

# University of Aveiro policies on upskilling and supporting their young graduates to create their own jobs

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**ECIU**

European Consortium of Innovative Universities

EAC-UNIVERSITY-BUSINESS-COOPERATION

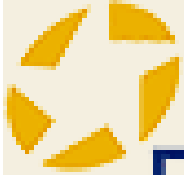
Brno, 2 – 3 February 2010



# Agenda



- ECIU presentation
- UA presentation
- Introduction
- UA specific units
- Internships and Professional Opportunities Office
- UA Unit of Technology Transfer



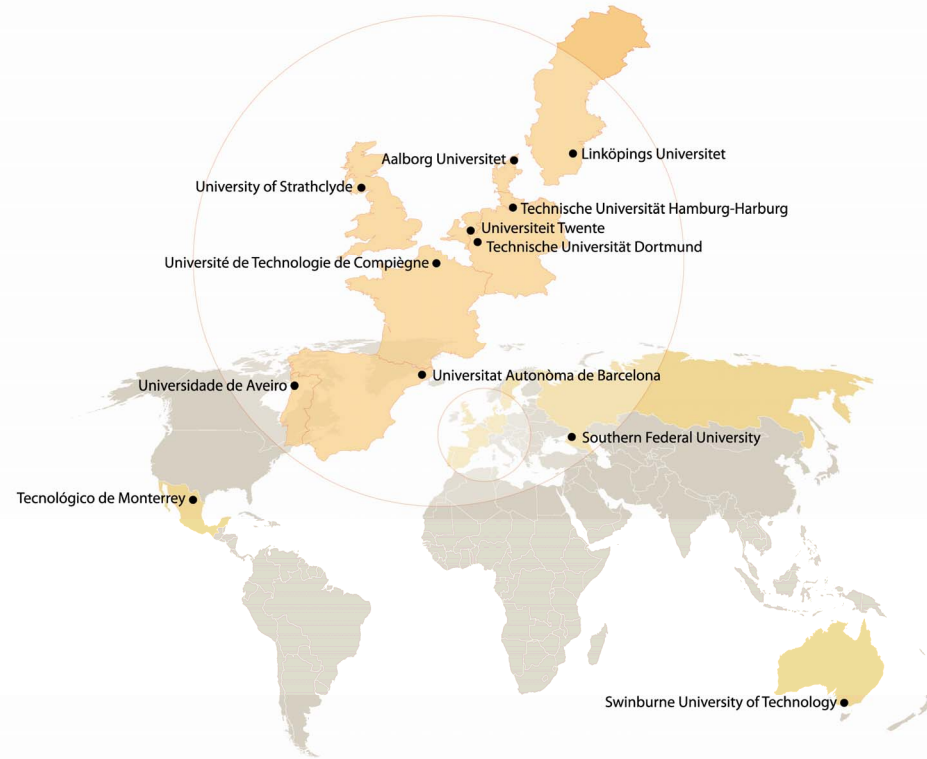
# ECIU

European Consortium of Innovative Universities

ECIU presentation

Membership 2010:  
9 European Universities  
160,000 students  
22,000 staff

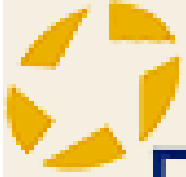
Plus  
3 Associate Partners:  
130,000 students,  
13,000 staff



## Why the ECIU?

- To better understand, and respond to, the global pressures on European Universities
- To be stronger and more powerful (Consortium approach vs. single institutional approach)
- To share experience and build on each others' strengths
- Many networks, but no consortium of innovative and dynamic universities
- → Foundation of the ECIU in 1997 ('ECIU Charter')

*Prof Burton Clark's "Creating Entrepreneurial Universities, Organizational Pathways of Transformation", 1998*



