



UPDATE No. 82

For members *first*

October 2008

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Dear Member, dear Reader,

The autumn issue of our newsletter again provides information about business incubation activities around the globe including a report about one more stop of the journey of the symbol of our global cooperation: The SPICE Art Ball. Also in this new-

letter you will find information about the 20th Anniversary of the German business incubation association, the Global Business Incubation Day at the 10th Anniversary of UK Business Incubation, and election of the Board of Directors of SPICE Group. Much to read...

From the 137th SPICE Group Meeting in Berlin, Germany

New Board of Directors of SPICE Group

At the 137th SPICE Meeting held in Berlin, Germany, September 21, 2008 on board the historical icebreaker "Anna" the election of the SPICE Group Board of Directors has been concluded. In total 85 per cent of the SPICE members voted with the result detailed on following page.

The new Board of Directors for this actual term will consist of 8 members ensuring an excellent regional representation. The Board of Directors of SPICE Group resulted in a team of eight members now for the coming years jointly working on developing the global SPICE network. Three "new faces" are on board: Peter Harman, Steve Giddings, and Omer Oz. This is one Board member more than in earlier years. The reason for increasing the number of Board members is that two of the new members received exactly the same number of votes

When announcing the results of the election onboard of the historical Ice Breaker "Anna" Heinz Fiedler thanked all candidates for their readiness to accept responsibility for the development of the network. He also expressed his special appreciation and thanks especially for the candidates that have not been elected this time, but all received a significant number of votes.

The icebreaker "Anna" also carried the SPICE Art Ball for its eighth public presentation. This time the presentation was not only to show this symbol of global cooperation within SPICE

Presentation of the SPICE Art Ball

Group. This time the art ball also carried the congratulation card of SPICE Group to ADT, the German Federal Association of Business Incubation and Technology Centers. ADT with this years' annual conference celebrated its 20th Anniversary.



For more information about the SPICE Art Ball, please visit the art ball website www.art.ball.net

infoDev partnership with Brazil - 3rd infoDev Global Forum on Business Incubation in May 2009

The partnership will explore the role of ICT, innovation and small business entrepreneurship as engines of economic growth and social empowerment and inclusion. With this partnership Brazil join infoDev's Donors Committee. The partnership, announced at the official Opening Ceremony of the XVIII Brazilian National Seminar on Science Parks and Business Incubation held in Aracaju on September 23, 2008, brought together the Ministry of Science and Technology of Brazil (MCT), the

Brazilian Micro and Small Business Support Service (SEBRAE), and the Brazilian National Association of Science Parks and Business Incubators (ANPROTEC) and infoDev. As part of this partnership Brazil will host the **3rd infoDev Global Forum on Business Incubation** in Brasilia from May 11-15, 2009. The Global Forum will bring together incubation professionals, small and medium sized enterprises, entrepreneurs, policymakers, financiers, and development practitioners *(continued on page 2)*



December 08, 2008:

1st Global Business Incubation Day

more on page 3 of this Update

The new Board of Directors of SPICE Group

	<p>President: Heinz Fiedler, Germany started the first incubator in Germany. Member of SPICE Group since this network began to develop in November 1991. At this time Regional Facilitator for infoDev (World Bank) for MENA (Middle East and North Africa).</p>	<p>This is a brief introduction only. All members of the Board of Directors of ADT have experience in business incubation as well as entrepreneurship and innovation support for many years and have been pioneers or business incubation in their country and for specific types of incubation programs. They all work actively and intensively in promoting international exchange of experiences and information.</p>
	<p>Vice President: Barbara Harley, USA is serving on the SPICE Group Board of Directors already many years. She is very experienced in business incubation internationally and recently was featured by UK Business Incubation as Member of the Month</p>	 <p>Vice President: Krzysztof Zasiadly, Poland is a pioneer of incubation in Poland and good father of incubation developments in Easter Europe / Central Asia. Most recently he worked in Turkey for helping to develop women incubation programs and projects.</p>
	<p>Regional Director: Julian Webb, Australia is one of the most experiences business incubation practioners world-wide. He ran his own incubator in Australia and helped building incubation programs and incubators in many countries around the world with a focus on Asia</p>	 <p>Regional Director: Janis Stabulnieks, Latvia started and operated the first business incubator in Latvia, helped building the national as well as the Baltic States incubation associations BAS-TIC. Active in SPICE Group since its beginning.</p>
	<p>Regional Director: Peter Harman, United Kingdom is Deputy Chief Executive of UK Business Incubation – this year holding its 10th annual international conference. He is also working with business incubation programs internationally, for example recently in Mexico</p>	 <p>Regional Director: Steve Giddings, South Africa is a successful entrepreneur and experienced business incubation practitioner and served on the board of SABTIA. He at this time works as Regional Facilitator for the infoDev business incubation network for Sub-Saharan Africa (AIN).</p>
<p>We especially thank the other members of SPICE Group served as Board members for the last term as well as those who were ready to take responsibility by agreeing (again) to be candidate for the election of the Board of Directors. All candidates received a significant number of votes from the members. This proved one more time the high level of personal engagement and motivation to promote innovation and entrepreneurship support on local, national, and international level. Last, not least election participation with more than 85 per cent of the members voting is confirmation for the interest of all members in</p>		 <p>Regional Director: Omer Oz, Bahrain, started the first business incubator in Turkey and works since several years in Bahrain managing the Bahrain Business Incubator Center. Coordinator (Focal Point) of the infoDev MENAinc business incubator network</p>

the development of the network of SPICE Group. This also is indicated by new members from different countries that have joined the network in recent months.

infoDev partnership with Brazil - 3rd infoDev Global Forum on Business Incubation in May 2009

(continued from page 1) to discuss how incubation supports ICT-enabled innovation and entrepreneurship as tools for sustainable development The Global Forum will be an opportunity for Brazil to share its rich track record of over twenty years of business incubation with the global community. Brazil and infoDev will also create a joint research and analytical agenda as well as a targeted capacity building program around ICT-enabled innovation and entrepreneurship to cater to a growing number of developing countries seeking to emulate Brazil's success in these areas.

