



# UPDATE No. 61

October 2005 – for SPICE Members only

- **Poland: New Board of PBICA**
- **Slovakia: Incubator Network Development**
- **SPICE events in Estonia and Korea**
- **Africa: First International SABTIA conference**

Dear Member,

About one month ago you received the last SPICE Update. There is so much going on in the network that we felt it useful sending you a new issue reporting on recent events and coming developments. This time we inform about the annual conference of the Polish Business Incubation and Innovation Center Association (PBICA), the joint conference of the Austrian and the German business incubator associations, VTOE and ADT, the SABTIA conference in South Africa, and a networking workshop in Slovakia. Of course this newsletter also includes information about further preparations for the 12<sup>th</sup> Global Summit at the UKBI annual conference in Sheffield, UK as well as about new features on the SPICE Group web site and things you should do...

## To Do List

**For the the12<sup>th</sup> Global Summit:** <http://www.ukbi.co.uk>

- **Send your information to the GNBI Group coordinators**
  - **Information Dissemination** to Paulo Miranda, ANPROTEC
  - **Professional Development**; Peter Harman, UKBI
  - **Business Incubation Research**; Rustam Lalkaka, AABI
- **Send proposals for the agenda to [spice@world-summit.net](mailto:spice@world-summit.net)** with a copy to Peter Harman [p.harman@ukbi.co.uk](mailto:p.harman@ukbi.co.uk)
- **register for Summit participation**

**For your SPICE Group Web Site Presentation:**

- **check your personal profile on [www.spice-group.net](http://www.spice-group.net)**
- **update your association profile on [www.spica-directory.net](http://www.spica-directory.net)**
- **update your incubator profile on [www.spica-directory.net](http://www.spica-directory.net)**

**For the GNBI Incubation Survey**

- **fill out the form and send it to [spice@spice-group.net](mailto:spice@spice-group.net)**
- **fill out the online form on [www.spica-directory.net](http://www.spica-directory.net)**

**Check the SPICE Calendar:** [www.spice-group.net/events](http://www.spice-group.net/events)

to add the conferences and workshops you are planning

## Not "all the same"

The collection of data for the „GNBI Summit“ does not only provide facts & figures, it also initiates a discussion about differences regarding the concepts for business incubation – as well as differences between concepts / definitions and reality. These topics are not new at all, but it is worth reminding the global business incubation community and their environment that incubation is not the same in each and every place on our planet.

Experience says that “All business is local” – and so is business incubation. Practitioners keep preaching that there is no “one model fits all” and concepts for business incubation programs have to be carefully adapted to their environments, to the potential and problems of a given place, to the interests, aims and tasks of a given planner, supporter or developer.

The result is that concepts in different countries are different (see article “Switzerland” on page XX) and statistical data has to be used with care and attention. However, the process to develop a basis of comparable data has begun and with continued support from incubator associations the need formation will be available in future

## RFP for Incubators in Developing Countries

infoDev has published a new RFP for supporting business incubators in developing countries (see [www.infoDev.org/rfps](http://www.infoDev.org/rfps)). The proposed activities should help building local capacities within institutions that are supporting innovation and entrepreneurship, and the development of SMEs. Target activities that can be funded within this program are (1) business incubator operations and assistance to tenants, (2) Strengthening Regional and Global Networks for Incubation and Innovation support in Developing Countries, and (3) Specific challenges to innovation. Projects granted under this program may be carried out by international consortia of incubators; however the beneficiary should be located in a developing country. Project duration cannot be longer than 12 months. From the web site mentioned details of the RFP can be downloaded. The deadline for submitting proposals is **December 12, 2005**.