# ECIU

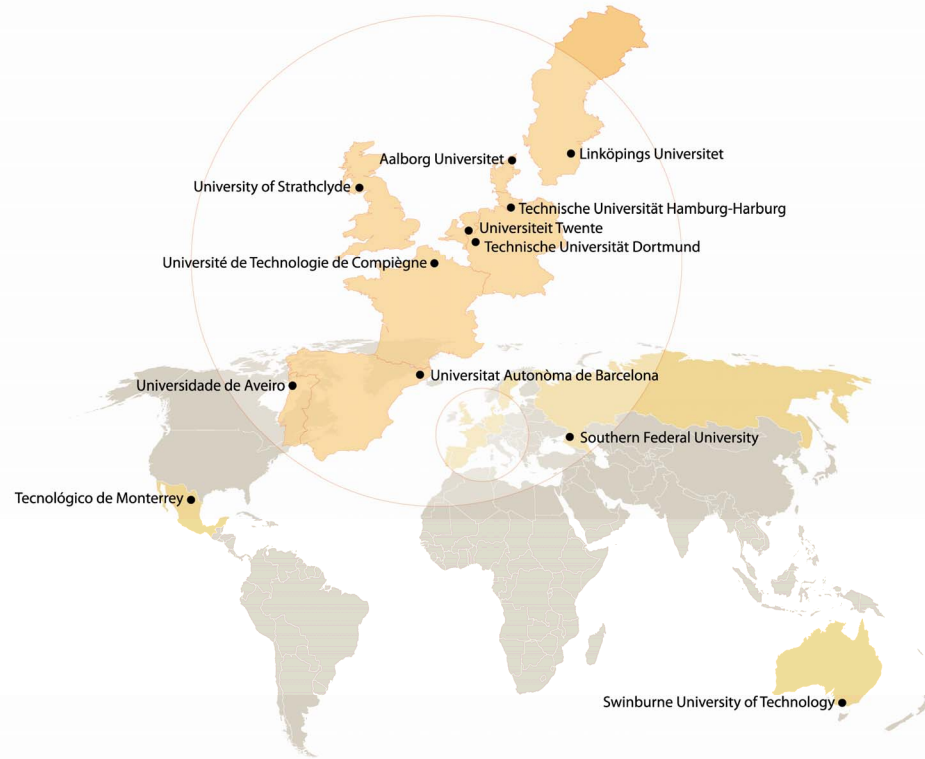
European Consortium of Innovative Universities

ECIU presentation

## ECIU Profile

### All ECIU universities:

- have particular strengths in engineering and social sciences
- are relatively young and share entrepreneurial values
- have close ties to industry and to their regions
- are committed to developing new forms of teaching and learning
- are research intensive
- are committed to an innovative culture within their walls
- wish to sustain and nurture internationally-minded staff
- are determined to offer their students high quality education