"This partnership illustrates a growing trend; developing countries like Brazil have a wealth of experience and success stories which other countries want to learn from and emulate. infoDev is keen to facilitate this South-South exchange." said **Valerie D'Costa**, infoDev Program Manager, speaking at the Opening

Ceremony of the XVIII Brazilian National Seminar on Science Parks and Business Incubation.

At the same occasion Ary Plonski, President of ANPROTEC said "Brazilian entrepreneurs and small enterprises are critical drivers of innovation, yet they often face considerable constraints to growth. Business incubators can be effective mechanisms for helping entrepreneurs and small enterprises grow, become competitive and create jobs. This is the experience we look forward to sharing with the global development community through our partnership with infoDev."

The Global Forum one more time will bring together incubators from all over the world and offer an opportunity for working together on developing incubation and entrepreneurship

Information: Ana Carrasco, email: acarrasco@worldbank.org
<http://infodev.org/en/Article.268.html>



GBIN is a day for all business incubation environments, their partners, funders and clients to celebrate the impact of business incubation. It's a FREE promotional tool, with a global presence via the internet, which will link the world's 7000+ environments and enable cross border partnerships. UKBI initiated the Day, to coincide with the 10th Anniversary celebrations of this association. The aim is to celebrate the wealth and diversity of business incubation in the UK and to demonstrate to the general public, as well as policy makers, the opportunities for business development, social and economic advancement and innovation and technology commercialisation. UKBI has worked with international colleagues (all of the national and regional membership/lead bodies) who have got the message out to their contacts. Organisations such as World Bank, European Commission and the UN have been involved too.

Who is involved?

It would probably be easier to say who isn't! As of September over 1000 physical business incubation environments signed up from more than 50 countries.

What is being planned?

Individual environments are holding open days, launches, client expos, business briefings, bbqs (Australia!) and networking sessions. Funders and stakeholders are supporting their incubators by encouraging local and national policy makers to visit the environments to get a better understanding of what business incubation actually is and the impact it has.

Some examples:

- Orbit Centre, Merthyr Tydfil, Wales – launching the new incubation environment, with the First minister of Wales cutting the ribbon

- Aston Science Park, Birmingham, England– Meet the Mentors event for new and potential clients to meet the business incubation team Sunshine Coast innovation Centre, Australia – Bbq and networking session on the beach
- Mexican Business Incubation Association – 2 days of national conferences, workshops, gala dinners, open days at the 400+ environments and a client expo with more than 1000 entrepreneurs registered to attend
- Chile Incuba – national roadshow of the country's incubation environments
- New Zealand – 'Second Life' virtual conference and showcase of business incubation in the country

UKBI's plans are still developing planning a high profile, political briefing at various locations in London.

On the Day, www.globalbusinessincubationday.org will feature photos, videos and details of the events taking place around the world, enabling each partner to raise their profile, whilst also being part of the first ever global celebration.

How to get involved?

Contact t.wanklin@ukbi.co.uk, detail your plans (even if they are only very draft at the moment) and send your logo (in web friendly format) and URL. This will be loaded into the appropriate pages (interactive map detailing partners by continent), providing links to your chosen URL for visitors to learn more about what you do. Participants will receive regular updates on partner activities enabling you to link with incubators across the globe, press kits, logos to be used in your marketing activities as well as raised profile within the website.

Contact : Toni Wanklin t.wanklin@ukbi.co.uk website:

www.globalbusinessincubationday.org

ADT 20th Anniversary Conference will host the 19th Global Summit of Associations

ADT, the German Business Incubation Association celebrated the 20th Anniversary of its formal existence. In August 1988 this association was formally established in the Berlin Center for Innovation and New Enterprises (BIG) that had been established as the first business incubator in Germany in the year 1983. Before being established formally the German association had been active as an informal "Work Group" already for a number of years. This roundtable of the growing number of German business incubator managers met in different places to exchange information and experiences about a truly new profession. Learning from each other and with each other was the most important aim of these meetings. Now, almost 25 years after the first of these meetings the national association that has grown from these roots celebrated its anniversary with an international conference, prominent speakers from other national and international associations like Peter Harman (UK Business Incubation), Philippe Vanrie



(EBN) or Therese Sjölundh (Sweden), and social events in inspiring places.

Learning from each other nationally as well as through international contacts still is one of the main aims of conferences held by businesses incubation organizations. Although incubators from a distance seem to be the same as they have been 25 years ago, the "content" has changed dramatically. This is true not only for the kind of companies served by the incubators, but also regarding the type of services delivered. However, through all the decades, in all the different environments, with all the various concepts and missions the "Concept Business Incubation" has demonstrated its strength by being successfully adaptable to the changing markets, technologies and needs. This is why "veterans of incubation" still are working in this field and have been honored at the ADT Anniversary (picture from left to right: Karl-Heinz Klinger, Hans-Jörg Roesmann, Heinz Fiedler, Erhard Schelzke) for the role they have played in

building up not only specific individual incubators, but also the networks and associations linking such initiatives and ensuring an effective flow of information for the benefit of their client firms. Bertram Dressel, Chairman of ADT moderated a conference session with the honored association members including Guido Baranowski who serves ADT as chairman for a decade discussing not only “how it has really been”, but also outlining perspectives for future development of business incubation. This

included perspectives for German business incubators as well as their role regarding international business development, especially within the European Union.

With this Anniversary conference the German association, one of the most experienced business incubation associations worldwide - one more time illustrated its strength in bringing together the partners needed for continuously developing the concept and preparing for upcoming challenges.



