



UPDATE No. 111

For members *first*

September 2014

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NEW on SPICA World Map: Brazil, Canada, Ethiopia, Finland, Germany, India, Poland, Slovenia, United Kingdom,

Reports from Croatia, Ethiopia, Germany, India, Lebanon, Morocco, Poland, Portugal, Rwanda, Saudi Arabia, Switzerland, Tunisia, Turkey, Ukraine, United Kingdom, and USA

Dear Member and Reader,

Autumn is sending its first messages to the Northern Hemisphere- at least as far as Berlin is concerned. The days are getting shorter, the temperatures lower. But the advantage is that the urge to get outdoors is lowering – more time to work (positive thinking). Well, what is new after the summer time?

For example, it may be interesting that it is a start-up from Ukraine that won the “Best hardware Company” award with a product that you did not see many times before already (see article on page 4.)

And about SPICE Group? Experience of the SPICE B&R Dinners in Berlin show that this kind of local / regional meetings of “SPICE Group sub-networks” (see last page) are very helpful – and even can draw international attention from quite far as the SPICE G & G December Workshops show. To learn more about the “G & G 2014, please see page 18 and meanwhile enjoy reading this newsletter.

How to allow MENA small enterprises to grow faster?

Wamda in March 2014 has published a report based on research done in cooperation with Endeavor: “The next Step – breaking barriers to scale for MENA’s entrepreneurs”

One of the greatest challenges (not only) of the MENA region is creating a sufficient number of good jobs for the ever growing young population. So, it is not a surprise that the Wamda report begins with such a statement. Another point of reference is the fact that small and medium companies



contribute the lion’s share to job creation and the consequence that making new companies grow is key to job creation. Another basic point of reference is that no single organization can tackle all the challenges entrepreneurs are facing on their way to growth.

With questionnaire and interviews Wamda asked more than 900 entrepreneurs in the region about their experiences and views. All entrepreneurs stated that they were up to grow and 50 per cent are raising their employment number by 25 per cent or more: they are growing.

However, realizing this

... continued on page 14...

Polish-American Innovation Week in California

November 16-21, 2014, the Polish Ministry of Foreign Affairs will host the Polish-American Innovation Week (PAIW) in California.



The event will be organized in cooperation with a group of Polish institutional partners (Ministry of Science and Higher Education, National Research and Science Development Center, Polish Agency for Enterprise Development, Polish Patent Office, Ministry of Economy, and Ministry of Environment). The project is aimed at promoting Polish achievements and ideas in the area of high technology and innovation.

The Innovation Week will include a series of economic and scientific promotional

... more on page 4 ...

Be The Role Model



BE THE ROLE MODEL is part of INOVA, a national exhibition of inventions that over the past 39 years has brought together, promoted and presented thousands inventions to be held

Osijek, Croatia, November 6-8, 2014. For more details see article on page 2

From Start-Up to Growth

The Annual International Conference of UKBI with a multi-faceted program will be held **November 27-29, 2014** in **Warwick, UK** – home of one of the oldest science parks in the try For more details about the program and registration read article on page 17



UKBI Awards 2014 open for nominations

Each year UK Business Incubation awards its members who have shown excellence in providing the right environment for start-up businesses and entrepreneurs to flourish. Open to members only, the awards give UKBI the opportunity to reward those who strive to support world class businesses and entrepreneurs, impacting on local, regional and national economies whilst at the same time creating a sustainable environment/s for the future. This year's categories are:



Achievement in Business Incubation (UK Practitioner award): This award is designed to recognize environments that have introduced innovative services as well as have applied best practice. This award is open to all member incubators of UKBI, new or established.

Business Incubation Champion (UK Stakeholder award): Designed to reward stakeholders who support the process of business incubation through regional strategy development, national policy or lobbying, this award will reflect the work of the Champions of Business Incubation.

Grow on environment (UK): This award is designed to recognize environments that continue to nurture incubated businesses beyond their time in a business incubator

International Champion: To recognize individuals, who have striven to champion business incubation and entrepreneurial support in the UK and overseas. This award is an award created to reward those who disseminate better practice regardless of border or cultural boundaries.

Outstanding Contribution (UK): This award, acknowledges individuals who have striven to ensure that business incubation is at the heart of local, regional and national agendas, is extremely well networked and influences practitioners and stakeholders to deliver best practice in all that they do. Contact for nominations: [UKBI Awards](#)

More information on [UKBI website](#)

The deadline is **October 24, 2014**. Written submissions should be sent to awards@ukbi.co.uk. The winners will be announced at this year's UKBI Annual Conference, Nov 28 at the University of Warwick

Be The Role Model / INOVA 2014

INOVA to be held **November 6 – 8, 2014** in Osijek, Croatia, is a national exhibition of inventions which since 1971 has been regularly displaying the best of Croatian technical inventions. Over the past 39 years INOVA has brought together, promoted and presented thousands of domestic and hundreds of foreign inventions.

BE THE ROLE MODEL® this year is organized for the 10th time as an event providing innovative entrepreneurs and students a platform for international technology transfer and business cooperation. Since 2008 the Enterprise Europe Network is support this event.



“**Networking 4 Success**” this year is the theme of the INOVA / BE THE ROLE MODEL INOVA that again will be a major innovation event in Southeast Europe. Organized by TERA TEHNOPOLIS Ltd., Croatian In-

ventors Association, Croatian Association of Inventors- Entrepreneurs together with the Josip Juraj Strossmayer University of Osijek; the exhibition will be held in best and largest venue: Hall Gradski vrt. and will attract inventors from the neighboring countries (Slovenia, Serbia, Bosnia and Herzegovina) as well as a number of longstanding business partners from USA, UK, Russia, Taiwan, Korea, Malaysia, Spain, Iran and Romania.

Osijek since Roman time represents the economic and cultural capital of Eastern Croatia is an interesting place to do business and enjoy the rich and diverse social program the conference organizer has prepared

Contact: Ivan Stefanic, istefanic@tera.hr

SDO Profile: [Tera Tehnopolis](#)



NBIA's 24th Fall Training Institute in Portland, Oregon



NBIA's Training Institutes are an important opportunities for business incubation professionals for completing or updating their knowledge. NBIA's 24th Training Institute will be held in Portland, Oregon, October 6-8, 2014 offering following **important topics:**

Creating a Seed Accelerator Program - presented in partnership with the [Global Accelerator Network](#)

Coaching and Mentoring - designed specifically for anyone who works with entrepreneurs (or their mentors).

Developing a Successful Entrepreneurial Ecosystem - developing a contemporary entrepreneurial program to

accelerators to co-working spaces. Find the right tool for your community, from incubators **University-Based Entrepreneurial Support Systems** - a de-look at the shape and scope of entrepreneurial programs in a university setting.

Rethinking Revenue Generation - the latest strategies on creating a program to grow better companies

The New Soft Landings Incubator - guidance how to attract international companies or assist entrepreneurs in expanding into new markets.

To register for, see the [link](#).

Contact: NBIA at education@nbia.org.

SDO Profile: [NBIA](#)

eIDEE - Contest for the Digital Handshake

This contest will award the best ideas for Identity Management in several categories:

- **Secure Identity Award for Corporates & Institutions** - for companies founded earlier than 2011
- **Secure Identity Award for Individuals** – for individuals older than 18 years
- **Secure Identity Award for Start-ups** - for startups founded in 2011 or later

Additionally two price categories are only for participants from the **Berlin-Brandenburg** region.

- **Design projects** – for design students from Berlin-

Brandenburg as well as young freelance designers under 40 years

- **Student Projects** – for individuals or teams, 16 to 20 years, from Berlin-Brandenburg for ideas "What will my identity be in the year 2034?"

This contest is organized by the [Bundesdruckerei](#) Applications can be submitted through the "[Digital Handshake](#)" website The **deadline** for submission is **September 15, 2014**



NBIA is on the move – Relocation of Headquarters announced



NBIA, the National Business Incubation Association (NBIA), announced to relocate its headquarters to the Central Florida Research Park in Orlando, Florida. Karl R. LaPan, NBIA's Board Chairman and interim President and CEO announced the relocation saying, "NBIA selected Orlando because of its reputation as being the home of entrepreneurship and innovation, making it the ideal place to expand our programs and enhance our mission. The fact that the Orlando region has one of the best business incubation network systems in the world is icing on the cake."

Already home to the National Entrepreneur Center – one of only two such centers in the US – Orlando also boasts the University of Central Florida Business Incubation Program (UCFBIP) – one of the largest in the Southeast and named the 2013 NBIA Incubator Network of the Year. Orlando is nationally recognized for its incubation and entrepreneurship resources and as one of the top places in the country to grow or start a

small business. Orlando recently was ranked Florida's top city for overall friendliness toward small businesses by the Ewing Marion Kauffman Foundation.