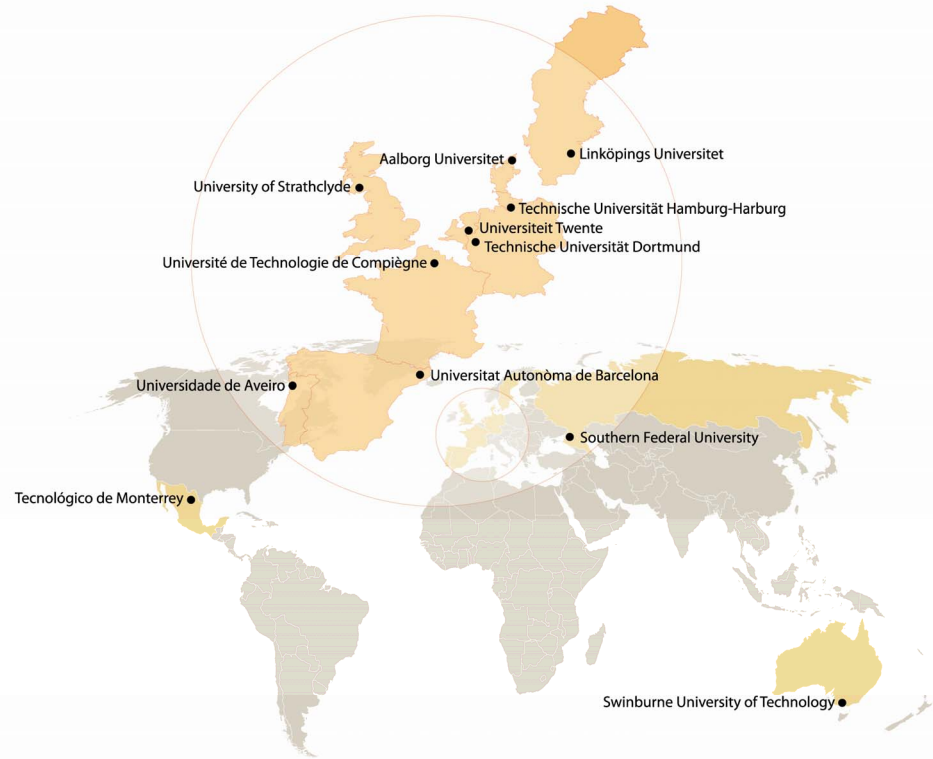
# ECIU

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ECIU presentation

## ECIU Vision

ECIU will be one of the global leaders in higher education through its collective expertise and commitment to innovation in teaching and learning and members' shared history of fostering economic and social development in regions in transition.





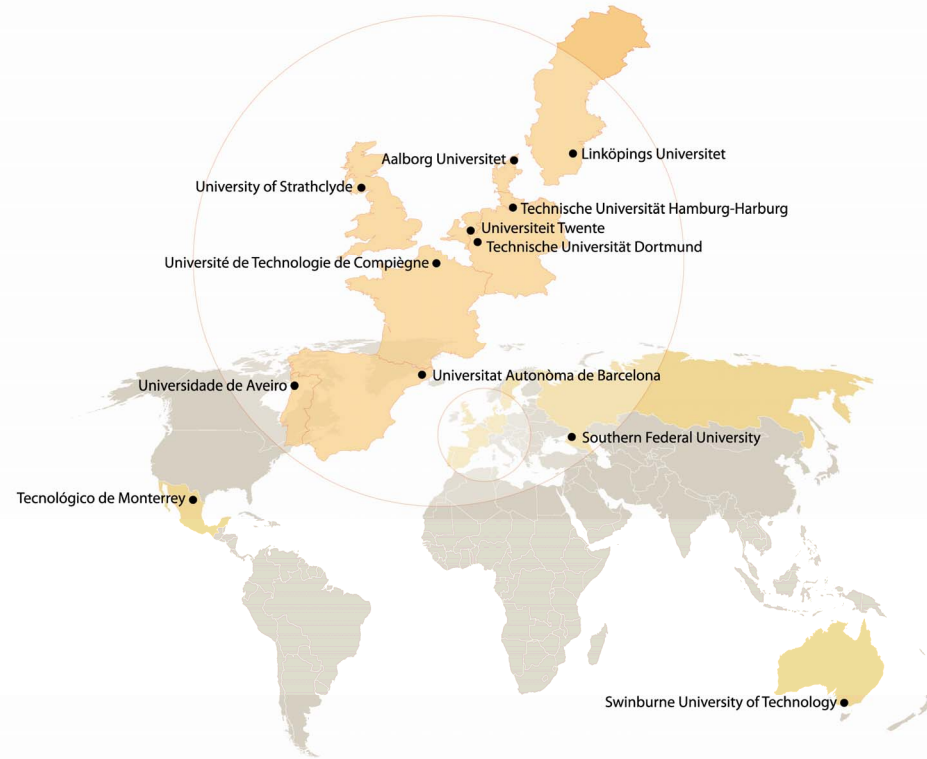
# ECIU

European Consortium of Innovative Universities

ECIU presentation

## ECIU Mission

- To contribute to the further development of a knowledge-based European economy
- To build on existing innovation and enhance quality, in the member institutions, in the areas of: international collaboration; teaching and learning; regional development; technology transfer; and staff and student development
- To develop high-quality collaborative educational programmes
- To act as an 'agent of change'
- To take Europe to the World.