20th ADT Anniversary: Bertram Dressel, Chairman of ADT, and Andrea Glaser, Managing Director, receive the congratulations of SPICE Group. The SPICE Art Ball with a large congratulation card from PUMBAA to SMOOTCHIE. presented by Heinz Fiedler, President of SPICE Group



The SPICE Art Ball in Berlin, Germany



These pictures were taken by SPICE Boy Uwe Seidel

The pictures above were taken by SPICE Boy Janis Stabulnieks



SPICE members who received their “personal PUMBAA” at the meeting onboard “Anna”: Mohamed Alaswad from Libya and the German members Uwe Hoppe, Rolf Friedrichsdorf, and Uwe Seidel



1st Call for Papers: 2nd ICEIRD Conference in Thessaloniki, Greece, April 24-25, 2009

ICEIRD 2009, the 2nd International Conference on Entrepreneurship, Innovation & Regional Development will be held April 24-25, 2009 in Thessaloniki, Greece with the theme "Entrepreneurship and Innovation Crossroads: Triggers, Catalysts and Accelerators for sustainable Regional Development" ICEIRD 2009 aims to provide an effective channel of communication between decision-makers (government, ministries and state agencies), researchers (universities, research and development centers, start-up centers and incubators), practitioners

(SME leaders and managers) and persons concerned with the latest research, scientific development and practice on innovation and entrepreneurship to discuss topics that are of currency, relevance and significance for national competitiveness as well as sustainable, robust, and equitable regional development.

A call for papers was published: www.seerc.org/iceird2009/ City College is an affiliated institution of the University of Sheffield <http://www.city.academic.gr> and South-East European Research Center SEERC <http://www.seerc.org>

Sweden 110 new millions for rapid growth companies

Chalmers Innovation (CI) announced the launch of Chalmers Innovation Capital (CIC) – the first fund of its kind in Sweden. The fund, first close at 110 million SEK (ca. 11,2 mio EURO), is exclusively intended for investments in rapid growth companies. The start of the fund was enabled by the European Investment Fund (EIF).

CIC will substantially increase the chances for innovators and entrepreneurs with high-tech business ideas to get funding for starting and developing new companies. 110 millions to use in the range from 500 000 SEK to 10 MSEK is very valuable for the companies. Currently many quality companies that do not have enough funding. That is why it feels especially rewarding to be able to offer investments that will increase the value in the companies and their chances to earlier market break through, says Olle Stenberg, Managing Director of Chalmers Innovation

Main fund investors are the EIF and the Sixth AP Fund. During the coming year, additional financiers will be invited to invest in the fund up to an amount of 250 MSEK

The possibility for the Sixth AP Fund to get involved at an early stage was dependent on the collaboration with strong actors, such as Chalmers Innovation. "Through the Sixth AP Funds investment in Chalmers Innovation Capital, hopes to get the chance to early identify interesting investment opportunities that can continue to grow with the help of the Sixth AP Fund's financial means and network", says Susanne Olofsson, Investment Manager at Sixth AP Fund. Investments will begin during October. An initial condition for investment from the fund is that the company is affiliated with Chalmers Innovation.

Information on Chalmers Innovation Capital: Olle Stenberg olle.stenberg@chalmersinnovation.com

Women Entrepreneurship and Incubation

China: 2nd Women Business Incubation Video Conference

Tianjin Women's Business Incubator (TWBI) and Wuhan Women Business Incubator (WWBI) co-organized the 2nd Women Business Incubation Video Conference on July 11, 2008. The conference theme was "Igniting Entrepreneurial Passion to Help Entrepreneurs Succeed."

In addition to the TWBI staff and entrepreneurs, participants at the event included the Tianjin Women's Federation's vice president, Wang Huaiying, and vice minister of industry, Liu Haiyan, and the Deputy Secretary-General of the Tianjin Development Association, Science and Technology Business Incubator, Dr. Yang Xiaofei. On the side of WWBI, attendees included Le Minxia, Vice President of Wuhan Women's

Federation director, and all WWBI staff and entrepreneurs.

The conference allowed TWBI and WWBI to exchange experiences and share results, thus further strengthening communication and improving both groups' understanding of the needs of women entrepreneurs.

The two sister incubators also signed agreements reinforcing their intentions to increase cooperation among their entrepreneurs and agreed on the host of next year's video conference. Other highlights of the conference include the addition of the Tianjin Dongli Rural Women's Business Incubator as the newest member of Women's Business Incubator Association. Contact: Lui Shengdi, email: liushengdi@tjwbi.com

Jordan: New Initiatives for Women Entrepreneurship

The Jordan Forum for Business & Professional Women has been established 1976. Since then the Forum has taken the responsibility of building capacities, empower women in Jordan, enhancing the economic participation of women in the economy, amongst other activities that include training, awareness, advocacy, etc.

This year JFBPW President HE. Mrs. Wijdan Talhouni Al Saket & the 2nd Vice president Mrs. Taghreed Nafisi were in Forbes business lists as two of the strongest business women in the Arab states. Another board member Mrs. Kholoud Saqqaf became the 1st female vice president to Jordan Central Bank.

New projects and initiatives of JFBPW for 2008 are:

1. The National Initiative for Training & Employment for Young Jordanian Women – target group girls 18-36 yrs old – by providing 5000 employment opportunity for girls in the private sector companies in Jordan

2. The "Women lead the future" initiative, by opening doors to youth membership in order to build capacities and characters of young entrepreneurs and help them to become business oriented in early stages.

The Forum has as well launched several projects for the empowerment of women in 2008:

3. Networking of enable women access to economic decision positions
4. Access to finance
5. Export toolkit launch and training
6. Creating new business incubators for women in Innovation & Research

For more information contact: Rania Khatib, Executive Manager, Jordan Forum for Business & Professional Women (JFBPW), Email: ceo@bpwa.org.jo

Views & Facts

Philippines

Technology business incubation in Central Visayas, Philippines

The Department of Science and Technology Regional (DOST) Office 7 (region 7 or Central Visayas) was an active member of the DOST / InWent program to support the development of technology business incubators.

At this time focus is on establishing a TBI for Computer Security Application using Open Source Software. This endeavor is an expansion of the initial effort "Open Source and Computer Security Laboratory" that was aimed to foster greater awareness of the application of the Open Source software and computer security among stakeholders in government, academia and the ICT industry. The project also coordinated the operation of various consortia for research and development involving local universities and colleges with the aim to encourage

researchers to generate technologies / innovations that are useful for MSMEs.

These activities are part of the "Small Entrepreneurship Upgrading Program" (SETUP) that was initiated to enhance the productivity and competitiveness of Micro, Small and Medium Enterprises (MSMEs) through technological innovation. The major strategies are technology upgrading and acquisition, technology consultancy services, technology trainings, product testing and calibration services, and product packaging and labeling. The agency has assisted MSMEs with finding technologies appropriate to their needs. These efforts resulted in increasing international competitiveness of MSMEs.