## British Universities care for start-up businesses

In October this year six UK universities in the London area advertised a competition whereby 5 start up companies could each win £4,000 cash and £1,000 towards advice. This is clearly helpful in the one sense i.e. that raising awareness with the scientific community for the possibility and potential of starting a business is a never satisfied need. Money wise the prizes are a drop in the ocean for the individual start-up business. But more publicity for the entrepreneurial option may also draw increased attention from the finance sector. If combined with the “personal element”, mentoring, advice, and network support provided by business incubation programs this initiative of UK universities can reach much higher effects than by the price itself.

## ***Network Development in Slovakia***

The workshop “Networking of Business Incubators – Different Perspectives” in Bratislava, September 20-21, 2005 brought together experienced business incubation professionals and “newcomers”, economic development experts and administrators as well as experienced practitioners from abroad. With this event an EU sponsored project was finalized that supported development of business incubators in Slovakia. After the “first round” of business & innovation center development in Slovakia is already long ago (the BIC Bratislava was established in 1991) now another “wave” of business incubation initiatives began. SPICE Boy **Franz Dietrich** took care about this EU project over recent months and with his team organized a number of training workshops and international business-to-business events.

The workshop, moderated by **Heinz Fiedler** who also gave the key note presentation on the “Special Role of Networks for Business Incubators in Transitional Economies” gave room for the new business incubators in Slovakia for presenting their experience and needs for cooperation. This was complemented by international experience presented by experienced practitioners from neighboring countries: **Karel Borecký** (Czech Republic), **Aniko Soltesz** (Hungary), and **Andriy Tarelin** (Ukraine) presented valuable experience from operating their national associations. Other views and perspectives were added by **Peter Harman** (UK Business Incubation) and Ken Price (SPADE Ireland). All this created a solid foundation for discussing the needs for and potential of a national business incubation network in Slovakia. The result was clear: business incubators in Slovakia will set up a network to be developed towards a national association.

Although there was no time for organizing a “formal” gathering, the number of SPICE members present at this event allows counting it as the 114<sup>th</sup> SPICE<sup>o</sup> Meeting. More information about this workshop is available through EXPERPLAN, Franz Dietrich, Ms. Daniela Rink, email [d.rink@experplan.de](mailto:d.rink@experplan.de)



## ***Regional Development through Innovation and Business Incubation***

The 16<sup>th</sup> Annual conference of PBICA, Polish Business incubation and Innovation Center Association” was held September 22 – 24, 2005 Slok (near Belchatow). Blue skies, warm September sunshine and a comfortable hotel near a lake made the conference environment perfect. Under the title “The Role of Business & innovation Centers in Regional Development” 160 participants from five countries discussed experience and perspectives for innovation based entrepreneurship in Central Europe. Based on developing benchmarking systems for evaluating business incubation programs, the need for systematic political (and financial) support for developing incubation activities toward science and technology parks as well as interrelations between technology transfer, entrepreneurship support, business incubation and innovation based business incubation were discussed. Special attention was given to international cooperation not only within the European Union, but also regarding the neighboring countries not (yet) member of the EU. A delegation from Ukraine represented a number of regional projects set up for developing and implementing regional innovation strategies. These projects are financially supported by the Polish government and draw on practical experience made in Poland in recent years. Poland takes special responsibility for its neighboring country Ukraine not having the perspective (yet?) to Join European Union as a member.

At this PBICA conference also **elections for Board of the association** were held: After eight years serving as PBICA president **Jacek Gulinski**, handed over this function to **Krzysztof Matusiak**, but Jacek will continue being on the Board as Treasurer. **Barbara Bakowska** and **Grzegorz Gromada** were elected Vice-Presidents. **Krzysztof Zasiadly** now continues servicing PBICA as president of the Revision Commission (for more details about the new Board see [www.spice-group.de/actual](http://www.spice-group.de/actual)). With these changes PBICA also will relocate its secretariat from Poznan to the home base of the new president. The SPICE Group

Secretariat, however, will remain in the Poznan Science and Technology Park under the known address and contacts. Izabela Stelmaszewska and Larisa Brovarska as usual cared about preparing and organizing the conference. However, as the association secretariat follows the President and moves to Lodz next year this responsibility will be taken by the new team. As a sufficient number of SPICE members was attending this conference it will be counted as SPICE Meeting No. 115 although time did not allow for setting up a separate “formal” meeting of the network members.