# ECIU

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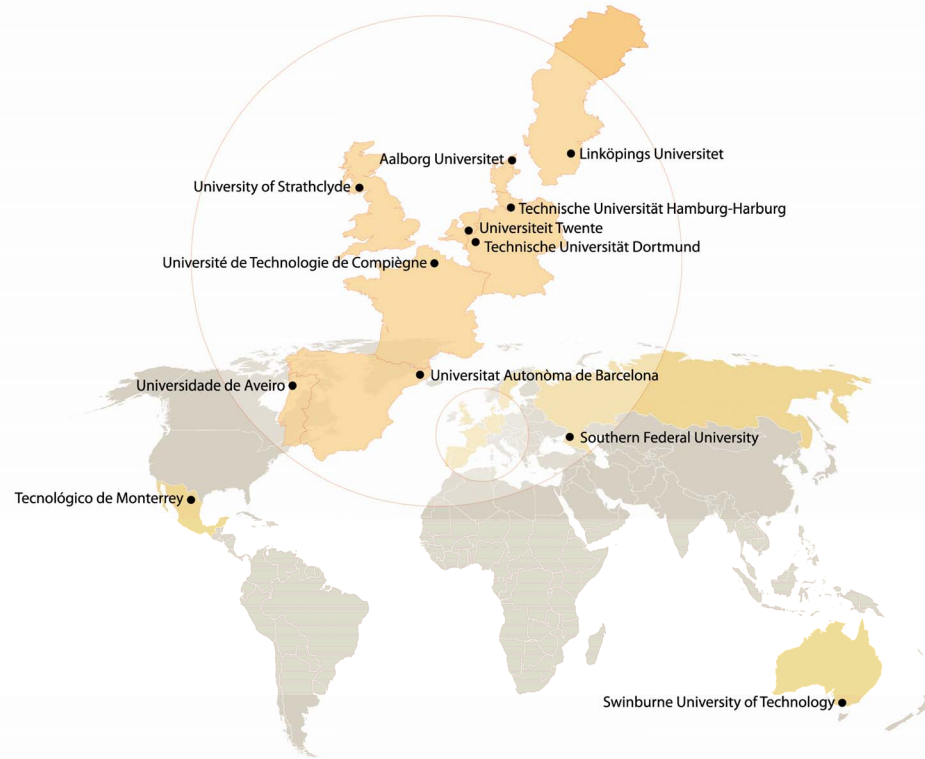
ECIU presentation

## ECIU Activities

Core areas:

- I. Student Mobility and ECIU Graduate School
- II. Human Resource Development
- III. Knowledge Triangle
- IV. EU Policy

Networks and working groups  
Bilateral/trilateral activities





## UA presentation

The University of Aveiro (UA) was created in 1973, being member of the ECIU.

Since its beginning, it has transformed itself into one of the most dynamic and innovative universities in Portugal.

UA is much more than just a place of learning.

It is a place for research, where innovative products and solutions are developed to contribute to the advance of science and technology.



## UA presentation

The University of Aveiro is more than a node in the Portuguese higher education network: it is a network in itself.

It embodies university departments, research units, interface units, polytechnic schools and a relevant vocational education network, articulating and harmonizing the teaching and research environments.

This enables the construction of individual education paths, from post-secondary vocational education to doctoral programmes, including vocational training and different kinds of postgraduate specialisations.



## Introduction

It is a privileged partner for companies and other national and international organisations with which the University cooperates in numerous projects and for which it provides important services.

UA paramount reputation can be explained by the excellent study and working conditions available, by the highly qualified teaching staff and by a teaching method marked by strong practical and experimental components.

These three factors make UA graduates highly sought after by employers.



## Introduction

To promote entrepreneurship among their post-graduated students, all Bologna 3rd Cycles (PhD) programs give a compulsory course on it.

Some of the 1st and 2nd Cycles programs offer courses on Management, Economics and Basic Law Knowledge



## Introduction

It was also in thinking of placing its students in the employment market that the University of Aveiro created its post-secondary school Technological Specialisation Courses (CET) with practical training in a work environment.

The CETs have, as their main objective, the immediate placement of students in professions while also providing a qualification for further study on a higher education degree programme at UA.



## UA specific units

Recognising the importance of the interface between university and society, the UA established specific units to promote:

- 1) information about job opportunities – the UA Internships and Professional Opportunities Office (GESP);
- 2) technology transfer – the UA Unit of Technology Transfer (UATEC)
- 3) relationship between university and the regional entrepreneurial fabric - GrupUNAVE (University of Aveiro Holding).



## Internships and Professional Opportunities Office

Advice and assistance in finding professional internships is provided through the Internships and Professional Opportunities Office (GESP).

This office coordinates with the Alumni Association over keeping in contact with University graduates, providing information about university activities and job opportunities (through the four-monthly magazine, Linhas, and an e-mail account for life) and allowing the administration to keep track of students' careers and employability paths.