Incoming NBIA Chairman Elect and Executive Director of the UCF Business Incubation Program Tom O'Neal also sees great potential in NBIA's move: "The relocation of the NBIA to Orlando puts the region in the forefront of innovation-related activity in the world. By working with the NBIA and having direct access to its expertise, we hope to further strengthen the region's innovation culture by building stronger and more successful companies."

NBIA also announced the formation of its Global Training Center for Business Incubation & Innovation to be located in the Central Florida Research Park in Orlando. "Our global training center brings in people from all over the world," Karl R. LaPan said. "We'll leverage the infrastructure of UCF. For larger events, we'll use the region's network of hotels and meeting venues."

Contact: [Karl R. LaPan](#) , SDO Profile: [NBIA](#)

Driving Innovation and Entrepreneurship in the MENA Region

The development and support of sustainable high growth small and medium enterprises is at the heart of all leading economies. The Middle East and North Africa (MENA) region is investing heavily in innovation and entrepreneurship, especially in technology sectors. Saudi Arabia recognizes the importance of diversifying and maintaining economic growth and prosperity – for all the MENA region. Business incubation is a major economic development strategy that Saudi Arabia and MENA region have adopted. In the past 15 years there has been considerable growth of business incubation in the MENA region.

King Abdulaziz City for Science and Technology (KACST) through its BADIR Program for Technology Incubators has been at the forefront of developing the business incubator industry in Saudi Arabia. Part of that over the past five years has been organizing an annual international incubation conference. This year it is being organized in association with the National Business Incubation Association (NBIA), USA and is looking to encourage those involved in the industry to



join – form the MENA region and international. The **6th Annual Saudi Incubation Conference** will be held **October 27 – 29, 2014** in the KACST Conference Center, Riyadh. It is titled "**Driving Innovation and Entrepreneurship in the MENA region**" and aims to promote and raise awareness of business incubation, entrepreneurship and innovation; provide a MENA region forum to enable stakeholders to network and share experiences and best practices; enable experts to present and discuss the challenges and opportunities in the development of business incubation in the MENA region; and to share developments in policy-making, strategies and future opportunities and the role that incubators should play.

The conference will include an Innovation Tour in Riyadh. More details on the program and speakers will be made available the [website](#); SDO Profile: [SBIN](#)

Polish-American Innovation Week in California

by Krzysztof Zasiadly

Continued from page 1.... events with the goal to present Poland as a modern country with an interesting and innovative market offer. A place where creative people and their great ideas drive technologically advanced economic sectors (ICT, cleantech, life sciences, creative industries, modern financial services, etc.). The project is intended to present the Polish innovation sector in a way that is interesting, attractive and convincing for American companies.

An invitation to participate will be extended to representatives of the American administration including the governments of San Francisco and Los Angeles, as well as to representatives of the US Department of State and the US Department of Commerce.



The event will be held in Los Angeles and San Francisco/Silicon Valley. The Innovation Week will include a series of conferences, debates and lectures, aimed to further deepen cooperation between American and Polish partners in governments, business, as well as science.

Part of the Polish-American Innovation Week is promotion of Polish design, "Women in Innovations" power lunch, and presentations of technologies developed by selected Polish companies in the creative industry, biomedicine, financial sector and capital market, the IT / ICT, science, design, etc.

More details on [website](#)

Calling Startup Companies from Portugal, Brazil and China

Energia de Portugal (EdP) started in 2012 with the mission to promote entrepreneurship in Portugal. The goal of this program is to support startups in the initial implementation phase.

For two years this initiative has been focused on Portugal. For the actual 2014 edition, the goal was broadened: Energia de Portugal now also aims to reach international markets, namely Brazil and China. This year Energia de Portugal will focus on innovative and global ideas, namely in the fields of technology, cities, productivity, energy, mobility, innovation, environment, community and clean tech.

The organization of the bootcamps, as well as team selection, is the responsibility of [Fábrica de Startups](#).



Energia de Portugal, in 2014 is **calling projects and ideas in Portugal, São Paulo and Beijing.**

The winner team will be entitled prize money of **EURO 20,000**. The teams selected in Brazil and in China will travel to Portugal to attend the bootcamp and investment pitch sessions – with travel cost and subsistence covered by Energia de Portugal.

Important dates; Bootcamps Oct 20 + 27; Nov 3 + 10, 2014; Investment pitch: Nov 14, 2014

Contact: [João Quintela](#)

Website: <http://expresso.sapo.pt/energiaportugal>

SDO Profile: [Startup Factory](#); To apply visit [website](#)

Baltic Innovation Prize 2014 still open for applications

In 2014 the winners of the Baltic Innovation Prize (BIP) received their awards at the Baltic Dynamics conference in Riga. The BIP is awarded for innovative, economically successful products, services or business introduced to the market during the last three years.

Now it is time to apply for the BIP 2014 to secure a chance for being invited on stage at this year's award ceremony to be held in Estonia.

The (BIP) was established by the Baltic Assembly and the Baltic Association of Science/ Technology Parks and Innovation Centers (BASTIC). BIP is an annual prize (statuette) awarded at the Baltic Assembly awards ceremony to the most innovative enterprise in the Baltic States. Innovative products, services or business models developed jointly by several Baltic part-

ners from two or three countries are considered as having extra value

from the viewpoint of the BIP. The full set of criteria for assessing the applications for the BIP is available on the [BASTIC website](#)

To be nominated for the BIP, the applying company should **complete the [application form](#)** and submit it by **September 15, 2014** to the national representative of BASTIC: Estonia: [Martin Goroško](#); Latvia: [Janis Stabulnieks](#), Lithuania: [Pranas B. Milius](#),

More about the Prize and the award winners is available on the [Baltic Assembly website](#)

SDO Profile [BASTIC](#)



Ukrainian Company wins Award at "The Europas" in London

The Europas", founded in 2009 by journalist Mike Butcher (TechCrunch), in June 2014 took place the fifth time and meanwhile has grown into awards ceremony that "concentrates on the newest companies on the scene, "but also brings together the mid and late stage technology startups, as well as leading investors and media". Startups can apply or be nominated by someone else. The shortlist



THE
EUROPAS
EUROPEAN TECH STARTUP AWARDS

is selected by a panel of judges, followed by public peer voting and then a final ruling by the judges. The 2014 ceremony held in London awarded 16 companies besides incubators, investors, and investors.

The winners were selected from applications from 20+ countries and possibly a surprise was the company [Petcube](#) from Kiev, Ukraine being among the winner as

... continued on following page...

... continued from previous page... “Best Hardware Startup” with their “new interactive device for pets”, despite of the situation in their country concerning all Europe and much of the rest of the world. Winners of the other categories came from London, UK (7 awards); Berlin, Germany (5 awards) and one award each went to companies from Finland, France, Russia, and Spain.

Examples for categories and winners are

From the UK: The Best Advertising Marketing Startup: [Brainient](#) that “helps advertisers increase the performance of their video campaigns through interactive video advertising and personalized video retargeting”; The Best Virtual Currency Startup: [Bitstamp](#) offering a bitcoin marketplace; The Best Travel or Transport Startup: [Hailo](#) being a competitor for Uber and many others in the fight to become the world’s transport system.

From Germany (Berlin): The Best Entertainment or Media Startup: [Soundcloud](#) already having 200+ million regular listeners; The Best E-Commerce Startup [FoodPanda](#) winning the award for its huge global expansion in recent year; the Best Education Startup: [Babbel](#) that is on its way to become one of the world’s leading language learning platforms; The Best Social

Mobile Startup: [EyeEm](#) a unique marketplace where photographers get paid; The Best Security or Privacy Startup: ZenMate(offering to encrypt users’ internet connection to protect their privacy while browsing

From France: The Best Sharing or Crowd Sourcing Economy Startup: [BlaBlaCar](#) offering shared car rides and challenging Uber for the global market;

From Finland: The. Best Gaming or Social Games Startup: [Supercell](#) selling games for tablets

Possibly even more interesting than the winners in the start-up categories are the other awards, for example, the “Coolest Technology Innovation” award that went to [Swiftkey](#) changing the way people type on smartphones. An the award for “Greatest Tech Influence On Society” was given to [CodeClub](#) that began as an idea to teach kids to code, but has now spread to impact the whole world.

Last not least the award for the “Best Startup Accelerator or Incubator” is worth mentioning: [Startupbootcamp](#) took this award home to Istanbul, London, Berlin, Israel, Amsterdam, Copenhagen and Eindhoven – the places where this accelerator program is working at this time..

More about the award “The Europas” see [website](#)

Innovation, Entrepreneurship, Startup, Accelerated Growth



The annual international UKBI conference each year offers a wealth of learning and networking opportunities. Spread over two days

the conference provides the opportunity to participate in roundtable discussions, plenary sessions, incubator tours, interactive workshops and much more. The program for this year’s UKBI Conference to be held in **Warwick, UK November 27-29, 2014** includes

Intensive Workshops like “Inspire Personal Development Module 4: Operational Processes” which is part of a series of UKBI Personal Development Workshops aimed at Business Incubator Managers and their staff. Another intensive workshop scheduled is “Inspire Development and Monitoring Process” that will offer to learn more about how the Inspire program of

UKBI.