### ***The Two-Countries-Conference: ADT and VTÖ joined for their Annual conference***

The **Annual conference** of the national business incubation associations of **Germany (ADT)** and **Austria (VTÖ)** this year first time were organized as a joint event. The city **Sonthofen** in Southern Germany hosted this conference. This region is known for its beautiful mountain landscape, a special kind of cheese - and business incubation. The SONTRA, business incubator of Sonthofen started in 1999, supported already more than 30 start-up companies and created more than 135 jobs. An increasing part of SONTRA’s client firms is based on knowledge, innovation and technology.



The conference focused on exchange of information and experience between incubators and different countries. The rapidly changing technological, economic, and social environments require business incubators to prepare for future needs of their clients. Cooperation between incubators and know how exchange across borders can provide the needed access to experience with developing business support programs successfully. ADT and VTOE both are looking back on more than 15 years of experience as an association (with members having already a more than twenty years history) and represent a wide range of knowledge. To make this know how systematically available as a solid basis for preparing for future needs is one of the challenges of coming years. Contact: Andrea Glaser, ADT, email [glaser@adt-online.de](mailto:glaser@adt-online.de)



**Impressions from the ADT – VTOE conference in Sonthofen**

### ***SABTIA International Conference Exceeds Expectations***

*by Phindile Tshabangu*

The South African Business and Technology Incubation Association (SABTIA), delivered an international conference “Incubation – The Key to Creating Economic Wealth”. September 20–23, 2005 at the Misty Hills Conference Centre in Muldersdrift, sponsored by the GODISA Trust, an organization created by the South African Government to provide technology and business development support to small enterprises through incubation, and the Dept. of Trade and Industry’s SEDA (Small Enterprise Development Agency). The program was packed with over 20 world renowned international speakers as well as the local contingent. Topics covered were lined into three main streams which catered for a variety of needs for Incubator stakeholders, new entrants and experienced providers.

These topics ranged from the basics of incubation (Getting started) to the challenges faced by established outfits (Sustainability). In addition to the incubator focused sessions, incubator managers were also equipped to better serve their client base with sessions that were focused on entrepreneurial development. These included insights into the art of bootstrapping a start up business, funding early stage businesses through accessing grant funding and how to attract VCs and angel investors.



**Impressions from the SABTIA conference**

The international cast was led by dynamic entrepreneur, Dr. Ernesto Sirolli. The cast certainly did not disappoint, with Ernesto dazzling delegates with his Enterprise Facilitation Workshops (a facilitation model which emphasizes a humanistic approach to economic development). Local speakers included Dr Renate Volpe, author of "The Entrepreneurial Mind Shift" and co-founder of HIRS - a company which focuses on the development of women leaders. The conference lived up to its theme, with a focus on every aspect that showcased incubation as a major contributor to economic development. An exhibition which ran parallel to the conference further showcased a number of leading South African incubators.

The over 100 delegates which included senior representatives from the DTI, DST and local government, left the conference not only geared to make significant contributions to their areas of work, but were also fired up to propel incubation into the next dimension.