There are 4 main lines of action in entrepreneurship at UATEC:

- training
- international mobility
- capital sourcing
- business development



Entrepreneurship training has deserved a particular attention during recent years.

A technology-based entrepreneurship course (CEBT) has been conducted by the University of Aveiro in partnership with the University of Coimbra, University of Beira Interior and Centre of Portugal's Business Chamber.

CEBT was recently awarded 2nd place in category "Promoting Entrepreneurship" at the Portuguese phase' European Enterprise Award.



CEBT's program includes training in different areas, such as creativity, intellectual property, market research, financing, marketing strategy and communication among others.

Multidisciplinary teams are formed involving people from research laboratories, management and economics school, as well as other entities in the business community and society in general.

This course, which will start up its 5th edition in the academic year 2009-2010, has been attended by more than 450 trainees and have been prepared about 70 business concepts that turned into 7 established companies.



UATEC also created the entrepreneurship laboratory, labE, which serves potential entrepreneurs either on business plan development and capital sourcing.

Methodology used in labE is designated Graduate Programme, an international tool for entrepreneurship training, established in Portugal through a partnership between Júnior Achievement Portugal and the Millenium BCP Bank.

In the academic year 2009-2010, the 2nd edition of the Graduate Programme will start at University of Aveiro.

So far, in the 1st year, more than 25 students have attended the 7 months program and 4 projects are now seeking capital to create companies.



## **International mobility**

Through the Erasmus for Young Entrepreneurs Program, which is financed by the European Commission and operated in 21 States of the EU and 105 intermediary organizations with intervention at the level of business support.

Acting as an intermediary organization, UATEC is a proactive entity that seeks to establish periods up to 6 months for national entrepreneurs perform a fully financed professional internship in foreign companies already established, as well as for national companies is offered the opportunity to host a foreign entrepreneur for the same period.



## Capital sourcing

Funding opportunities have a major role, in order to foster entrepreneurship at a regional level.

UATEC promote access to several financial instruments designed for entrepreneurial projects, public and private, which includes seed funding, venture capital, grants and such.

UATEC participates in the FINICIA Platform (a major Portuguese program to finance companies through venture capital).



During the last 5 years:

59 projects from the University of Aveiro graduated students were scrutinized in the platform

25 business plans were elaborated

7 venture capital operations were approved (more 7 are in analysis with VC's right now)

5 companies were created.



## **Business development**

UATEC supports the entrepreneur in the process until and after the establishment of the company.

The support is given from the detection of the idea through the market study, business plan and raising financing utilizing several instruments.

If the main activity of the future business is based on Industrial Property owned by the University of Aveiro then possibly the University will also participate in the capital of the Spin-off through the company Grupunave.



## University's Business Incubator

Aveiro University completes the Triple Helix model with its own company (grupUNAVE) which is responsible for investing seed capital and running the University's Business Incubator.

The seed fund has supported the born of 7 companies in the last 3 years.

The incubator, which works based on a 3rd generation model, has received, during the same time, 20 start-ups.



