



# UPDATE No. 90

For members *first*

December 2009

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The last issue of SPICE Update for the year 2009 again is covering business incubation activities and events around the globe including a report about the third Global Forum of infoDev and the eighth Best Science Based Incubator Award.

The year 2009 brought many new experiences that filled PUMBAA's Christmas bags so that he carries an heavy load. For members, friends, and partners of SPICE Group celebrating Christmas we wish peaceful, enjoyable and relaxing Holidays with family or friends

## Merry Christmas and a Happy New Year 2010

For those who celebrated Aid EL Adha (sorry, with a little delay like every year) we wish you could enjoy the holidays and gain new energy for meeting the challenges to come and all projects you are working on or plan to start.

For the coming year 2010 we wish all readers peace and health, happiness and success, and that your visions, dreams, and wishes become reality.



### The SPICE Art Ball is complete

[http://www.art-ball.net/spice\\_art\\_ball.php](http://www.art-ball.net/spice_art_ball.php)

The SPICE Art Ball now has **42 countries** represented by art triangles that symbolize the nation by illustrations, for example from history, technology, science, business, art, or music. We have already presented a number of "art triangles" in earlier SPICE Update and will continue this series until all triangles / countries have been presented once.



With the presentation in Stockholm, Sweden (see report on page 7) first time the **SPICE Art Ball was complete** - all 42 spaces for triangle art were filled with colorful illustrations of history, music, technology, or art symbols of **42 countries**.



The SPICE Art Ball in Stockholm, Sweden

Triangle Senegal: [www.art-ball.net/spice\\_art\\_ball\\_senegal.php](http://www.art-ball.net/spice_art_ball_senegal.php)

Triangle Morocco: [www.art-ball.net/spice\\_art\\_ball\\_morocco.php](http://www.art-ball.net/spice_art_ball_morocco.php)

### Third infoDev Global Forum on Innovation and Entrepreneurship

The Third Global Forum on Innovation and Entrepreneurship organized by infoDev in cooperation with ANPROTEC, the national association of business incubators and technology parks in Brazil was held with great success in Florianopolis, Brazil, end of October this year. About **1,000 participants from 86 countries** attended the event that did not only offer conference sessions and workshops, but also a comprehensive **training program** on business incubation management. This time seven of the eleven modules of infoDev's new training program were offered and tested to receive a "final polish" over coming weeks.

International incubation, mobile technology, clean technology identified as priorities for infoDev global incubator network and the 4th Global Forum to be held in Helsinki, Finland in 2011 was announced. infoDev sees value of entrepreneurship as not limited to economic growth alone. A thriving private sector is essential to sustainable development. Innovative and entrepreneurial solutions can make meaningful contributions to solving the global food and climate crises as well as providing economic opportunities for women and youth entrepreneurs.

To address these issues, the Global Forum led discussions and

The Third Global Forum of infoDev in Florianopolis, Brazil



Impressions from the Third Global Forum of infoDev – plenary and training sessions



Break-out session of the International Work Group on Women Business Incubation

knowledge sharing on how to leverage business incubation to enable women and youth entrepreneurs and to foster growth in agriculture, clean technology, and ICT; demonstrations of good practices on policies that promote innovation and entrepreneurship and encourage successful public-private partnerships.

At the Global Forum infoDev's latest regional incubator network was launched: the **Caribbean regional business incubation network**. The Caribbean network will be based in St. Vincent and the Grenadines to leverage opportunities for start-up companies in ten island nations. *continued on next page*

This network will be integrated with the Global infoDev network already working in Africa, Asia, Eastern Europe & Central Asia, Latin America and Middle East & North Africa.

Another key output was the launch of the Global Innovation Commons, an online open source tool for identifying existing innovations that are within the public domain and available for partnership with the government of Finland and Nokia is working to help developing world mobile content entrepreneurs harness the business potential that will arise as part of the extraordinary growth in mobile services.

At the global level, infoDev used the Forum to focus its mem-

bership on the need to strengthen knowledge sharing among developing countries and to create further south-south links to share best practices. A key element of this effort is iDISC, infoDev's portal – a support center for incubators, a repository of information and training materials and a dissemination mechanism for the worldwide infoDev community. iDISC is used by 5000 people in the developing world every week. More information about infoDev, the Global Forum, the regional networks and their members, as well as tools for incubation at : <http://idisc.infodev.org/en/index.html>



***“I got a lot of energy from it and that it gave me a lot of confidence to follow my dream”***

Entrepreneurs, the clients of the business incubators not too often attend business incubation conferences. Most likely it has to be like this. After all such conference mainly discuss issues important for the incubators and therefore only indirectly of value for start-up business people.

However, infoDev's Global Forum also was attended by future entrepreneurs – winners of the ECA<sup>bit</sup> Y2I, Youth to Innovation ([www.infodev.org/en/Article.349.html](http://www.infodev.org/en/Article.349.html)). This is a competition for awarding young (would-be) entrepreneurs for their business concepts. One of them was **Steliana Economu**, founder of IthacaJourney SRL ([www.ithacajourney.com/](http://www.ithacajourney.com/)), Romania She summarized her impressions in an article in the ECA<sup>bit</sup> newsletter no 19 (see <http://www.ecabit.org/>) – a report providing impressions and views that can help understanding what makes (future) entrepreneurs interested in incubation. Here a few quotes:

*“I joined this event with an open mind and with a desire to learn as much as I can from it.”*

*“It has been a very successful week, I got good feedback that*

*will help me improve my business model and I arranged some good partnerships”*

*“... I can say now that I got a lot of energy from it and that it gave me a lot of confidence to follow my dream and to continue investing time, energy and money in this business.”*

*“When I go back to Romania I will have few meetings with some of the Youth Student Organizations (AIESEC) in Bucharest and Constanta and I hope to stimulate them towards innovative and sustainable entrepreneurship through business incubation.”*

*“One thought I had at the end of the conference was that I would like to join in two-year time the next forum in Finland and come with a success story about my business!”*

More in the ECAbit newsletter ‘#19.

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***Incubators as Stimulators of Regional and International Innovation & Growth***

The 8th Annual Best Science Based Incubator Award & Conference was held in Stockholm, Sweden in November 2009.

The theme of this year's conference was **“Incubators as Stimulators of Regional and International Innovation & Growth.”**The program committee under chairmanship of **Mikael Hult** from

Innovationsbron, Sweden had prepared a well-balanced mix of “hot issues” presented by and discussed with internationally recognized experts in business incubation. This year's conference was chaired by **Peter Harman** from UKBI.

Key speakers and panelists of the conference were **Wang Rong**, Shanghai Technology Business Incubation Association, China, **Richard White**, New Zealand Trade and Enterprise,



**Impression from the AWARD DINNER**



**R.M.P. Jawahar**, ISBA, India, **Dinah Adkins**, NBIA, USA, and **Heinz Fiedler**, SPICE Group, Germany. The presentation by **Jan-Eric Sundgren**, senior vice president of Volvo was a highlight of the event and caused much discussion beyond the

specific session At this conference winners of the **Best Science Based Incubator Award** were honored during the festive conference dinner and the Awards were handed over by ...continued on next page

