BICs, incubators/accelerators for global & clustered eco-innovation entrepreneurs

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Let’s talk about

1. Networking
2. Incubation
3. Core competences
4. Quality & Impact
5. Entrepreneurs
6. Territories
7. International
8. Eco-clustering
The EBN Network

* a community sharing values, goals & brands *

@ The **European Network of BICs** (Business & Innovation Centres), Innovation-based Incubators (IBIs) and entrepreneurship Centres

@ An organised Network of 250+ Business & Innovation Support Centres covering most regions of **EU 27 + neighbouring & emerging countries** (USA, Canada, Brazil, Russia, China, Taiwan, Middle-East, ...)

@ An initiative taken 27 years ago by the EC, public authorities, industry leaders, and universities. **A pioneer in PPP**, a connector between knowledge and business

@ A dynamic cluster of **clusters** with 25,000+ **entrepreneurs** within the active portfolio

@ A community of qualified & committed **intermediaries**, with Lahti Science & Business Park inside!

@ A multi-layers network: **cross-sectorial + sector-specific** thematic sub-networks (one being the eco-innovation one !)
A network of course

Networking is a keyskills for entrepreneurs & innovators!

A network is a non-linear process, a fractal subject, with fuzzy logic, playing expert systems, semi-chaotic, semi-organized, with its own open source language, inter-operable and plugable, coopetitive,...

A true new profession to be inserted in academic (pragmatic) education, a community with its own language and C(C for Community)RM software!

A strange business object developing a series of functions:
- collective reputation builder & roadmapping
- internal quality insurance & external branding
- total benchmarking & resources centre
- intra-community networking & thematic groupings
- idea-lab, and collaborative projects factory
- hub & spoke connecting platform
- business creation & dev + opportunity spotting!
Incubation, a serious mission
BICs’ core business/competences

*a standards for Innovation-based Incubators*

**incubator** of new business ideas/models  
**creator** of new innovative start-ups  
**generator** of spin-offs  
**developer** of innovative SME projects  
**accelerator** of growth  
**Initiator & animator** of clusters  
**proximity connector** local/global  
**multiplier** of public policy  
**networking hub** to experts, agents, players, investors...  
**opportunity spotter, « hands-on » business developer**  
**International** bizdev & soft-landing support  
**Coach & mentor**
BICs’ supply chain

Stimulate
Detect
Assess
Select
Plan & modelize
Seed finance
Incubate
Mentor
Cluster
Accelerate
Internationalize

smart strategy without smart & efficient delivery
The portrait of a BIC

(part 1)

• **A light and flexible structure** (8 to 12 staff + outsourced experts)

• Predominantly a **public** body, but highly representative of the **private** sector as well! *(Legal status: 51% public, 14% mixed private-public, 35% private)*

• **A regional and international “networker”**:
  - Universities, Science Parks and R&D institutions
  - Chambers of Commerce & Regional Development Agencies
  - Large Companies and Investors
  - Public Institutions

• **Highly focused on innovative entrepreneurship**, **increasingly in**:
  - Energy, Environment and Cleantech
  - ICT, Telecom, Digital content and Mobile Apps
  - Life Sciences and Biotech
  - Mecatronics and Software Apps
The portrait of a BIC

(part 2)

- Providing added-value services to entrepreneurs:
  - Business planning and modeling
  - Scenario building and financial simulation
  - SME Financing, Seed capital and venture capital, growth financing
  - International cooperation, soft landing and partner search
  - Innovation projects engineering
  - Hands-on customized support to high-growth gazelle (post-incubation)
  - Legal business advice, commercial contracts, Intellectual Property Rights
  - Stimulating the eco-system
  - Experiencing new approaches (Open innovation with LE, Living labs,...)

- Offering “incubation facilities” (average of 30 companies, creating 155 Jobs, living together in 3000 m2)

- Animating clusters and helping collaborative projects to succeed (poles of competitiveness, local clusters, etc.)
Invest in quality

Compliance & benchmarking

1. Characterize yourself and define your specific metrics
2. Elaborate information aggregates and performances indicators
3. Collect data (quali- & quanti-) & accumulate data
4. Invent a serious community-based process (auto-evaluation) and accessible auditing system
5. Create your professional standards
6. Accredit the community members, without conflict of interest
7. Report on performances, individually and collectively
8. Beside compliance, create a benchmarking culture
9. Activate thematic benchmarking and peer reviews
10. Use quality systems as a permanent improvement tool
Invest in quantity!

Measure the impact

- **180,000** Business Plans developed
- **75,000** Start-up companies created
- **150,000** Existing SMEs supported
- **330,000** Jobs created
B2territories

*the place-based theory, the proximity factor*

- Serious Gaming at Coventry (entrepreneurial) University
- Birmingham (real SMEs) Photonics Clusters
- Chem2biz basf spin-off incubator in Ludwigshafen
- Biotherapies & bio-marine clustering in Nantes
- Knowledge Dock regeneration in the Docklands
- Creative computer graphics in Darmstadt
- **Cleantech platform in Lahti**
  - Software development centre for start-ups in Cork
  - SatNav Galilleo applications incubated in Liège & Noordwijk
  - An IT community of 100+ start ups in Barcelona
- Creativity and electric cars in Sunderland
- Mechatronics in Haute-Savoie, Photovoltaics in Savoie,
  - Creative industries in Trollhattan as a response to automotive
Cluster or not cluster?
Eco-innovation entrepreneurs’ community

Together we can

• Yes there are SusDev & Cleantech growing start-ups

• BICs & Incubators are concentrated resources on areas such as waste management & recycling, energy efficiency, renewables, zero energy buildings, smart grids, biomass, water purification, lighting, ....

• An EBN club of top eco-innovation companies with high growth potential (networking, best practices, benchmarking, showcases, partner searches, collaborative projects,...)

• .... Greenvironment, Windflip, Solayl, Sunswitch, Tankering, Bioprocess Control, Clean Mobile, Chic green, Enercome, Neuron, Recycla, EnControl, Bioazul .....  

• Open clusters to enabling technologies: geo-localization, earth observation, risk management, mobility, new materials, digital apps, sensors, ...
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« 360 ° innovation », of course!
Thank you for your attention

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