## University's Business Incubator

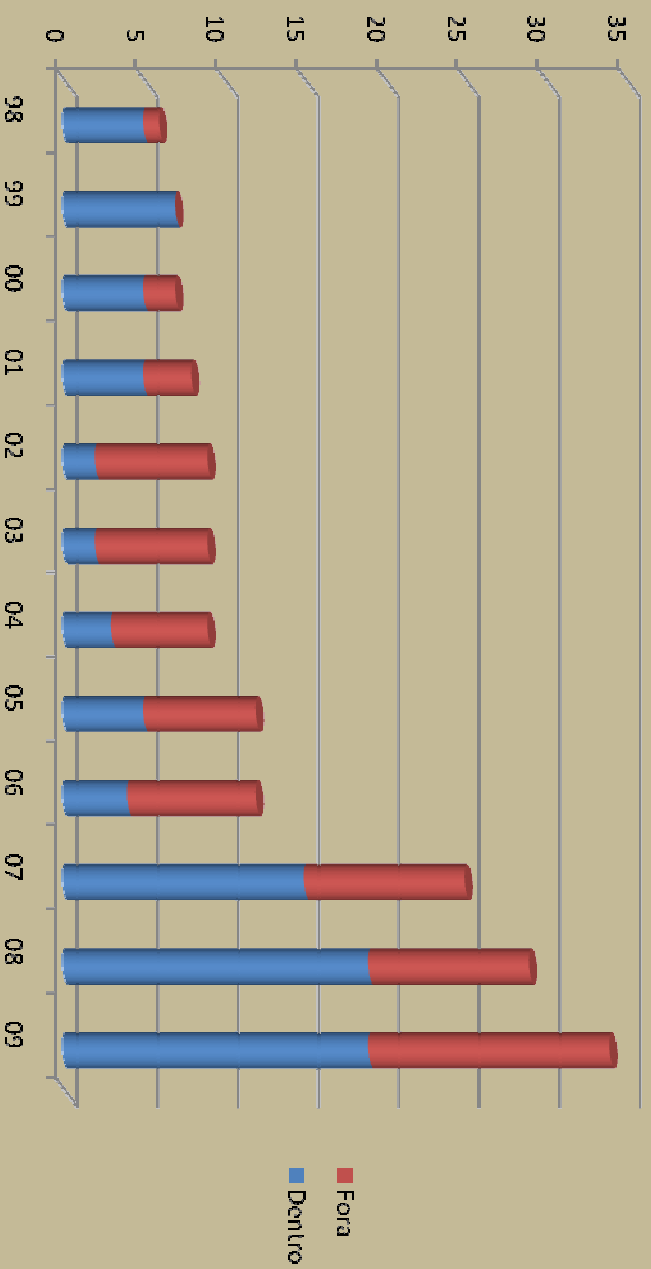
GrupUNAVE activities which allow these numbers, include a large network of partners in activities where new entrepreneurs need support, from their daily work to fund raising, constant presence in the press, with case studies and opinion articles, which try to demystify the “entrepreneur” concept.

Of course, regular idea competition supported with attractive price money (such as 45 K.Eur) is a must.

Working closely with the surrounding municipalities and others incubators completes the work of networking.