## Views & facts

### Africa

#### Network Building Began

With first email communication the **Africa Incubator Network** began to develop. Steve Giddings from SABTIA, South Africa took initiative to begin building a foundation for such a network. And found quite much interest. Interested in membership are, for example **Aziz Rabbah**, Morocco, ICT advisor to the Prime Minister in the Ministry of Economic and General Affairs; **Busi Ndlovu-Bhebhe**, South Africa, Corporate Affairs Manager at the Embizeni Innovation Support Centre in Durban; **Chinedu Okpaleke**, Nigeria, project co-ordinator of the Nigeria Development Gateway; **Dunwell Eku**, Ghana, over 20 years experience in small enterprise development; **Lesley Dodoo**, Ghana, who along with colleagues **Mark Davies** and **Estelle Akofio-Sowah** run BusyInternet. You can learn more about Estelle and BusyInternet by visiting the infoDev website ([www.infodev.org](http://www.infodev.org)). **Mamadou Falilou Sarr** and **Mame Gnagha Fall**, Senegal who are involved in the National Council of Negro Women initiative to develop a business incubator in Senegal; **Micugu Wagatharia**, CEO of Midafrica Technologies and serves on the technical committee of the Kenya Country Business Incubator; **Roshan Seebaluck** and colleagues **Kheeran Bahadoor** and **Ingreta Lamothe**, Mauritius who are involved in the ICT Incubator Centre operated by the National Computer Board. Since inception 17 enterprises have benefited from the services and facilities offered by the Centre and four start-ups have successfully graduated. At least 90 jobs have been created too! Their website is at <http://incubator.intnet.mu>; **Shem Ochuodho**, Kenya, chairman and founder of the African Regional Centre for Computing in Nairobi.

As one of the first initiatives of the network **more comprehensive information on incubation practices** should be collected. A basis for this might be the **Incubator Toolkit** at <http://toolkit.idisc.net>. This infoDev sponsored initiative provides information on everything from planning an incubator to evaluating it - and with articles, templates and references to other information, it really is a good site to bookmark. Another plan is to develop a Africa Incubator Network website to allow posting new, events and documents and to engage network participants in discussion forums.

Contact: Steve Giddings, email [sgiddings@ananzi.co.za](mailto:sgiddings@ananzi.co.za)

### Ukraine

#### International Business Cooperation and High Technology

by Nadia Yefimova

The Center of Small Business Development "**Kharkov Technologies**" jointly with AiF, Association of German Science and Research Institutions organized the German-Ukrainian Cooperation Workshop "Advantages via International Contacts" in October 2005 as a basis for a "**Network of International Technology Cooperation**". 12 German entrepreneurs interested in setting business contacts with Ukrainian businessmen participated. The main directions of cooperation identified were machine-building, electric engineering and energy-saving. From the Ukrainian side ca. 60 entrepreneurs attended the Workshop.

In September 2005, "Kharkov Technologies" jointly with the Institute for Scintillation Materials organized and held the international conference on "**Inorganic Scintillators and their Industrial Applications**" with 190 participants from 29 countries". The conference focused on fundamental problems of the development of scintillation crystal materials: bulk, thin films, low-dimensional objects, nanocrystals, bio-like materials etc. and their applications. Experts in materials science from all over the world attended this conference. Part of the conference was the Advanced Research Workshop "Radiation Detectors for Medicine" sponsored by the NATO (within the "Science for Security" Program). Besides, an exhibition was organized with participation of famous world crystal producers, sellers and buyers.

Contact: Inna Gagauz: [gagauz@isc.kharkov.com](mailto:gagauz@isc.kharkov.com)

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**International** **Seed Finance**

Seed Forum International - the international center for early stage financing - is a British not-for-profit foundation with the purpose of providing access to private equity for early stage companies. The foundation is the international cooperation entity for national Seed Forum organizations and processes in Norway, Iceland, Sweden, Denmark, Finland, Estonia, Latvia, Lithuania, Russia, Poland, North Germany and the UK.

The Seed Forum process (nomination, selection, training and investor match-making event) is carried out on a regional and national level in the respective countries, and also on an international level. The Seed Forum International event is a high standard meeting place for investors and companies, and it is being staged twice annually in London, Moscow, New York City, Oslo, Reykjavik and Stockholm. From the spring 2006, we will also be present in Shanghai as a step in our international expansion. We are working to launch the Seed Forum process in more countries. Our vision is to create the most successful international meeting place for investors and companies.