Contact: Edilberto L. Paradelo, email: elparade@yahoo.com

Taiwan

ITRI's Recent Efforts to Promote Technological New Ventures By: Rern-jier Jack Sheu

ITRI, Industrial Technological Research Institute is one of Taiwan's most important national research organizations that has served to strengthen the technological competitiveness of Taiwan since 1993. The 6,000 employees hold either a Master's degree or PhD in their respective field of studies: Communication and Optoelectronics, Precision Machinery and MEMS, Materials and Chemical Engineering, Biomedical Technology, Sustainable Development, Nanotechnology, Industrial Economics, and some other non-science & engineering fields.

Beside technology R&D, strength of ITRI is the strong tie to industry. At the end of 2007, over 16,500 alumni have changed their jobs from ITRI, with more than 14,000 of them currently employed in the business community.

Furthermore, more than 5,800 are in Hsinchu Science Park serving in mid to high level management positions.

The capability to nourishing new technology based ventures is the other strength of ITRI. Since 1996, OpenLab/Incubator has been formed to nurture new start-ups and foster their development. Since its inception, 268 companies that have utilized the program, with 164 of them being start-ups. The achievement made ITRI the first winner of Asian Association of Business Incubation (AABI) in 2005 and the first Asian winner of the Randall M. Whaley Incubator of the Year award for 2006 issued by the National Business Incubation Association (NBIA).

Good ideas are more likely to be turned into real economic value if they are nourished on a fertile ground. Therefore ITRI recently started to promote a new service mechanism



called "Innobation". In comparison with an "Incubator", an "Innobator" focuses on the on-site training and consulting for new inventions instead of new ventures. Its target customers are inventors. ITRI College, the major industrial learning provider in Taiwan, is in charge of the establishment of Incubation mechanism. Training and consulting services of the Innobator are designed to provide customers with comprehensive knowledge and skills as they prepare to commercialize their inventions or start up new businesses.

The initial targets for value-adding conducted by ITRI Innobator may come from Taiwan's domestic new venture competitions, R&D results of the academia and ITRI itself. However, ITRI Innobator will extend its customers overseas, especially for SE Asian region.

Contact and full report: Jack Sheu, email JackSheu@itri.org.tw

Belarus

There is not much information available about business incubation activities in Belarus. But the Internet shows a seemingly private business incubator: The joint stock company "MAPzao" was established in 1989 as a center of youth scientific and technical activity. From the very beginning the company was applying the innovative instruments to support entrepreneurial ideas even at absence of a legislative framework for business incubation system in Belarus. Since "The Regulations on Business Incubators" (1998) was approved the "MAPzao" has been functioning as a business incubator of innovation type aiming

to support business initiatives of young scientists and entrepreneurs. The "MAPzao" is situated in the suburbs of Minsk (2 km) - Kolodischi. The total square of rented out incubator's premises is 3600 m².

Key clients of the "MAPzao" are potential entrepreneurs or existing micro and small enterprises at the beginning of their business activity. Renting out of premises to entrepreneurs is based on the principles of competition: business ideas should be approved by the Board of the company "MAPzao". Website for more information: <http://mapzao.by>

Moldova**The First Moldovan Business Portal (MBP)**

By Lucia Usurelu

The Moldovan "ENTRANSE 2 Your Business" project has developed the First Business Portal for SME sector, in order to support the Moldovan business community. The Portal has been operating on the basis of the "principle of one stop window", and is serving as a focal centre of information for solving the entrepreneurial problems and the innovation development.

The aim of the informational Portal is to provide beneficiaries with quality and correct information, allowing the entrepreneurs to initiate and develop their successful business.

The main objectives of the MBP are: to create and establish the primary arena for starting a dialog, communication possibilities and development of the SME sector; to provide the Moldovan business community with information, tools and support services on various areas of interest; to encourage and support the exchange of information, ideas, best practices and business collaborations between Moldovan companies, as well as with companies abroad.

This high technology tool was developed having taken into consideration the needs of SMEs - all its services are offered free of

charge. This virtual center is a high quality standard in the informational market service, being regarded as a centre of proposals, consultancy and a forum for a continuous development. It was designed to bring together material from a wide spectrum of topics, in order to create a service that will become a point of reference and operate as a bridge of information and communication for Moldovan business community. To make the service even more attractive, the MBP is regularly enriched with new subjects, ideas and tools of interest for entrepreneurs.

During the first months from launching the Portal, the number of users have achieved the figure 7 000. The elaboration and implementation of this Portal was possible only due to the financial support offered by the Government of Norway through **SINTEF Foundation**.

The Administration Committee is inviting all that are interested in this popular subject to visit us at: www.businessportal.md.

to that we are open for your suggestions, initiative, and cooperation. For the other additional information please contact: Lucia Usurelu Project Manager: info@entrance.md

International**SPARK in South East Europe****Enabling environment for private sector development.**

Since 2005 SPARK regularly brings together key representatives of Ministries of Economic Affairs, Faculties of Economy; Chambers of Commerce and SME Agencies from Southeast Europe. In various private sector related activities, organized by the network members, these meet to discuss regional economic cooperation. A key focus of the project is to build institutional capacity in better fulfilling the mandate of these institutions in the field of creating an enabling environment for private sector development. Concrete examples of activities are the organization of training in project cycle management, organization of the EU Day of the Entrepreneur, regional private sector internships for students etc.

Business Start-up Centers (BSCs)

Five Business Start-Up Centers in SEE help young entrepreneurs to develop their viable business idea into reality and to expand an existing small business. The centers are governed by a coalition of representatives of the local Municipalities, Universities, Unemployment Agencies, Regional Chambers of

Commerce, Business Alliances and Association of entrepreneurs. Among them, each year these centers support the establishment of 50 promising new business and help many existing enterprises expand. The centers support these small and medium enterprises through training, coaching, incubation space and soft loans. Existing businesses can receive assistance on obtaining quality standards (ISO, HACCP) and universities are assisted in tailoring their study programs to meet labor market needs.