## Number of Enterprises

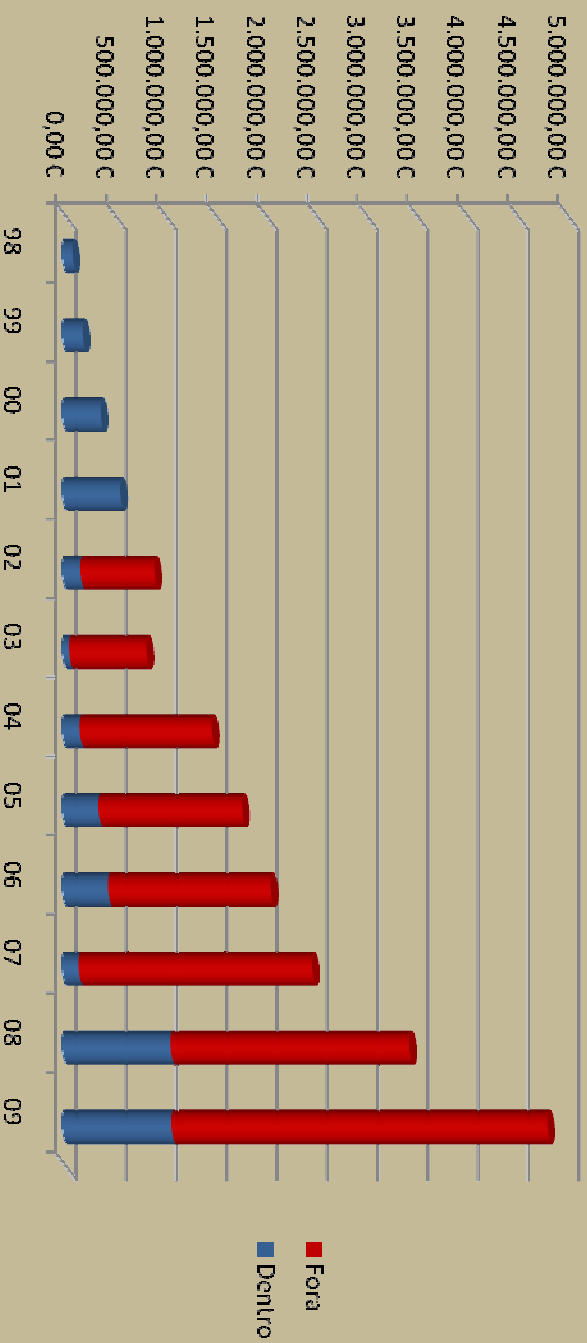


# University's Business Incubator



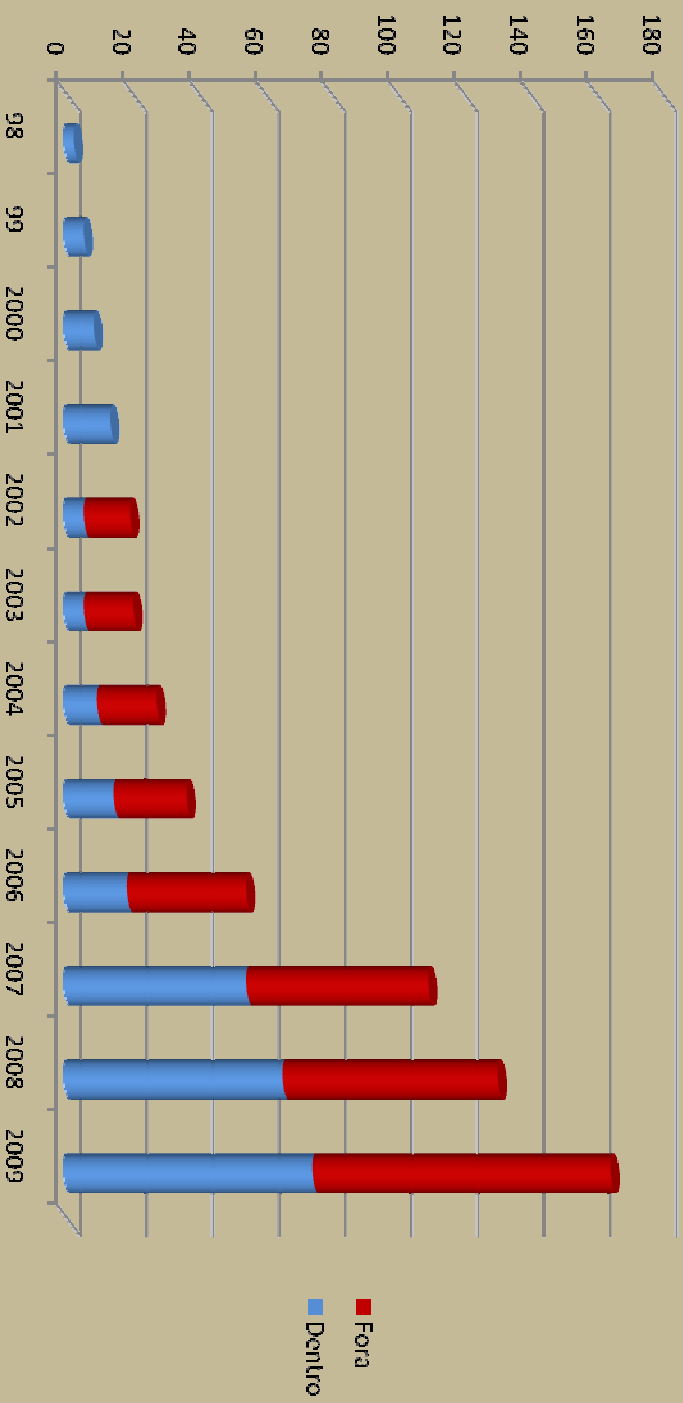
# University's Business Incubator

## Turnover





## Jobs



# University's Business Incubator



On-going projects

**Incubators Regional Network (since 2009)**

**GAPI 2.0 - Intellectual and Industrial Property Cabinet  
(since 2009)**

**Science and Innovation Park (2010 to 2013)**

**Micro-Credit Program (since 2010)**



● How can Universities help?

Research

Education

Entrepreneurship

Innovation

Industrial Property

Tech Transfer

Spinouts / Start-ups

University of Aveiro policies on upskilling  
and supporting their young graduates  
to create their own jobs

***Thanks for your attention***