Also on the program are **Incubator Tours to visit** Coventry University Enterprises including the Serious Games Institute and to the University of Warwick Science Park (one of the oldest Science Parks in the UK) with an opportunity to visit the Venture Centre **Conference sessions** will cover topics like the “Start Up Roundtable: How Important is Pre Incubation?” and the entrepreneurship panel discussion: “Should we be encouraging Entrepreneurship from an earlier age?” as well as the accelerated growth panel: “Are Accelerators the Answer to Encouraging Growth?” and the innovation roundtable: “Getting the most out of Soft Landing Zones”. There are many more topics, roundtables and workshops on the program. For detail, please visit the [website](#) and for registration use following [link](#)

Business Incubation Management Training in Kayseri, Turkey

An infoDev Business Incubation Management Training for 15 participants is being held in Kayseri, Turkey hosted by **Erciyes Teknopark**. The infoDev BIM Training program consists of 13 modules – nine of those modules will be delivered over a period of three months with three modules in each of the three monthly training events. This training is organized in cooperation with the ECAbit network and the infoDev certified trainers providing the training are Omer Oz and Yasemim Erdal. Cost is covered by a grant that Erciyes Teknopark received.

The participants of the training are relatively new to business incubation and intend to acquire the skills and knowledge needed for effectively run business incuba-

tion programs – most importantly in the new incubator building (10.000m²) of Erciyes Teknopark that started.



in 2005 with about 270 ha of land available to make more effective use of existing resources and create new resources, advanced technology, innovation and software development companies. At this time four buildings with a total of ca. 20.000 m² are operational.

Contact: [Omer Oz](#), and [Yasemim Erdal](#)

SDO Profile: [Erciyes Teknopark](#) , [Erciyes Incubator](#)

Contact Erciyes Teknopark : [Bilgin Yazlik](#)

More about the [infoDev Training Program:](#)

SPICE Update No 102 for the first time reported on the different aspects of the entrepreneurship support system of a specific place: Berlin.

In this issue of our newsletter we take another look at this city – and we cannot show the „full” picture. Are too many new initiatives aimed at support entrepreneurship and growth of startup companies. These

initiatives are of very different character and have a variety of aims. The public and the private sector, both are active – a dynamic Scene. We invite our readers to comment and advice on information gaps we could fill in following newsletters.

Entrepreneurial Hotspots

BERLIN

CoLaborator – New Health Care incubator in Berlin

CoLaborator – New Health Care incubator in Berlin Bayer intends to bring new therapies to the patient and believes that collaboration is essential for reaching this aim. On this basis Bayer opened the CoLaborator incubator sites in San Francisco, CA and Berlin, Germany. These facilities provide rental laboratory space next door to the company’s research and development facilities.

The proximity to Berlin’s science and startup community adds to the eco-system for innovative ideas. This environment helps entrepreneurs to realize their creative ideas and to develop them to marketability.

The CoLaborator was set up recently in an independent building of 800 m² at the Bayer research campus in Berlin with about 420 m² of lab space. The laboratory

and office modules as well as shared infra-

structure offer ideal conditions for nascent companies reducing the investment costs for the startups. CoLaborator is expected to house up to 9 startup companies.

At the kick-off event on August 25, 2014 five startups – winners of the Bayer Grants4Apps® Accelerator contest - were moving into CoLaborator. These startups are based on concepts for innovative technology solutions to healthcare problems and will get an intense 3.5 months mentoring program plus € 50,000 each to develop their business idea.

Contact: colaborator.berlin@bayer.com

SDO Profile: [BAYER CoLaborator](#)

Website: www.colaborator.bayer.com



CoLaborator

betahaus Berlin is celebrating the 5th Anniversary and expanding

Started 2009 as the “first co working space” in Berlin betahaus is celebrating its 5th Anniversary end of August 2014. The program of this celebration includes “ask-me-anything sessions, free office hours from resident betahaus experts, maker workshops like drone-building, 3D printing, and creating lamps out of recycled pizza boxes, a street festival full of music, food and booth, DJs and live music starting at 10:30 for an all-day street festival”.

betahaus Berlin with about 2,000 m² of space is almost fully booked and seems to work well - other than two other “members” of the group. The betahaus Köln went bankrupt and closed doors in April 2014 after operating two years. For the betahaus Hamburg that went insolvent in June after operating about three years, however, a re-start is being prepared. Having learned the lessons from the failures, for example, not enough space or event programs not interesting enough, betahaus Hamburg plans to move to another place offering more space and a better location, but still in the same district, St. Pauli. Management of this venture now is in the hands of Lars Brücher, one of the betahaus shareholders.

Even in Berlin development of betahaus did not progress without difficulties. But the “almost insolvency”

in 2011 is history now.

And: Why should a co-working space not make

experiences similar to what startup companies sometimes have to go through? To get out of the problem betahaus changed its focus from real-estate to programs and at the same time professionalized all operations. The concept seems to work and is flexibly developing according market needs and changes. It looks like for co-working spaces one the basic rules of successful business incubation applies as well: the real estate component is not worth much without a professional incubation program”.

Not only re-activation of betahaus Hamburg is on the action list. [betahaus Barcelona](#) already has 12 startups and 63 freelancers on its client list and 2,000 m² of space available and [betahaus Sofia](#), the first co-working space in Sofia and the largest in Bulgaria” (as the website informs) are developing.

It looks like experience from “ups and downs” in business development “ create a good basis for expansion and making such experiences available to others helps . For now: Happy Birthday betahaus!

Contact: [betahaus Berlin](#)

SDO Profile: [betahaus Berlin](#)

betahaus

Berlin

Berlin: Second Long Night of Startups ahead

The Startup Night (LNdS) is a unique event for the Berlin startup scene. Launched in 2013 took place again on Saturday, September 6, 2014 at the Berlin Representative Office of Deutsche Telekom, and at IHK Berlin (Chamber of Commerce and Industry). The Startup Nights offered opportunity to young entrepre-

neurs to present their concepts and products to the public.

Another part of the event was conference about partnering, funding and finance at the IHK Berlin

Website for more information: [StartUpNight](#)



Empanadas and Pisco Sour - Start-Up Chile explores Berlin

The incubator of Deutsche Telekom, **hub:raum**, is active in Berlin, Krakow (Poland), and Tel Aviv (Israel). Hub:raum invests in early stage startups backs them with co-working-space, mentoring and helps them to find the right business partners within Deutsche Telekom. While the Krakow Incubator is offering incubation and acceleration services like hub:raum in Berlin, in Tel Aviv the focus is different. "Internationalization", preparation of startups for entering the European market, is the main goal of F4E – Fit4Euope.

Start-Up Chile is preparing for another round of applications (Sep 2 – 20, 2014) to select, fund and host startups that want to realize their global business idea in Chile. Start-Up Chile is a program of the Chilean

Government aimed at attracting world-class early stage entrepreneurs to start their businesses in Chile. The program provides seed capital (CLP \$ 20 million; approx US\$40,000), along with access to social and capital networks in the country.

ST>RT-UPCHILE hub:raum Berlin end of August hosted a meetup to present the program of Start-Up Chile with an opportunity to learn about practical experience of participants of the program And to add to the possibilities for getting the right impression of Chile, participants of the meetup could enjoy Chilean solid and liquid delicacies: Empanadas and Pisco Sour. Contact: [Verena Vellmer](#), [Min-Kin Mak](#)
SDO Profile: [hun:raum Berlin](#), [hub:raum Krakow](#):
Start-Up Chile <http://www.startupchile>.

APJIE Asia Pacific Journal of Innovation and Entrepreneurship



Reports are invited for publication in the **Asia Pacific Journal of Innovation and**

Entrepreneurship. APJIE, a professional journal covering entrepreneurship, innovation, incubation and related topics. APJIE Vol. 8, No 2 has been published (download at www.apjie.org).

The Journal publishes original papers; theory-based

empirical papers, review papers, case studies, conference reports, relevant reports and news, books,

reviews and briefs. **The deadline for sending Reports for publication in Vol.8, No 3 of APJE is October 31, 2012.** Manuscripts for this issue of the journal must be received on the desk of APJIE through electronic mailing system (send to bjcho@kmu.ac.kr)



Supporting Student and Graduate Entrepreneurs

from the UKBI website news

UKBI, the UK business incubation association, has increasing begun to work in partnership with other leading like-minded organizations in the public and private sectors both in the UK and overseas. An example of this was a seminar, for over 80 delegates, held last week in Nottingham at the Boots Library with Enterprise Educators UK, in collaboration with 2 of UKBI's member incubators - The Hive at Nottingham Trent University and Sparkhouse at Lincoln University.