## Winners of the “Best Science Based Incubator” Award 2009

Established Incubators	New Incubators (less than 3 years old)
<p><b>Overall Winners</b></p> <ul style="list-style-type: none"> <li>(1) @Wales Digital Media Initiative , (United Kingdom)</li> <li>(2) KITZ - Kiel Innovation &amp; Technology Center (Germany)</li> <li>(3) Technology and Innovation Park Jena (Germany)</li> </ul> <p><b>Fastest Growth</b></p> <ul style="list-style-type: none"> <li>(4) Laurea (Social, Care &amp; Wellness Incubator) (Finland)</li> <li>(5) SSE Business Lab AB (Sweden)</li> <li>(6) @Wales Digital Media Initiative (UK)</li> </ul> <p><b>Sustainability</b></p> <ul style="list-style-type: none"> <li>(1) KITZ - Kiel Innovation &amp; Technology Center (Germany) The Surrey Research Park (UK)</li> <li>(2) Incubatore del Polo Tecnologico di Navacchio (Italy)</li> <li>(3) Viasphere Technopark (Armenia)</li> </ul> <p><b>Return on Investment</b></p> <ul style="list-style-type: none"> <li>(1) Technologie- &amp; Gründerzentrum Oldenburg (Germany)</li> <li>(2) BIC GIPUZKOA BERRILAN (Spain)</li> <li>(3) @Wales Digital Media Initiative (UK)</li> </ul>	<p><b>Overall Winners</b></p> <ul style="list-style-type: none"> <li>(1) InQbator of Poznan Science &amp; Techn. Park, (Poland)</li> <li>(2) Waterloo Research &amp; Techn. Park Accelerator (Canada)</li> <li>(2) BIC Beira Atlântico (Portugal)</li> </ul> <p><b>Fastest Growth</b></p> <ul style="list-style-type: none"> <li>(1) Toscana Life Sciences (Italy)</li> <li>(3) Waterloo Research &amp; Techn. Park Accelerator (Canada)</li> <li>(2) BIC Beira Atlântico (Portugal)</li> </ul> <p><b>Sustainability</b></p> <ul style="list-style-type: none"> <li>(1) Institute of Life Science (UK)</li> <li>(4) InQbator of Poznan Science &amp; Techn. Park, (Poland)</li> <li>(2) Liverpool Science Park (UK)</li> </ul> <p><b>Return on Investment</b></p> <ul style="list-style-type: none"> <li>(1) New Energy Docks (Netherlands)</li> <li>(2) BIC Beira Atlântico (Portugal)</li> <li>(3) PCB-Santander Bioincubator (Spain) and InQbator of Poznan Science &amp; Technology Park (Poland)</li> </ul>



**Heinz Fiedler**, President of SPICE Group. For example, in the category “Most Promising New Incubator” the overall Winner **InQbator from Poznan, Poland** (see article on page 5 of this Update). He also announced the incubators that received recognition for providing excellent Good Practice to the competition. Simone Herrmann, Technology Center Dortmund, for “Biotech-Cluster triggering sustained economic growth”. This describes how within just a few years of time an internationally considered Biotech-Cluster has been developed in Dortmund. Meanwhile 840 scientific associates working in internationally renowned institutes in this cluster.  
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### The Swedish Hosts of the Conference

**INNOVATIONSBRON** focuses on turning research and innovation into business. The vision is for Sweden to become an international leader in commercializing research-related business ideas. Innovationsbron supports researchers, innovators and entrepreneurs to translate their ideas into business by focusing on companies in the very early stages of development. Innovationsbron runs a **national incubator program** that enables participating incubators to strengthen the flow of business ideas into the incubator, while creating more innovative new enterprises that generate regional and national. The program also includes a development process for company and business development, as well as activities for benchmarking and exchange of experience between incubators at national and regional level. These activities are open to all

incubators. In total Innovationsbron is investing SEK 180 million between July 2008 and June 2011 in its Incubator Program. Innovationsbron also invests in regional projects and In 2008 the incubators have evaluated approximately 3.000 ideas. The numbers of projects and enterprises in the incubators were 221 in that same time period. The total number in the incubators were almost 550. During 2008, over 120 projects and enterprises exited from the incubators.  
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**SiSP** Swedish Incubators & Science Parks SiSP is a nationwide interest organization for Swedish Incubators and Science Parks. With 53 members (70 incubators and parks) representing 95 percent of the industry SiSP works to develop the industry through exchange of experiences, information, education, and development projects. Incubators offer new companies a focused *continued ...*

environment with a value creating process that supports the development process of products and services more quickly. Science Parks give established companies a stimulating environment that enables business development and fosters growth

SiSP offers its members an information channel and forum for collaboration. Through key indicators, SiSP demonstrates the effects business creation and the development of the industry.

In Sweden, Incubators and Science Parks work in different create unique meeting places and opportunities for new companies. SiSP in 2008 had 3,661 client firms with 61,420 employees

The number of companies continuing operation after graduation had reached almost 600. About 3,000 ideas or business proposals were evaluated by the incubators and parks in the same year showing that the demand is large – a great potential for future economic development based on innovation and technology.

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VINNOVA, The Swedish Governmental Agency for Innovation Systems, is a State authority aiming at promoting growth and prosperity in Sweden through research & development linked innovation. VINNOVA funds needs-driven research required by a competitive business sector and a flourishing society and strengthens related networks. VINNOVA's vision is "to make a clear contribution to Sweden's development as a leading growth country."

Contact: <http://www.vinnova.se/en/>

STING Stockholm Innovation & Growth - A world class business accelerator for technology startups STING aims at increasing the chances of its client companies for reaching the international market faster than their competitors! Through comprehensive business coaching, proper financing and the right network creates the best conditions to transform your product idea into a global growth company. Read more about STING on their website: [www.stockholminnovation.com](http://www.stockholminnovation.com)



### Most Promising Incubator Award 2009

#### Good Practice for effective incubation of academic entrepreneurship

Many resources were made available in Poland over recent years for supporting academic entrepreneurship. Technology incubators have been mushrooming in the country. After this big boom it is worth thinking over what these institutions offer and if their operations are effective. The following article has been provided by InQbator Poznan, the **winner of the Best Science Based Incubator Award 2009** in the category "Most Promising New Incubator".

Technology Incubators in Poland are young and have been developing rapidly. But this does not tell how it works. Some statistical data first: In 2008 in Poland 18 technology incubators are operating and nine more are just being created. Most of them – apart from furnished offices equipped with computers – offered access to laboratories as well as consulting and training services. In general terms it can be said the incubators work according "international standards".

**Poznań Technology Incubator (InQbator)** – being part of Poznań Science and Technology Park (PSTP) – opened in October 2006. However, activities supporting academic entrepreneurship in Poznań had been initiated many years before. The business plan competition "Idea for business" brought the first clients into InQbator right at its opening: young entrepreneurs who started their businesses supported by PSTP. InQbator took charge of the start-ups by offering professional care of consultants, supporting in product development and assisting in all other business matters as needed. At the same time InQbator was developing, completing and



improving its mechanism of supporting the creation of knowledge-based companies. Currently the incubator has two sets of tools targeted at two groups of recipients – people who

intend to set up a company and young entrepreneurs.

Young people who consider opening their own business can

use e-learning services (Virtual InQbator) or workshops under Summer Entrepreneurship School. InQbator puts also much effort into promoting the idea of academic entrepreneurship assuming that it is worth to directly reach students with information about possibilities of setting up a company. Therefore at Poznań universities (both public and non-public) every month there are duty hours of specialists from InQbator and Department of Business Activity in Poznań City Hall.

Another initiative with the aim to promote entrepreneurship in academic environment is radio broadcasting. InQbator started co-operation with the student broadcasting station of Poznań University of Technology – AFERA Radio. Every month one of weekly broadcasts "Wheel of Fortune" is dedicated to services offered by InQbator and is an opportunity to promote young entrepreneurs co-operating with InQbator.

Interesting offers are available also for operating businesses: furnished and IT equipped office facilities, consulting services in marketing, law, accounting, intellectual property protection and the participation in trainings co-financed by InQbator. Being aware of the fact that the success of a company is mostly determined by contacts with other entrepreneurs InQbator engaged in the initiative of one of the InQbator tenants: the Networking Club "Poznań my business" run by CreativeMedia.

InQbator also offers assistance to young entrepreneurs searching for investors. Apart from casual contacts with representatives of seed and venture capital funds and business angels, twice a year investment forums are organized where business ideas are presented to potential investors and participants receive professional comments and suggestions regarding the presented products and concepts.