Seed Forum started the nomination process for spring 2006. If you know about companies looking for equity funding between 0,2 and 10 Million Euro, please contact us at [havard@seedforum.org](mailto:havard@seedforum.org) or +47 92095991, and we will then follow up your lead and inform the company about the possible events in the Seed Forum process spring 2006.

For more information, please see website: [www.seedforum.org](http://www.seedforum.org)

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**Croatia** **Technology transfer**

by Miro Dzapo

The Centre of Technology Transfer (CTT) is the first technology centre in Croatia. It was founded in 1996 by the University of Zagreb, Faculty of Mechanical Engineering and Naval Architecture, with the support of Croatian Ministry of Science and Technology. Its primary objective is development of technologies and knowledge – based enterprises of the Republic of Croatia.

The **Strategy of CTT** consists of two main components: incitement, creation and enforcement of projects embedding scientific and technological achievements into the economy with the goal of obtaining sustainable development and supporting the development of quality system within production and service activities, prioritizing those that positively affect European integration processes.

CTT is active in many **international projects** such as EUREKA Factory Welders Passport; LIFE03: New PET Collecting and Recycling Scheme in Croatia; LIFE/TCY: Sustainable Development of the Croatian Capacity in CHP Sector; or BUREAU VERITAS: Structure Analysis of Ships and Offshore Floating Units.

For more information and contact see website [http://www.ctt.hr/index\\_en.asp](http://www.ctt.hr/index_en.asp) and email [miro.dzapo@fsb.hr](mailto:miro.dzapo@fsb.hr)

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**Germany** **“Future Price” for Technology and Business Incubation Centers**

SAP Germany together with “berlinpolis” has called for applications for the price “Technology and Business Incubation Centers of Excellence”. This initiative is aimed at awarding concepts for the development and expansion of business incubation activities in Germany. This price is part of the SAP initiative “Germany – country with entrepreneurial spirit” started to support. Applicants for the price are asked to present a five pages concept with special attention to networking with innovative companies and research facilities. The first price includes SAP software licenses and a cash amount of EURO 5.000

Info (in German only): <http://www.berlinpolis.de/leistungen.html>

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**Switzerland** **Statistics and Concepts**

The collection of data for the „GNBI Summit“ does not only provide facts & figures, it also initiates a discussion about differences regarding the concepts for business incubation – as well as differences between concepts / definitions and reality. These topics are not new at all, but it is worth reminding the global business incubation community and their environment that incubation is not the same in each and every place on our planet.

In Switzerland government financial support for technology parks and business incubators is much lower than in most other countries. This is the most important reason why their work is much stronger oriented towards business and self sustainability is self understood. However, this also leads to slightly different concepts of business incubators. Exit strategies have less importance because “synergy” counts. It is not most important how long a company is operating; it counts what it can contribute to the business development of the group of firms in a technopark or incubator. Another fact is that successful companies (as technopark tenants) contribute much to the image and attractiveness of the incubator or park. Switzerland provides much experience how to operate incubators – with or without being part of a technopark successfully as a business in itself.

Contact: Technopark Zurich, Thomas von Waldkirch, email: [stiftung@technopark.ch](mailto:stiftung@technopark.ch)

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**International** **Time to Change Thinking**

The political map of Europe changed 15 years ago. But still we are using terms with “old content”. What in earlier years was “Eastern and Central Europe” meanwhile changed. For example since almost two years the Central European (former socialistic) countries - Poland, Czech Republic, Hungary, Baltic States - are part of the European Union. This means geographically these still are Central European countries - but politically (and in a way economically) they belong to what earlier in our understanding was “Western Europe”. Of course this process still is not finished, the transitioning phase not yet over, but we have to consider that the term “Eastern Europe” now should mean Ukraine, Russia, or Belarus and the new European Union while “Central Europe” now means a different “cluster – the “new” EU members. There is no (not yet?) a new accepted/used terminology, but we have to re-consider the regional clusters we have been used to. Now, speaking about entrepreneurship and business incubation, Ukraine and Russia are much closer to Central Asia than to Poland or Hungary, for example.