Peter Harman, UKBI's CEO, gave a keynote presentation entitled "Supporting Student and Graduate Entre-



NOTTINGHAM
TRENT UNIVERSITY



preneurs: *Business Incubation in the University context - A changing landscape for business incubation?* to set the scene for an excellent day of networking alongside contributions from practitioners and, most importantly, from successful client entrepreneurs.

Contact: Peter Harman, p.harman@ukbi.co.uk

SDO Profile: [UK Business Incubation The Hive](#) and [Sparkhouse](#)

Spotlight on Switzerland

Startup Fair receives Swiss Marketing Trophy 2014!

The "Startzentrum Zurich" and Digital Marketing Switzerland developed and implemented a concept for the "Young Entrepreneurs of Switzerland", the "Startup Fair". A jury at the "Marketingtag" in Lucerne,



national award of the marketing industry, the "Swiss Marketing Trophy 2014" - first time a Startup Industry project received this trophy. The ceremony took place in the concert hall of the KKL Lucerne was filled with over 1,000 decision-makers, and the two creators of the Startup Fair re-

ceived great applause for the Award.



The recent edition of the "Startup Fair" (held in developed live pitching format "Startup Battle". With the special theme "Gamification" the fair provided a forum for this business sector first time in Switzerland. The Swiss Marketing Trophy is awarding annually the most innovative and successful marketing projects in Switzerland. The prize is awarded by Swiss Marketing, the largest professional body for marketing and sale in Switzerland. *continued on next page...*

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As part of the Global Entrepreneurship Week the Start Center Zurich is organizing the **Startup Day 2014** on November 19, 2014. Other cities in Switzerland will

provide similar activities at the same day

More see Startup Fair [website](#)

SDO Profile: [Startzentrum Zurich](#)

Contact: Gert Christen, info@startzentrum.ch

Swiss Rail supports Start-Up Companies

Not only the big telecoms around the world have discovered the importance of start-up entrepreneurship for innovating their services. Also railway companies begin to tap into this market. With the aim to offer new services to our customers, the SBB also partners with start-up companies.

The SBB identified trends and observed where the market moves. Especially in the field of digital channels SBB sees a lot of potential to develop attractive services. The focus is on the topics of Digital Commerce, Big Data, Interactive Media and Mobility. On this basis, we develop new services and products relating to the needs of our customers.

SBB Start-Up is looking for new companies with innovative technologies and business models that are suitable to develop attractive or introduce new services.

SBB Startup is offering vari-



ous advantages to new businesses: a high level of customer reach, long-standing business know-how, and a company that is deeply rooted in the population.

Companies joining SBB Startup should already have a marketable product and an existing business case. The goal of our partnership is to work together to leverage our reach and achieve sales.

SBB Startup focusses on companies with concepts and ideas in the areas of E/M Commerce, Digital Media, Big Data, Payment, Loyalty, Mobility, Social Media & Apps as well as technical innovations in the business of SBB.

Contact: Manuel Gerres, manuel.gerres@sbb.ch

SDO Profile: [SBB Start-Up](#)

Perseverance is needed after the Company Start!

The recent Startup event Thun, attended by about 170 satisfied guests advice was provided by entrepreneurs who have already demonstrated a long breath: Adventurer Evelyne Binsack and running shoe entrepreneur Marc Maurer.

Every summer, innoBE, is organizing a Startup Event for the economy in Thun and Bern. And every year more guests attend who are interested in entrepreneurship or have recently ventured into self-employment. They come to get inspiration and to take performance-tested advice; because after starting a business more challenges arise. The first years need a tremendous amount of endurance: "The occasion gives me encouragement for everyday life. Woman Binsacks passion has infected me," says the event visitor Beatrice Glauser of Glauser the Cheese AG in Belp.



"Working longer without earning more - that is will-power", at least this is how author, mountain guide, helicopter pilot, and adventurer Evelyne Binsack defines the term who experienced every nuance of her drive, from absolute euphoria to the inner termination.

No fear of Beagle Boys", says Marc Maurer, Director of the company "On" that has developed performance running shoes in Switzerland. He advised to discuss ideas at an early stage with relevant dialogue groups such as merchants, sales partners and end customers and collect feedback. It was confirmed by Prof. Dr. Carina Lomberg: "Go out and test your idea / product. Do not keep your plan for too long and do not assume every corner the Beagle Boys gang."

Contact: Markus Binggeli, markus.binggeli@innobe.ch
SDO Profile: [innobe](#) / More on [website](#)

More about incubators in Switzerland

Switzerland has a long history in technology parks and business incubation. The national association of these organizations, "swisspark.ch" lists 30 incubators / technoparks (members) on the map to be found on swisspark's website swisspark.ch.

The spectrum of enterprise support initiatives is wide and reaches from business support networks to science parks. We have checked SPICA Director and found 41 entries. But, these certainly are not all in Switzerland. For more details about the individual incubators and technoparks in Switzerland see following link list:

Bern: [innobe](#) and [Technopark Bern](#); **Brugg:** [Technology Park Aargau](#); **Chur:** [Entrepreneurship Tower](#)
Delémont: [Creapole](#); **Dübendorf:** [glaTec Empa Technology Center](#); **Epalinges:** [Biopole Park](#); **Frauenfeld:**

[START!](#); **Freiburg:** [blueFACTORY](#) and [Fi Up](#); **Geneva:** [seedspace](#); **Lausanne:** [EPFL Innovation Park](#); **Lugano:** [StartUp Promotion Center](#) and [TECHNOPOLO](#); **Neuchâtel:** [NEODE](#) Science Park & Incubator and [innobridge](#); **Orebe:** [TechOrbe](#); **Plan-les-Ouates:** [Fongit](#); **Root Längenbold:** [TECHNOPARK Luzern](#); **Sainte-Croix:** [Technopole](#); **Solothurn:** [Startup Center of the Kanton Solothurn](#); **Schaffhausen:** [ITS Schaffhausen](#); **Sion:** [The Ark](#); **St. Gallen:** [STARTFELD](#) and [TEBO](#); **Villaz-St-Pierre:** [VENTURI](#); **Wädenswil:** [grow](#); **Winterthur:** [Technopark](#) and [Runway Incubator](#); **Witterswil:** [Technology Center Witterswil](#); **Yverdon-les-Bains:** [Y-Park](#) and [Y-Start](#); **Zurich:** [Technopark](#), [START Center](#), [BlueLion](#), and [SBB Start-Up](#); **Schlieren-Zurich:** [Bio-Technopark](#)

Facts & Views

We invite our readers to send their view on actual topics in business incubation (including acceleration, co-working, as well as technology and science parks and whatever form of incubation activity) for publication in one of the next editions of our newsletter.

Also we invite so send comments on the views that are published in this section of "SPICE Update"

The Race goes on

by Heinz Fiedler

Imagine, you visit a place first time and want to get a good dinner, but do not have any recommendation or guidebook and your smart phone battery is gone. Now you walk a street with many restaurants. Some do not look promising or are almost empty. Others look beautiful and have free seats. And one is packed with a line waiting at the front door. Where do you go? Most likely you line up.

Now, another example, you want to start a new business and need to find the best place for doing this. Where to go? Reading websites, magazines, and newspapers the most common recommendation seems to be "Go where most startups already are." Or what is the reason for all the reports about places with the highest number of tech startups, the highest number of VC funds, the highest amount of investments in tech firms, the most tech MeetUps or you name it? But, could anybody be surprised to find more startups in New York than in – say – Dortmund. In case you do not know where Dortmund is; this is a city in the western part of Germany and home of one of the most successful incubators in Germany, the [TechnologieZentrum-Dortmund](#) that obviously is a place very good for

technology startups that have started and grown there numerous over the last three decades and made the initial incubator a cluster of incubators and technoparks. There must be "something" in that city and region worth looking at. But media including the tech entrepreneurship focused websites like to report on the best, the largest, the highest whatever rather than analyzing places and describing advantages they may offer to specific entrepreneurial interests and needs. Meanwhile at least some understanding seems to develop for putting numbers in relation with other criteria. But does the "number of tech start-ups per capita" (for example in "The 25 Best U.S. Cities for Tech Startups" (see [article](#)),) really help for whatever purpose? If you do not want to read the full report: You find Boulder, Colorado in first place and the Silicon Valley (San Jose-Sunnyvale-Santa Clara, California) follows on rank three.

Another example is "...the Hottest Startup Cities in the World" (the [article](#) on the web) using the number of technology Meetups for the global ranking, excluding the US because "it's not accurate to compare international cities to the US", but basing the report on data from "[Meetup](#)", a US based company. As kind of a side-effect of the data analysis "focus(ed) on the US technology scene" a ranking of cities outside the US was distilled from the date. London ranks first on this list of "Top 20 International Cities" followed by

Toronto and Tel Aviv.

