, (picture above with Heinz Fiedler and Hugo van Veghel) sees much more entrepreneurial potential in the region and is glad that the

A Picnic with SPICE – History, Business, and Serbian Fish Paprikash

There were many more activities to be reported on, but space does not allow. However, the main part of the SPICE Picnic was preparing, cooking, and eating the first **SPICE Fish Paprikash**. We have provided information

about the ingredients and the “how-to” cook already in SPICE Update No 100. Therefore here we focus on the practical experience – and provide a few spotlights on the area around Novi Sad.



For example: The Kovilj Monastery. Founded in the 13th century this monastery has seen much history and periods of devastation. The legend says that it had been founded by the Serbian Archbishop Saint Sava (1174–1236 who is known as the founder of Serbian law and literature. The Kovilj monks of our days are active in contributing to community life. For example, by actively and successfully supporting re-integration of drug addicts through life and work in the monastery.

SPICE Boys Rein Ruubel, Estonia and Ivan Stefanic, Croatia (pictures above) taking advantage of the shade of an old tree in the Monastery for “digesting” the spiritual food received from the monks – before enjoying the real (vegetarian) food with other SPICE members and friends in the restaurant “at the end of the world” run by the monastery.

Pictures below: SPICE crossing the river Danube to reach the historical town of Karlovci – for more education and pleasure





Karlovci (ca. 8,000 inhabitants) is located just a few kilometers from Novi Sad and a place of history. January 26, 1699 here the peace treaty ending the Austro-Ottoman War was signed between the winning Holy League of 1694 (Holy Roman Empire, Polish-Lithuanian Commonwealth, Republic of Venice and Russia) Although a building was erected just to sign the treaty (picture below) peace did not last too long. Karlovci is also the city of the oldest secondary school of Serbia, The Gymnasium of Karlovci and the Orthodox Cathedral of St. Nicholas (see photos above)

About business: **Kuglof** – The first information about Kuglof dates from the 17th century. The members of the German Society for the Good-neighborliness "Karlowitz" have collected almost 400 recipes so far. Nowadays, the cake is made adding trimmings such as cocoa, dry grapes, almonds, hazelnuts, nuts, and various grains, etc. Even today, the elderly people remember the way this cake used to be consumed – usually while drinking white coffee. The most famous are Old, Colorful, Marble and Wine Kuglof. We got the Kuglof in a historical bakery (above) and enjoyed it in a vineyard (below), the KIS Winery that dates back to 1830 and since then is owned by the same family. It is known for its Bermet wine, but it produces also other top-class award winning wines such as: Rheine & Italian Riesling, Merlot, Chardonnay, as well as White and Red Bermet



The SPICE Fish Paprikash

Preparing and enjoying the fish paprikash certainly was a highlight of the events in an around Novi Sad. In the village Banostor at arrival all was set for the SPICE members and friends. The children enjoyed most the SPICE Anniversary balloons and this way added action to the event.

When the fire had heated the first part of the ingredients of the fish paprikash nature prepared for an illustration that Serbia does not only have blue sky and sunshine to

offer. Almost an hour before" it happened" participants of the picnic could see "it coming" across the river Danube (wide as a lake at this place) flashes could be seen and distant thunders could be heard. And half an hour later The SPICE flag – although soaking wet – was flying horizontally.

But the hefty thunderstorm and rain passed after not too long and allowed to continue preparing the fish paprikash with music, drinks, and talks.



During the SPICE Picnic a presentation of **Milan Vučinić**, Advisor to the General manager of Serbian Railways and manager of **KTLV - Cluster Transport and Logistics Vojvodina** introduced to a discussion about economic development of the region. Milan Vučinić is together with **Hugo van Veghel** is member of the Board of Directors of the KTLV Cluster.

Also participating was **Mirjana Kranjac**, Assistant to the Secretary for Economy, Employment and Gender Equality of the Autonomous Province of Vojvodina. She is together with Dr Hugo van Veghel and Biljana van Veghel Kondic member of the Strategy and project team of the KTLV cluster

More information about KTLV.: www.klaster-ktlv.rs/

Coming very soon: Baltic Dynamics 2012 and Life Sciences Baltics 2012



Continued from page 1... professionals in Europe and beyond. This year's edition again will offer a range of important topics. For example,

Public Entrepreneurship Support, Intellectual Property Management, The Role of S&T Parks in Supporting the Entrepreneurial Community, From research to market – International Cooperation, and Regional Policy Improvement for Financially Sustainable Public Business Support. Further program information krc.fastsite.lt/files/361/Baltic%20Dynamics%202012%20Agenda%20Draft.pdf. For registration, please use www.balticdynamics.com/en/home

Continued from page 1... with the Nobel Prize Winner and prominent



speakers as well as global players of biomed and biotech will be held together with **Baltic Dynamic 2012**. **Baltic Dynamics participants are invited to participate free of charge**, and register for B2B and FP7 meetings and prepare their individual meeting schedule with representatives of companies and research institutions in advance.

To find out more about the LSB2012 conference visit website <http://www.lsb2012.com/en/conference/>

Creative Clusters met in Novi Sad

The international Conference and B2B, CRINSS - Creative Industries Summer Sessions was held mid July 2012, Novi Sad, Serbia with almost 100 participants from 12 countries. The CRINSS offered a high visibility platform for decision makers and leaders in innovative, creative and cultural sectors to present industry. It also offered an extraordinary opportunity to network, participate, learn and connect to local and international leading partners, creative directors and policy makers.

The program featured a Serbian Premiere: The KIDDO Interactive Film and offered many opportunities to learn



from presentations and panels and actively contribute to workshops and discussions on topics like

“Creativity & innovation, knowledge and technology transfer” presented by SPICE Member **Hugo van Veghel**, or “Intellectual Asset Management”, “Acoustic Space” or “The Future of Entertainment”. Last not least the CRINSS provided space for B2B meetings.

CRINSS is the result of development strategy of Creative Industries Cluster of Vojvodina and close cooperation between its members and key stakeholders.

More details are available on website crinss.talkb2b.net/ and presentations can be downloaded from website <http://crinss.talkb2b.net/page/6/After+event>

The local host of the event was the Creative Industries Cluster of Vojvodina” that just two weeks after this event took actively part in the 4th SPICE Picnic

Contact: Tatjana Kalezic, tatjana@kreativniklaster.org

Basecamp3: Freelancers Event

by Roy Jones

Basecamp3 the creative incubator in Liverpool, UK, hosted an event for Digital and Creative industries freelance designers and games developers. The event was to provide an opportunity for them to meet and network with other designers and to be informed on the legal aspects of operating as a sole trader Francis McEntagart a commercial lawyer that specializes in the creative industries gave a presentation on, copyright, intellectual property, contracts and non-disclosure agreements. Over 40 designers attended and were able to discuss working

collaborations with the companies in the incubator.

The event was sponsored by Baltic Creative, the development organization for the creative quarter in Liverpool and organized by Pacificstream and Open Labs. Open Labs, part of John Moores University supports local creative technology firm to develop new products and services that capitalize upon global opportunities.

The next Freelancers event is planned in October 2012.

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SDO Profile: www.spica-directory.net/centers/?id=2284

Better Results by operating in a Regional Network

MAGNET the Manufacturing Advocacy and Growth Network, Cleveland, Ohio, USA, since 1984 has assisted thousands of companies in process and product innova-



tion through its Edison Technology Center, Manufacturing Extension Services and Business Incubation programs. The Incubator at MAGNET assists start-up entrepreneurs



to grow their business with a variety of services from coaching to product design to leasing office space. Started in 2002, the incubator has graduated 20

firms and at this time has 22 clients. The incubator focuses helping companies through design and prototyping.