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## ***NEW on the SPICE Group web site: Actual Information***

The SPICE Group web site now offers actual information in short articles in two categories:

- **For every user** of the web site these articles can be found under [www.spice-group.net/actual](http://www.spice-group.net/actual)
- **For SPICE Group members** only additional information is available under [www.spice-group.net/pumbaa/actual](http://www.spice-group.net/pumbaa/actual) For accessing this information users need a user ID and password.
- In both categories information will be available only for four weeks after publication. Later the articles are stored in a searchable archive.

It is worth checking the web site regularly for finding business incubation news from around the globe. Members are invited to provide information for these sections of the SPICE Group web site.

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## ***About Members***



**Slava Khodko**, St. Petersburg, Russia, SPICE Member for “day one” is chairman and CEO *The North-West Investment (Development) Agency* is preparing a set of materials and proposals for realization of scientific-industrial parks and technological zones in Russia. This activity is based on the intention of the Russian government to take a new systematic approach towards establishing technology parks. Slava already began such activities 15 years ago – obviously ahead of the “right moment”. Now a “special law” is under preparation for establishing a legal basis for such initiatives. SPICE-members interested in getting involved with these activities in an early stage are invited to contact Slava for further details. [slava@cic.spb.ru](mailto:slava@cic.spb.ru)

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## ***New Members***



### ***Miro Dzapo***

Joined the Centre of Technology Transfer (CTT) in 1999. This company oversees a system of wide efforts to encourage the use of University research results for the public benefit. Miro’s primary responsibility comprises the coordination of cooperation with Universities, governmental institutions and technology centers as well as management of business incubation activities. Among other positions, prior to joining CTT, Miro Dzapo worked as manager and spent many years testing components on nuclear power stations. Based on his experience and cooperation with economy sector, he strongly believes that it is possible to incorporate scientific and economy resources, whereat a great role can be played by small and medium enterprises. [miro.dzapo@fsb.hr](mailto:miro.dzapo@fsb.hr)

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## ***About Members***



### ***Karl-Heinz Jach***

at this time is working for the Bank of Reconstruction and Development in Zagreb, Croatia. He works in this country since several years under different assignments all related with entrepreneurship, innovation and business development.

Karl-Heinz is well experienced in business incubation. In 1990 he was on of a small group of enthusiasts starting the first 15 business incubators in the new German States (after unification of Germany made this kind of activities possible). He became managing director of the Technology Center Warnemünde and laid the cornerstone for the successful development of this technology park. He also has much experience working with and in East European countries, namely Belarus. Contact: [khjach@yahoo.com](mailto:khjach@yahoo.com)

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## ***Coming Events - 2006***

### ***20th NBIA Conference***

The National Business Incubation Association is soliciting session proposals for the 20th International Conference on Business Incubation, April 30 – May 3, 2006, in St. Louis. This event is the largest incubation conference in the world, with more than 600 industry professionals expected from all parts of the globe. Don't miss your chance to share your incubation skills and insights by making a presentation during one of the more than 60 sessions to be held during this information-packed event.

Submit your proposal now – the Oct. 28 deadline is quickly approaching. Visit the NBIA Web site at [www.nbia.org/nbia\\_events/session\\_proposals/index.php](http://www.nbia.org/nbia_events/session_proposals/index.php) or contact NBIA at [education@nbia.org](mailto:education@nbia.org)

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### ***And finally...***

This is the second but last SPICE Update of the year 2005. The last issue will be mailed in mid-December and provide the last opportunity for announcing your activities scheduled in the year 2006 before the holiday season will take most attentions. We invite you to send information about your upcoming conferences, workshops, or seminars as well as projects planned in next year. There are other activities members should consider – we have listed a few on page one of this Update: the To-Do-List.

*Heinz Fiedler & Larisa Brovarska*