*Continued on next page*



The Poznań Academic Entrepreneurship Days (including a series of workshops and seminars aimed at matching aspiring and experienced entrepreneurs) serve to promote entrepreneurship and provide information.. A leaflet about companies co-operating with InQbator is distributed (not only) at this event to promote networking and provide business opportunities. Another example of good practice in the field of supporting academic entrepreneurship is multimedia guidebook on incubation, published by InQbator in 2009. This guidebook includes information about the incubation process, supporting

institutions and a map to find them. Activities carried out by InQbator are just the examples of similar initiatives undertaken by parallel institutions in Poland. Also other national centers execute series of inspiring ventures supporting the creation of innovative knowledge-based companies.



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### ***A Gold and a Silver Medal for the KITZ in Germany***



The Kiel Center of Innovation and Technology KITZ won the first prize of the Best Science Based Incubator” competition 2009 (incubators from 42 countries participated) in the category “Self-sustainability” and the second price in the category “Overall Winner – established incubators”.

The KITZ was established in 1996 and offered initially 3000 m<sup>2</sup> of office space. After an extension in 2002, which almost

doubled the available space, it became possible to also offer laboratories and thereby widening the scope of potential client companies. Since opening of the incubator, some 160 companies – active mainly in Information and Communication Technology and Life Sciences have moved into KITZ; 58 are currently tenants. The overwhelming share of companies that from the incubator are still successful in their markets. This has been one factor leading to the lead to an award in "self sustainability" in 2009

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### ***Building new links – Strengthening cooperation***

The new CEO and President of NBIA, National Business Incubation Association, USA, **David Monkman**, during his recent travel to Europe visited Berlin for establishing personal links with SPICE Group and ADT, the German Federal Associations of Innovation, Technology, and Business Incubation Centers. There are “historical” and well functioning links



across the Atlantic between the two national associations – since both associations have been founded. Another strong link functions within the SPICE Group network. However, the “personal touch” needed to be added for the new NBIA CEO and

President. Therefore SPICE coordinated the visiting program bringing David Monkman to the Phoenix Business Incubator for a meeting with **Rolf Friedrichsdorf**, who also is member of the Board of ADT. The next part of the program was a visit to the First German Incubator BIG, Berliner Innovations- und Gründerzentrum (founded in 1983)



where **Florian Seiff** gave information about the achievements of this incubator and also regarding the other 17 incubators in Berlin that are cooperation in the informal network INNOKOLLEG. **Heinz Fiedler**, of the BIG at its start gave insights into the early days of incubation in Germany.



A lunch meeting with **Andrea Glaser**, managing director of ADT, the German Federal Associations of Innovation, Technology, and Business Incubation Centers, served the exchange of information about activities, projects and visions of the two associations.

And finally, a visit to the IGZ Berlin Adlershof –an incubator that after the Wall came down helped transforming the Academy of Science of the German Democratic Republic into one of the largest technology parks in Germany – the Science City Berlin Adlershof. Gerhard Raetz, member of the IGZ management since this incubator started informed about the history, actual situation, and strategic plans. All in all this visiting program laid an excellent foundation for future cooperation between the associations and networks.

### ***How do incubators “secure” success of their client firms? Annual ADT conference in Munich***

The Annual conference of ADT Federal Association of German technology and Business Incubation Centers under the theme “ Innovation centers granting success for Start-ups” was held November in Munich with more than 100 participants. Host of this conference was the „Münchner Gewerbehof- und Technologiezentrumsgesellschaft mbH“ that operates the well known MTZ, Munich Technology Center.

An important focus of the event was the exchange of information and experiences regarding benchmarks for evaluating the service quality of incubators, financing and supporting market access for incubator client firms as well as business growth. .

Even in these economically difficult days, German business incubators report about **900 new start-up companies** in the year 2009 and that the **success rate** of their client businesses that is higher than 90 per cent.

A special feature of the conference was that client businesses presented their views and experiences with business incubation. And, of course, the social and networking component was taken care of well. For example, the conference receptions that brought participants into the historical Town Hall of Munich and in a „typical” Bavarian restaurant.

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## 7th Seminar of Finnish-Russian University Cooperation in Telecommunications (FRUCT) Program

The FRUCT Program is one of the largest regional academia-to-industry and university-to-university cooperation frameworks. The seminars are attended by the representatives of over 10 FRUCT universities from Russia and Finland, industrial experts from Nokia, Nokia Siemens Networks and Symbian Foundation, a number of guests from other companies and universities.

The seminar offers a forum for the most active students, a chance to meet colleagues from industrial research and provide an opportunity for student teams to present progress and results of their ongoing R&D projects and attend lectures given by the top academic and industrial experts. All university research teams are welcome to participate in the seminar, present your research and join the FRUCT Program. The seminar participation is free, but requires pre-registration.

### Background and motivation

The distinctive feature of modern IT and Telecommunications industries is in dramatic shortening of the period when technology remains commercially viable. On the one hand, this is pushing all manufacturers to accelerate innovations; on the other hand, this is due to technological progress speed up caused by the growing expansion of intellectual resource

invested into R&D and design activities. This trend is an important challenge for the leading educational and research institutions around the globe. FRUCT aims at combining forces of EU and Russia to due to the competition between key market players that are follow up the competition in adopting university education to the new industrial trends. For more information about FRUCT program please visit [www.fruct.org](http://www.fruct.org).

**Call for papers and presentations** Full papers or “presentations only” (based on 150-500 words abstracts) should be sent by February 14, 2010. The seminar focus topics are: Open source solutions, development and maintenance of large OSS, MAEMO; Smart spaces, new use cases for well known devices, integration of peripherals; Inter-device connectivity, embedded networks, hardware/ software co-design; Software and services for mobile devices, design of future applications and UIs; Technology proofing, modeling, verification and validation, testing techniques; Design and optimization of emerging wireless network technologies; Energy management, new sources of energy, green technologies; Security, management of personal and business privacy; Modern air interfaces and protocols

The paper template and further details available at: <http://www.fruct.org/seminar7>

## The SPICE Art Ball visits Stockholm: First time complete

The presentation of the SPICE Art Ball in Stockholm first time showed the ball complete: Art triangles from **42 countries** are displayed on the ball – for the first time all triangles are filled. What began at the NBIA conference St. Louis, USA in the year 2006 with the SPICE Meeting to start celebrating the 15<sup>th</sup> Anniversary of the SPICE Group network now has been

brought to the intended result: A ball full of art representing countries all around the globe. Each of the triangles shows history, art, technology, music, economy, or culture of the respective country. Thereby the SPICE Art Ball symbolizes the global network SPICE members have built for promoting innovation and entrepreneurship.



Only during the year 2009 the **SPICE Art Ball** has been presented in 6 countries on 2 continents. From Bishkek and Issyk-Kul in Kyrgyzstan the Ball rolled to Kansas City, USA. Back in Europe the ball visited Gdynia in Poland as well as St. Petersburg and Petrozavodsk in Russia before it was presented in

Vilnius, Lithuania and Stockholm, Sweden. In all places the SPICE Art Ball was received with much interest and triggered discussion about innovation and entrepreneurship – from the beginning of the assembling procedure to wrapping it up again for transportation to the next exhibition.

## Biotech-Cluster triggering sustained economic growth in Dortmund, Germany



The Technology Center Dortmund (TZD) started in 1985 as one of the first incubators in Germany. Beyond expectations this incubator became the cornerstone for what is today one of the most thriving conglomerates of innovation and entrepreneurship in the country. Here we report on one of the most recent developments of this initiative.

Within just a few years an internationally recognized Biotechnology Cluster has been developed in Dortmund. Meanwhile modern R & D facilities, emergent technology companies and pioneering joint projects shape the site, which are mainly located on the campus of the Technical University and in the Technology Park Dortmund. 840 scientists are working in renowned institutes account for a prominent position of Dortmund as a place for biotechnology and biomedicine.

Due to the incubation concept of technology focused competence centers TZD successfully conduct the concert of universities, R & D institutions and technology based young companies within and around – as part of this cluster - the BioMedizinZentrumDortmund.

