



UPDATE No. 105

For members *first*

March 2013

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Dear Member & Friend

It has become a time consuming matter to keep track of all the entrepreneurship and start-up related events taking place as boot camps, start-up lounges, festivals, or whatever word comes into your mind. And it is almost impossible for a start-up entrepreneur to find out which event is the right event to attend, the best advisor/mentor to draw on, or the place (incubator, accelerator...) to work in. "Classical" incubators should be a place to get advice how to find a way through this jungle.

Another interesting development is that size seems to matter. Organizers of start-up events market their activities with large numbers of attendees. Around 500 to 1,000 participants seem to be a regular size – Campus prides itself of attracting 10,000 people. However, more important than numbers is the question if such numbers really allow targeted and effective support to those all these events claim to be made for. After care and evaluation of the outcomes should be added to the agenda.

Thai-BISPA Conference on Technology Commercialization and Incubation Training



Thai Business Incubators and Science Parks Association (Thai-BISPA), new member of the SPICE Group Network, held a conference in March 2013 entitled "Effective Strategies for Technology Commercialization" for entrepreneur-

ship policy makers as well as for science park and incubator stakeholders. It was followed by a capacity-building workshop for business incubator managers and stakeholders. SPICE member and President of Thai-BISPA, Dr. Chachanat Thebtaranonth, led the organization of the 2-days program. *...continued on page 8*

Companies started by graduates of the TU Berlin employ 16.000 people

If it comes to contributing to innovation based development of the economy graduates of the Technical University Berlin (TUB) have a significant impact. They start and develop companies successfully. In the year 2011 a total of 349 companies started by TU

alumni employed more than 16,000 qualified staff and achieved revenues of more than a billion EUROS. This is the result of a survey carried out in 2012 by the TU Berlin. This survey was carried out for the sixth time already and finds increasing interest. *...continued on page 2*

Important Upcoming Events



The 27th Annual International NBIA Conference will be held in Boston, Massachusetts, April 7 – 10, 2013 under the headline **Forging Connections, Collaborations and Community**. For more information see page 2 of this newsletter and website www.nbia.org



The 27th Global Summit of Business Incubation Associations will be held Sunday, April 7, 2013 at the NBIA conference in Boston.- This Summit is for leading representatives of business incubation associations and by invitation only. Contact: Kim Barlag at kbarlag@nbia.org



The upcoming "ADT Spring Conference 2013" to be held April 21 – 23, 2013 that will be hosted by the Technology Center Chemnitz (TCC) - see article on page 6. The conference title is "More Start-Ups for more Innovation". See article on page 16 and website www.adt-online.de



East London, South Africa will be the place for the Fifth **Global Forum of infoDev** to be held May 23 – 25, 2013. This is a key event for the incubation community share knowledge and establish partnerships. See info on page 16 and website. www.globalforum2013.co.za/



The annual conference of PBICA is titled **Innovation Financing and Regional Development** and will be in Lodz discussing BICs and their clients, financing of SME development, lessons learned and good practices (see also page 16) website www.sooipp.org.pl

infoDev looks for a Fund Manager of an Early Stage Financing Facility (ESIF)

infoDev has published a Request for Expressions of Interest for an **Early Stage Innovation Financing Facility Manager** with the **deadline April 5, 2013**.

This call is not only interesting for those considering applying for this position. The respective [article](#) on the infoDev website provides detailed information about the new financing facility for early stage companies to be piloted in the MENA region.

The concept has been drafted by *infoDev*, a unit within the World Bank's Financial and Private Sector Development Vice Presidency, Innovation, Technology and Entrepreneurship Practice, in partnership with the MENA region unit dealing with finance and private sector issues (MNSFP).

Expressions of Interest are expected from qualified teams interested in sponsoring the ESIF Facility" that would co-invest in equity of seed and early stage private sector firms in a set of emerging market countries with an initial focus on the Middle East and North Africa, specifically Egypt, Lebanon, Jordan, Morocco, Tunisia, and Saudi Arabia. However, it is foreseen to later include all World Bank member countries. The target majority investor base for the facility would be donors with a small private sector component.

For more details about the ESIF concept as well as the call for EoI, please visit the infoDev website at: <http://www.infodev.org/en/Article.994.html>



Companies started by graduates of the TU Berlin employ 16.000 people



...continued from page 1... The study puts interesting spotlights on companies started by TUB alumni. For example, that only 10 per cent started their business outside Germany (78 per cent in Berlin and surroundings), but 26 per cent serve the national market; 28 per cent sell internationally. Another interesting fact is that the average now offers more than 7000 jobs. The study contains a wealth of information, for example about the companies, their finance, use of IPR, qualification of staff.

Many of the alumni entrepreneurs now are actively supporting new start-ups from the university by provi-

ding their expertise and support as mentors. The "Gründungsservice" (start-up service) of the Technical University Berlin since 2004 is helping start-ups not only by providing advice, but also by offering access to networks for finance and mentors. 2010 the Center for Entrepreneurship of ship of the TU Berlin strengthened business relations activities of the university that can draw on the experience of the first German incubator that was started in 1983 by the TUB Berlin and meanwhile helped more than 300 companies to start.