Also within countries such comparisons are made, for example, in Germany. Here Berlin regularly leads the lists of most startups, meetings and the like. But luckily there are voices asking if such numbers really tell the story. Who is interested in what these startups actually are doing, what their business model is, how profitable, how sustainable they are? Who checks how many of these startups are successful (and who defines the criteria for measuring success)? Who asks if the invested EUROS bring a return – for the investor; for the client companies, for the society? Other German regions begin to wake up saying that Berlin may have the biggest number of startups, but the most successful are elsewhere.

These questions do not only apply to startups, but also to incubators. Not long ago ten per cent of the shares of an incubator in Berlin have been sold. From the purchase price journalists calculated the value of that incubator resulting in a more than 3 billion EURO and were celebrating this as evidence for the success of the incubator. But it might be also seen as a warning for an upcoming (or already existing?) bubble. The driving engines behind this "incubator" are three brothers, now preparing an IPO with valuing their company 5

billion Euros. It seems nobody is interested what the client companies of this incubator are doing, how many of them are (at least close to be) profitable. Newspapers report that even the most known of the client firms is writing losses in 3-didger number of millions. And the same is said to be true for the ten most prominent client firms of that incubator that together reached a loss of EURO 431million last year. Indeed, PR are marketing are essential for business success. And expectations are a driving force of business and stock markets. But too much noise may lead in the wrong direction. The "Internet Bubble" obviously already is forgotten. As well the fact that financial profit is not the only important factor for evaluating success of a business development. It is time to get back to the business essential. Like a startup entrepreneur said walking to a Meetup in Berlin "In recent weeks I visited such meetings every day sometimes more than one a day – very often meeting the same people again and again, but never get even close to any of the "gurus". Now I feel that I forgot to care about my business. It's time for getting back to work". Or, coming back to the restaurants: Possibly it is best to take the time for studying the menus and asking some of the people about their experiences.

Incubator Quality

SPICA Directory has introduced a minimum “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, TPs, associations, consulting, support and finance organizations that have provided a complete profile



SPICA World Map

www.spica-directory.net/map

SPICA World 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 “search” button.

To add your profile to SPICA World Map is simple:

- If your organization is not yet in SPICA Directory select “Insert new profile” on menu of the SPICA homepage www.spica-directory.net
- If your organization is listed in the Directory but you did not yet receive a user name / password for accessing the system, please contact the SPICA Directory Team at atupdate@spica-directory.net

Note: to access SPICA Directory profiles you need to be registered as user., Profiles that have been updated recently are available at www.spica-directory.net/recent.php

Advice – Support – Finance in SPICA Directory

The ASF Section (Advice – Support – Finance) provides access to information about organizations and companies active in the ecosystem to provide important functions for innovation, entrepreneurship and growth. public and private not-for-profit organizations can publish their profile free of charge if they provide references to incubators / technoparks listed in SPICA Directory. 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. (related with any incubator / www.spica-directory.net/asf/entry.php)

We invite you to try and test the new section of SPICA Directory and send us comments to help us to improve. To **add a new profile** of your organization to the ASF technopark already listed) use the following link www.spica-directory.net/admin/centers/new.php

New on SPICA World Map

United Kingdom: The incubator **Stevenage Bioscience Catalyst** since 2012 served 20 companies



on-site and 40 off-site with 200 employees in total

SDO Profile: www.spica-directory.net/centers/?id=2497



Slovenia: The Styrian Technology Park was opened in

1994 and at this time has 15 firms with 200 employees

SDO Profile: www.spica-directory.net/centers/?id=1775

Poland: Lower Silesian Academic Incubator of Entrepreneurship is the part of Wrocław Technology Park. Since



2006 it has served 109 client companies

SDO Profile: www.spica-directory.net/centers/?id=2594



Finland: Turku Science Park began to operate in 1988.

Its special focal areas are biotechnology and ICT. For today it has 300 client firms with 10000 employees

SDO Profile: www.spica-directory.net/centers/?id=2198

Ethiopia: TECHNOBIC Bahir Dar ICT Business Incubation Center was opened in 2009. Since



that time it has 30 graduated companies.

SDO Profile: www.spica-directory.net/centers/?id=2227

Finland: The Science Park Joensuu works since 1990 and now has ca. 100 firms with 1200 employees

SDO Profile: www.spica-directory.net/centers/?id=299

India: PSG-Science and Technology Entrepreneurs Park Coimbatore was established in 1998 to promote technology based enterprises using the core strengths of PSG College of Technology. Today it has 37 client firms with 250 employees.



SDO Profile: www.spica-directory.net/centers/?id=1606



Canada: The Innovation Place Research Park in Saskatchewan started in 1980 and at this time has

185 companies with more than 5,000 employees on site. The Technopark operates the incubator **Springboard**

SDO Profile: www.spica-directory.net/centers/?id=506

Brazil: The INTES Sorocaba Technology Business Incubator operates since 2013 and has served more than 50 clients. 18 client



firms are working on site and 26 firms already graduated.

SDO Profile: www.spica-directory.net/centers/?id=2531

Thailand: Thai BISPSA is the national association of Business Incubators and Science Parks. The association was established in 2009.



SDO Profile: www.spica-directory.net/associations/?id=164

Business Incubation in ECA

This section provides information about incubation programs from the ECA region (Eastern Europe and Central Asia). ECA^{bit} is the regional networks of business incubators and technology parks, set up with infoDev support. Information: www.ecabit.org/ contact Olga Lapteva oilapteva.tmb@gmail.com



Poznan Open Innovation Marketplace

Poznan Science & Technology Park organized a market place for innovative start-ups, spin-offs, and problem solvers to meet with big enterprises looking for new approaches for answering concrete challenges.

The challengers were companies like Beiersdorf, Bertelsmann, Synthos, and Philips Healthcare Diagnostic X-Ray. They have defined challenges mainly in following fields:

- IT solutions for multi-channel customer service,
- IT solutions for the e-commerce branch,
- Techniques using polystyrene materials,
- Production processes for cosmetics industry.

Detailed information about these challenges is available on [website](#). Proposals for solutions had to be sent in by the end of August through the registration website.

The best proposals were invited to meet individually with representatives of the challengers on September 11, 2014 in Poznan Science and Technology Park. Participation was free of charge, but registration is required through the [website](#).

Contact: [Justyna Adamska](#)
SDO Profile [Poznan Science & Technology Park](#)



Green Tourism to generate jobs in rural Areas of Odessa region

Construction of two tourist camping-sites, creation of touristic information center in Rozdilnyansky district, installations of road signs with touristic information, development of an Internet portal for green tourism in Odessa region and web-cards with tourist attractions for tourist guides and district presentational books, seminars for institutions supporting tourism in the region; tours for tourists agencies and media are the components of a project that has been presented in Odessa mid-August 2014.

The project aims at creating new employment opportu-



nities through green tourism and is organized by the Odessa Regional State Administration partnering with the Odessa Regional Agency for Reconstruction and Development, Bilyaivsky District State Administration and Rozdilnaynsky District State Administration.

The EU is providing financial support (€ 340 000). The project will add a new component to the tourism industry that traditionally has been strong in the region with more than 10 million visitors in 2013, including almost 6 million foreign visitors.

Contact: [Odessa State Administration](#)
website: <http://www.oda.odessa.gov.ua/>

Startup Weekend Fashion & Tech Poznan – with a Global Final

At the first [Poznan Startup Weekend](#) held in 2012, 80 skillful and creative people, more than 20 mentors and a board of prominent judges attend. The event triggered very much attention in social networks. Now, the next edition of the **Poznan Startup Weekend** is up

Tech – Design – Fashion is the topic of the event that will take place September 26 – 28, 2014. With this event Poznan is preparing to join big fashion capitals: New York, Milan, London and Paris, and take part in a Global Fashion Battle - the biggest Fashion & Technology startup competition in the world. October 18, 2014, all finalists will compete in Stary Browar in front of a challenging international jury.

This Startup weekend is aimed at encouraging creative entrepreneurs to look at fashion and design through the prism of the latest technologies and their potential. During the event, mentors will help start-ups to devel-

op business ideas connected with, among others; internet of things, e-commerce and marketplace platforms wearables, solutions for designers, retailers and stores.

Global Fashion Battle is made possible by UP Global and the Stary Browar, the organizer of the Art & Fashion Forum. It becomes a part of this year's Forum themed 'CHIC GEEK'.

Art & Fashion Forum (AFF), is an open platform of inspiration and education. The motto of this year's 8th edition of AFF is CHIC GEEK, a symbol of a merger between fashion and new technologies. A cycle of expert seminars, workshops with the best specialist in the world will be part of the 8th edition of the event.