In April 2012, the Incubator launched a resource for student entrepreneurs. The **Beta Space** that is aimed at helping to develop a business “from the idea into a thriving business”. Beta Space offers

- Free financial, legal and marketing advice
- Professional mentoring and access to networks
- Grow into the incubator
- Regional support networks for funding, grants and business

Part of the MAGNET network the incubator is taking advantage of a dynamic entrepreneur support system



Contact: David Crain; dave.crain@magnetnetwork.org

SDO profile www.spica-directory.net/centers/?id=2463

Almedalensveckan – SPICE at the Political Week of Sweden

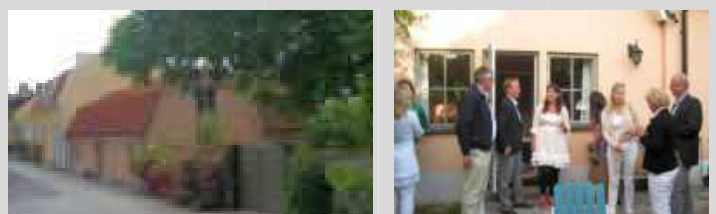
Almedalensveckan, conducted annually in Visby, Gotland (Sweden), is a “political week” where representatives of all the Swedish political parties are gathered to discuss with other organizations, associations, companies, and citizens all sorts of politics and social issues. Now held in week 27 every year Almedalensveckan has become the place to hold seminars and week-long non-stop event. This year more than 1,800 such events attended by well over 10,000 participants were organized in the medieval city of Visby – virtually in every meeting or seminar room in every courtyard of the “city of roses”. Each evening one of the leaders of political parties gives an open air speech in Almedalens park that gave the name to this event continuing a tradition the former Prime Minister of Sweden, Olof Palme” began in 1968.

In this environment Innovationsbron on July 4, 2012 held a workshop in the courtyard on a mediaeval house, S:t Hansgatan 41: “**Cracking the Code of Innovation Hotspots**”. Based on the introductory statement of Björn Hermann Startup Genome Project, San Francisco, Heinz Fiedler (President of SPICE Group), and Carl Jeding (Head of the Beijing Office and Science Counselor at the Swedish Agency for Growth Policy Analysis) a lively discussion involved many of the participants. Main topics of that discussion were the tools available for creating innovation hotspots, experiences made with starting and developing innovation and entrepreneurship related initiatives, the possibilities to involve all groups of society, and what Sweden should do for securing its role in world economy.

Almedalensveckan was the perfect environment for an additional “workshop”: The invitation to a barbecue evening hosted by **Mikael Hult**, SiSP, Swedish Association of Science Parks and Incubators. The CEO of the Association, Magnus Lundin, and staff were attending this barbecue as well as invited guests from innovation support organizations and political administration. This SPICE meeting 163 offered a great opportunity for talking about experiences and plans for developing the national innovation system and entrepreneurship supas as well as ways to strengthen international collaboration and tools to help client firms to access international markets .

Contact: Anders Nilsson, Innovationsbron, email anders.nilsson@innovationsbron.se

Contact: Mikael Hult, SiSP, Swedish incubators and Science Parks, email: Mikael.hult@sisp.se



... and a few impressions of the city wall with towers – and why Visby is called the “City of Roses”...

Incubator Quality - SPICA World Map

SPICA Directory has introduced a certain “quality standard” for being listed on SPICA World Map”. This standard does not evaluate the quality of an incubator / technopark operations, but the quality of information provided.

- Organizations that have provided actual and complete data within recent two years are shown on SPICA World Map.
- Profiles inserted or updated more than 24 months ago are not accessible for directory users

SPICA World Map only shows locations of “Centers” (incubators, tech-noparks, associations, consulting, support and finance organizations that have provided a complete profile and information is



Not more than 2 years old. In the right column on this page we give examples of organization profiles that recently have been added or of added to SPICA Directory or updated .

SPICA World Map www.spica-directory.net/map/ now is the main entry point for users of the directory. From that map access to the individual incubator / technopark / association profiles in SPICA Directory is possible.

There also are other ways of finding a specific profile. For example, by using the tabs “countries” or “associations” on the homepage of SPICA Directory.

Add your profile to the SPICA World Map – it is simple

- **If your organization is not yet in the Directory** select “Insert new Profile” from the main menu of the SPICA homepage www.spica-directory.net and follow instructions
- **If your organization is listed in the Directory but** you did not yet receive a user name and password for accessing the information system, please contact the SPICA Directory Team at update@spica-directory.net

Note: to access SPICE Directory profiles you need to be registered as user (use tab “register” for this purpose).

Profiles recently updated www.spica-directory.net/recent.php

Advice – Support – Finance in SPICA Directory

ASF, Advice – Support – Finance provides access to information about organizations and companies active in the ecosystem to provide important functions for innovation, entrepreneurship and growth company support.

Being still in a “Beta status” the ASF section already offers the possibility to access information and to insert information about consulting, supporting and financing organizations. To try and test the new section and provide comments for improvement visit website

<http://www.spica-directory.net/asf/entry.php>

Insert a new ASF profile

On the ASF website you also find the link to insert a new profile. This can be information about your own organizations or about your partners or stakeholders. For incubators and technoparks this is an option not to be missed.

Now on SPICA World Map

Bangladesh: The country’s’ first business incubator **BizcubeByBetterStories** began operations in the year 2012 and at this time has 10 client companies on-site with 30 employees. Further 5 clients work off-site



SDO Profile: www.spica-directory.net/centers/?id=2442

Lithuania: The **Kaunas Regional Science Park** began operations in 1998. It has 63 client companies with more than 550 employees and operates a business incubator



SDO Profile: www.spica-directory.net/centers/?id=41

India: The **VIT-Technology Business Incubator** in Vellore has begun operations in 1998 and at this time has 9 client companies employing 30 people – plus 14 firms have graduated with 76 employees



SDO Profile: www.spica-directory.net/centers/?id=238

South Africa: The business incubator **FURNTECH** operates since 2001 and at this time has 62 on-site and 5 off-site



client firms. In addition 79 companies graduated already. **SDO Profile:** www.spica-directory.net/centers/?id=2245

New Zealand: The business incubator **SODA Inc.** started in 2007 and now has 24 on-site and



7 off site clients employing together 3 people

SDO Profile: www.spica-directory.net/centers/?id=2269

Belarus: The **Business Incubator Gommel** is working since 1992 and has helped more than 130 client firms. 68 start-ups graduated with 480 jobs.



SDO Profile: www.spica-directory.net/centers/?id=33

Croatia: The university affiliated incubator **Tera Tehnopolis in Osijek** since 2002 has helped about 700 people preparing a



start-up business. At this time the incubator serves 20 client firms on site and additionally 3 start-ups off-site.

SDO Profile: www.spica-directory.net/centers/?id=1968

Serbia: TARA International Consulting



five years is active in Novi Sad providing regional and local development consultancy to help our clients from the public, private and civil sector.

SDO Profile: www.spica-directory.net/asf/?id=2424&cc=95

Tunisia: 2CW - Conseil Communication et Web is research firm and consultancy whose expertise enabled him to perform and participate in various strategic studies, sector, feasibility .studies



SDO Profile: www.spica-directory.net/asf/?id=2424&cc=95

Argentina: InnovosGroup



provides research, study, and Consulting services in the fields of science, technology, innovation, higher education, and entrepreneurship.

SDO Profile: www.spica-directory.net/asf/?id=2451

Views & Facts

The European Secretariat for Cluster Analysis

One of the leading German innovation agencies VDI/VDE Innovation + Technik GmbH has established ESCA - The European Secretariat for Cluster Analysis to offer practical advice to cluster management organizations.

Clusters – even if this term is not clearly defined, or because of that – certainly are complex and dynamic structures that are subject to continuous change. They are set up to promote economic growth through leveraging the innovation and business potential of a region and - under professional cluster management - can help to generate new employment opportunities, new products and services, new companies, new R&D activities and new patents.

Under this perspective it is surprising to find that only 20

out of the 270 clusters “in the system” of ESCA indicate that they are supporting the “Development of Entrepreneurship” systematically. Possibly cooperation with business incubators or technology parks in the respective region offers room for improvement.

ESCA - The European Secretariat for Cluster Analysis aims to promote cluster management excellence through cluster benchmarking and cluster management – entrepreneurship seems to be worth further investigation

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Website: <http://www.cluster-analysis.org/>



Keep Entrepreneurial Talent in the Country

The USA, especially California, often are referred to as a country that intelligently attracts entrepreneurial talent from abroad to come and start businesses. This is seen as an important basis for the innovative strength of the economy.