Contact: A. Matuschka, agnes.matuschka@tu-berlin.de
SDO Profile: www.spica-directory.net/centers/?id=2464

For a copy of the study (in German language), please contact info@gruendung.tu-berlin.de

More about the companies started by TU Berlin alumni

The brochure "Profil zeigen" (Show your profile), published by the Start-Up Service of the TU n, portraits alumni entrepreneurs. In November 2012 the sixth edition of this booklet was published with 24 profiles describing businesses that started between 1994 and 2012. The profiles cover a wide range of business sectors, for example, engineering, real estate project development (software, Internet, e-commerce, geo-information, telecommunication), consulting, health, men's clothing,

machine building, chemistry, events, optics, laser, and energy. Together with the earlier editions of this brochure now about 150 entrepreneur profiles are available - including a few start-ups for the first German incubator. And there are "lessons learnt: Each of the profiles also includes the section "my advice to new start-ups".

Contact & information: see article above



New President and CEO assumed work for NBIA, USA



Jasper Welch, an experienced entrepreneur, business incubator manager, strategic thinker, team leader and public speaker" on Feb. 19, 2013 assumed leadership of NBIA, the National Business Incubation Association. NBIA's CEO search committee invested a year for identifying and selecting the association's new top executive based on his experience as an incubator manager, entrepreneur, leader and visionary. Welch also is a long-term member of NBIA.

Welch, who has a bachelor's degree from the University of Colorado, directed the "San Juan College Enterprise Center", a mixed-use incubation program in Farmington for 12 years. The Enterprise Center was featured in

NBIA's 2010 publication "Best Practices in Action". Welch also serves on the board of the Rocky Mountain Incubation Collaborative and has been a frequent presenter at NBIA events Welch also has diverse experience in the printing, office supplies, advertising, retail, coworking and management consulting fields. He has served as city council member including two one-year terms as mayor. In the nonprofit sector, Welch has served as a local chamber executive and as a volunteer on local boards. Most recently, Welch started a coworking space in Durango, Colorado.

Contact: email jwelch@nbia.org

Tracy Kitts who served as NBIA's acting CEO during the search process will remain with the association as vice president and chief operating officer.

Contact: tkitts@nbia.org

Creative Industries are considered an important part of economic development strategies. The importance is seen by communities, region, economic development agencies as well as and business incubators. Also in the political arena creative industries are receiving increasing attention. Therefore we decided to provide information about this business sector aggregated o special pages of the newsletter "SPICE Update"

CREATIVE
INDUSTRY
INCUBATION

ADT Creative Industries Work Group meets in Coburg

The Design Workshop Coburg in February 2013 hosted the second meeting of the "ADT Work Group Creative Industries". ADT, the German Federal Association of Innovation, Technology, and Incubation Centers, started this work group with the first meeting held in October 2012

Under the joint lead of Karin Ellmer, head of the Design Workshop Coburg, and Christian Sommer, Managing Director of the Technology Center Mannheim, the ADT Work Group was set up to share experience between the creative industries incubators in Germany. Meeting in Coburg provided an opportunity for learning more about this city that hosts the third largest conglomerate of creative industries businesses in Germany. More than 400 companies of this sector are located in Coburg – ca. one third of such firms in Germany. A special focus in Coburg is on design providing a potential for innovation and a competitive advantage to other

firms in the city. The Economic Development Agency of Coburg has decided to build on this strength and initiated the Design Workshop Coburg that acts as a communication hub not only between

creative industries, but also for cooperation with other sectors of the economy. An exhibition of creative products and an interactive Map of Coburg is two examples for initiatives aimed at improving the flow of information and cooperation.

Karin Ellmer is "looking forward to continue sharing experiences with other incubators and was pleased to host the second meeting of the ADT Work Group in the Design Workshop Coburg."

Contact: Karin Ellmer, info@designwerkstatt-coburg.de

SDO Profile: www.spica-directory.net/centers/?id=776

Contact: Christian Sommer, office@mafinex.de

SDO Profile: www.spica-directory.net/centers/?id=760



CO-CREATE 2013 - The Boundary-Crossing Conference on Co-Design in Innovation

The first CO-CREATE conference scheduled be held in Helsinki. June 16.-19. 2013, will be organized by SimLab, a research and teaching unit at the Department of Industrial Engineering and Management, Aalto School of Science. The target audience is researchers of collaborative innovation, co-design and knowledge co-creation to a trans-disciplinary dialogue on the human-centric co-design of innovation in networks.

Questions to work on at this conference are, for example, who is the "CO" in co-design? How can collaborative co-design processes be triggered, achieved and managed for innovation? What are the limits of engagement and openness for innovative processes? With a boundary-crossing scientific dialogue researchers in the fields of organization theory, management science, service research, law, design research, and learning

sciences, as well as in computer science and engineering ring will work on finding answers to such questions.

Papers referring to findings from original empirical research, both in progress as well as finalized, are welcome. Papers and presentations should focus on one or several of the four conference subthemes:

1. Theory of Collaborative Innovation Processes
2. Management and Organization of CO
3. Paradoxes in Collaborative and Open Innovation
4. Spaces, Methods and Tools for Co-Design and Co-Creation

In addition to the scientific program, practitioners are invited to attend a co-creative case-based workshop, and to enter into dialogue with research.

Contact: info@cocreate2013.net

Information: www.cocreate2013.net

The dawning of Clipedia

The KLUB DIALOG is a platform for architects, writers and publishers, musicians, exhibitors, artists and gallery owners, actors and dancers, radio and television producers, filmmakers, photographers, fashion design- and recruiters, software and games developers, journalists and writers, it is open for all creative minds. Since early 2011 KLUB DIALOG is a registered association: Made by creative people for creative people.