As many of Business Centers and Incubators were established in South East Europe, SPARK and the University of Tuzla took the initiative in late 2006 to launch a regional network that brings them all together. The network, which has much grown since its inception has been named "SENSI" after the Southeast European Network of Business Start-up Centers and Incubators.

By bringing together business promotion and incubation in Southeast Europe, its members improve their services to young entrepreneurs and start-ups by learning from each other. Recently the network adopted a statute and a board was formed, formalizing SENSI. More information at www.sensi.biz

United Kingdom**ACHIEVE MORE at the UK Business Incubation Tenth Annual Conference**

UK Business Incubation will hold their tenth annual conference BI: 10 – Celebrating Innovation and Entrepreneurship through Business Incubation Nov. 19-20, 2008 in Bristol.

At this conference a major EU project focussing on Business Incubation, Finance, Clusters and related Tools will hold its first event.

The ACHIEVE MORE Partnership is a collaboration of early stage investors, 50 EU business and technology incubators and 15 clusters specialising in accelerating the growth of knowledge intensive service companies in the ICT sector. It is being developed as part of the Competitiveness and Innovation Programme of the European Commission by nine partners: St John's Innovation Centre (UK), EuConnect Ltd (UK), EBN

Belgium), Innovationsbron (Sweden), Finance Tree (UK), UKBI (UK), Institute for Work & Technology (Germany), Gate Garching (Germany) and CERAM Sophia Antipolis Business School (France).

The main ambition of the Partnership is to accelerate growth of knowledge-intensive service SMEs via a new platform called the Entrepreneurship and Innovation Exchange (EIX) that enables its partners to *actively*:

- Exchange know-how, expertise and better practice in leading-edge incubation
- Learn about innovative coaching tools and methodologies that are proven to accelerate start-up growth globally
- Experiment with new models for seed funds attached to incubators and clusters

For more information please contact Natalia Blagburn at Finance Tree on n.blagburn@financetree.biz

The **ACCESS MORE** Partnership so far includes 12 technology and business incubators from 6 European Countries. These incubators have been members of the predecessor network – the **ACHIEVE** project, for the past 3 years. They already tried a number of coaching tools that EIX has to offer and can testify about the effectiveness of their application.

Incubators have to go through a selection process to join the Partnership. The criteria are focused around 3 key areas: incubation model used; the use of formal or informal tools and processes for helping start-ups; and the quality of incubator coaching teams.

November 21, 2008, the **ACHIEVE MORE** Partnership is running its first event entitled “Entrepreneurship and Innovation in Europe – The Way Ahead”. During this event the **Entrepreneurship and Innovation Exchange (EIX)** will be introduced as a new platform for actively engaging on key issues of better practice for supporting start-ups and effective acceleration of their growth through incubation and clustering. This introduction will include a tool demonstrations focused around the 4 topics (1) Access to Finance: Investor Readiness Tools; (2) Leading Edge Incubation Tools; (3) Partner Search and Cluster Networking Tools; and (4) Access to Market: Launch of the ISMA 360 Expert Certification. Around 120 delegates are expected to attend, ranging from incubation directors and managers, cluster managers, investors into early stage start-ups to policy-makers, business support professionals and academia. Information: Faye Busby at f.busby@ukbi.co.uk

Over the next months the project will be actively growing its Partnership and recruiting 40 more like-minded incubators, who believe in professionalising incubation services for accelerating start-up growth, use of coaching teams and tools and would like to access a platform that allows them to exchange know-how, better practice and experiment with models for incubator-based seed funds. Such incubators should

- work with start-ups in ICT sector
- use formal or informal incubation programs
- have first class coaches
- looking to continuously improve their services
- have ambition to become recognized by their peers leading edge incubation environments.

Through its innovative platform for partnership working – the Entrepreneurship and Innovation Exchange (EIX) – the **ACHIEVE MORE** Partnership will deliver a practical means of enhancing early stage business support, with partners getting access to a continuous process of improvement that will place them in a leadership position in the EU in incubation and cluster management. The Partnership will also provide access to tested business acceleration tools, which meet strategic and practical needs to understand and support a start-up product development, discovery of profitable markets, building core team capabilities and assessing investment readiness.

Contact: Natalia Blagburn at n.blagburn@financetree.biz

Furthermore, the project is looking for investors to join the Partnership who are not only interested in connecting with a large network of ICT incubators and ICT clusters from all over Europe and their start-ups, but also those that:

believe in adding value to their early stage investees through coaching and the use of tools and would like to know more about innovative tools that have proven to accelerate start-up growth and their access to market would like to experiment with innovative models for incubator-based seed funds

During the predecessor project (**ACHIEVE**) the work with the European Investment Fund resulted in a set up of an incubator seed fund in Scandinavia.

Contact Natalia Blagburn n.blagburn@financetree.biz

For more information. please visit the conference website <http://www.ukbi.co.uk/index.asp?SID=208>

International Global Working Group YOUTH

In August 2008 infoDev announced awards for the establishment of International Working Groups on High Growth Companies, Women Incubation and Youth and launched the online platforms for the workgroups on [idisc.net](http://www.idisc.net). These platforms offer discussion and information sharing functions and aims at supporting the international communication and outreach (<http://www.idisc.net/workgroups/>). Here is a brief update on the Youth Work Group targeting youth entrepreneurs. The Development Center for Small and Medium Sized Enterprises Maramures (CDIMM Maramures) Romania, Mr. Radu Big has taken the lead for this Work Group.

Mid August 2008 a **Leadership Training** for young people was held in **Bangladesh** organized by the Bangladesh Youth Leadership Centre (BYLC). 30 students from different Bangla and English medium schools and madrasas were competitively selected to participate in the month-long intensive leadership-training program. Information: <http://www.thedailystar.net/story.php?nid=50806> Contact Mr. Jamil Anwar Goheer jamil.goheer@gmail.com.

The next step will be the launching **Y2i Youth Innovation Contest** in November 2008. The procedures and rules of the contest are available on the ECabit website www.ecabit.org

Russia Innovation Forum in St. Petersburg

In early October 2008 St. Petersburg, Russia, one more time became the meeting place for professionals in innovation and entrepreneurship support. The three-day “Innovation Forum” discussed all matters from policies supportive for developing innovation based businesses and entrepreneurship to practical innovation activities and experiences in scientific institutions, the education sector, and large enterprises.