Now, in the paper "Reforming Immigration Law to Allow More Foreign Student Entrepreneurs to Launch Job-Creating Ventures in the United States," released recently by Kauffman Foundation, a team experts from the University of Missouri—Kansas City (UMKC) analyses that increasing numbers of international students with a passion for entrepreneurship want to start new ventures in the United States, but, current immigration laws make it difficult – if not impossible.

The paper outlines a number of specific measures to modify U.S. immigration law in an effort to attract and encourage talented international students to launch job-creating ventures in the United States.

If in a country that is looked a being “entrepreneurial immigrant friendly” research find a need for improving the situation, how much more should European countries look into this matter.

For more information visit the news page of SPICE Group: <http://www.spice-group.de/actual/> or

contact Barbara Pruitt, bpruitt@kauffman.org, Kauffman Foundation or Prof. Anthony Luppino, luppino@umkc.edu, UMKC School of Law

Capital for women-led high growth companies

Astia, founded in 1999, is an innovative global not-for-profit organization that aims to support full participation of women as entrepreneurs and leaders in high-growth businesses. Astia's mission is to provide access to the networks and expertise that women entrepreneurs need to succeed. Therefore, Astia programs provide access to capital, ensure sustainable high-growth, and develop the executive leadership of the women on the founding team

Designed for entrepreneurs by entrepreneurs who understand the value of extraordinary relationships and believe in the give-back, Astia connects entrepreneurs to investors,

industry leaders, advisors, and service providers encircling the entrepreneur with a comprehensive value-add network. The role of Astia is to facilitate access to the proven pathways to success and deliver results. The upcoming **deadlines** for applications to be considered for the offering for of women-led high-growth companies - from seed to exit:

Application Deadline: September 14, 2012

In Person Screening: October 5, 2012

Astia Global Entrepreneur Program: October 22-27, 2012 in Silicon Valley, CA

To apply use website <http://astia.org/content/view/600/877/>

SODA Labs – a new Incubator Service

The business Incubator SODA Inc in Hamilton, New Zealand, is piloting a new value added service for its Waikato Digital Industry Forum members and constituents of the regional digital industry.

Based on demand of the digital enterprises articulated during the in-depth ICT sector study conducted by NZTE in early 2011, a program of structured innovative workshops will be held in SODA Inc. to support more intense intra-industry communication and collaboration. The goal of the labs is to encourage more intense intra-industry communication, collaboration and linkages. During 90 minute creative workshops, the SODA Labs”, 3 – 5 leaders of regional digital enterprises will participate. Whatever is said at the meeting can be used by participants within their organizations but not shared outside their organiza-

tions unless agreed explicitly by everyone present at the meeting. The workshops will be facilitated by an independent member of DIF

Leadership Group and notes will be produced in the form of photo of whiteboard shared only with participants, audio/video recordings made for internal use of SODA.

Testing round of first SODA labs will be evaluated and an annual program of SODA labs will be prepared and offered as a service for the DIF members.

Contact Cheryl Reynolds cheryl@sodainc.com or Petr Adamek adamek@bermangroup.net – More on website

<http://www.digitalindustryforum.com/soda-labs/>

SDO Profile: www.spica-directory.net/centers/?id=2269



Berlin develops as a Hub for Technology Start-ups and Finance

Continued from page 1...

And these private investors seem to have a better, more profitable idea for using this building. Therefore, although successfully operated by the IZBM GmbH that also runs three more technology incubators in Berlin the BIG is scheduled to be closed by the end of 2012.

But the city still will be a hub of incubation and entrepreneurship. With eight technology business incubators, five technology parks, three university related pre- incubators, and at least six mixed use business incubators. Additionally there are numerous incubators around Berlin not located within the city limits but cooperating within the regional network "Innovationskolleg".

Berlin has a historical track record of innovation and entrepreneurship. Technology companies that became global player started here, like Borsig (founded 1883) sending its steam locomotives around the planet, Siemens & Halske (founded 1847), or electrical goods company AEG (founded 1883). These are just three examples.

Also in the financial sector Berlin has been birthplace of successful companies. For example Deutsche Bank was

founded here in 1870.

Although all of the named examples were successful more than hundred years not all of them are still existing. But there might be new coming stars in rising from the fertile grounds of the city with its research and higher education institutions.

One of them, the Technical University of Berlin, was the source for business ideas that found their place to realize in Germany's first business incubator: The BIG, Berlin Center for Innovation and New Enterprises that opened 1983 on a university campus with support from the City Government kicking off a development that resulted in about 350 similar initiatives in the country.

In Berlin business incubation and innovation support has much developed over the last three decades and new businesses played an important role.



Berlin near main station

Berlin creates Start-Ups and attracts foreign innovative Businesses

Some tourists visiting Berlin seems to find this a place for doing business. The "home-grown" businesses have built an environment that attracts other firms to come. From daily newspapers (mainly "Der Tagesspiegel") of recent weeks we took a few examples to highlight such activities

Portal for Design Furniture

The US start-up **fab.com** just has moved its offices from London to Berlin to expand to international markets from here. The company wants to become the main portal for design furniture and just as acquired the Berlin start-up firm Casacandra – and US\$ 150m venture capital. Casacandra started in 2011 following the example of fab.com and just seven month later was acquired by its "model". In Berlin fab.com plans to grow to 200 employees in the near future – 50 of those have been working for the just acquired company.

Website: fab.com/about-fab/ www.tagesspiegel.de/wirtschaft/fab-com-design-fuer-alle/7001118.html

Production of Design Furniture

The company „sofa-dreams“ works in the "Technology Business Incubator Berlin Köpenick" (part of the Innovation Park Wuhlheide). This company is not only selling furniture through Internet. They are designing. Producing, and delivering their products. And even the clients can use the website to design their own furniture. While the central office of "sofa-dreams" is located in the business

incubator it has its logistics center near Leipzig and is planning for further locations in Germany and abroad. Expansion also is planned regarding exhibition space and shops as well as cooperation with other Internet platforms.

Website: www.sofa-dreams.de/

SDO Profile: www.spica-directory.net/centers/?id=311

Any Food for Everyone

The Berlin company „Delivery Hero“ recently acquired € 40 million additional venture capital. This brings the total amount of capital already raised during the last two years to € 80 million and makes it in this respect "one of the most successful European Internet start-ups. The company allows customers to find and compare offers of restaurants and other providers of food for delivery. If orders are placed through the system of Delivery Hero the company charges a provision. 700 restaurants in Berlin are working with this system and more than 400 people are working for the company. Started in October 2012 Delivery Hero also is active in Austria, Australia, Finland, Poland, Russia, Mexico, South Korea, and Sweden. But there are more countries on the planet. The additional venture capital will be used for further international expansion.

Website www.deliveryhero.com/about/

www.tagesspiegel.de/wirtschaft/mehr-kapital-delivery-hero

Where foreign Entrepreneurs moving to Berlin find Admin Support

The Business Immigration Service (BIS) in Berlin since March 2007 provides administrative services that help foreign entrepreneurs to get started in the city. BIS is set up to help with matters like information about rules and regulations regarding self-employed or starting a business in Berlin, advice for companies on hiring foreign employees, first applications and renewals for residence permits, or requests to approve the work permit

A special offer regarding foreign companies is the "Berlin Welcome Package" providing an easy start (or tech of three months) at a fixed rate, including a furnished office with ICT services, a furnished apartment, a public transport pass, as well as consulting services on legal or taxation matters, PR and communication, or insurance. More details as well as downloadable forms are available on website www.berlin-partner.de/?id=1423&L=1 .

Capital finds promising Investments in Berlin

Investors come to Berlin: fab com (see page 12) is just a recent example for new arrivals in Berlin. From the investors perspective Niklas Zennstrom, co-founder of Skype, sees Berlin as "one of the most exciting cities in Europe" and sees the city being a center for innovative Internet companies. With his firm Atomico Zennstrom came to Berlin to invest in start-ups with high potential

and thereby help closing the financing gap of start-up companies. And he will find much to select from. The Berlin Chamber of Commerce and Industry counted more than 60 new Internet companies started during this year.