Located in Bremen this club brings together professionals from cultural and creative industries through all kinds of events and activities. Initiated by the Bremen Economic Development Agency (WFB), this activity started in 2009 as "CLUB ANALOG" with events and networking meetings for the creative economy.

Support provided by the KLUB DIALOG e.V. still is courtesy of the WFB with support from the European Regional Development Fund.

An example for CUB DIALOG projects is the video competition "videologisch" (video logical) that called for "creative minds for the development of scientific video clips". The challenge was to produce video that explain scientific content to people not having higher education. But this initiative was not a one-time action; it is the first step toward creating "Clipedia" – an information system providing access to video clips about scientific topics.

Contact: Lara Goldsworthy, email lg@klub-dialog.de



Forging Connections, Collaborations and Community

The 27th annual international NBIA conference “Forging Connections, Collaborations and Community” will be held April 7-10, 2013 in Boston, Massachusetts, USA in the Sheraton Boston Hotel.

As usual some 500 – 600 business incubator managers and economic development professionals from around the globe are expected to attend the event. to explore strategies for entrepreneur support.

The conference will take place in Boston, one of the world’s most innovative cities. This city is a preeminent location for the development of new businesses, technologies and medical treatments. With its numerous renowned academic institutions, Boston is a hub of



intellectual activity and home to countless inventors, artists and authors both past and present. Boston truly has something to inspire the innovator in everyone! And do not forget to have a look at Boston’s history.

Contact: education@nbia.org.

SDO-Profile: www.spica-directory.net/associations/?id=75

Website www.nbia.org/events/conf2013/index.php

CEuSBC in Opole from 13th to 15th May 2013

IEEE stands for the Institute of Electrical and Electronics Engineers. However, as the world's largest technical professional association, IEEE's membership has long been composed of a wider spectrum of engineers, scientists, and allied professionals. These include computer scientists, software developers, information technology professionals, physicists, and medical doctors, and many others in addition to the core of electrical and electronics engineers. By 2010, IEEE had over 395,000 members in 160 countries. Through its worldwide network of geographical units, publications, web services, and conferences, IEEE remains the world's largest technical professional association.

IEEE CEuSBC is an international event where young engineering students and professionals from Central Europe and neighboring regions meet to familiarize with trends in science and technology, discuss present and engineering challenges, develop new skills and share technical, social and professional experiences.

SPICE Group Vice President **Krzysztof Zasiadly** at the conference will present a lecture to provide an introduction to innovation and entrepreneurship support initiatives, business incubation as well as technology park experiences. Krzysztof also will represent PBICA, the

Polish Business Innovation Centers Association and refer to experiences gathered during the



more than two decades of business incubation in Poland,

IEEE CEuSBC 2013 gives all participants an excellent opportunity to take a part in various technical workshops and soft skill courses, join interesting talks with professors, and experience exchange with IEEE members as well as interaction with industry representatives. The social activity program adds great possibilities to make new international friendships and to establish co-operations between IEEE R8 Student Branches.

CEuSBC will be followed by SELM 2013IEEE, an **International Symposium on Electrodynamics and Mechatronic Systems** organized by Opole Student Branch together with IEEE Poland Section and IEEE Poland Section MAG-033. The symposium will be held **May 15-18, 2013 in Zawiercie**. SELM conferences are organized biennially mostly dedicated to scientists. However, a special session for students is also planned.

Web: <http://selm2013.ieeeopole.org/>

Contact: Piotr Graca, ceusbc.ieeeopole@gmail.com

Web: <http://ceusbc2013.ieeeopole.org/>

Annual PBICA Conference „Innovation Financing and Regional Development”

XXIV Annual Conference of Polish Business Innovation Centers Association. May 23 - 25, City of Lodz. Innovation Financing and Regional Development. Conference will be held in the 20th year of registered activities of PBICA. **Key topics:** *Strategic problems of financing BICs and their clients, financing of SME development, Lessons learned and good practices.*

Conference will also pay a tribute to Prof. Krzysztof B. Matusiak, President of PBICA who died in 2012.

Accompanying events: Parks’ Eagles Award ceremony; Preconference meetings & training; Scientific sessions: *Innovation and development, Regional Development*

Co-organizers: Regional Science –Technology Park Lodz, Technology Transfer Center Lodz University.

Info: zasiadly@hotmail.com

More info: www.sooipp.org.pl, biuro@sooipp.org.pl

The Seventh International Forum Science and Technology Days, Poland East. 17-19 April, 2013. *Trans-regional Cooperation and Eastern Partnership. Materials & Processes, Health, ICT, Energy, Environment.*

Organizers: Innovative Poland East Association and partners from Poland, Lithuania, Belarus under auspices of Polish Government and Province Administration.

The 7th Forum aims at expanding the international cooperation between EU and Eastern Countries, especially Belarus and Ukraine.

Partnering events include workshops, posters sessions and individual meetings, proposals for commercialization of innovation and technology, new projects opportunities.