On the academical side the Max-Planck-Institut for molecular physiology, the Technical University (TU) Dortmund, the Institute for analytical science (ISAS), and the Leibniz Research Center for Working Environment and Human Fac-



tors (IfADo) provide scientific resources. The industrial partners are numerous biotech-companies which often have their domicile in the BioMedizinZentrumDortmund itself. The cluster is complemented by different institutions of technology transfer. Beyond national borders the Technical University Dortmund established a world-wide reputation as an excellent application oriented research facility and as a source for several projects in the field of biotechnology. More than 2,500 students are educated in biotechnology.

Referring to the role of the incubator as a hub the cluster development is proven by the positive effects on companies growing in a networked competence center like the BioMedizinZentrumDortmund.. The BMZ meanwhile houses 22 companies with more than 250 employees. Agent research, development of diagnostics, assay technology just as bio- and medical IT are examples for the business areas of these firms. One of them is the Lead Discovery Center GmbH (LDC) which started in 2008 in the BMZ as a subsidiary of the Max-Planck-Innovation GmbH. It picks up projects from fundamental research and evolves pharmaceutical active substances for the use in pre-clinical and clinical studies. Proximity to numerous universities and renowned research centers allows for research and development at the highest international levels.

More information is available of following websites

<http://www.tzdo.de/default.aspx/G/111327/A/1/R/-1/I/1033>

[hightech-guide-dortmund.de/en/biomedizin/kompetenzzentrum.jsp](http://hightech-guide-dortmund.de/en/biomedizin/kompetenzzentrum.jsp)

<http://www.gc.bci.tu-dortmund.de/>

## The 148<sup>th</sup> SPICE Meeting held Stockholm - combined with a WAFFLE

Not to forget: There was the SPICE Meeting held in Stockholm, Sweden on the occasion of the Best Science Based Incubator Award. After all the work was done the meeting began with a sort presentation of the SPICE Art Ball and its disassembling as a joint effort of members & friends. The disassembling always only takes a fraction of the time for the opposite procedure and “With a little help from my friends” every-



thing was just a matter of minutes until the ball was packed and “ready to go”. And so were the group members. Ready to visit the Swedish **Royal Institute of Technology (KTH)** – not so much to research the mathematical parameters of the Art Ball calculations, but more to enjoy the SPICE Meeting.

**Mary Spaeth**, Swedish member of SPICE Group did not only use this opportunity for showing members the place where she works. She proved that this also is a place to enjoy. Welcoming the group with a concert of the Choir of KTH gave a great start to the meeting. Bread and cheese already was waiting on the table – all prepared for the WAFFLE with the wines brought by members and friends. This time including wine from special countries like China and Netherlands. Also participating were German wines, but “as usual” the wines from New Zealand won the competition

After this work was done all participants were ready for the final part of the event: the SPICE Dinner in the Old Town of Stockholm in the restaurant “**Sjätte tunnen**” where “Rasputin” served delicacies from the Old Swedish cuisine. All in all a SPICE Meeting helping to stick with the golden fifty-fifty rule: Not more than fifty percent of time should be spent for work.



## Views & Facts

### Estonia

### Science & Technology Parks and Incubator in Estonia

In the last issue of SPICE Update we began reporting of Estonian Science & Technology parks and business incubators with a short summary about Technopol, the largest S&T park in the country. But Estonia has more. Here a brief introduction to other organizations in innovation and entrepreneurship support: The oldest (founded in 1992) Science and Technology Park in Estonia, Tartu Science Park ([www.teaduspark.ee](http://www.teaduspark.ee)) supports science and technology intensive companies by offering state-of-the-art infrastructure and business incubation and development services in Tartu region. It has:

- 9,000 m<sup>2</sup> of rental space, incl. 3,500 m<sup>2</sup> of business incubation centre, staff of 11;
- 60 tenant companies (incl. 14 incubatees) in electronics and instrument building, bio- and gene technology, ICT, etc.

The fully privately owned Tartu Biotechnology Park offers physical infrastructure and business development services to companies and R&D institutions in biotechnology, medicine and veterinary medicine. It has 2,500 m<sup>2</sup> rental space (incl. laboratories and BioMed incubator), and 7 tenant companies. ([www.biopark.ee](http://www.biopark.ee))

In addition to the business incubators inside the above-listed STPs, there are some other BI's in Estonia:

- Tallinn Business Incubators Foundation ([www.inkubaator.ee](http://www.inkubaator.ee)) runs two non-specialized BI's in Ülemiste and Kopli regions of Tallinn with 16 tenant and 9 exterritorial service-users, opening of a specialized Creative Industries BI is under way. Some private BI-type activities in Tallinn are also carried out by bigger (IT) companies and by Estonian Business School.
- In early 2000ies there was a „first wave” of BI's outside bigger cities: Rápina Incubation Centre ([www.ariabi.ee](http://www.ariabi.ee)), Sillamäe Business Incubator ([www.silink.ee](http://www.silink.ee)), Narva Vocational Training Centre Business Incubator ([www.nvtc.ee](http://www.nvtc.ee)), Pandivere Development and Incubation Centre ([www.pandivere.eu](http://www.pandivere.eu)).
- During recent 2-3 years a “second generation” of BI's in smaller places have started to develop: Eagle Nest Business Incubator ([www.eaglenest.ee](http://www.eaglenest.ee)) in Narva (13 tenants), Pärnumaa County Business Incubator ([www.pevi.ee](http://www.pevi.ee)) in Pärnu (6 tenants), Võrumaa Tehcnology Incubator ([www.tehinkubaator.ee](http://www.tehinkubaator.ee)) in Väimela (5 tenants) and Läänemaa County Business Incubator ([www.lak.ee](http://www.lak.ee)) in Haapsalu ( 14 workplaces). There are several new ones in the pipeline.

Contact: Raivo Tamkivi. [raivo.tamkivi@tehnopol.ee](mailto:raivo.tamkivi@tehnopol.ee)

## NEW features in SPICA Directory Online (SDO) – Beta Version launched



SPICA Directory started in 2001as a book distributed at the Business Incubation World Conference in Rio de Janeiro, Brazil as a result of cooperation between all business incubation associations globally. In 2003 this directory was brought online.

Since then many business incubators, technology parks and their associations added information and for GBIN, the Global Business Incubation Network, a survey was added to the functions. Experience gave reason for a complete overhaul of the directory for integrating the different paths of adding and updating information. The data for the “GBIN Survey” now is integrated in the profiles of organizations, but can be evaluated separately if needed. Even more important is that now the directory did the first steps for offering **statistical evaluations and performance indicators**.

However, all evaluations only are as good as the data they are based on. Therefore the next aim is to update as much information as possible before going public with averages and indicators. For the time being only associations, incubators, and technoparks inserting their own profile completely get access to a comparison with other organizations of the same kind. Accessing the performance indicators and other data only is possible for users that are logged in with their user ID and password. General users who did not provide a profile to SPICA Directory do not have access to any statistical data.

Also new is the option for incubators, technoparks, and their associations to **insert a new profile** themselves. A simple click in the main menu opens access to this option. Te system guides through the process and helps avoiding that an existing profile is not implemented a second time.

Of course, we could have continued the testing and trying of the new system before going public. However, the fist directory has been developed in cooperation with all associations for taking care about the different interests. Now the next step of development is open for comments and suggestions.

*We invite all incubators, parks, and associations to **check the system** and let us know what the experience is.*

### 5 Steps to more knowledge:

The first steps are not difficult.

1. Visit SPICA Directory: [www.spica-directory.net](http://www.spica-directory.net).
2. Insert your user ID and password
3. Select “Edit ... profile”
4. Complete and update the data
5. Click on “Update” and receive the feedback with indicators and or statistical evaluations.