<http://www.tagesspiegel.de/wirtschaft/investor-sucht-ideen-in-berlin-skype-gruender-will/5839816.html>

Gründer Garage: Start-up Competition combing Training, Finance, and Awards

Since once in the Silicon Valley a garage was home of what became a global company the place where usually cars are parked seems to be seen as the right place for starting a new business. At least for the Stanford University students Bill Hewlett and Dave Packard in 1939 a garage was the right place to build the first products of their company HP.

Now kind of a virtual garage is a new start-up completion in Berlin: The "Gründer Garage" ("start-up entrepreneur garage") is an initiative in Berlin co-started by the "Entrepreneurship Foundation" in cooperation with Google and Indiegogo to identify, support, and finance new businesses in the city. This competition targets at an early stage of business development: the idea - while others want to see a business plan or first market experiences before talking with a start-up this "Gründer Garage". The process has a three phase **Online Training**

with several modules to select from and delivered by the Entre-



preneurship Foundation with the Free University Berlin. More: www.entrepreneurship.de/gruender-garage/

Crowd funding with Indiegogo advertising itself as the world's largest global funding platform where participants seek to get funding www.indiegogo.com/

Winning: For the winners Google provided a total of € 150.000 for matching the amount participants received through the crowd funding process

Applications can be made through the website

<http://www.entrepreneurship.de/gruender-garage/>

And the "Gründer-Garage" at the Campus Party Berlin:

<http://www.campus-party.eu/2012/entrepreneurship.html>

One more .garage in Berlin

. garage provides space and room to cooperate and network, to generate synergy that motivates, encourages, and provide advice.

The core of the concept are the 6-month incubation programs and support within the framework of the KfW program 'Gründercoaching Germany'. The aim is to enable potential entrepreneurs to develop their business plan and acquire the knowledge and skills needed for running a company.

The . garage in Berlin is part of a system of incubation activities in seven German cities: Berlin, Braunschweig, Dortmund, Essen, Hamburg, Helmstedt, and Kiel.

This initiative started with the .garage in Hamburg that was opened in 2001. The .garage incubators are privately financed and found support / cooperated with several private sector companies.



Through this system meanwhile "several thousand successful start-ups have been accompanied" that could benefit from the experience of the coaches providing structure, knowledge and motivation.

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SDO Profile: www.spica-directory.net/centers/?id=2465

Sold out at 10,000 Participants: Campus Party Berlin

Campus Party is an inspiring festival in the areas of innovation, creativity, science and digital entertainment. Since 1997, Campus Party has brought young, passionate technologists together to collaborate, learn and promote innovation and knowledge.

As the website of Campus Party informs: "Campus Party was founded by Paco Ragaes, Pablo Antón and Belinda Galiano who came together and collaborated with hundreds of passionate technologists to create an educational festival focused on new technologies and the unifying power of the Internet."

Being a Spanish event for the years from 1997 to 2007 Campus Party became international with its first event outside the country in 2008 in Brazil. The number of participants at the events in Spain had grown from 250 in

At Campus Party we strive to create the largest geek innovation community on the planet and encourage them to use their talent and expertise to create a better world through technology

1997 to more than 8100 in 2007. The first Campus Party in Brazil started with 3300 attendees – growing to 6,800 in 2011. In parallel Campus Parties were continued to be held in Spain and entered Colombia, Ecuador, and Mexico with equally impressive numbers. In the past 16

years, over 125,000 participants have attended 30 Campus Party editions in seven countries.

In 2012 Campus Parties are scheduled for Sao Paulo, Valencia, Bogota, Mexico City, Quito,

and new editions in Lima, Barcelona and Berlin. The **Campus Party Berlin** website already well before the event (held **August 21 – 26, 2012**) informed that the 10,000 tickets are sold out. After the event media reports were not so sure about the numbers reached.

Website: www.campus-party.eu/2012/index.html

Business Incubation in ECA

This section provides information about incubation activities and programs from the ECA region (Eastern Europe and Central Asia). ECA^{bit} is the regional networks of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.ecabit.org/> or contact Radu Ticiu radu.ticiu@it-incubator.ro



Bulgaria - Greece Summer School for Entrepreneurship

by Rositsa Djambatsova

The Business Incubator-Gotse Delchev, Entrepreneurship Promotion Center, BI-GD, Bulgaria was co-organizer of a cross-border **Summer school on Entrepreneurship** held in July 2012 in Blagoevgrad, Bulgaria, in partnership with American University in Bulgaria



Technological Education Institution Serres, Democritus University, Komothini and Serres Chamber of Commerce and Industry, Greece.

The summer school was an interactive training, learning by doing and networking of **37 Bulgarian and Greek** business - oriented students and young entrepreneurs and 15 trainers and experts from research/academia and business organizations.

The BI-GD led the workshops “**Self -assessment - entrepreneurial potential**”, “**Business idea Assessment**”, “**Business idea development**” to share knowledge and



experience. Most of the participants met for the first time. But they worked hard in 7 Bulgarian-Greek teams to generate and develop a team business idea and present it in the best possible way.

Some examples for business ideas presented: e_magazine, e-trad_prod, Xventure, SenseStorm, diaBeatIt, SmartFridge, Projectify.

The participants will implement the new knowledge and skills in entrepreneurship and will have opportunity to participate in follow-up e-trainings and receive mentoring services for further development of their ideas.

Radu Ticiu, Timisoara Software Business Incubator, TSBI, Romania led the **Sustainable Entrepreneurship** panel and workshop. An entrepreneur from his incubator shared experience and network with Bulgarian and Greek students and young entrepreneurs.

They discussed business ideas with the teams as well and though about future cooperation.

The Summer School is organized in the framework of the project “Greek- Bulgarian network for education and training in entrepreneurship: Models, programs and virtual enterprise infrastructures”, funded through the European Territorial Cooperation Program Greece-Bulgaria 2007-2013

Main outcomes of the project:

- Research reports on State of the art analysis in entrepreneurship education, Entrepreneurship profile, needs and opportunities in the cross-border region,
- Analysis of cross-border collaboration in the region, Strategic action plan for the collaboration of universities and business organizations in the region
- Development of entrepreneurship education models: generic and four specialized woman entrepreneurship, green entrepreneurship, cross-border entrepreneurship, entrepreneurship in tourism
- Web-based simulation training for cross border entrepreneurship for students and youth
- Pilot entrepreneurship education program and blogs
- Education and networking events
- Virtual operation of eight enterprises
- Mentoring for eight virtual enterprises
- 7-day Summer School – Innovation camp

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Info: <http://www.bi-gd.org/bi/eng/entreproject.html>:

More information about the presented business plans:

<https://www.facebook.com/media/set/?set=a.365579540179635.80700.10000182777806&type=1&l=fe009e4c82>



Bulgaria € 12 million for Early-Stage Start-Ups

September 1 Eleven has started activities. It is a venture fund providing finance to early-stage startups in Bulgaria. Eleven is providing workspace for its investees and is using an investment approach that mirrors the development of start-up businesses: starting with small experiments, going through a trial and error process, learning from failures, and invest in successes.

Eleven is focused on innovative ideas, investing € 50k for proof of concept during a 6 month acceleration program with the ability for investing up to € 150k sæd capital in further stages of business development..

For providing the best possible support Eleven works together with excellent partners: Springboard, that advertises as the “leading European startup accelerator”, and with Google for providing the needs qualified mentors. The European Union through its Jer (Joint European Resources for Micro to Medium Enterprises) provided the € 12 million if the Eleven fund.

Contact: eleven@eleven.bg

Website: <http://eleven.bg/>



Business Incubation in MENA

This page provides information about incubation activities from the MENA region (Middle East and North Africa). MENA^{inc} is the regional infoDev supported network of business incubators and technology parks. More information: <http://iisc.infodev.org/en/Region.5.html> or <http://www.mena-inc.org> contact Mr. Mohammed Allam at m3allam@gmail.com



Germany - MENA German-Arab Startup Competition (GASC 2012)

The German Arab Startup Competition (GASC 2012) is an international competition sponsored by DAAD, Transformation Partnership Program. This initiative is aimed to foster entrepreneurship and promote a "start-up culture" in universities in Egypt, Tunisia, Morocco, and Germany. Submissions describing startup ideas in Information & Communication Technology (ICT) are invited from students, doctoral candidates or academic staff of universities (individuals and/or teams of up to 4 people). Winners will be chosen by an international jury based on a set of criteria including the viability and the novelty of the business idea. All proposals will receive feedback

from the reviewers. Up to three winners will be selected from each of the countries listed above to attend a training week in Germany in October 2012. . The travel, accommodation, and training costs will be covered by the DAAD.