Info: zasiadly@hotmail.com

More info: <http://bestofeast.mwci.eu/pl/start.aspx> ; dnt2013@ipw.org.pl

Global Entrepreneurship Congress 2013 in Rio de Janeiro

The Global Entrepreneurship Congress is where entrepreneurs, government officials, investors, researchers, thought leaders and policymakers work together to bring ideas to life, drive economic growth and expand human welfare

The 2013 Congress will be held in **Rio de Janeiro, March 18 - 21, 2013**, hosted by Global Entrepreneurship Week, the Kauffman Foundation and Endeavor Brazil and made possible by Dell and NYSE Euronext Foundation and again will be a gathering of startup champions from around the world. The history of the GEC goes back to 2009, when the Kauffman Foundation brought together the Global Entrepreneurship Week host organizations from nearly

60 nations to create the first ever Global Entrepreneurship Congress held in the United States.

Since then, the GEC has brought together some of the largest players in entrepreneurship.. The GEC, 2012, hosted in Liverpool was the largest event so far with Richard Branson as guest of honor, who was joined by Sir Terry Leahy, former chief executive of Tesco; Martha Lane Fox, co-founder of last-minute.com and Lord Heseltine, Founder and Chairman, Haymarket.

Contact: Edwin Wiley, ewiley@unleashingideas.org

Website: <http://gec2013.com/en/about-gec-2013>



SimLab: multidisciplinary and networked Research and Teaching

SimLab has been set up at Aalto University in Helsinki, Finland, “to research and teach business processes, models, networks and their development, to enhance innovation in the networked society and to increase scientific knowledge in the field”. As a networked and multidisciplinary research and teaching unit of business processes, models, networks and their development, **SimLab** aims at attracting students, researchers, and pilot organizations in conducting long-term research.

The faculty of **SimLab** consists of its founder, professor Riitta Smeds, Professor Sirkka Jarvenpaa (2008-2012), and assistant professor Miia Jaatinen. In addition, the unit employs project managers, researchers, research assistants, a project coordinator, and a technical expert.

In research and teaching, **SimLab** collaborates with professors from other disciplines within its national and international network.

Research and teaching concerns networked business processes, models and networks of companies and public organizations. Topics include collaborative innovation, learning, and management in inter-organizational business and service processes, customer-centeredness, and ICT as an enabler of new networked business.

SimLab's results are published as theses, conference papers, journal articles, and books.

Information: <http://simlab.aalto.fi/en/about>



TCC Chemnitz hosts ADT Spring Conference : More Start-Ups for more Innovation

The **Technology Center Chemnitz (TCC)** operates since more than 22 years and has supported more than 180 start-up companies. Based on the positive experience since 2009 Chemnitz also has a Start-Up Center focused on micro and nanotechnologies and located in the Smart Systems Campus.

A solid foundation for the positive development of innovative business in the city is the excellent infrastructure for science and research combined a “spirit of invention”. The automotive industry, mechanical engineering, computer science, automation techniques and

microsystems technology are some of the pace-setters for the latest technical development in Chemnitz.

And this is the environment for the upcoming “**ADT Spring Conference 2013**” that will be hosted by the TCC Chemnitz April 21 – 23, 2013. Under the title “**More Start-ups for more Innovation**” this ADT conference will focus on perspectives Based on practical experiences.

The ADT website provides more [details](#).

Contact: Claudia Schwarz, adt@adt-online.de

SDO Profile: www.spica-directory.net/centers/?id=589

SDO Profile: www.spica-directory.net/centers/?id=2505

A different Generation: Entrepreneurship Training for 50+

Much is talked about helping kids, students, and graduates to start and develop a business. Kauffman Foundation has taken initiative to look at a different potential: the 50+ generation. It is known for a long time that professionally experienced people starting a business more likely will develop this firm successfully than the younger generation. However, the actual success stories form business incubation focus on the younger end of the scale.

In a pilot for this program these potential entrepreneurs of the 50+ generation in New York City, Southern California and South Florida are targeted by Kauffman FastTrac in cooperation with AARP, a nonprofit, non-partisan organization, with more than 37 million mem-

bers..AARP is taking the bulk of expenses for 60 aspiring entrepreneurs age 50+ to attend a Kauffman FastTrac course.

Three pilot courses of FastTrac NewVenture™ will be offered in 2013 by Kauffman FastTrac affiliates: ProperoHCA, New York City; Tech Coast Venture Network, Irvine, Calif.; and the Miami Innovation Center for Entrepreneurship, Inc., Miami.

The first course at ProperoHCA is scheduled for April 3- June 5, 2012. Tech Coast Venture Network and Miami courses will follow later.

For more information and details, please visit the Kauffman FastTrac [website](#)



Views & Facts

For a better Entrepreneurs' Ecosystem in Europe

Founded in 2009 company STARTEurope based in Vienna, Austria has built a network of entrepreneurs, investors, experts working together for creating a Europe-wide ecosystem promoting and supporting entrepreneurship. STARTEurope's mission is "to enhance and engage entrepreneurs throughout Europe by offering them a highly supportive community while guiding them to utilize existing infrastructure and resources more effectively." A tool for reaching this goal are interrelated events:

Startup Live is like the concept of Start-Up weekends: A three-day event that provides networking, resources and incentives for individuals and teams to offer an environment that for developing an idea. But, STARTEurope does not see "Startup Live" (held all over Europe) as single, one-time events, but as "the beginning of a journey to build up a startup ecosystem that helps and supports existing and future entrepreneurs". 32 such events have been organized since 2010 in 14 countries. The first three [events](#) in 2013 are scheduled to be held in

Germany, Vienna, Austria and Jönköping, Sweden.