Opened by the Governor of St. Petersburg the Forum featured presentations of Ministers of the Russian Federation and other policy makers from various sectors. High level scientists and practitioners in innovation support, technology transfer, and

business incubation contributed to the program that offered much room for discussion on expert panels as well as in round-table discussions, for example SPICE members **Keith Silverang** (Technopolis, Finland) and **Heinz Fiedler** (SPICE Group).

The number of participants and even more intensity and quality of discussions illustrated the widespread understanding of the importance of the issues.



Business Incubation in MENA

This page provides information about incubation activities and programs from the MENA region (Middle East and North Africa). MENA^{inc} is the regional networks of business incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://idisc.infodev.org/en/Region.5.html> or contact Mr. Omer Oz at omeroz1@gmail.com



MENA

Election for the MENAinc Board of Directors

MENA^{inc} is the network of business incubators and technology parks in Middle East and North Africa. This network is supported by infoDev and after having been started at a workshop in Amman, Jordan in 2007 meanwhile has reached a size and level of activities that first time a Board of Directors will be

elected. The nomination process began end of September 2008 and finalization of this process is scheduled for the 7th MENAinc Workshop to be held in Ifrane, Morocco after an ASTF conference on Incubators in Fez October 30-31, 2008. Info: MENAinc Focal Point, m3allam@gmail.com

Morocco

Financial Infrastructure

Last July a delegation from European Investment Bank (EIB) in Morocco met with (incubation-innovation) stakeholders in Morocco. EIB is interested in improving the flow of bankable innovative projects, The Moroccan Incubator Network (MIN) cooperates with this initiative with three main objectives:

1. To improve the legal framework of innovation and investment in innovative projects. (a study on this issue will be launched and funded by EIB. At this time the technical specifications for this study are defined. Ilyas Azzioui,

coordinator of MIN, expects this project to be is an important starting point for an incubation policy in Morocco

2. To provide and support financial, technical, and managerial assistance to incubates. A needs assessment will be one of the first steps for preparing the project
3. To set up with other partners (Moroccans or international) a new seed capital fund that could be in the range of 30 50 million Euros.

Contact: Ilyas Azzioui azzioui@cnrst.ma

Morocco

Business Angel Network Launched

The Moroccan network of Business Angels, an organization that seeks to promote entrepreneurship and to match private investors with pre-screened investment opportunities in start-up, early stage and developing businesses, was launched October 9, 2008 at the premises of the Moroccan employer confederation CGEM in the presence of several enterprises, professional associations, incubators, banks and investment funds.

This initiative benefited from the support of the European Commission funded programme called Medibtikar (7.3 M EURO the name derived from Mediterranean and Ibtikar: Arabic for Innovation) and collaboration links with France Angels whose president, Mr Claude Rameau (Vice President of EBAN), highlighted during the meeting the key elements to take into consideration in building and managing such networks. In this perspective, Representatives of French regional

BA networks in Marseille and Grenoble shared their experiences and best practices with their Moroccan counterpart. The creation of this network aims to promote innovative businesses through the help of Business Angels in providing funding, expertise and networking.

Created by Chairman of "Interface Conseils Investissements" and former director of Foreign investment Department in Morocco, Hassan Bernoussi, this network, which vows to assist businesses through expertise, is open for all the people interested in investment in starting businesses and aspires to gather several private investors who are willing to share their skills and means to back the creation of businesses in Morocco.

The headquarters of this network will be in Casablanca Stock exchange.

Contact: M. Amar Kaddouri emmanuel.noutary@anima.coop/amar.kaddouri@anima.coop

Syria

Incubator cooperates with Junior Chamber of Commerce

The Business Incubator of the Syrian Enterprise and Business Centre (SEBC-BI) / SME Support Program (SSP) signed a Memorandum of Understanding (MoU) with the Junior Chamber International - Syria (JCI) as a framework for cooperation to support enterprise development in Syria.

According this MoU SEBC-BI will provide mentoring by experienced entrepreneurs or business professionals to JCI entrepreneurs who participated in the Best Business Plan Competition (BBPC) of JCI- Syria. "There is integration between the services of SEBC-BI and the activities of JCI aiming to discover new innovative ideas", said Hisham Khayat, SEBC-BI Manager, "This agreement is part of the new era of support to the business incubator industry in Syria. He referred to the new network of business incubators in Syria which was launched during the 6th MENAinc workshop "Entrepreneurship Development and Promotion of Innovation in MENA Countries

through Cooperation between Business Incubators" which was held in Damascus, Syria in June 2008. Under the MoU SEBC-BI will provide office facilities, training to develop the entrepreneurial skills of incubatees, consultation, access to information and network, services to promote the entrepreneurs business, and support access to finance. JCI - Syria will direct the participants of JCI BBPC 2008 to contact SEBC-BI facilities and will provide the following opportunities to incubated projects:

- Business and management training to develop the entrepreneurial skills
- National and International exposure
- Participation in local and international JCI business activities such as Business Matrix and Business Lecture Series.

Contact: Hisham Khayat, email: sebc-bi@scs-net.org, website: http://www.sebcysyria.com/web2008/art.php?art_id=1539

Palestine

Technopark to be built with support from India

The Indian government is committing US\$ 3.5 Million for the construction of a Technology Park in Ramallah, Palestine. In a rare display of public private partnership, the Palestine Information Technology Association (www.pita.ps) of companies, the Palestine Information and Communications Technology (ICT) Incubator (www.picti.ps) and the Ministry of Telecommunications and Information Technology will evaluate the issues of planning and managing the Technology Park to be documented in a feasibility study.

Recent report indicated that the ICT sector is only employing 5000 directly and indirectly, out of which only 3600 are IT professionals. The target is to provide employment to 15,000 - 20,000 qualified graduates over three years. Thus providing qualitative jobs can lead to a stronger middle class where science and technology for development and creating mass job opportunities can be the new paradigm for improving the quality of life for Palestinians. Furthermore, the sector is predominantly focussed on telecommunication investment and regulations while investment in the information technology still requires reform and development. PITA and PICTI believe that the information technology is in itself a productive sector and is an enabler to other sectors including services, industrial and government. Hence, there is an opportunity for the ICT sector to play a role in increasing industrial competitiveness, improving education and launching government services online.