The call for submissions is open until **August 25, 2012**. September 10, 2012 the winners will be announced and October 9 - 10 12th, 2012 the startup training will be held in Marburg, Germany:

More information and submission details are available on website <http://www.redcad.org/GASC2012/>



Palestine

PICTI now EBN certified

PICTI, the Palestine Information & Communications Technology Incubator, since many years is member of the infoDev MENAinc network. Now, after meeting all the specifications and standards, PICTI has become member EBN, the European Business and Innovation Center Network, located in Brussels. This achievement was celebrated with a conference held end of June 2012 in Luxemburg, sponsored by the European Investment Bank (EIB). This event also celebrated the years of robust growth in the Information Communication Technology (ICT) sector in Palestine and the contribution of the incubator. At that event PICTI Chairman Mr. Hassan Kassem received the certificate from Mr. Giordano Dichter, Quality Manager of the European Business and Innovation Centre Network.

Mr. Hasan Omar, PICTI CEO and member of SPICE Group, presented the new vision and mission of PICTI, the new business model

of the incubator (that now also become and accelerator), and the relationship with the Palestinian Universities.

The conference also included a graduation ceremony for participants of a series of training programs organized and delivered by PICTI and EBN. Chairman Mr. Hassan Kassem and Dr. Yahya Al-Salqan and Eng. Hasan Omar handed the certificates to the 12 graduate trainees.

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SDO-Profile: www.spica-directory.net/centers/?id=1970

More: www.idisc.net/en/Article.39360.html



Morocco

Phase 1 of the Maghreb Startup Initiative successfully closed

Maghreb Startup Initiative is the first entrepreneurship project devoted to the Maghreb region. It aims to stimulate the creation of innovative start-ups within the youth of the Maghreb countries Morocco, Algeria and Tunisia The Maghreb Startup Initiative this year started to receive 100 applications for its competition. At closing on July 31, 2012 150 projects were filed proving the success of the first phase of this initiative. Moroccan youth showed potential.

The next steps of the Maghreb Startup Initiative are:

Sep 10: Selection of 10 teams that will be asked to provide a detailed business plan in English.

Sep 20: All 10 teams submit their business plan

Sep 25: Intel forms a panel of 3-4 judges (Intel, EFE and UC Berkeley) to select 3 teams

Sep 30: 3 teams present their business plans 10 min plus 5 min Q&A (remotely by Skype) to the panel of judges



Oct 1: Panel announces the winning team that is invited to travel to Berkeley for the **Intel Global Challenge**.

The team having the greatest opportunity in one of following categories will be selected:

New Technology for New Users: Create a disruptive, scalable business that most impacts Generation C (the Connected Generation of 17-27 year olds),

Social Innovation: Leveraging technology for first time or existing technology users, creating a scalable business with positive financial returns as well as a significant impact on systemic social problems in critical sectors including agriculture, education, energy, financial services, the environment, health, housing and water.

Computing 2020: Create a scalable business that leverages disruptive computing innovations including cloud computing, big data, high speed mobile connectivity, machine learning, artificial intelligence and sensors.

More information: Fondation du Jeune Entrepreneur

www.fjemaroc.ma www.maghrebstartupinitiative.org

Contact: fje@menara.ma

Small Innovative Projects get Funding for Feasibility Studies

Small innovative projects may apply for funding for feasibility studies for their partnership projects to check the technical, financial, legal, commercial or managerial aspects. The **Union for the Mediterranean** to promote SME development has set up **Faro, the seed capital, development and orientation fund**. The last round of funding in 2012 will be selected **November 30th, 2012**. The **ANIMA Investment Network** manages this project

in association with the French Development Agency, AFD and other partners to encourage the creation of businesses and employment as well as innovation in the countries on the Southern shores of Mediterranean and to promote North/South partnerships.

Contact: .E. Noutary, emmanuel.noutary@anima.coop

Website: www.animaweb.org/

More details of Faro : www.faro-um.org/en/index.php

Business Incubation in Latin America

This page provides information about incubation activities and programs from the Latin America and Caribbean region. Relapi is the regional network of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website http://www.relapi.org/site_novo/index.php



Chile

Chile attracts innovative Entrepreneurs from around the World

The Government of Chile has initiated a program to make the country “the definitive innovation and entrepreneurial hub of Latin America”. Start-Up Chile, potential, early stage, entrepreneurs to use Chile, as a executed by **Corfo** via InnoVaChile, aims to attract high platform to go global.

During the pilot phase in 2012 the program brought **22 startups from 14 countries to Chile**. US\$ 40,000 seed capital , a temporary 1-year visa , and access to social and capital networks in the country are the incentives of the program. The selected entrepreneurs were approved by the Chilean Innovation Board together with Silicon Valley experts. The most important criteria is that the entrepreneurs work in a global mindset.

2010 acted as a **pilot phase** that led into the 2011 application



processes with the goal to bring 300 startups to Chile during the year, with the goal to have 1,000 new businesses in the program by the year 2014.

The year 2011 330 applications were evaluated that brought 87 startups from more than 30 countries to Chile. During the second process in July of 2011, 650+ startups applied, for the 100 slots available.

Start-Up Chile has gained international recognition and has inspired spinoffs from around the world.

Contact: Horacio Melo, CEO info@startupchile.org

Website: <http://startupchile.org/>

Latin America Impact Incubation by AGORA

Agora sees culture and ecosystem development as key to long-term change and aims to build long term relationships with entrepreneurs and, through their success, build a powerful, self-re-enforcing community that drives a sustainable economy.

Agora has run a variety of projects including support to Women Entrepreneurship, New Ventures in Nicaragua, and ANDE Latin America Conference. At this time Agora has a wide range of programs from Small Business Incubation and Mentoring to Venture Capital. The latest initiative is the **Agora Accelerator**, a four-stage program to give entrepreneurs access to the knowledge, networks, and capital leading them to success. The program includes the Entrepreneur Retreat, business consulting, the Investor Conference, and follow-up on investment opportunities.

The process begins with companies completing an **online GIIRS assessment/rating** prior to the Entrepreneur Retreat. While at the Retreat, the participating companies are interviewed to receive their rating.

The **Entrepreneur Retreat** (January 28 – February 2, 2012) is to create a community of high-potential, early-stage impact entrepreneurs in Latin America. At the Retreat, entrepreneurs become exposed to the ASGORA network of investors, mentors, and consultants who are available to support them to position the companies to

grow and create more impact.

In the following **Business Consulting phase** of the Accelerator participants receive consulting services,

management tools, and strategic contacts. This phase also prepares the entrepreneur for the capital raising in the **Impact Investing**, an interactive, results-driven conference to catalyze investment in participating companies, coordinate capital across investors, and build a global impact investing ecosystem.

The following **Impact Investing in Action** is an interactive, results-driven conference to catalyze investment in participating companies, coordinate capital across investors, and build a global investing ecosystem.

Agora’s Accelerator is one of the first “impact accelerators” in Latin America, meaning that we work to scale early-stage companies in the region that are solving social problems in their communities.

Early-stage entrepreneurs in Latin America who need human, social and financial capital to grow their business, and are committed to creating social and economic impact through their business.

More information: agorapartnerships.org/accelerator-2

Apply: agorapartnerships.org/accelerator-2/how-to-apply



Business Incubation in Africa

This page provides information about incubation activities and programs from the AFRICA region. AIN is the regional networkers and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.infodev.org/en/Project.22.html> or contact



South Africa **mLab Southern Africa – to become a “synonymous with opportunity”**

mLab Southern Africa (SA) is a mobile applications laboratory, which incubates innovation and entrepreneurship in mobile apps and content services. mLab SA is part of the infoDev network, together with similar initiative established last year in East Africa and Armenia (mLab ECA). These mLabs already during their first year of operations – mLab SA opened its doors in September 2011 – have shown success by “producing” a number of award-winning international start-up firms. mLab SA is based at The Innovation Hub in Tshwane with the first satellite office in Cape Town. It is run jointly by the Council for Scientific and Industrial Research (CSIR), the Meraka Institute, The Innovation Hub, and Ungana-Afrika, with funding from infoDev and the Department of Science and Technology of

South Africa Since June 2012 Derrick Kotze is CEO of mLab SA. Having worked before as Nokia outreach manager Derrick brings a wide regional network and a fresh vision to serve the region’s mobile community. He is convinced that “mobile entrepreneurs (do) not only hold the key to creating new jobs, but also to democratizing many services and opportunities that have historically eluded many across the continent. I have a simple vision for mLab SA: To make it synonymous with opportunity.”