Startup Lounge is like the other regular events bringing together (would-be) entrepreneurs and their potential supporters. For STARTEurope it is the "Second Tuesday" of every month serving this purpose. But the culmination point is still to come for those who stand out from the "Live & Lounge" community: Not only the best startups, but also outstanding organizers and community members are invited to the **Pioneers Festival** (for the next festival scheduled for October this year, see page events in this newsletter) and take part in a special track to be connected as a group, and also meet with top-notch speakers, investors and partners.

All in all STARTEurope works to create a highly interconnected community that supports the individual members and ensures entrepreneurial success in Europe.

Website: <http://starteurope.at>



Meet the European Internet Entrepreneurship Scene

The most recent NOAH conference was held in November 2012 in London. The event usually involves about 100 speakers from 20+ countries and attracts some 1300 attendees from 30+ countries.

Interestingly German is a language widely spoken at this London conference. It seems that German Start-up entrepreneurs do not only focus on entrepreneurial hotspots at home, but look for their international partners and financiers at an early stage of business development. Also on the "experts" side German experience are well represented at panels and other conference sessions.

At the NOAH 2012 conference the German TV channels ProSieben/ SAT1 announced the first "SevenVentures Pitch day". [SevenVentures](#) is the venture subsidiary of

the ProSiebenSat.1 Group offering TV media time valued at €7 million to be awarded to entrepreneurs

with convincing forward-looking business ideas. Since its launch in 2009, the NOAH Conference has grown into one of the most important European events for Internet CEOs, executives and investors to meet and gain insights into the latest concepts, network with senior executives and establish new business relationships.

NOAH 2013 is scheduled for November 13-14, 2013

Website: <http://www.noah-conference.com>

For attending the event an invitation is needed that can be asked for through the [website](#).



BerlinStart.Up Camp 2013 with 600 Participants

In mid-March some 600 attendees took advantage of the opportunities to learn and build links at the **Berlin-Start.Up Camp** - two days and four tracks is the shortest description of the program for this event. Main topics were Fundraising, Marketing, PR, Sales, Agile dev, Legal, and HR.

The Start-Up Camp first time was held in the University of Economy and Law and claims to be the largest event for young entrepreneurs in Germany. The event was co-

organized by the portal [Deutsche Startups](#) and the [Entrepreneurs Club Berlin](#) (<http://entrepreneursclub.de>).

The Start-up camp also featured a "Pitch Marathon" and the list of speakers includes the German Minister for Economy Philipp Rösler, experience venture capitalists as well as successful entrepreneurs and those that just started.

web: <http://startupcampberlin.de/2013>



Heureka

Heureka claims to be Berlin's central networking conference for the digital economy in Germany, Europe and the global markets. For one day this event offers the platform for new ideas, visionary technologies and con-business strategies- Keynote speeches, panels and workshops, 500+ entrepreneurs, start-ups, and investors provide the chance to learn from the leading minds.

Heureka 2013 is themed "elements of a start-up". Every sustainable and profitable start-up is based on the

fundamental elements, decisive for success or failure: Business Model, Capital, Talent, Sales & Marketing, and Product. More than 30 national and international experts and industry leaders will share their knowledge and insights.

Contact: info@heureka-conference.com

Website: <http://heureka-conference.com/>



Mentors for University Start-Ups

Enterprise Futures Network (EFN) is set up to encourage entrepreneurship by supporting university business plan competitions and entrepreneurial programs. EFN is led by successful entrepreneurs, company, public and non-profit sector executives, university leaders, and technologists committed to building a volunteer based network of people dedicated to helping new enterprises to develop and grow. Founded in 2003 EFN has matched volunteer mentors to numerous university business plan competitions and entrepreneurial programs, e.g. at Columbia University, the Intel-UC Berkeley Technology Entrepreneurship Challenge, Rice University,

Stanford University, at the University of California at

Advancing Tomorrow

Enterprise Futures Network

Berkeley and other universities Volunteers of EFN support students in entrepreneurial programs throughout the U.S. and are aiming at expanding these service globally. Joining EFN gives access to mentoring opportunities and to the network's newsletter. EFN also provides sample business plans for of startups on their website <http://www.enterprise-futures.org/index.html>
Email: info@enterprise-futures.net

Hot from the ICEHOUSE

Liquidity planning and control is an important issue – not only for incubator clients, but also for the incubators. Mark Crouch, entrepreneur in the ICEHOUSE, Auckland, New Zealand, experienced himself what it means not to have a proper control on his company's cash. Having a profitable company but running out of cash is kind of a "classical" situation for SMEs. Mark had an external accountant and was using accounting software, but this was not enough for forecasting and controlling liquidity of the company. So Mark joined the huge group of SME owners struggling with the same prob-

blem. He researched the issue and discovered this as a global widely acknowledged phenomenon. And he found a plethora of solutions but they all do not seem to work as needed. So he set about developing an SME Cash Flow Management and Forecasting tool that threw all the old conventions out the window. Now the product, called CashWatch, is in Market Validation now. Next step is – hopefully soon - the incubation phase. Contact: A. Hamilton, a.hamilton@theicehouse.co.nz
SDO Profile: <http://www.spica-directory.net/centers/?id=2338>



Rubicon Forum –boost for Finish Russian Business Relations

Cursor Oy, the Kotka-Hamina regional development company, organized the first Rubicon Forum in November 2012 in Kotka, Finland. More than 200 participants from Russian and Finnish enterprises and public organizations attended the event; interested in investment cooperation and network development.