More on [website](#) / Contact: [Paulina .Skrzypinska](#)



Deutsche Telekom runs Business Incubator in Krakow

hub:raum Krakow is part of family that consists of Hub:raum Berlin and F4E, Fit4Europe in Tel Aviv. The initiatives in Berlin and Krakow offer incubation and acceleration program, while F4E helps startup

companies to get ready for entering the European market. hub:raum Krakow is inviting not only the Polish startup companies and entrepreneurs, but is open for clients from all. ... *continued on next page...*

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CEE countries The incubator defines itself as “startup incubator that focuses on supporting innovative businesses from southern and central Europe.” The offer is to connect the client team, vision, and expertise with the corporate power of telecommunications companies by making use of a comprehensive package of seed-funding, co-working space, mentoring and access to Deutsche Telekom assets. With the office in Krakow, Deutsche Telekom wants to focus on the special needs and requirements of this part of the European market. Even though the services

mirror those offered at the base in Berlin, the Krakow incubator recognizes the fact that companies here need a different approach. Therefore the incubator is developing a tailor-made strategy for supporting startups in Central and Eastern Europe.

The incubator is building up its client base: Each Wednesday evening hub:raum Krakow invites for the “Weekly Toastmasters club meet-up” and to strengthen the international links. Sep 6, 2014 the incubator presented at the “Long Night of Start-Ups” in Berlin
Contact Jacob Probola, hello@hubraum.com
SDO Profile: [hub:raum Krakow](#)

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



Latin America

Agora Accelerator prepares for a new round

The application for entrepreneurs to participate in the 2015 Agora Accelerator opens **Monday, September 22, 2014**.

The Agora Accelerator is an intensive program designed to give Entrepreneurs access to the knowledge, , and capital they need to succeed. There are different levels of engagement in the Accelerator program depending on the stage and needs of a business. The Accelerator is the result of seven years of research, investment, and experimentation into the best ways to help high-potential, to early-and growth-stage entrepreneurs succeed. Meanwhile **67 Agora accelerated companies** are working in **15 Latin American countries**.

The program is focused on entrepreneurs with scalable, profitable businesses that will create impact, and that are looking for growth capital in the next 6-18 months.

The Agora Accelerator is divided into several cohorts, with each cohort consisting of 5–10 entrepreneurs operating within a single industry or impact theme.



efficient, more coordinated market that drives resources to entrepreneurs effectively. Companies (with main operations based in Latin America) that are selected to participate in the Agora Accelerator, on average, generate revenues between US\$100,000 and US\$2,000,000, and are seeking capital from investors for the first time. These innovative businesses come from a broad range of industries and create different types of positive social, economic, and/or environmental impact. For being eligible the applicant should be an early-stage social business with a proof of concept product or service, have a clear growth plan and projections to be profitable within 3-5 years and need financial capital within the next 6-18 months (starting at \$100,000). More conditions apply, please, find details on the Agora [website](#)
Contact: [Agora Partnerships](#)
To apply (from Sep 22, 2014) use [website](#)

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 infoDev. See www.incubationasia.com/index.php; contact Suresh Kumar, psgstep@vsnl.com



Training: “Promoting Innovations & Entrepreneurship through Incubation”

This training program is offered by the Government of India to help meeting the challenges of developing an effective business incubation program that can be met only by equipping the Incubation Managers with the skills and tools needed. Engaging in international networking will also allow the incubators in developing countries to more rapidly adapt internationally recognized best practices.

The program is targeted at professionals involved in activities related to promoting innovations through - motivators as well as executives of Government

managers, business counselors, entrepreneurship trainer planned Entrepreneurship interventions including incubation organizations.

The six-week course (Jan 5 – Feb 13, 2015) will cover a full range of topics related with (innovation based) business incubation and entrepreneurship promotion from creation of an entrepreneurial ecosystem through and competent, innovative, and sustainable Management of business incubators to that building and maintaining



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relationships and alliances strengthen the business. incubator and services provided to businesses The program is co-sponsored by the National Science & Technology Entrepreneurship Development Board (NSTEDB), Dept. of Science & Technology, Govt. of India, New Delhi. The program will have professional support from Asia Pacific Incubator Network (APIN)

Coimbatore.

The training is offered without any fee, but certain conditions apply. For the detailed program and registration see [website](#). The deadline for filing the nomination form is **November 5, 2014**

Contact: [S. B. Sareen](#)

Conference website: <http://ediindia.org/ipitec.asp>

SDO Profile [APIN](#) SDO Profile [STEP Coimbatore](#)

India: The Regional Social Enterprise Ecosystem in India

Over six months, Villgro worked with Okapi to research nine cities in India – Pune, Patna, Jaipur, Chandigarh, Bhopal, Guwahati, Bhubaneswar, Thiruvananthapuram, Lucknow – in parallel with Villgro’s Un-convention social enterprise events conducted in these cities, incorporating both conventional research methods such as observation and surveys, and also a focus on understanding local entrepreneurs’ perspective through dialogue and discussion.

The research provides insights into the current state of regional social enterprise ecosystems – the strengths, weaknesses and opportunities to invest in support ecosystem – and also highlights the gaps, and priorities for filling those gaps, as felt locally. It is especially relevant in light of the Indian government’s recent slew of measures to promote entrepreneurship in the



country, including running district-level incubation and accelerator programs. This could also be the first step towards decentralizing the social enterprise ecosystem in India, and provide the opportunity for collaboration and support that currently exist mainly in the major metros, to social enterprises and start-ups in smaller cities and towns across India.

At an event “Acceleration and Networking India’s Emerging Ecosystems” to held in New Delhi on **September 18, 2014** the results of the research project will be presented and discussed with a panel of experts.

Website: www.villgro.org

Contact: Aditi Seshadri, aditi@villgro.org

SDO Profile [Villgro](#)

Business Incubation in MENA

This page provides information about incubation activities from MENA (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.menainc.org> contact Mr. Mo-



France - Morocco

Opportunity for Moroccan Companies

A Call for Expressions of Interest has been published for B2B meetings in Rennes, France on October 15 & 16, 2014 when Rennes Métropole and Québec International will launch the "Francophone Digital Meetings Maroc Mumeric Cluster is invited to participate to this event and Moroccan companies will be selected to benefit from B2B meetings with French and Quebec businesses. The fields include e-health, cultural and creative industries (TV, media ...) and digital for food .



Companies interested can search the directory (250 entries) [Images & Networks](#) and contact MNC.

More on [Digital Opportunities](#)

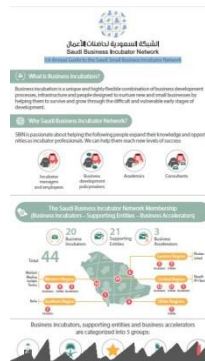
Contact: info@mnc.ma / Website: www.mnc.ma

SDO Profile: www.spica-directory.net/asf/?id=2691

Saudi Arabia

Entrepreneurship Support in Saudi Arabia

Development of the entrepreneurship support system in Saudi Arabia is moving fast. According SBIN, Saudi Arabia Business Incubation Network, at this time 44 entrepreneurship support entities are member of this informal association: 22 business/technology incubators, 3 accelerators, and 21 supporting entities. For providing easy access to information about entrepreneurship support in the country, SBIN now published the **1st Annual Guide to the Saudi Small Business Incubator Network**. The summary in the form of an “info graph” (see download link below) is providing an overview by categories that is geographically sorted. The Central Region (Riyadh) shows the highest concentration of organizations supporting startups and business development (55 %) followed by the Western Region (Jeddah) with 23%. The info-graph also char-



acterizes the listed entities regarding their business model, target groups, and main services and thereby gives a fast overview and entry point to information.

An excellent opportunity for learning more about the topic will be the **Sixth Annual conference on Business Incubation** in Riyadh schedule for Oct 26,28,2014 under the title “**Driving Innovation and Entrepreneurship in**

the MENA Region (more on page 3 and on the website of SPICE Group; “Events” page)

Contact: Majed M. Rashad, mrashad@badir.com.sa

SDO Profile: [SA Business Incubation Network](#)

Morocco Moroccan Innovation Centre finances Startups

The Moroccan Innovation Centre (CMI) launched the 7th call for proposals for funding under the programs INTILAK and TATWIR carried by the Support Fund for Innovation and developed as part of the national Innovation Strategy for Morocco. These programs are aiming at companies with innovative projects.

INTILAK covers startups ups (less than two years old), and offers a zero-interest loan covering 90% of project expenditures (up to 1,000,000 dhs).

TATWIR is aimed at companies older than two years and offers a zero-interest loan covering 50% of project expenditures (amount up to 4,000,000 dhs).



Application are initially submitted on the management platform available on the website of "[Moroccan Innovation Centre](#)". The application must be filed in paper format at the CMI headquarters, by **October 10, 2014**.