Contact: Email: info@mlab.co.za

More info: <http://www.mlab.co.za/>

SDO profile: www.spica-directory.net/centers/?id=2446



Africa **Training and Certificates by m:lab East Africa**

m:lab East Africa is aiming to be a leader in identifying, nurturing and helping to build sustainable enterprises in the knowledge economy. This infoDev initiative is a consortium of four members: eMobile, World Wide Web Foundation, University of Nairobi, and iHUB.

The mission of mLab EA is “to facilitate demand-driven innovation by regional entrepreneurs, ensuring that breakthrough low-cost, high-value mobile solutions can be developed and scaled-up into sustainable businesses that address social needs”.

In July 2012 mLab East Africa awarded certificates in Mobile Application Development and Entrepreneurship to 23 trainees in its first graduation ceremony. Two startups were awarded during the training: Fomobi Solutions Ltd (Jacob Mwema) and Mobilab Ltd (Patrick Mutahi). The ceremony took place at the iHub, a regional innovation center for developers, entrepreneurs, VCs, and incubation specialists.

The mLab graduates received technical training and also were coached in “soft skills” such as management, business strategy, and network building. Especially this combination was valued very highly by the graduates.

The training featured such guests as Dr. Bitange Ndemo (Permanent Secretary in the Ministry of Information and Communication), Erik Hersman (iHub Founder), Ken Mwenda (Managing Director of Emobilis) and Dr. Moses Rugutt (Deputy Council Secretary of the National Council of Science and Technology).

The fourth wave of incubatees will start training in September 2012.

Contact: info@mlab.co.ke

More info: www.idisc.net/en/Article.39368.html

SDO profile: www.spica-directory.net/centers/?id=2447



Africa **Innovation Prize for Africa - Call for Applications**

The United Nations Economic Commission for Africa (ECA) and the Africa Innovation Foundation (AIF) have announced the call for applications for the 2012 Innovation Prize for Africa (IPA). The prize honors and encourages innovative achievements that contribute towards the development of new products, increased efficiency or cost savings in Africa. The prize also promotes the efforts of young African men and women pursuing science, technology and engineering careers as well as business opportunities that aim to contribute to sustainable development in Africa. The mission of the IPA is to raise attention around innovative work and help support the vision of entrepreneurs.

The goals of the IPA 2013 are to:

- Mobilize leaders from all sectors to fuel Afri-

can innovation

- Promote innovation across Africa
- Promote science, technology and engineering as rewarding, exciting and noble career options among the youth
- Encourage entrepreneurs, innovators, funding bodies and business development service providers to exchange ideas and explore innovative business opportunities.

Deadline for applications is October 31, 2012

More detailed information is available on website <http://InnovationPrizeForAfrica.org>

Contact: Mrs Eskedar Nega ipa@uneca.org or Ms Pauline Mujawamariya, ipainfo@africaninnovation.org



Senegal **CTIC Bootcamp – First Investors’ Club launched**

In July 2012 CTIC, the Dakar ITC Incubator held the first West African Startup Bootcamp in Dakar, Senegal with support from GIST (US dept. of State). This international two-day event brought together investors and mentors for a conference and a pitching competition. More than 130 tech entrepreneurs from all over West Africa attended. The boot camp focused on startup funding was organized to train and mentor tech entrepreneurs at all stages. On the first day, American investors shared their expertise to the public in duets with local entrepreneurs.



On day two, 50 selected entrepreneurs were welcomed with a keynote by Abdoulaye Mbaye, founder of Neurtech, followed by individual mentoring for all 50 entrepreneurs. The 24 best participated in the pitching competition. In addition to cash awards totaling USD \$5,000, the entrepreneur with the highest score will in October 2012 travel to the U.S. for additional training and networking with potential investors. The Startup Boot Camp winners:

- Amarante, GIST Transformer, \$1,500 + USA Business Trip; Amarante, Moustapha Kane, Senegal: web and mobile application to buy and share prepaid mobile credit from different telephone companies.
- eeZydeel, Djack Ouattara, Cote d’Ivoire, Second Prize, \$1,500; any subscriber can buy or sell goods and services through text messages. Entrepreneurs upload their offer for consumers to view and buy.
- Farmerline Ltd., Alloysius Attah, Ghana Third Prize, \$500; provides timely agricultural information to rural Ghanaian farmers such as seed prices and how to treat diseased crops.

M-Louma, co-founded by Aboubacar Sidy Sonko and Ardo Bar, Senegal, BuntunTEKI Prize, \$2,000; web and mobile service to connect farmers to food buyers by displaying real-time market prices and localizations

The event also was the official closing of the intensive 3 months program **BuntuTEKI**, ran by CTIC Dakar. For this last pitching session, the 7 teams which “survived”, wanted to show the progresses they did in terms of technology and business development. The second place of BuntuTEKI the founder of SamaEvent, Stéphane Ndour, who created a mobile and web app that allows to book and pay tickets for any types of events.

BuntuTEKI (Gate to Success) was established by CTIC to help start-up entrepreneurs to get “incubation ready”. It takes would-be entrepreneurs form a business plan to their first steps into market and business. All seven startups that finished the program reached impressive progress in entrepreneurial behavior, business skills and technical development. All now are able to push their startup to the next level thanks to the credibility they gained and the connections that were made for each of them with private and public decision makers.

Good news: out of the seven projects, one is already concluding with a local business angel and two more should raise seed capital in the coming weeks.

An important lesson from this pilot run of the program is that in the African context such a program really needs a longer (time 4 to 6 months) and to have a seed fund available for all the companies to cover some basic initial cost. The next BuntuTEKI session will therefore be boosted with seed funding and launched by the end of the year.

Finally, the event was for CTIC Dakar the occasion to gather renowned local business men and to show them the potential of investing in West African tech entrepreneurs. After being part of the jury, they took part of private meeting and dinner sponsored by *infoDev*. The results were very positive since they decided to form the **First Investors’ Club** dedicated to tech startups in Senegal. The club will be supported by CTIC Dakar for the due diligence and financial management of the companies.

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SDO Profile: www.spica-directory.net/centers/?id=2371

South Africa **Tshwane Entrepreneurship Week**

Organized by Young Revolution, the first edition of Tshwane Entrepreneurship Week (TNEW) 2012 took place at the Innovation Hub in Pretoria August 27-31, 2012. The conference gathered 1250 entrepreneurs, managers business owners, decision-makers and business professionals for talks about the concept and development of entrepreneurship in South Africa. It has been a week full of presentations of entrepreneurs sharing experience and lessons learnt with the audience. Also organizations supporting start-up entrepreneurs contributed their experiences to the discussion. Here just three examples of the 24 outstanding speakers listed on the conference website: company that has trained 4500 start-up entrepreneurs. Allon Raiz, Founder and CEO of Raizcorp that is quoted to be the only privately funded and profitable business incubator on the African continent, Jurie van Vuuren,



professor at the University of Pretoria and founder of a company that has trained 4,500 start-up entrepreneurs, and Magdalene Moosamy, Chief Operations Officer at the National Youth Development Agency of South Africa and active in various ways focusing on policy development and research at both political and government levels.

More information can be obtained from the event director Lawrence Umukoro at lawrence@youngrev.com website: www.tnew.co.za

Business Incubation in ASIA

This section provides information about incubation activities from the ASIA region. APIN, the Asia Pacific Incubation Network is the regional networks of business incubators and technology parks set up with support from the infoDev program. More on <http://www.incubationasia.com/index.php> contact Suresh Kumar, psgstep@vsnl.com



Indonesia

Government invest into Young Professionals

Indonesia on track – Entrepreneurship and Innovation Development are among the key topics of the new governmental master plan. But even more important:



professionals trained (under the MTCI concept) in Indonesia and Germany began to work in organizations all over the country to support innovation and entrepreneurship as well as private sector development to improve support with respect to his important role SMEs have in economic improvement.