"Our aim was to establish new links between Russian investors, service providers and Finnish regions interested in attracting new clients from Russia", described Program Manager *Sergey Troshkov* from Cursor Oy the goals of the Rubicon Forum, "The interest to commercialize own innovations and become a global company motivates Russian SMEs- to invest in Finland."

Feedback for attendees shows that the event format was just right and maximized the outcome for all participants. Important for this positive echo was the absence

of general or advertisement presentations –all activities were focused on practical "first hand" information. Rubicon Forum is part of larger scale and ambitious Rubicon-project, aiming to become a national service platform for Russian investors and companies in Finland. In the long run Rubicon intends to represent interests of Russian owned businesses in Finland and create a platform for communication between Russian investors and companies in Finland. The Internet presentation of Rubicon will become a communication platform. A number of smaller events, for example trainings of Russian business how to make business in Finland, are planned in addition to the next Rubicon Forum scheduled for November 2013.

Contact: Sergey Troshkov, sergey.troshkov@cursor.fi
Website: www.rubicon.fi

Europe - Mediterranean Youth Program enters new Phase

The second edition of the EU-funded **EuroMed Youth Awards** has been launched by the **Youth in Action** and **Euromed Youth IV** programs. Projects funded under these programs are invited to apply for the Awards (the **deadline is 8 April 2013**), which will be presented at an event to be held from **June 10 - 14 2013 in Jordan**.

With this event visibility of the EuroMed Cooperation in the youth field will be increased and good practices will be shared. The June-event will be co-organized by the Jordanian institution, Salto Youth Euromed RC, the Euromed Youth Units, the Euromed Youth Platform, and the Turkish, Italian, Portuguese and Cypriot National Agencies for the European Youth in Action program.

The EU funds the regional program **EuroMed Youth IV** during the period 2010-2014 with a budget of €11 million under the European Neighborhood Policy with the aims to encourage mutual comprehension among young people in the Euro-Mediterranean region. The program also seeks to contribute to the development of youth policies in the Mediterranean Partner Countries and promotes the mobility of young people through **Euro-Med Youth Exchanges, Euro-Med Youth Voluntary Service, and Euro-Med Youth Training and Networking** (Contact Making Seminars, Study Visits, Training Courses and Seminars)-

For more information, please visit EuroMed website

<p>Incubator Quality - SPICA World Map</p>	<p>Now on SPICA World Map</p>
<p>SPICA Directory has introduced a certain “quality standard” for being listed on SPICA World Map”. This standard does not evaluate the quality of an incubator / technopark operations, but the quality of information provided.</p> <ul style="list-style-type: none"> • Organizations that have provided actual and complete data within recent two years are shown on SPICA World Map. • Profiles inserted or updated more than 24 months ago are not accessible for directory users 	<p>Poland: The Kielce Technology Park began operations in 2008 and at this time hosts 50 companies with more than 200 employees. The technopark also operates a business incubator.</p>  <p>SDO Profile: www.spica-directory.net/centers/?id=2089</p>
<p>SPICA World Map only shows locations of “Centers” (incubators, technoparks, associations, consulting, support and finance organizations that have provided a complete profile and information is not years. In the right column on this page we give a selection of organization profiles that recently have been added to SPICA Directory or were updated .</p> 	<p>Australia: The BioSA Incubator in Thebarton is active since 2008, It is Australia’s first dedicated bioscience incubator and at this Time has seven on-site plus 100 off-site client companies.</p>  <p>SDO Profile: www.spica-directory.net/centers/?id=2432</p>
<p>SPICA World Map www.spica-directory.net/map/ now is the main entry point for users of the directory. From that map access to the individual incubator / technopark / association profiles in SPICA Directory is possible. There also are other ways of finding a specific profile. For example, by using the tabs “countries” or “associations ” on the homepage of SPICA Directory.</p>	<p>Spain: The Madrid Science Park works since the year 2000 and at this time has 110 clients companies with 1100 employees. The park has a special focus on Nanotechnologies</p>  <p>SDO Profile: www.spica-directory.net/centers/?id=1570</p>
<p>Add your profile to the SPICA World Map – it is simple</p> <ul style="list-style-type: none"> • If your organization is not yet in the Directory select “Insert new Profile” form the main menu of the SPICA homepage www.spica-directory.net and follow instructions • If your organization is listed in the Directory but you did not yet receive a user name and password for accessing the information system, please contact the SPICA Directory Team at update@spica-directory.net 	<p>Iran: The Science and Technology Park in Kermanshah began operations In 2005 and now hosts more than 150 companies.</p>  <p>SDO Profile: www.spica-directory.net/centers/?id=2433</p>
<p>Note: to access SPICE Directory profiles you need to be registered as user (use tab “register” for this purpose).</p>	<p>Turkey: The Technology Park ODTÜ Teknokent in Ankara is active since 2000 and has now 103 tenant firms with 980 employees</p>  <p>SDO Profile www.spica-directory.net/centers/?id=1952</p>
<p>Profiles recently updated www.spica-directory.net/recent.php</p>	<p>Portugal: The Madan Park business incubator in operates since 1995. Since start more than 110 companies with almost 400 employees have been supported by this incubator.</p>  <p>SDO-Profile: www.spica-directory.net/centers/?id=2357</p>
<p>Advice – Support – Finance in SPICA Directory</p>	<p>Finland: The Business Incubator Prizztech in Pori since 2001 has supported 65 client companies (40 already graduated) with more than 650 employees.</p>  <p>SDO Profile: www.spica-directory.net/centers/?id=334</p>
<p>ASF, Advice – Support – Finance provides access to information about organizations and companies active in the ecosystem to provide important functions for innovation, entrepreneurship and growth company support. Being still in a “Beta status” the ASF section already offers the possibility to access information and to insert information about consulting, supporting and financing organizations. To try and test the new section and provide comments for improvement visit website http://www.spica-directory.net/asf/entry.php</p>	<p>Serbia: The Business Incubator of the Technical Faculties Belgrade operates since 2006 and serves at this time 20 client firms in addition to 11 graduates companies with more than 10 jobs</p>  <p>SDO Profile: www.spica-directory.net/centers/?id=2206</p>
<p>Add your organization’s profile SPICA Directory</p>	<p>Brazil: The Brazilian Association of Science Parks and Business Incubators is one of the oldest national incubator associations. Founded in 1987 this association has more than 170 members and also plays a major role for innovation and entrepreneurship in Latin America</p>  <p>SDO Profile: www.spica-directory.net/associations/?id=7</p>
<p>To add a new profile of your organization (incubator, technopark any of the institutions listed in the ASF section) to SPICA Directory use the link http://www.spica-directory.net/admin/centers/new.php</p>	<p>Serbia: The Creative Industries Cluster of Vojvodina was founded in 2010 to support development of the creative industries in Novi Sad and beyond.</p>  <p>SDO Profile: www.spica-directory.net/asf/?id=2458&cc=95</p>