In case your incubator profile already is in SDO, but you do not yet have a user ID and password, please send an email to the SPICA Directory team at [update@spice-group.net](mailto:update@spice-group.net) If you incubator profile is not yet on SDO just start the process by clicking “Insert new Profile” in the main menu of the SDO homepage.

For any comment or question, please do not hesitate to contact the SPICA Directory Team at [update@spice-group.net](mailto:update@spice-group.net)

## Business Incubation in ASIA

This page 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 that has been set up with support from the infoDev program. More information on website <http://www.incubationasia.com/index.php> or contact Suresh Kumar, [psgstep@vsnl.com](mailto:psgstep@vsnl.com)



## Indonesia: Business and Technology Incubator Association Re-Starts

October 2009 marked the new beginning for the **Indonesian Association of Business & Technology Incubators (AIBI)**. The Incubator for Agribusiness and Agro-industry IPB, Bogor hosted a meeting with more than 26 incubators represented from all over the country (Sumatra, Java, Kalimantan, Sulawesi, and East Nusa Tenggara (Timor)). Participants decided to revitalize the national association which has been dormant for about ten years.

The Government of Indonesia began implementing a national policy to support innovation and entrepreneurship. Part of this is a new organization, the Innovation Center for Micro and SMEs (PI UMKM). Under the Coordinating Minister for Eco-Economy represented all Departments in economic affairs including the Department of Finance, Industry, Trade, Cooperatives and SMEs, Research & Technology are involved. The incubators took advantage of this momentum to develop a new program for AIBI with a new organizational structure and personnel. All key personnel of PI UMK attended the national meeting in early October 2009. All stressed the importance of AIBI in assisting incubators to increase SMEs development, and fully supported the strengthening of incubator management and operation. As key speaker **Julian Webb** Regional Facilitator

for Asia from infoDev, World Bank and Board member of SPICE Group delivered a presentation on good management and operating systems for incubators, and the need for incubators to establish global networks.

It is expected that business and technology incubators in Indonesia supported by this new impulse will continue to progress, taking an important role in supporting growth of SMEs in Indonesia, and become more strongly involved with international activities, meetings, and networks.

A concrete step was that one of the most experienced business incubation practitioners in Indonesia, **Hadi K. Purwadaria** who was involved with setting up and running the Bogor incubator was part



of an Indonesian delegation attending the infoDev Global Forum held in Brazil in Oct.

Contact: Mr AFS Asril Syamas: [asrilsayamas@yahoo.com](mailto:asrilsayamas@yahoo.com)  
website: <http://www.incubationasia.com>

See also report on <http://www.idisc.net/en/Article.38928.html>

## Mongolia: Form the normal Egg to the Golden Egg

In early December 2009 the Mongolian National Business Incubators Federation (MNBIF) held its first national training for Business Incubator Managers.

The first Business Incubators has started in Mongolia in 2007 and with the support of Ministry of Social Welfare and Labor of Mongolia, 11 incubator centers and 5 SME support centers have successfully operated in the past 2 years. In January 2008 the Mongolian National Business Incubators Federation (MNBIF) was established. The MNBIF by becoming a member of APIN in 2009 connected Mongolia with infoDev, learning the good practices of World's Incubators development.

During recent 2 years the Mongolian incubators mainly focused on consulting new businesses, providing office space and loans, and helping to market the products and services of the client companies. Good results of this work work already can be seen.



In December 03 – 04, 2009 the MNBIF has successfully conducted the first ever training for 42 Business Incubator managers. During the this time, strategic discussions of further cooperation of MNBIF and Government of Mongolia was held by government officers including, Economic advisor of Mongolian President, Mr. D. Otgonchuluun, Director of Social Welfare

and Labor Agency of Mongolia Mr. D. Bayarsaikhan, Government SME Agency vice head Mr. U. Otgonbayar.

MNBIF has set the goal to provide business incubation services in different locations all over the country, offer opportunities to share experiences about how to support and build capacity of tenants to start, especially using IT systems and to develop an information database of tenants products and services.



MNBIF is going to develop performance standard criteria of business incubators. Same time the association is planning to promote public relation of incubators by marketing success stories of tenants and by publishing series of articles "From the normal egg to the golden egg" (adapted from infoDev) and announcing the "GOLDEN EGG" competition.

MNBIF has given information to the media about infoDev and the 3<sup>rd</sup> Global Forum on Business Incubation held in Brazil.

The training was successfully closed with the delighted information that MNBIF will organize the International Business Incubators Conference in June, 2010 in Mongolia with the support of Mayor of Ulaanbaatar city.

Contact: Tsend Enkhtuya, [btalant@yahoo.com](mailto:btalant@yahoo.com)

## Business Incubation in MENA

This page provides information about incubation activities and programs from the MENA region (Middle East and North Africa). MENA<sup>inc</sup> 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://idisc.infodev.org/en/Region.5.html> or contact Mr. Omer Oz at [ome-](mailto:ome-)



### Armenia - Palestine Business Cooperation of IT Companies

October 5 - 22, 2009 EIF Director **Bagrat Yengibaryan** was invited to deliver Export-Marketing-Training for ICT Executives of PalTrade and IT companies in Palestine. He developed and implemented an integrated professional training program, which aimed at enhancing the capacities of Palestinian ICT companies in the field of "Export Marketing", to empower them to expand their trade options and capabilities in close collaboration with PalTrade and PITA (Palestinian IT Association).

The training program focused on the development of a professional framework for an international strategic plan and the production of an appropriate marketing plan for ICT businesses, taking into consideration the legal aspects of international trade.

During the training course the participating companies made presentations on marketing strategies that were evaluated by an Evaluation committee. The winner will visit Yerevan in May 2010 to participate in IT professionals' Regional Conference and Microsoft Innovation Conference and meet with Armenian IT companies.

The initiative is a very important step for enhancing collaboration between information technology companies in the MENA and the ECA regions. Further steps and expansion of the activity to more companies and institutions is under consideration.

Contact: Bagrat Yengibaryan, Director, Enterprise Incubator Foundation, Armenia, email [info@eif.am](mailto:info@eif.am) [www.eif.am](http://www.eif.am)

### Palestine "What's Available and What's Needed"

Under the Patronage of His Excellency Minister of Labor Dr. Ahmed Majdalani the Women's Economical Empowerment Project; IRADA, operating under the Palestinian Businesswomen's Association; Asala and supported by the Swiss Agency for Development and Cooperation, held a Business Development Services (BDS) conference in Al-Bireh.

The aim of this one day event was finding out "What's Available and What's Needed" in business development support. This conference was specifically addressing Business Development Services for Palestinian micro entrepreneurs. Representatives of

organizations having a stake in providing services to micro entrepreneurs were encouraged to attend. The conference aimed at identifying the gaps in BDS provision; recognize similarities and differences in BDS provision to SMEs; touch on BDS provision to micro entrepreneurs on a regional level; recognize approaches that work and lessons learned by Palestinian BDS providers; and take note of suggestions for the future development of BDS provision for micro entrepreneurs.

Contact: Salma Suleyman, The Palestinian Businesswomen's Association: ASALA, Email: [salma@asala-pal.org](mailto:salma@asala-pal.org)

### International Entrepreneurs' Manual for Innovative Projects

Medibtikar released the « Entrepreneurs' Manual for Innovative Projects », A Guide throughout MEDA Countries that is a step-by-step guide drafted for entrepreneurs starting an innovative project. It presents the main issues of developing, marketing and getting finance to transform an innovation into a business. The basic concepts are presented through an educational approach allowing self-learning and practicing the tools and methods. The concepts to master an innovative project presented are followed

by checklists, worksheets, and examples inspired from the business world. This manual is for people with innovative ideas, who are involved in the process of starting their own innovative business and want to get things done in the right way and as efficiently as possible. This material could also help consultants, coaches, trainers and incubators' managers in their outreach activities to help new entrepreneurs.

