THE CONTRIBUTION OF STPs AND THE EVOLVING INNOVATION ZONES MODEL TO OPEN INNOVATION AT REGIONAL LEVEL

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**Innovation Zone**

A space quite bigger than the STP including several Innovation related nucleus such as STPs, R&D Institutions, Universities, Incubators, big and small tech and innovation related SMEs.

A number of Innovation Zones are developing around STPs in US and Europe.

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**Open Innovation**

Open Innovation is defined by UNESCO – WTA “a paradigm that assumes that firms can and should use external ideas as well as internal ideas and internal and external paths to market, as they are looking to advance their technology”

OR, by MIT

“Innovating with partners sharing risks and rewards and it involves two way flow of IP, Human capital between R&D and business”

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**MODELS**

- Umbrella type of networking models by providing physical and intellectual proximity
- Interorganizational collaboration promotion
- Inclusive and collaborative / complementary to Open Innovation models

- Triple Helix partnerships
- Technopoles / clusters
- Open labs
- Technology clinics
- Various forms of networking
THE EVOLUTION OF AN STP INITIATIVE TO AN INNOVATION ZONE: THE CASE OF THESSALONIKI

1992 - 1996
Foundation of Thessaloniki STP Institute and an Incubator in the fields of the American Farm School (3sqkm)

1996 - 2002
Expansion of STP including 4 new Research Institutes. Creation of CERTH. Institutionalization of TECHNOLOLIS ICTpark with numerous triple helix partners

2002 - 2008
Creation of 3PPP Incubators, i4G, Thermi, Technopolis Establishment of Technopolis ICT Park, Noesis Technology Museum

2008 - Today
Establishment of Thessaloniki Innovation Zone, with official Designation of an area Now 13th most successful HORIZON 2020 Institution over 10sqkm Numerus networking activities clusters, start up initiatives, business plan competitions, proof of concept, birdliming with European and USA innovation areas

Thessaloniki STPark & Chemical Process Research Institute with 50 Researchers and one Incubator

Ministry of Agriculture Research Institutes
Agro / Vet / Soil Res. Inst. 250 researchers

American Farm School
Innovative applied education of all levels on rural business

Thessaloniki STPark & Center for Research & Technology Hellas – CERTH

CEDEFOP
(EC Institution on VET)

Thessaloniki Technopolis (ICT Park)
No of ICT firms: 10 (70*)
Total employees*: 350 (2,000*)
* projected

4 Innovation Business Incubators
i4G, Thermi, STP, Technopolis Total: 100 tenant – 500 staff companies

Noesis – Science Museum

Thessaloniki International University
With Postgraduate studies with on innovation entrepreneurship, etc product design, energy technologies
CURRENT ECOSYSTEM FOR INNOVATION ENTREPRENEURSHIP

Region of Central Macedonia

- Chambers of commerce / Business Associations
- Business Plan Competitions
- 7 Prefectures
- Municipality of Thessaloniki

Start Ups

- Regional Preincubators
- University Preincubators
- 5 Universities and One International level Research Center

Alexandria Innovation Zone of Thessaloniki

- Prof of Concept Fund
- Startup Fund
- i4G THERMI, CERTH, TECHNOPOILIS Incubator
- Thessaloniki Science and Technology Park
- Technopolis ICT Park
- Innovation Zone area
- Additional STP nucleus
- Expansion in Greece International (USA and N. Europe)

Out put growing continuously based on increased inflow

BIG COMPANIES
Alumil S.A. stands out through a new International distinction for a large scale project:
- was selected by Google, among renowned International producers of architectural systems, in order to renovate all frames in Google buildings in Manhattan, at 111 8th Avenue.
- R&D department developed a pioneer architectural hinged system, in order to meet the energy requirements specified by Google, which were close to the Passive Building specs. The “Google System” was designed, engineered and tested under the strict American specs of AAMA institute for window walls that emphasize on the massive constructions and the high levels of air permeability and water tightness.

Kleemann is a Greek multinational Company, which operates in the fields of manufacturing and trading of Complete Lift Systems
- operates in 10 countries with a workforce of about 900 people,
- ranks among the largest companies in the global market lifts,
- manufactures about 2% of all new elevators worldwide,
- enjoys a leading position in the Greek market (about 72% of installed modules).

ISOMAT produces more than 300 products, suitable for general and more specific building applications, which are divided into the following 6 categories:
1. Waterproofing Materials
2. Concrete & Mortar Admixtures
3. Tile Adhesives & Grouts
4. Paints & Plasters
5. Floorings

ISOMAT employs 30 employees, out of which over 20 postgraduates:
Present in 6 countries and active in more than 50.
CONCLUSIVE REMARKS / LESSONS LEARNED

- The Science and Technology Park of Thessaloniki created in early 90’s was a catalyst for the
  - Growing of the innovation entrepreneurship ecosystem in the Region OF Central Macedonia. In a systematic and market response way.
  - Establishing an Open innovation system from which both start up and knowledge based SMEs, as well as, bigger local companies profit, producing innovative and International competitive products and services.

- Alexandria Innovation Zone evolved with time as the appropriate mechanism for promoting Open Innovation in the Region

- The Crisis in Greece has also acted as a catalyst for wider a knowledgrant by the citizens and decision makers that innovation and entrepreneurship is viable solution for graduates and companies and resulted into numerous success cases.

Innovative start ups are not sufficient to address job gap problem
But they are critical in establishing a new growth era

Healthy role models | Success stories in the making
9x increase since 2010 | 80x investment received since 2010 | >60 supporting institutions
EUROCONSULTANTS S.A. - Profile
1990-2015
Our History of Development

- Euroconsultants’ international activities started in the early 1990s
- Our first projects related to economic reform
- Focus eventually widened to address the range of concerns that arise in building modern democracies and transition economies
- Geographic focus widened in parallel
- We have grown to become one of the largest and prominent European companies addressing development issues
- We bring leading edge EU and international expertise
- We emphasize in local management and local solutions

Our International Network

EUROCONSULTANTS S.A. has its Headquarters in Thessaloniki, Greece and a branch Office in Athens. Our international presence has been solidified through the years with the establishment of a network of affiliate organizations.
RECENT ACTIVITIES

I4G – INCUBATION 4 GROWTH

Key facts:
14 Years of operation
+125 People
17 Startups & Innovative SME's

P.O.C. (SPACE + FUND)

Risk Capital Instrument

POC Fund

Sale
Write Off

SEED Fund

Write Off

EXIT

OUR COMPANIES
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