Business Incubation in ASIA

This section provides information about incubation activities from the ASIA region. APIN, the Asia Pacific Incubation Network is the regional networks of business incubators and technology parks set up with support from infoDev. See www.incubationasia.com/index.php; contact Suresh Kumar, psgstep@vsnl.com



Thailand

Thai-BISPA has joined the SPICE Group network



Thai Business Incubators and Science Parks Association (Thai-BISPA), founded in January 2009, by the National Science and Technology Development Agency (NSTDA), the Office of Higher Education Commission (OHEC) and the Office of Small and Medium Enterprises Promotion (OSMEP) is a non-profit organization dedicated to the development of business incubators and science parks in Thailand with an aim to strengthen the business incubation system and foster collaboration among players along the supply chain of entrepreneurial support in Thailand.

In 2012 the association launched the first structured Incubator Training in Thailand using the infoDev curriculum. Human resource development is the first priority in driving Thailand science parks and business incubators forward.

It is expected that the future will see more and more of co-incubation. In preparation for this scenario Thai-

BISPA is joining the ASEAN Working Group to draft the policy and criteria for the accreditation of incubators. The system will facilitate Thai incubatees to internationalize and also attract high potential incubatees to Thailand.

Thai-BISPA in March hosted its annual conference "Thai-BISPA Day 2013" with the title "Effective Strategies for Technology Commercialization" at the Swissotel Le Concorde, Bangkok Thailand. The conference was followed by a Post-conference workshop at the same venue. The Conference included sessions of Knowledge Sharing, Investment Matching (startups meet investors), and Technology Transfer Opportunities (researchers meet industry) while the Post-conference workshop is aimed at broadening the perspectives of Business incubator managers and those who are involved in business incubation (see detailed report below)

Contact Thai-BISPA office at info@thaibispa.or.th
SDO-Profile: www.spica-directory.net/associations/?id=164

Thailand

Technology Commercialization for Entrepreneurship

by Barbara Harley

...continued from page 1... Deputy Prime Minister Dr. Plodprasop Suraswadi opened the program and spoke of Thailand's needs for greater technology development and increased planning in anticipation of the 2015 ASEAN integration and internationalization of markets, finance, and technology.

SPICE Girl, **Barbara Harley**, a 22-year member and Vice President of SPICE from Silicon Valley California, spoke about the values of Networks and Networking for collaboration among business incubators. Dr. Kim, Hak-Min, Dean of the LINC Agency of Soonchunhyang University, Korea, spoke about lessons learned from his extensive experiences in university-industry collaboration and tech park development. Speakers from the private sector included the Managing Director of Dupond Pont Thailand who described its product commercialization framework and two who spoke about intellectual property development and protection:



Dr. P. Suraswadi, Deputy Prime Minister opens conference

Indian businessman Navneet Bhushan and IP portfolio executive Dr. Jasmine Kway, former licensing officer at the National University of Singapore

Two parallel sessions offered incubator clients the opportunity to pitch their businesses to investors and for researchers to present their work to interested industry people. An exhibition area was also provided for members of Thai-BISPA

Following the conference, Barbara and Chachanat were hosted at an informal half-day meeting with incubator managers and stakeholders by Dr. Aurasa Pavavimol, Director of the Bureau of Cooperation and Promotion of the Office of Higher Education Commission, the key support agency for incubators in Thailand. Thailand in 2013 hosts one science park (with four others on the drawing board) and ca. 60 incubators.