For more information or assistance contact the CMI team at intilak@cmi.net.ma or tatwir@cmi.net.ma. Details about eligibility rules and specifications are available on website below

Contact: info@mnc.ma

Website: [Morocco Numeric Cluster](#)



Tunisia Launching the 2014 Digital Arabic Content (DAC) Competition

The 2014 Digital Arabic Content (DAC) Competition is part of ESCWA's project to promote the Digital Arabic Content Industry. The competition is open to young entrepreneurs as well as university college graduates who haven't idea that would contribute to the development of the DAC industry. In 2008 ESCWA, in collaboration with national technology and business incubators, organized similar national competitions. Now, ESCWA is starting it for the second time. For this year, ESCWA has partnered with Elgazala Technopark and encourages applicants to cooperate with a mentor who may be someone with incubation experience. Applicants must meet submission criteria, for example:

- Applications will be accepted from young entrepreneurs as well as university and college graduates,
- Individuals may apply, but working as a team is encouraged ;
- Project ideas and concepts must generate a DAC product or an ICT service that is directly related to the DAC industry

Applicants must complete an application form and submit it by **September 30, 2014**. An evaluation committee will evaluate and select projects in two stages.

For more information, please see UN-EYCWAW [website](#)

Contact: [Soukaina Rahmani Turki](#),

SDO Profile [Elgazala Technopark](#)



How to allow MENA small enterprises to grow faster?

... continued from page 1...

growth seems to be a way full of barriers. The Wamda report identified four main areas of obstacles: (1) Generating Revenue /Finding Customers (2) Obtaining Investment, (3) Building a Team, and (4) Expanding in New Countries. The conclusions drawn in the report are that initiatives are needed for improving (availability of) marketing talent as well as for increasing the amount of available finance for growth companies and implementing better mechanisms that support entre-

preneurs and financiers come together. Other measures Are strengthening the regional education system and facilitating access to foreign markets.

The report provides many details and allows looking deeper into the topics – it also might be worth looking into it from other regions. The challenges for growth companies are not fundamentally different in other places – learning from others is very well possible.

Website: Wamda <http://www.wamda.com>

Contact the author: [Jamil Wayne](#)

Lebanon is building a new Business Cluster in Beirut

Beirut Digital District (BDD) was launched in September 2012 in the historical Bachoura district of Beirut as a Private-Public partnership between ZRE s.a.l.; a private company sole aim is to develop communities that bond, interact, and flourish within their neighborhoods, Berytech; an ICT incubator/accelerator, and The Ministry of Telecommunications; act as facilitator and provide internet / telephone infrastructure at preferential rates.

Beirut Digital District (BDD) will represent a community focused urbanized hub for creative companies and talents. The project aims to become an all-inclusive zone dedicated to improving the digital industry in Lebanon through providing state-of-the-art infrastructure and superior support services for business and the



healthiest living environment for the young and dynamic workforce at competitive and affordable rates.

BDD is developing the digital creative industries in Lebanon by creating an ambitious, forward-looking, dynamic community placing Lebanon on the world map. The close proximity to the airport, seaport, and downtown and minutes away from more than 6 universities is attractive to companies not only from Lebanon and the flexible terms for office spaces, small living units, furnished apartments with abundant community animation and recreational facilities add to the attraction. BDD aims to attract more than 200 companies to collaborate, innovate, and accelerate and will be the center of all IT events.

Contact: Nicolas Rouhana, nrouhana@berytch.org

More on the [BDD website](#)

Business Incubation in Africa

This page provides information about incubation activities and programs from the AFRICA region. AIN is the incubators 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



Africa

Open for Applications: Innovation Prize for Africa

African innovators are invited to submit their applications for the Forth Innovation Prize for Africa.

With this Prize the African Innovation Foundation (AIF) aims at enabling and encouraging African

pioneers to develop creative ideas and techniques to overcome challenges faced by the African continent. IPA 2013 winner, AgriProtein could raise \$11 million to build its first two commercial farms in Cape Town. IPA 2014 winners of the Grand Prize (USD 100,000), Dr Nicolaas Duneas and Mr Nuno Pires from South Africa for their Altis Osteogenic Bone Matrix (Altis OBM TM), had developed the first injectable porcine derived BMP medical device in the world—a regenerative biological implant technology.

Evaluation criteria for innovations are: originality, marketability, scalability, social impact and scientific/ technical aspects. The grand prize is USD 100 000. The second prize of USD 25 000 will go to



the innovation with the best commercial and business potential. A special prize will be granted to the innovation that has the best social impact in the community.

Entries are invited in five key categories: Agriculture and Agribusiness, Environment, Energy and Water, Health and Wellbeing, ICT applications, and Manufacturing and Services Industries.

Investors, governments and other stakeholders interested in evaluating, investing and maximizing the continent's resources are invited to participate in this innovative and empowering initiative and make a significant change through contributions that will accelerate the Africa's economic growth.

The **deadline for submitting applications** for IPA 2015 is **October 31, 2014**.

More information are available on the [IPA website](#)
Contact: [Pauline Mujawamariya](#)

Rwanda

Rwanda has a new place for innovation

kLab in Kigali is supported by the Rwanda Development Board and several local partners and aims to become a center of excellence and is an open hub providing workspace for young entrepreneurs to discuss, plan and implement their projects. *kLab* (knowledge Lab) claims to be the first open space for IT entrepreneurs to collaborate and is targeting young software developers and recent college graduates from computer science and engineering programs. Located on a top-floor *kLab* has a coffee bar and a well-equipped workspace for innovative workers.

The Rwanda Development Board sees *kLab* as an important step for developing Rwanda towards becoming a knowledge-based economy. Another com-

ponent are the fiber optic cables across the country and the government recently started an initiative offering free WiFi hot spots across the Capital Kigali. *kLab* is meant to be part of the participatory phase of Rwanda's ICT development.

"We want to help them to see their dreams become reality, link them to mentors, and offer training and skills." - Claude K. Migisha, co-founder of *kLab*

Members of the *kLab* community have access to support from experienced mentors providing technical and business assistance.

Contact: Claude Migisha, mikaclau@klab.rw

SDO Profile: [kLab Rwanda](#)

Read more in [The New Africa](#)



Ethiopia

ICT Incubator opened in Amhara Region, Ethiopia

TECHNOBIC (Bahir Dar Information Communication Technology Business Incubation Center) is the first business incubation center in Amhara region and one of the largest in Ethiopia. The incubator was set up to serve as a vehicle for the development of competitive ICT based micro and small enterprises and foster technology innovation in Amhara region.

TECHNOBIC will encourage and foster new ICT business developments and support the development of already existing ICT enterprises, in order to develop successful, productive and profitable ICT businesses that are well structure structured and

managed with innovative and creative ICT products and services.

Companies, organizations, and investors ready to support this incubator and its client companies are invited to contact the incubator for discussing possible ways of cooperation.

Startups entrepreneurs with business ideas and concepts in the ICT sector are invited to contact TECHNOBIC.

Contact: Moges Alemu, technobic@gmail.com

SDO Profile: [TECHNOBIC](#)



Important upcoming Events

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

If the conference hosts are members of **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. Just click on "[Add new information](#)" and you will be guided through the simple process.

Sep 16-18, 2014 in Cape Town, South Africa, 7th Innovation Summit

The theme for the 2014 Summit is **Local Innovation Global Conversation**. Finding solutions lies at the very heart of our motivation for innovation. So, the event will showcase South Africa's wealth of creativity, origination and ingenuity for developing solutions to unique challenges. Sessions will relate with practi-

tioner or academic topics from innovation case studies to crowd sourcing and open innovation.



**LOCAL INNOVATION
GLOBAL CONVERSATION**

Website for details: www.innovationsummit.co.za
Contact: info@innovationsummit.co.za

Sep 17-19, 2014 in Tartu, Estonia: Baltic Dynamics 2014



The Baltic Dynamics 2014 is organized by Tartu Science Park in cooperation with Tartu City Government, Tartu Regional Energy Agency and Interreg IVC Program. Rapidly changing environment, innovation and technology influence daily life in many ways: Where is the future?

For the BD 2014 key topics of future have been selected for discussion. Four finalists: HARDWARE,

START-UP, HEALTHCARE and ENERGY will compete for the title. The winners will be chosen by the conference participants.

The Baltic Dynamics conference is an initiative of the Baltic Association of Science/Technology Parks and Innovation Centers (BASTIC) and has been held annually since 1995.. This year it will be held in Tartu, and hosted by Tartu Science Park.

For more information Watch the [teaser video](#)
Check the website; www.balticdynamics.com/why

Sep 18-19, 2014 in New Delhi, India: Launch of the Villgro Ecosystem research report

After a six months research of Villgro and partners the research report "**The Regional Social Enterprise Ecosystem in India**" will be presented and discussed with an expert panel. The report provides insights into the current state of regional social enterprise ecosystems – the strengths, weaknesses and opportunities to invest in support ecosystem – and also highlights the

gaps, and priorities for filling those gaps as felt locally. The report will be launched at the event "Accelerated and Networking India's Emerging Ecosystems" to be held **September 18, 2014** in New Delhi.

Contact: Aditi Seshadri, aditi@villgro.org
SDO Profile [Villgro](#)



Sep 21-13, 2014 in Düsseldorf, Germany: Annual ADT Conference 2014



The theme of this year's annual conference of ADT, German Federal Association of Innovations, Technology, and Business incubation Centers, is "Protection of Innovation and Enterprises in Innovation Centers". The conference, hosted by the Life Science Centre

Düsseldorf / GED mbH will be held in the "House of the University" located right in the city center and in close proximity is the famous "Königsallee".