The training program laying the foundation for this activity was organized by “VDI/VDE Innovation + Technik GmbH” in Berlin (see SPICE Update No 99, December 2011). SPICE Group member **Uwe Seidel** is one of the organizers and trainers and follows-up with the participants to continue learning form implementation.

And opportunity for this was the Triple Helix 2012 conference (TH2012) help in Bandung, Indonesia early August 2012. This conference, under the main

The practical implementation by young, very enthusiastic experts started in April 2012 in all regions of the country. 25

Theme “Emerging Triple Helix Models for Developing Countries: From Conceptualization to Implementation” had attracted more than 500500 participants from all over

the world. During the three days discussions reflected global topics as well as regional issues and include:

- Strengthening National Innovation Policies in Developing Countries
- Building Infrastructure
- Success stories in Enhancing the Relevance if the Triple Helix Model.

Lessons learnt from TH-2012 will undoubtedly find application in international settings and, in particular, aid developing countries to benefit from government, industry, and academic interactions, to achieve sustainable economic growth and to develop a culture of continuous innovation. The track into the future of Indonesia will be built by the well-educated youth with new ideas and forward looking activities!

More about the 2012 Bandung Triple Helix conference: www.triplehelixassociation.org/conferences

Contact: Uwe Seidel, email uwe.seidel@vdi-vde-it.de

SDO Profile: www.spica-directory.net/asf/?id=2423&cc=21



APJIE Asia Pacific Journal of Innovation and Entrepreneurship



Reports are invited for the **Asia Pacific Journal of Innovation and Entrepreneurship**. APJIE is a professional journal covering

empirical papers, review papers, case studies, conference reports, news, reviews and briefs **The deadline for sending**



entrepreneurship, innovation, incubation and related topics. Download APJIE Vol. 6 No 1 at www.iked.or.kr. The Journal publishes original papers; theory-based em-

Reports for publication in Vol. 6, No 3 of APJIE (December 2012 must be at on the desk of APJIE not later than October 31, 2012 to apjie@iked.or.kr

Important upcoming Events

<http://www.spice-group.de/events/>

If the conference hosts / organizers are represented in **SPICE Group** the respective logo is shown at the event. As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We recommend visiting the “Events” section on the SPICE Group website. This page also offers the feature to put your own event on the list – directly and online. Just click on “[Add new information](#)” and you will be guided through the simple process. For an actual information, please visit the SPICE Group website <http://www.spice-group.de/events/>

September 13 -15, 2012 in Vilnius, Lithuania: Baltic Dynamics 2012



This year again Lithuania’s Capital Vilnius is the venue for the Baltic Dynamics conference organized by KTU Regional Science Park in cooperation with Kaunas Regional Innovation Centre, Kaunas University of Technology, The Ministry for Economy, and BASTIC, the Baltic States innovation center association.

Topics this year are “Public entrepreneurial support”, “The role of entrepreneurship in innovation system”, “The role of Non- Governmental Organizations in Technology Development”, “Innovation and “From Research to Market - International Cooperation”, and “Open Innovation”.

Contact: Pranas Milius, email p.milius@ktc.lt

Web: <http://www.balticdynamics.com>

September 15 –18, 2012 in Johannesburg, South Africa International Small Business Congress

The 2012 International Small Business Congress on "Fostering Small Business in New and High-Potential Industries Worldwide" will be organized by Osiba Research, in partnership with the INSME Association

For information and registrations, please visit the conference website: <http://www.isbc2012.org/>




September 30 –Oct 02, 2012 in Saskatoon, Canada: 21st Annual conference of CABI

CABI's 21st Annual Conference on Business Incubation will be held at the Radisson Hotel in Saskatoon, Canada. "Incubation by Design – A World of Possibilities" will focus on the diversity of incubation programs in Canada. This conference will once again feature a one-day pre-

conference boot-camp and two days packed full of workshops, incubator tours, receptions and innovative experiences.

Contact: Ed Hobbs, email edhobbs@tbd.com
Website: www.cabi.ca

October 1, 2012 in Mannheim, Germany: First Meeting of ADT Work Group Creative Industries

 In addition to other work groups of the association ADT now is starting a creative industry workgroup. Several association members will meet for this event in the Business incubator MAFINEY in Mannheim. This incuba-

tor started in 1985 already as one of the first in Germany and its managing director, Christian Sommer, now will host the ADT work group meeting.

For more information about the topics and program, please contact Ms. Jantzen at adt@adt-online.de

October 1 – 3, 2012 in Milwaukee, USA: 22nd NBIA Training Institute

 This offer presents a great opportunity to attend training crafted specifically for business incubation professionals by your industry peers. The speakers include incu-

bator managers, consultants, NBIA staff and economic development professionals. For program information use: www.nbia.org/events/ti2012/workshops.php
To register by **August 24, 2012** following website is available www.nbia.org/events/ti2012/registration.php

October 15 –19, 2012 in Guadalajara, Mexico, infoDev BI management Training in Mexico

An infoDev training will be held in the city of Guadalajara, Mexico, October 15-19, 2012, as part of the conference Jalisco: "Entrepreneurship and Innovation" that is organized in collaboration with the Latin American and Caribbean Incubation Network (RedLAC).

Training modules offered will be delivered will be "Defini-

tions and principles of BI", "Financing of incubated Enterprises", "Technology commercialization", "Virtual incubation", and "Agribusiness incubation". Manuel Bello, Rubén Malizia, Marcelo Lebendiker and César Yammal are the infoDev certified trainers.

Contact: C. Yammal. cesar.yammal@innovosgroup.com

October 13 –14, 2012 in Berlin, Germany: Entrepreneurship Summit 2012

After successful summits in 2009, 2010, and 2011 now the third time the "Entrepreneurship Summit will meet in Berlin – in the Henry Ford Building of the Free University of Berlin. The two-day event will bring together start-up entrepreneurs with sparring partners, mentors und business angels. Under the summit motto "Diversity drives Innovation: Berlin – more versatile than Silicon Valley" focus

will be on: Business Model Creation, Methods for Entrepreneurial Design, The Creative City – Medici-Effect for Berlin?, and "Sustainability meets Entrepreneurship" Last year more than 1,500 people were counted at the summit - timely ticket purchase is recommended.

Information (and also the ticket shop) on website: www.entrepreneurship.de/summit/


October 17 –18, 2012 in Dresden, Germany: European Business Development Conference

This conference provides a platform to learn, network and discuss collaboration opportunities. Speakers inspire for future business and opinion leaders facilitate interactions. The conference aims to gather together a selected group of 100 business development executives from international

pharmaceutical corporations and European biotech companies, with representatives from private equity and venture capital companies.

Info: <http://biodeutschland.org/business-development-conference-2012.html>

November 4 –6, 2012 in Hamburg, Germany: Annual ADT conference

 The Annual Conference 2012 of the German Federal Association of Business and. ADT Technology Centers (ADT) will be held in Germany's second largest city, Hamburg.

ADT recently has invited to make proposals for conference topics, sessions, and presentations.

Contact: Andrea Glaser: glaser@adt-online.de
Website: www.adt-online.de

November 6 –8, 2012 in Potsdam, Germany: 16th Annual Conference on Entrepreneurship Research

Under the theme "Creativity and Entrepreneurship", the 16th Annual Interdisciplinary Entrepreneurship Conference (G-Forum 2012) will be organized mainly by the University of Potsdam and Potsdam Transfer -Center for Entrepreneurship, Innovation, Knowledge and Technology Transfer.

The objective of the two-day G-Forum is to encourage scientific discussion and the exchange of ideas among

entrepreneurship scholars, entrepreneurs and policy makers. Keynote presentations of renown scientists in entrepreneurship research and awards (for example the research newcomer and for sustainable and social entrepreneurship) will enrich the conference program.