The Techno Park feasibility study will focus on the benefit for the wider society as the proposed set-up runs in the breadth of partnership between the public-private-academic community; in providing job opportunities, in commercialization of innovation and exporting IT services; local economic development and nurturing linkages between ICT and clusters of industry. The study will examine the opportunity for the technopark

- To be the hub and a cluster for technology relevant service providers in the domains of business process outsourcing, software development near and off shoring, application development outsourcing, for regional and neighboring countries, including the USA and Europe.
- To function as an environment that encourages the commercialization of scientific research and innovation and its integration with society as this role will be supported by a technology incubator (PICTI). The Technology Park will also work on hosting University programs that have ICT focus. It will also market itself to international ICT companies and firms.
- To attract tenants represented in PITA members and PICTI graduates to occupy spaces in the premises. The feasibility study will also seek input from multinational IT companies whether they will consider taking space at the Technopark as part of attracting foreign direct investment.

Contact: Laith Kassis, Email Laith.kassis@picti.ps

Palestine

Palestinian-German initiative "Future for Palestine"



In the framework of the common Palestinian-German initiative "Future for Palestine" the

Palestine ICT Incubator (PICTI) and the Head of the Representative Office of the Federal Republic of Germany Mr. Klaus Burkhardt, has organized for a German IT delegation in early October, 2008 that visited the private ICT sector in Palestine represented by the Palestine Information Technology Association (www.pita.ps). This visit was aimed at finding out what possibilities for joint projects can be defined and the workshop is to bring Palestinian and German academics, decision makers and practitioners in the IT industry together to discuss strate-

gies how to strengthen cooperation between Palestinian and German companies and universities. As different German companies and universities, as well as the German Foreign Office plan to increase the cooperation in the IT sector in the next months, PICTI, the Palestine ICT Incubator www.picti.ps hosted this one day workshop where German companies including SAP, Software AG, German Telecom met with the Palestinian companies. The workshop was an opportunity to put strategies for development under the umbrella of the Palestinian-German cooperation. An official reception after the workshop for all participants was held to accompany the event.

Contact & Information: Laith Kassis laith.kassis@picti.ps

MENA

Business Women Network

The MENA Businesswomen's Network is a group of nine businesswomen's organizations across the Middle East and North Africa. The Middle East and North Africa (MENA) Businesswomen's Network is a partnership between local businesswomen's organizations across the Middle East and North Africa, Vital Voices Global Partnership and the Middle East Partnership Initiative (MEPI) of the U.S. Department of State. The goal of the partnership is to build a network of businesswomen in MENA in order to expand the number of women in business, to increase the value of their businesses, to advance the role of women in society, and to promote a culture of women's entrepreneurship.

The idea for this MENA region network came from the businesswomen themselves at a regional Businesswomen's Summit in Tunis in 2005, and the Network was launched in October 2006. The Network is comprised of "Network Hubs" which are businesswomen's organizations across MENA:

The seven Founding Members of the Network are: Association des Femmes Chefs d'Entreprises du Maroc

(AFEM), Bahrain Businesswomen's Society, Business & Professional Women Association-Amman, Business Women Forum – Palestinian Territories, Dubai Business Women's Council, Kuwait Economic Society and the Lebanese League for Women in Business. In early 2008, three new organizations were invited to join: Chambre Nationale des Femmes Chefs d'Entreprises (CNFCE), Qatari Business Women Forum, and the Association for Women's Total Advancement and Development (AWTAD) – Egypt.

For more information, contacts, and the network newsletter, please visit the website <http://www.menabwn.org/>



Important upcoming Events

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

The list of events is reaching into the year 2009. As this list is taking too much space in the newsletter only a brief overview can be provided and we strongly recommend visiting the "Events" section on the SPICE Group website. This also offers the feature to put your own event on the list – directly and online (for members of the SPICE Group network). Just click on "[Add new information](#)" and you will be guided through the simple process.

October 28-30 2008: Incubation and Technology Parks for Economic Growth in Fez, Morocco

This conference, organized by ASTF, the Arab Science and Technology Foundation is aimed at strengthening relations and exchange experience of incubation programs and technology parks in the Arab world. This includes sharing the challenges incubation and technology parks in the Arab world are facing and proposing practical solutions to overcome them. Other

aims of the conference are to reach a model for regional cooperation to maximize technological innovation, to discuss metrics of success and the economic impact of incubators and technology parks. Work languages are Arab and English. For registration visit the website at www.astf.net/sro/sro5 or email to sro@astf.net

November 6 -7, 2008: Pacific Incubation Network Meeting

NBIA and the **Pacific Incubation Network**, are planning a two-day event open to anyone interested in issues affecting business incubation in the Pacific region of the United States, Mexico and Canada.

The event is scheduled for Nov. 6 - 7, 2008 and will be hosted by NBIA Board member **Melinda Richter** and the San Jose BioCenter of San Jose, CA. Please contact **Tom Strodbeck** at tstrodbeck@nbia.org if you have any questions.

November 19 -2, 2008: UKBI's 10th International Conference in Bristol, UK

More information can be found on page 7-86 of this Update or

on the website: www.ukbiconference.co.uk

November 10 -12, 2008: 3rd SABTIA Annual Conference, South Africa

The dates for the 3rd annual conference of SABTIA, the "Southern African Incubation Policy Conference" (Incorporating Incubation Management Training & SABTIA Annual

General Meeting). have been changed to November 10 – 12, 2008. This conference will be held in the Ngwenya Conference Centre, South Africa. Contact: Email lalane@sbti.co.za

December 11 -12, 2008: "Best Science Based Incubator AWARD" in Paris, France

Join us at the 7th annual incubator conference and awards of 'Best Practices in Science Based Incubators'. The event will take place on December 11 & 12, 2008 in Paris, France and will be organised in cooperation with Genopole®, the leading Science Park and Incubator dedicated to Biotechnology.