For detailed information visit the ADT website or use the contact below

Contact: Dagmar Krummiki, [krumniki@lsc-dus.de](mailto:krumnikl@lsc-dus.de)
SDO Profile: [Life Science Center Düsseldorf](#)

Oct 15-18, 2014 in Shiraz, Iran: 18th ASPA conference

ASPA's 18th annual international conference titled "**Science and Technology Parks: Innovation and Commercialization Opportunities in the Conceptual Age**" will again present results from research and development activities in aspects of STPs. All managers and staff of STPs, faculty members in technology and entrepreneurship management fields, entrepre-

neurs, technopreneurs and technology development investors, R&D managers, technology development policy makers, technology development and management experts should not miss this event.

Website: aspa2014.fstp.ir
Contact: aspa2014@fstp.ir



Oct 19-22, 2014 in Doha, Qatar: IASP World Conference

The IASP World Conference 2014 under the theme "**Science parks: where technology goes to work**" will take place in Doha, Qatar, on 19th – 22nd October 2014, hosted by Qatar Science and Technology Park. The main general themes of the conference will be "Role of STPs as technology development catalysts",

"Models of cooperation between universities and companies and the role that STPs can or should play", and "STPs and their resident companies".

Website www.iasp2014doha.com



Oct 23, 2014 in Toulouse, France: International Research Conference on Business Incubation

The “International Research Conference on Technology Business Incubation Mechanisms and Sustainable Regional Development” will be held by the Toulouse Business School. The conference will focus on the various incubator models that have given rise to a diverse incubation industry. A analysis of these mod-

els as components of their regional ecosystems is warranted to assess their role in regional economic development.

Contact: [Servane Delanoë-Gueguen](#): For more details see [conference website](#)



Oct 26-28, 2014 in Riyadh, Saudi Arabia: 6th Annual Saudi Incubation Conference

The **6th Annual Saudi Incubation Conference** will be held **October 27 – 29, 2014** in the KACST Conference Center, Riyadh. It is titled “**Driving Innovation and Entrepreneurship in the MENA Region**” and aims to provide a MENA region forum to enable stakeholders to network and share best practices.

The conference will include an Innovation Tour in Riyadh to innovation and incubation organizations. More details on the program and speakers will be made available on the conference [website](#)

SDO Profile: [SBIN](#)



Oct 28-30, 2014 in Vienna, Austria: Pioneers Festival

Pioneers Festival is the place to meet the whole startup world is the Pioneers Festival with some of the most important investors and facilitators participating. New in the year is the Cisco Innovation Challenge at Pioneers Festival. But also the Pioneers Startup Programs including our own startup acceleration highlights like **the Pioneers Challenge & Showroom**

provide opportunities to find investors, generate buzz, leads, receive direct feedback, media coverage and showcase ideas to potential customers.

website: <http://pioneers.io/festival>

Contact: Pioneers support@pioneers.io



Nov 6 - 8, 2014 in Osijek, Croatia: BE THE ROLE MODEL is part of INOVA 2014

BE THE ROLE MODEL is part of INOVA, an exhibition of inventions held annually since 39 years. This year the Event **BE THE ROLE MODEL®** is organized for the 10th time as an event providing innovative entrepreneurs and students a platform for international techno-

logy transfer. Under the title “**Networking 4 Success**” the event is organized by TERA TEHNOPOLIS Ltd. together with other partner organizations.

Contact: Ivan Stefanic, istefanic@tera.hr

SDO Profile: [Tera Tehnopolis](#)



Nov 13–14, 2014 in Oldenburg, Germany: G-Forum 2014: Sustainable Entrepreneurship

The G-Forum 2014 is the 8th Interdisciplinary Entrepreneurship Annual Conference and will be held under the title “Sustainable Entrepreneurship” in Oldenburg. This conference will examine how entrepreneurial activity can contribute to environmental and social sustainability on the local and global level.

The G-Forum 2014 addresses entrepreneurship and practice independent tracks (in German and English). Topics include entrepreneurship, innovation, family business and SME.

Contact: Ulrich Knaup, Email: knaup@fgf-ev.de

website: www.fgf-ev.de



Nov 27–29, 2014 in Warwick, UK: Annual International UKBI Conference

The annual international UKBI conference each year offers a wealth of learning and networking opportunities. Spread over two days the conference provides the opportunity to participate in roundtable discussions, plenary sessions,

incubator tours, interactive workshops and much more. The program for this year’s UKBI Conference includes **Intensive Workshops, Incubator Tours** and **Conference sessions** that will cover a wide range of actual topics. For details, please visit the [website](#) and for registration use following [link](#)



Nov 17–23, 2014 in Germany: The Startup Week Germany 2014

The Startup Week Germany is part of the Global Entrepreneurship week and, hosted by the German Federal Ministry of Economics and Energy since 2010, is a nationwide week of action to promote entrepreneurial spirit and support startup businesses. The Startup Week Germany will offer a wide range of events

including international activities like “Startup Open”, Startup Weekend, “Get in the Ring”, and “Creative Business Cup”.

Website: www.gruenderwoche.de/en/index.php

Contact: gruenderwoche@rkw.de



Dec 27–29, 2014 in Singapore: ISPIM Asia-Pacific Innovation Forum

The **ISPIM Asia-Pacific Innovation Forum** will be organized by ISPIM, in collaboration with Singapore Management University. The event program will tackle the region’s key innovation issues by attracting top-level speakers from Asia-Pacific region

that mix academia, science, industry and government , sessions and communities on innovation challenges, showcases, discussion panels, site visits, and networking events. Download the Call for Papers at <http://bit.ly/1dAop9J>

The three-day event will include: multi-track sessions



Jan 05–Feb 13, 2015 in Coimbatore, India: Six weeks Business Incubation Training

The training “Promoting Innovations & Entrepreneurship through Incubation” is offered by the Government of India to help meeting the challenges of developing an effective business incubation program That can be met only by equipping the Incubation Managers with the skills and tools needed.

The program is targeted at professionals involved in activities related to promoting innovations through entrepreneurship interventions including incubation managers, business counselors, entrepreneurship trainer-motivators as well as executives of Government organizations.

The six-week course is co-sponsored by the National

Science & Technology Entrepreneurship Development Board (NSTEDB), India, and professionally supported by Asia Pacific Incubator Network (APIN), Coimbatore.

The training is offered without any fee, but certain conditions apply. Detailed program information as well as registration details and templates are available on website <http://ediindia.org/ipitec.asp>

Deadline for nomination is **November 5, 2014**

Contact: Mr. S. B. Sareen, sareen@ediindia.org

Contact: APIN, K. Suresh Kumar, step@psgtech.edu

Information and Registration form see [website](#)

SDO Profile [APIN](#), SDO Profile [STEP Coimbatore](#)



About Members

The Fifth SPICE G & G Workshop: December 2014 in Berlin

The numerous Christmas Markets in Berlin, the ho wine and grilled sausage specialties were initially the reason for a meeting of SPICE Group member five years ago. Meanwhile this meeting has become kind of a tradition and opened also for non-members. Now a full-day workshop is part of the Program that attracted participants not only from other German cities, but also from Latvia, Lithuania, Hungary, Portugal, Turkey, and USA. Also invited non-members attended the workshops and enjoyed the informal and open discussions in meeting room settings as well as equipped with warm jackets on various Christmas Markets in around Berlin.



With the picture impressions from the G & G Workshop 2013 we just want to inform about the upcoming 5th SPICE G & G Workshop to be held in **December 12 and 13, 2014 in**



Berlin. If you are interested to attend, please do not hesitate to contact us for more information regarding the venue and the topics, email: larisa@spice-group.de

The 20th SPICE BÄR dinner

To celebrate a little anniversary the SPICE Bears left the solid land and went to sea. 20 times the members of SPICE Group residing in Berlin (and the closer or farer environment) have met over dinner to discuss actual topics of business incubation, acceleration, co-working, technoparks, seed and venture financing – you name it. 20 informal rounds have helped much to keep up-to-date and exchange different viewpoint regarding actual matters.

A restaurant with German cuisine on the his-



torical ship “Capr’n Schillow” in the center of the city combined with a warm summer evening was the perfect environment for this meeting. The next dinner is scheduled for October...

And finally...

With the information about a past and an upcoming SPICE event in Berlin we conclude “SPICE Update 111”. We wish you a great autumn season and hope to hear from you soon

Heinz Fiedler & Larisa Brovarska

SPICE Update is the newsletter of SPICE Group. It is published 4 -6 times per year and regularly is delivered 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 website links provided. Editor: Heinz Fiedler, SPICE Group, Niedstr. 40, 12159 Berlin, Germany, Email update@spice-group.net