<http://www.conventus.de/12556/?&L=1>



Nov 8 –9, 2012 in Paris, France: Coworking Europe Conference 2012

After the first Coworking Europe conference in Brussels 2010, now Paris will host the third edition of this event. At this conference Eze Vidra will present the Google Coworking Campus, London, Edgar Gonzales will speak about the Madrid coworking design contest, and Paris' coworking spaces catalysts will share their experiences.

These are just a few examples of the content of this event that will discuss design, revenue generation, community building and management and other topics around the successful operation of coworking space. More details on coworkingeurope.net/
Contact: J-Y Huwart, jy.huwart@coworkingeurope.net

Nov 29 – Dec 1, 2012 in Seoul, South Korea: 18th General AABI Member Assembly and Conference

This event will combine the 18th ABBI membership Assembly, an international conference, and celebrating the **10th Anniversary of AABI**, the Asian Association of Business Incubators. Also the event will offer an opportunity to attend the 2012 Korea Entrepreneur Festival and to take advantage of the business incubator tour. An

important part of the international conference will be "status reports" about the situation and development of business incubation in all Asian countries. AABI has announced a **Call for Papers** for these country reports. More details soon on website www.2012aabi.com
Contact: softjw@kobia.or.kr

Dec 9 – 12, 2012 in Seoul, South Korea: 5th ISPIM Innovation Symposium

The 5th ISPIM Innovation Symposium - **Stimulating Innovation: Challenges for Management, Science & Technology** will be and hosted by KISTEP – Korea Institute of Science & Technology Evaluation and Planning. For this symposium around 200 innovation experts from

35 countries are expected. On the program: Academic, Industry and Policy speakers; Roundtable Discussions; Themed Sessions, and "Innovation in Korea" Sessions. Contact: Brian Bitran, email bitran@ispim.org
Website: www.ispim.org

2013

April 7 –10, 2013 in Boston, Massachusetts: 27th Annual NBIA Conference



Planning well in advance is made possible because NBIA, National Business Incubation Association, USA, already announced the next conference to be held in **Boston, Massachusetts** and is can be expected that again 500 – 600 participants from all around the world will join. Highlights of the 2013 conference include:

- More than 60 educational sessions will offer tips and

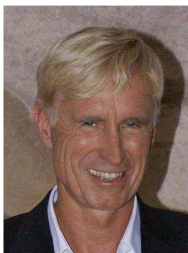
techniques to implement

- Opening Reception: to get registration materials, mingle with attendees, meet exhibitors, and enjoy
- Incubator tours: To explore some of Boston's most successful incubators
- Vendor Mixer: Meet sponsors and exhibitors

Contact: info@nbia.org

Information on website : www.nbia.org

About Members



Franz Dietrich

SPICE boy from the early days of the network took some time off after more than 30 years development projects worldwide. But obviously he missed the other SPICE Boys and Girls too much and recently re-activated his membership - ready to join project activities with other members. Franz is one of these many typical semi-retired consultants, whose expertise is still looked after.

One of his most recent local development projects is "Business Incubators for South East Asia" in Vietnam, Thailand, the Philippines and Indonesia (2005-2010). This project helped to set-up 20 Business incubators and train their staff and clients. Franz was team-leader and resident expert.

Recently Franz wrote 2 manuals about the operation and the successful setting up - the latter jointly with SPICE Girl Barbara Harley of TBI.

Contact: franz-dietrich@web.de



Mervi Käki

was selected one of the leading experts to be invited to the Global Summit of Innovation Economy Creators, held in Russia in April 2012. With this invitation her consulting work based on practical experience has received high recognition internationally. Basis for this recognition was research conducted in 2011 by the Skolkovo Foundation and Expert RA (see below, next page) to identify leading innovation experts and to establish contact to attract best expertise of innovation development to Russia. The research included face to face interviews with experts. The interviews were followed by a

publication in the business magazine "Expert", a leading Russian weekly magazine published since over 14 years. RA Expert and SF also have published a book "The guide on establishment and development of innovation centers. Technologies and Principles".

The program of the Global Summit included presentations, meetings and master classes. For example, the conference in Skolkovo School of Management and Moscow State University

The materials of the conference held in Moscow State University are available from the pages of Open Innovation Society.

Contact: Mervi Käki, Mervi.Kaki@kehittamiskeskus.fi

The **Skolkovo Foundation** for development of New Technologies and Commercialization Centre is involved in creating Skolkovo center, a unique project in Russia. It aims to create favorable conditions for scientists, designers, engineers and companies cooperating with education projects, on the implementation of new technologies in the Russian economy and the generation of world-class competitive developments.

Technopark Sulkovo provides innovative companies all support necessary to ensure that they can successfully developed their technology assets and corporate structure.

Website: <http://www.sk.ru/en/Model/AboutFund.aspx>

The **Expert Rating Agency** is a leading Russian rating agency, incorporated in 1997 by Expert magazine to produce new knowledge and transfer it to the society, business and authorities. Expert RA was evaluated and certified ISO 9001:2008. Rating methods were approved by leading international audit companies. Expert RA is accredited at the RF Ministry of Finance, and the Agency ratings are included in the list of official requirements to banks, insurers, pension funds, issuers and have been officially recognized by FSFM, Central Bank of Russia, and many other organizations.

Website <http://raexpert.org/>

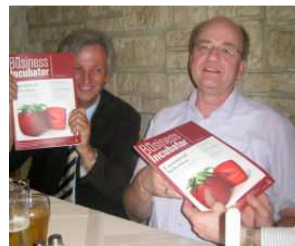
SPICE BER – Meetings Number 8 and 9



SPICE BER, the informal circle of SPICE Group members in and around Berlin met for the **8th SPICE BER Meeting** in the Greek restaurant “Hellas” in the city center of Berlin – some call it the best Greek restaurant in town. Indeed, food, drinks, and ambience were just right.

Topics of discussion were, for example, the cooperation of SPICE Group with the new magazine “The Business Incubator”. Just the day before the meeting “SPICE Update” had reported on this magazine. Also (international) incubator benchmarking was discussed and how the initiative Sweden and New Zealand have taken can benefit incubator

in other countries. The new cooperation between SPICE Group and the magazine “The Business Incubator” that just had been published was another matter to talk about and a forth focus of discussion were recent expe-



reinces from Developing Countries regarding new business models for incubation and what we can learn from that.

Looking forward to meet at SPICE BER No 9 ...



The **9th Meeting of SPICE BER** could enjoy the warmth of late summer in Berlin. An open air “Biergarten” named Zollpackhof, facing river Spree and the German Chancellors office at the other side provide the environment for this meeting. Together with food from



barbecue and beer (or other drinks) the scene was set for discussing actual topics. For example, the situation of technology incubators in Berlin (with special focus on new initiatives). The questions if business incubators should more carefully look into possibilities to adopt tools developed by “virtual incubation activities” or seek closer coop-

with financial institutions did not find the final answer, but led to inspiring discussions.. The date for meeting no 10 has been agreed: **October 16, 2012.**

Let us know, if you wish to join



Good to Know

Information about past SPICE events you can find in the Chronicle on the SPICE Group website:

www.spice-group.de/events/chronicle/

Pictures taken at SPICE Group meetings and events are to be found on website

www.spice-group.de/events/photo_chronicle/?res=1024

Videos of the SPICE Art Ball are now available in higher resolution on www.art-ball.net/keep_rolling.php

And finally...

With the “Berlin Special” in this newsletter we try a different way of presenting the “innovation and entrepreneurship scene. We found that the two page assigned for this special were not enough and will continue the Berlin topic in the next issue of “SPICE Update”. But more importantly **we invite all readers** to work together with us for a special on a different city. region or country. With greatest pleasure we would like to hear from you in this – or another - matter

Heinz Fiedler & Larisa Brovarska

SPICE Update is the newsletter of SPICE Group. In general this newsletter is published 4 -6 times per year and regularly delivered for free of charge to members of the network as well as selected partners. Articles for publication are invited and will be published under the name of the author. Although we do our best for making sure that published information is correct we cannot accept responsibility for errors that may occur nor for the content of website links provided. Editor: Heinz Fiedler, SPICE Group, Niedstr. 40, 12159 Berlin, Germany, Email update@spice-group.net