Over the past years, incubators have expanded their services and facilities to create the right environment for their clients to develop and grow their businesses. To fully support the young entrepreneurs, a range of business support resources and services are developed and made available by the incubator management. Science based incubators seek to attract high-tech start-ups and lead them to a successful graduation within a relatively short period of time. This is a challenging mission and many questions arise on how to enhance the quality of the incubator to achieve success. Various international speakers will give insight into this question under the theme of the 7th annual conference: "Applying the Olympic Motto 'Citius, Altius, Fortius': Faster Exits, Higher Investments, Stronger Performance".

Join the **Competition for the 'Best Science Based Incubator'** In cooperation with the Centre for Strategy and Evaluation Services (CSES), Science Alliance organises this annual Award. The winner of this competition will be named at the Award Ceremonies during the Conference.

Taking part in the competition for the award brings incubators great advantages. It should take you no more than 15 - 20 minutes to complete the questionnaire (available from www.cses.co.uk/survey/bestincubators.htm). Incubators will compete for this award in five categories:

- . Return on Public Investment
- . Self Sustainability
- . Fastest Growth
- . Most Promising New Incubator
- . Good practices

For further information about the conference and award, please contact Ms. Tanja Pijpaert, Phone +31 70 360 71 55, Email: t.pijpaert@technopolicy.net

January 11 -13, 2009: NBIA: Third Summit for Advanced Incubation Professionals

NBIA's **Third Summit for Advanced Incubation Professionals** is scheduled for January 11-13, 2009 in Palm Springs, CA.. The activities will kick off with a reception on Sunday evening to catch up with old friends and meet new acquaintances. During the next day and a half, brainstorming

discussions, presentations and interactions with peers are planned. The summit is a unique experience for NBIA members who have been in the industry for several years.

Contact: NBIA Events and Training Department, Randy Morris rmorris@nbia.org

April 19-22 2009: Annual International Conference of NBIA in Kansas City, Missouri, USA

The Annual International NBIA Business Incubation conference 2009 will be held in Kansas City. NBIA has published a call for session proposals for example for lectures, round-tables

or panel discussions. More information is available on NBIA's website and through the Events and Training Department https://www.nbia.org/nbia_events/session_proposals/cfs_1.php

About members



Mary Spaeth

in recent months has been busier than ever in life and seldom had time to attend meetings or to tell anyone what she is doing.

But here is a brief update: Having moved to Stockholm Mary is teaching three courses at the Royal Institute of Technology where she is on staff.

She also travels back and forth to Scotland where the doctoral work and teaching continues at the University of the West of Scotland. All of her teaching is in various areas of entrepreneurship—ideation, business planning, corporate entrepreneurship/intrapreneurship, innovation management and processes.

Jill Sawyer and Mary produced an academic paper on emerging regions for the recent IASP World conference in Johannesburg — where Jill presented it. Mary has a paper accepted for the ISBE conference in Belfast in November that is directly related to her research on identity among laborers in the creative industries.

Regarding SPICE Meetings, Mary would be happy to host an event in Sweden next summer – her house in Borensberg could be a very nice place for a SPICE conference next year. Combining business with pleasure, Borensberg offers the possibility for swimming, kayaking, shooting range, bicycling, hiking, and sight-seeing in the region.

Contact: Mary Spaeth, Transmera AB Email mary.spaeth@transmera.com

New members – Welcome to the network



Leon Lourens

At the end of September, after 5 years has left the employ of Softstart Business & Technology Incubator. However, he will not be entirely lost for incubation in SA as he will remain as chairman of SABTIA until the AGM in November and stay involved with the InfoDev project to develop the Africa

Incubator Network in 2008/9. His goal is to rally the Southern African Incubator fraternity at the AGM to formalize the Association into a non-profit organization and create a full time secretariat to develop incubation in Africa. Once this model is successful, it can be duplicated in the other four regions in Africa. His passion has always been in the broader strategic SME development arena rather than limiting his input to one incubator. “There is so much to be done in Africa” he adds, “and we must use our resources wisely.” The continent faces many challenges, not least of them is poverty and how better to alleviate this than through enterprise development. In addition the SA

Governments’ Black Economic Empowerment (BEE) programs designed to uplift and empower the previously disadvantaged groups in South Africa creates some interesting opportunities in the South African Enterprise Development arena which he will be pursuing. Leon also believes that the Softstart BTI still has a large undeveloped potential in the satellite incubator program and in the planned building expansions, and I will follow the progress with interest. Although the current satellite program he developed at the incubator is limited to a few universities, local

and provincial government have expressed interest in rolling out the model to their regions. This will give the communities access to incubation services and technology specialists. The geographic spread of the country and the limited resources makes satellite incubation a valuable tool. Leon has also been pursuing his passion for nature and the outdoors and finally after 3 years the 3000ha Buffelskloof Eco-Reserve has been approved for development. While doing all the other things he will also be overseeing the development of this dream.

Contact: Leon Lourens Leon@buffelskloof.info Website: www.buffelskloof.info



Laith Kassis

has over 15 years of experience in business - most recent he is managing an incubator servicing start-up companies in Palestine. His role at the incubator included the design and implementation of incubation processes and programs that included marketing, policies and procedures and outreach designing and executing the pre-incubation programs.

Laith has also designed and fundraised for a seed fund and prepared incubator clients successfully for investors and business development. On a regional level in the Middle East and North Africa (MENA), Laith has participated in the formation and was

founding member of the MENA Network of Incubators (MENAinc) under the umbrella of the infoDev program. Laith has presented and was a key speaker in local and regional forums and events on subjects related to incubation and seed and early start-ups investment. He is also experienced in designing and structuring for technology ventures Seed Fund and setting up the processes including deal sourcing, evaluation, due diligence, structuring of start-up deals, post-investment management and exiting. Laith has also practiced PRINCEII methodologies for IT project management including write up of project charters, project financial plan development, process design, functional specifications, project scope and charter document, test plans and strategy, monitoring and evaluation.

Contact: Laith Kassis, email Laith.kassis@picti.ps

And finally...

We wish you a successful and enjoyable autumn season with (or without) attending the numerous conferences and workshops offered and hope to meet you soon personally

Heinz Fiedler & Larisa Brovarska