Details: [www.medibtikar.eu/Medibtikar-releases-the.html](http://www.medibtikar.eu/Medibtikar-releases-the.html)

### Jordan News from Al Urdonia Lil Ebda in Brief

The Al Urdonia Lil Ebda business incubator as the first Jordanian incubator became member of EBN European Business and Innovation Centre Network (EBN).

Al Urdonia Lil Ebda will host the 5<sup>th</sup> ASPA leaders meeting in dead Sea- Jordan March 2010 under the theme "Science Park and Business Incubator Role in Helping SMEs to overcome World Economic Crisis". More information: [www.bic.jo](http://www.bic.jo)

Participation in RAYA – Beirut, Lebanon. Three incubated companies from Al Urdonia Lil Ebda participated in a one-week training (Regional Academy for Young Entrepreneurs in November 2009). The training covered strategic business planning, financial planning and related topics and was organized

by Berytech Technological Park, Beirut with support from the Mohammed bin Rashed Al Maktoum.

Three companies incubated in the Al Urdonia Lil Ebda business incubator became winners in Industrial Start up at Arab World Competition, Jordan: Brilliance Company won the first prize, Edom for Technology Company won the third prize and Mashal Company won the fifth prize out of five prizes in the competition.

Additionally the Al Mashal Company won first prize in the "Made In Jordan" competition.

Contact: Reham Gharbiyeh, Jordan Innovation Company, email [Reham.gharbiyeh@gmail.com](mailto:Reham.gharbiyeh@gmail.com)

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**International****Medibkar and EBN missions to the MEDA region**

Medibkar / EBN missions were aimed at improving the chance of sustainability of incubators in MEDA Region. The aim was to verify the minimum criteria for which an organization can actually be called a Business Innovation Centre (BIC), the “trade mark” of EBN. For more information, please visit the link [www.medibtikar.eu/Medibtikar-and-EBN-corporate-for.html](http://www.medibtikar.eu/Medibtikar-and-EBN-corporate-for.html). An additional service was provided to the Syrian incubators through a “Foundation Course”, with the main theme “Creation

and management of incubators”. During the visit first drafts of Medibtikar Manuals for incubators and entrepreneurs were shared with the participants and a full training was provided. For more information, the manuals and training materials are available for download: [www.medibtikar.eu/Foundation-course-Creation-and.html](http://www.medibtikar.eu/Foundation-course-Creation-and.html). Contact: Wessam Ghazi, [Wessam.GHAZI@medibtikar.net](mailto:Wessam.GHAZI@medibtikar.net). Website: [www.medibtikar.eu](http://www.medibtikar.eu)

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**Business Incubation in ECA**

This page provides information about incubation activities and programs from the ECA region (Eastern Europe and Central Asia). ECA<sup>bit</sup> is a 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.ecabit.org/> or contact Todor Yalamov [todor.yalamov@online.bg](mailto:todor.yalamov@online.bg)

**Belarus****Belorussian Days of Economy, Science and Culture in Lithuania**

In September 2009 the “Days of Economy, Science and Culture of the Republic of Belarus” were held in Vilnius, Lithuania in the exhibition centre “LITEXPO”. The event included the Sixth National Exhibition of Belorussia “Belarus EKSP-2009” and Fifth Belorussian-Lithuanian Economy Forum focused on trade as well as economic and investment cooperation under the conditions of global economic crisis. Special topics of this forum were: Cooperation in the field of mechanical engineering,

industrial cooperation and creation of assembly manufactures; scientific and technical cooperation between Belarus and Lithuania, joint participation in projects of the European Union; cooperation in the field of agriculture and the food-processing industry; regions and free economic zones - priority forms of attraction of foreign investments; investment cooperation in a trade area, hotel business and roadside service; cooperation in the field of bio-energetic and ecology.

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**Bulgaria****Excellent development of the Business Incubator in Burgas, Bulgaria**

High Tech Business Incubator – Burgas (HTBI-Burgas) is a public, non-profit organization with the aim to generate social benefit. The incubator was established in 2004 in the city of Burgas by highly motivated specialists with business, legal and technological background and entrepreneurial experience. The mission of the organization is to encourage entrepreneurs, researchers and academic teams to start their own businesses as well as to stimulate and support young innovative high tech start-ups in the region of Burgas. Supporting university spin-offs as well as other promising high tech and innovative start-up companies is another area the incubator emphasizes.

HTBI – Burgas is focusing on technology-based and innovative early stage-projects located in the region, especially in ICT, chemical industry, automation and sensor materials, telecommunication, microelectronics and micro-mechanics, biotechnology and pharmaceuticals, medical and health technologies as well as energy and power effectiveness.

The HTBI – Burgas is actively promoting local and regional development and economic growth through the provision of support measures and tools for major players in the knowledge-based economy.

During recent three years HTBI – Burgas was involved in three major projects focused on the cooperation between the business, education and the non-profit sector, to the development and adoption of new models and strategies for local economic development and to the enhancement of the innovation and project development potential of gher educational institutions.

In6 HTBI implemented the project ‘Planning of the Local Economic Development’ in the town of Aitos, Burgas District.

The project analyzed the economic potential of the region and the opportunities for attracting new investments and encouraging innovations. Several trainings of the managers of the local companies were conducted and a Communication Strategy and an Economic Development Strategy were developed. The project was funded by the National Employment Agency, under a loan agreement with World Bank.

In 2006- 2007 HTBI supported the laboratories of the Burgas “Prof. Assen Zlatarov University”. The Incubator screened the innovation potential of the university and supported the process of project development and application for funding under the National Innovation Fund. For an EU project in 2007 (PHARE Cross-border cooperation) HTBI was partner of the university.

Another project partner of HTBI was the Center for Entrepreneurship and Executive Development, Sofia (training for the business sector in Burgas, Sliven and Kardjali). The excellent partnership with the Asen Zlatarov University is basis for moving the incubators into a building on the campus.

At this time HTBI is implementing a 9-month project ‘Promotion of Entrepreneurship among the Scientists’ funded by USAID and GMF’s Bulgaria Fund. The project is focused on the development of curricula and two trainings on entrepreneurship and intellectual property. Target group are the local university scientists to provide them enhanced knowledge for the practical realization of the innovative ideas, the establishment of spin-offs and a more innovation oriented and advanced technology local economy.

Contact: Todor Stanev, HTBI Burgas, [office@htbi.org](mailto:office@htbi.org)

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## Business Incubation in Latin America & Caribbean

This page provides information about incubation activities and programs from the Latin America and Caribbean region. **Relapi** is the regional network of business incubators.

Network of 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](http://www.relapi.org/site_novo/index.php)



### Uruguay

#### *Do the website development yourself – Start-up business received Cartier Award*

With support from PRO Internacional, a start-up enterprise in the INGENIO incubator in Uruguay it become possible: Even if having only basic web design skills people can do most of their website development themselves. The concept is based on a combination of technology, templates, and open-source codes that together allow people to go on their own - supported by professional designers and programmers.

Two women started this business Rosario Monteverde (27), systems engineer and graphic designer Magdalena Rodríguez (26) with the idea to enable people to develop advanced customized and cost-effective websites. This story began when the entrepreneurs were only 23 and 24 years old and still studying. However the ICT industry in Uruguay was growing and the students had a job before finishing university. But soon they discovered a business opportunity. Rosario left a position as team leader in a large IT multinational corporation where she lead a group of 10/12 analysts and programmers and together with Magdalena joined the incubator INGENIO.

The human resources development strategy of the company focuses on talents and motivation of people first. High motivation and loyalty among the team is a key success factor of the company. A training program enables them to obtain the skills required for the web design tasks. Another advantage is that

PRO is able to acquire the needed staff and to continue to grow in a market where there are not many professionals available.

PRO Internacional on this bases is able to offer affordable and reliable websites with high-quality design while reducing costs and development time. According to PRO Internacional and the director of INGENIO incubator **Manuel Bello**, infoDev support has been fundamental for te company development. The international network of business incubators developed with the help of infoDev has proven a critical partner and resource that provides both business contacts globally and a constant opportunity to share good practices and lessons learned for the tenant companies and the incubators that support them. An expression for the successful development of PRO is the CARTIER Award this company won recently.

For an interview with the entrepreneurs, please visit [www.cartierwomensinitiative.com/cms/](http://www.cartierwomensinitiative.com/cms/)

iDISC coverage: <http://idisc.infodev.org/en/Article.38919.html>

Incubator contact: Manuel Bello, email [mbello@latu.org.uy](mailto:mbello@latu.org.uy)



### Brazil

The Incubator of Technology of Curitiba, INTEC/ TECPAR, celebrates 20 years of operation and to celebrate invited for an International Workshop. End of November this event Curitiba focused on "Innovative Entrepreneurship's Challenges"

Intec is known not only because of national recognition but also because Intec has housed a high number of successful enterprises, like Bematech, and also Biomec and Daiken.

Celebrating 20 years of operation also gave reason to discuss the next 20 years. The event was an excellent opportunity to intensify partnerships with institutions for longtime cooperation and to share experiences with other countries.

Especially the challenges, the mistakes and successes, as well as the establishment of cooperation with Mercosur, with South Africa, with India and the European Union were discussed.

With the participation of entrepreneurs, executives and directors of R&D of national and global enterprises, governmental organisms of science, technology and innovation, universities, research institutes and sponsors, the event had a wide spectrum of experts present including business incubators from Spain, South Africa, India and countries of Mercosur.

Contact: Júlio C. Felix, email [intec@tecpa.br](mailto:intec@tecpa.br) website: <http://intec.tecpa.br/Workshop/wkshpintecenglish.htm> ,

### Argentina - Germany

#### *Argentinean Delegation visits Innovation Centers in Germany*

An Argentinean delegation headed by the State Secretary Alejandro Ceccatto, Ministry for Science, Technology, and Production Innovation of Argentina, visited Germany in November 2009 for exchanging information and experience and learning about instruments for supporting the transfer of technology from the scientific sector into business and technology / innovation based enterprises. Members of the delegation were high level representatives of Argentinean research institutions (ICT, argo-technology, and nanotech-nology) involved with applied research as well as technology entrepreneurship support.

Part of the program were visits to ADT, the German Federal Association for Innovation, Technology, and Business Incuba-

tion Centers, the S & T Park Berlin Adlershof, the IZBM, a company managing several business incubators in Berlin, and the Technology Park Heidelberg. All visits involved representatives of the research sector as well as from companies.

The program concluded with a workshop discussing possibilities for strengthening cooperation and network building between German and Argentinean institutions as well as with other Latin American countries. The program was organized by the German- Argentinean Chamber for Industry and Commerce in Buenos Aires.

Contact: email [DEinternational@berlin.dihk.de](mailto:DEinternational@berlin.dihk.de) and websites [www.ahkargentina.com](http://www.ahkargentina.com) or [www.DEinternational.de](http://www.DEinternational.de)

## Business Incubation in Africa

This page provides information about incubation activities and programs from the AFRICA region. AIN 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.infodev.org/en/Project.22.html> or contact Lalane van Rensburg, [lalane@sbti.co.za](mailto:lalane@sbti.co.za)



### Angola

#### The Business Incubation Initiative

By Tito Villinga

Entrepreneurship in Angola had limited exposure to technological innovations suited for small-scale enterprises and general lack of support to entrepreneurs. Consequently many small-scale businesses had limited chances to grow and success. Therefore the aim is to help the creation of innovative and sustainable enterprises, especially those that generate value-added jobs and earn higher incomes and those implementing new technologies. The Business Incubator Initiative was formed 2005 with renovation of the structure and inauguration of the center in 2007.

This Business Incubation Initiative is to promote the development of technological products of recognized quality including

information and communication technologies (ICT). The creation of self-employment is another important aim as well as creating conditions for economic development and social sustained. Building links between start-up companies and banks as well as big enterprises is seen as an important instrument for improving access to finance and market know-how.

Last but not least the initiative also targets the replication of pre-incubation centers, incubators and entrepreneurship youth centers as well as initiatives supporting women entrepreneurship in other parts of the country and implement a national business network.

Contact: Luanda Incubadora de Empresa, [titochild@yahoo.com](mailto:titochild@yahoo.com)

### Senegal

#### Success from Business Incubation

As their first business experience Aminata Diop and Astou Coulibaly started Mina production, a sewing and dyeing company that provides jobs for 4 employees and 5 apprentices. Dyeing is a traditional activity in the Saint Louis community and the entrepreneurs wanted to value the local culture and tradition while creating new African design.

In the beginning financing the business was a serious problem that could be solved only with support from family and friends that provide money for buying a sewing machine and starting activities - without a business plan. The company sold to neighbors and reinvested whatever money came in. Customers liked the products and "Mina" began selling the local fabric pants and table clothes and other home decoration items to tourists.

Production now is located in the „Village Artisanal”, owned and operated by the state. Entrepreneurs pay a 10USD monthly rent. After ten years of operation the company had not been able to market the products with success sufficient for becoming sustainable the entrepreneurs decided to integrate the company into a women focused incubator, which provides technical assistance and office space to help women entrepreneurs grow. The uniqueness of the products (clothes, home decoration, African masks, jewellery, and cultural artifacts) by design inspired by local culture and the use of local fabrics are seen as main competitive advantages.

The annual income of the company has gone from 200 USD in 1989 to 11,212 USD 2007. Meanwhile the company has participated in two international trade fairs and 10 local trade fairs.

Clients are tourists from western countries who visit Saint Louis, such as France, USA, Spain, Japan, etc. as well as local customers, such as hotels and individuals.

Being asked about the most important **benefit from business incubation** then entrepreneurs say: "First of all we have benefited through training in management, accounting, marketing, computer software, and the Internet. We realized that before the incubation, we operated in the dark, we were making money on a daily basis, but we have never operated as an organized business. Incubation helped us be visible through Internet, first

time we have a Internet space to display our products."

The incubator organized weekly coaching sessions that offered a space for discussing all issues and difficulties and, finally, access to office space and modern office equipment was also something crucial. Now in addition to the workshop, which is the shop, the company has an office where for the administrative and accounting work.

"The incubator is an eye opener for us. It has helped us understand the principals of business management. We learnt that we cannot operate a business without documentation. Management and accounting courses in addition to the computer training have helped us bridge the gap" says the entrepreneur, "Incubation has stimulated the desire to learn more and be in

The entrepreneurs about the role of the business incubator: "We realized that before the incubation, we operated in the dark, we were making money on a daily basis, but we have never operated as an organized business. Incubation helped us be visible through Internet, for the first time we have a free space on Internet where we are displaying our products."



contact with the international market: Astou is learning French to increase her communication skills, and Aminata is learning English online." And as advice to other potential entrepreneurs: "Sitting down and writing a business plan should be the first step. It helps to clarify objectives, strategies and the segment of the market you want to reach. You should also have computer skills. It is an essential tool, if we want to compete in the global and local markets. Every transaction needs to be documented.

Information on iDISC [disc.infodev.org/en/Article.38663.html](http://disc.infodev.org/en/Article.38663.html)

## Important upcoming Events 2010

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

As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We strongly 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.

### January 31-February 2, 2010 in Savannah, USA: NBIA Summit for Advanced Incubation Professionals



NBIA's Fourth Summit for Advanced Incubation Professionals, is for individuals who have been members of NBIA for five years or more. It provides an opportunity for an intimate gathering of knowledgeable practitioners and features plenty of time to learn from peers and to

share strategies for success. The summit has proven to be a valuable experience for those who have attended. It begins with an evening reception on Sunday, Jan. 31. The next one and a half days are for exchanging information and views personally Between the practitioners

Contact: [education@nbia.org](mailto:education@nbia.org)

### February 8- 10, 2010 in New Delhi, India: ISBA 2010 - Annual Conference



The annual conference of Indian STEPs and Business Incubators Association (ISBA) is planned for February 2010 in New Delhi. The event shall be witnessed by Incubation and Management GURUs, cash rich VCs, national and international technology providers with the tech baskets, policy makers etc. Industries will be there to pip into young minds for potential technologies,

acquisitions, and equity participation. Foreign incubatees will attend to look for cross fertilization of ideas, business cooperation, and cross boundary incubation tie-ups, Universities and R&D institutions will participate to understand how to set up and operate an incubators on their premises and what it is required to support the innovation and entrepreneurial spirit on their campuses: [www.incubationasia.com/newsevent\\_details.php?type=news&id=15](http://www.incubationasia.com/newsevent_details.php?type=news&id=15)

### April 25- 27, 2010 in Joensuu, Finland: FINPIN 2010 Innovation and Entrepreneurship in Universities

The third international FINPIN conference "Innovation and Entrepreneurship in Universities: Presenting Best Practice, Case Studies, and Research Results" is aimed to be an inspirational meeting and discussion forum. Interested experts are present their experiences concerning entrepreneurship and innovation activities in higher education. The Conference is organized by FINPIN and North Karelia University of Applied

Sciences. Conference themes will be "Innovation and Innovativeness"; "Paths to Entrepreneurship"; "Creativity in Entrepreneurship Education"; "Entrepreneurship models", "Measuring impacts and effects", [www.finpin.com/English/Home/tabid/706/language/fi-FI/Default.aspx](http://www.finpin.com/English/Home/tabid/706/language/fi-FI/Default.aspx)



### May 16- 19, 2010 in Orlando, USA: Annual NBIA conference



NBIA's International Conference on Business Incubation 2010 will take place in Orlando, Florida. NBIA is working to put together a top-notch educational program that will address the needs of the audience

through preconference workshops and topical sessions. The Preconference Institute will feature full- and half-day workshops, while the conference will include sessions, round-table discussions and forums.

Contact: mail [education@nbia.org](mailto:education@nbia.org) <http://www.nbia.org>

### May 16 - 17, 2010 in Dortmund, Germany: 25<sup>th</sup> Anniversary of Technology Center Dortmund & ADT conference



Celebration of the 25<sup>th</sup> Anniversary of the Dortmund Technology Incubator and Park will be an important part of the ADT Spring Conference 2010.

Incubation Centers itself can look back on more than 25 years of history. Taking the activity as an informal work group into consideration ADT is approaching its thirtieth year of operation already.

ADT, the Federal Association of Technology and Business

Contact: Simone Herrmann, email [herrmann@tzdo.de](mailto:herrmann@tzdo.de)

### May 26- 27, 2010 in Novi Sad, Serbia: Entrepreneurship beyond crisis - channeling changes to advantage

The 3<sup>rd</sup> International Conference on Entrepreneurship, Innovation & Regional Development – ICEIRD 2010 "Entrepreneurship beyond crisis - channeling changes to advantage" will be held in Novi Sad, Serbia. The event is organized by the University of Novi Sad in cooperation with UNESCO Chair in Entrepreneurial Studies & CISCO Entrepreneur Institute.

ICEIRD 2010 is targeted at policy makers, experts, practitioners, professors, business people and scientists in this subject

area and will bring new ideas on competitiveness in the region. The key conference areas are Entrepreneurship as a process of identifying opportunities and putting useful ideas into practice; Innovation as the driver of national, regional and global economy; Innovation as the driver of national, regional and global economy; Regional development and the possibilities for closer cooperation between South East European economies.

Contact Organising Committee, email [info@iceird.org](mailto:info@iceird.org)

### September 16 - 18, 2010 in Riga, Latvia: Baltic Dynamics 2010

The Baltic Dynamics 2010 conference will be held in Riga, Latvia and preparations began with the closing ceremony of this year's Baltic Dynamics in Vilnius.

No doubt that it is important to put the dates for the Baltic Dynamics 2010 into your calendar now.

Contact: Janis Stabulnieks, Riga, Latvia: [ltc@latnet.lv](mailto:ltc@latnet.lv)

## About members



### Rolf Friedrichsdorf

at the annual UK Business Incubation annual conference in Belfast, Northern Ireland in early December 2009 was awarded "International Champion of the year". Rolf since a decade is member of the Board of the German ADT and in this function is taking care about international ADT relations and cooperation with other association and other partners. Also in his function as managing director Of the PHOENIX Business Incubator in Berlin, Germany Rolf has been supporting international cooperation – especially for the

firms. And finally his engagement in the global SPICE Group network and international project work contributes to his cross border experience.

The **UKBI International Champion of the Year** Award is to recognize those individuals who have striven to champion business incubation and entrepreneurial support not only here in the UK but increasingly overseas. The International Champion of Year is an award created to reward those who disseminate better practice irregardless of border or cultural boundaries.

Contact Rolf Friedrichsdorf [rolf.friedrichsdorf@t-online.de](mailto:rolf.friedrichsdorf@t-online.de)  
About UKBI Awards: [www.ukbi.co.uk/index.asp?SID=187](http://www.ukbi.co.uk/index.asp?SID=187)

## Congratulations

### Ten Years of membership in SPICE Group



are a good reason to congratulate. In November 1999 Veniamin Kaganov (Russian Federation) and Klaus Plate (Germany) decided to join the SPICE Group network. Being active members since then both contributed much to the network development. For example, and most recently Klaus Plate at the Baltic Dynamic conference in Vilnius this year provided interesting insight into his activities around the globe: form China to California. Veniamin Kaganov organized an unusual conference in the Russian forests: "The Business Extreme 2009" held in Petrozavodsk, Karelia.



However, the photos shown above are less recent. On the left you can see Veniamin Kaganov at a SPICE event in 1999 on

river Dnepr near Kiev. The right pictures shows Klaus Plate in 1998 receiving honors for ten years membership in ADT

## New members – Welcome to the network



### Reham Gharbiyeh

is the Executive Director of Al-Urdonia Lil-Ebda'Co, which was established by a consortium of public, semi governmental and private sector institutions to support start ups, innovation and entrepreneurs in North and South region of Jordan. Reham joined the Company in the year

2006, and became the executive director in 2009.

The Company owns and manages three innovation centers;

- Jordan Innovation Centre at al Hassan industrial Estate which was opened in 2006 under the patronage of His Majesty King Abdullah II
- The ICT business incubator in Irbid opened in 2008 as the first ICT incubator in the country
- The South Business innovation centre, the first incubator in AlKarak that is supported by EU funding.

During recent three years, Reham was an active member in several regional and European projects working closely with the local community to change the public view towards innovation and entrepreneurship. She established a network of mentors, integrating the government and private sector to educate and increase their awareness towards the start-ups and SMEs hidden potential especially in the ICT sector.

In recent evaluation by the European Business Incubator network (EBN), both centers of AlHassan & Alkarak were classified as leading business innovation centers in Jordan.

From 1997 to 2002, Reham worked in a private medical laboratory chain. An entrepreneur herself from 2003 to 2006 she was managing director for public relation firms. Reham, holds a B.Sc degree from Al-Ahliyah Amman University in 1997- Faculty of Pharmacy, Medical Sciences department.

Contact: Reham Gharbiyeh, [reham.gharbiyeh@gmail.com](mailto:reham.gharbiyeh@gmail.com)

## And finally...

The last issue of our newsletter in this year comes right in time for those celebrating Christmas and preparing to enjoy the Holiday Season. Possibly this also gives some time for checking the new features in SPICA Directory. We often hear about an urgent need for indicators and statistical data – but it is difficult to get access to the needed information. This is why we made another attempt to offer a basis not only for collecting information, but also for providing a useful feedback. Now we are looking forward for members and friend to check and comment the new system

## Heinz Fiedler & Larisa Brovarska

SPICE Update is the newsletter of SPICE Group. In general this newsletter is published 6 - 8 times per year and regularly 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 the content of website links provided.  
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