Contact: B. Harley, barbara.harley210@gmail.com



India

Villgro Awards 2013 for the Social Entrepreneurship Ecosystem

To include the full ecosystem for social entrepreneurship the competition for **Villgro Awards 2013** was issued in different categories: incubator, journalist, academic contribution, innovative enterprise, and investor. The deadline application already has passed, but information about the finalists is available The Villgro

[website](http://www.villgro.org). The winners will be announced in 17 April, at the Awards Ceremony, to be held at the [Sankalp Unconvention](http://www.sankalp-unconvention.com)

Contact: Cristina Fernandes, awards@villgro.org

Website: <http://unconvention.co.in/>



10th Anniversary of AABI celebrated in Soul, South Korea

With the 18th General Assembly and an International Conference AABI, The Asian Association for Business Incubation celebrates its 10th Anniversary. Organized by KOBIA, Korea Business Incubation Association, and held end of 2012 in Seoul, South Korea this event also offered the “Visit Entrepreneur Festival 2012” and offered incubator tours for getting an impression of

“business incubation in practice”. SPICE Group members speaking at the conference were **RMP Jawahar**, India presented at the conference describing “business incubators and science parks as “the most innovative

and effective tool kits for developing future knowledge based society”.

And **Bong Jin Cho**, Korean, editor in Chief of

the Asia Pacific Journal for Innovation and Entrepreneurship, summarized the presentations and discussions of the first conference day.

Contact: Bong Jin Cho. bjcho@kmu.ac.kr

SDO Profile: www.spica-directory.net/associations/?id=105



Business Incubation in Latin America

This page provides information about incubation activities and programs from the Latin America and Caribbean region. Relapi is the regional network 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://www.relapi.org/site_novo/index.php



Mexico 100 Days to Market

Venture Institute is a program for supporting startups in Mexico. In addition the seed fund **Venture Partners** has been created to provide the needed capital to such companies. These initiatives are focused on health and new technologies that have a social impact.

The program includes the development of the business prototype, design, planning, and launching into the market - all this to be accomplished in 100 days.

During the first year of operation 25 start-ups have been supported with five of them receiving seed investment capital.

The companies selected by Venture Institute are at different stages of maturity, but all are projects “high in innovation and the entrepreneurs ability of to implement their idea”. Venture Institute offers two possibilities to enter the program (1) Transfer of 10% of

the equity of the project, or (2) Registration fee of \$ 6,000 USD and monthly fee of \$ 28,000 MXN(plus VAT), with all business services included.

The next step of developing the ecosystem for start-up enterprises will be **Venture Foundation**, an organization that seeks to develop Mexico through a generation of social entrepreneurs committed to innovative projects. With the aim to create organizations with high social impact, the program **Venture Foundation Fellowships** for social projects provides the opportunity to participate, without charge, at the Venture Acceleration Program

Contact: contacto@institute.vc

Website: <http://institute.vc/>



Latin America Women are the Change-Makers

Women as entrepreneurs, innovators, and leaders. are change-makers throughout Latin America **Accelerate Women Now (AWN)** is a movement that aims to level the playing field for these women to boost development and sustainable change to improve the lives of people from Mexico to Chile.

AWN calls to action: a unified effort to support and help scale women in the region who are solving social and environmental problems through their business by

providing them with the tools and resources they need.

AWN aims to raise money for the **Agora 2013 Women’s Scholarship Fund**, an initiative that provides financial assistance for women entrepreneurs who are not able to afford the cost of participating in **Agora’s Accelerator program**.

For more details, see the website of the [Agora 2013 Women’s Scholarship Fund](http://www.agora2013.org/)



Chile Get on the SUPBoat – Start-Up Chile calls for Applications

Start-Up Chile is a program for people who want to accelerate and develop a startup in Chile. Talented entrepreneurs from all over the world who have a scalable business idea are invited to apply. Even established startups with high growth potential may apply. Those who are selected to participate in the **Start-Up Chile** program must be able to move to Chile, stay full time in the country and take active part in the program for 6 months (plus one month, for the procedures to get started).

Each year the program opens three application rounds and 100 teams are selected per round. Round already is under way (it started March 11, 2013) But the next rounds already are scheduled:

•Round 8: June 11, 2013: July 9, 2013

•Round 9: September 10, 2013: October 8, 2013

Applications are welcome through the dedicated website: <http://startupchile.org/about/apply/>



Business Incubation in ECA

This section provides information about incubation programs from the ECA region (Eastern Europe and Central Asia). ECA^{bit} is the regional networks of business incubators and technology parks, set up with support from infoDev.

Information: www.ecabit.org/ contact Radu Ticiu radu.ticiu@it-incubator.ro



Russia: Murmansk Incubator Graduate wins Construction Design Competition

The company OOO Generator (Genesis) was established in 2008 within SIVA's Norwegian-Russian Business Incubator in Murmansk. Over years, Generator has grown into a strong player on the local market of civil engineering. It is now a full-time employer of a dozen construction experts and numerous subcontractors. The company has so far designed a medical lab for the municipal hospital, rehabilitation center for Murmansk policemen, shopping centers, and floating pump stations. Generator also did jobs for corporate and individual customers from Norway.

Now, the city of Murmansk is developing its sport infrastructure for its centennial which to be celebrated in 2016. The design of a new sport indoor arena in Murmansk developed by the engineering company Generator (or Genesis) won the contest in 2011 and now was approved and officially presented to the public in early February 2013 in the presence of the deputy governor Aleksey Tyukavin.

The arena will be located uptown in 'Dolina Uyuta', the urban area that local skiers have passion for. Dolina Uyuta is also the heart of the North Festival, a traditional set of winter sports competitions held in Murmansk every year.

According to the plan, the construction works will take 22 months. Preliminary figures say the works will cost some RUB 372 mln. The Murmansk Government is about to approach federal budgetary sources for funding. The company graduated from SIVA's incubation program in January this year to become fully-fledged commercial tenants in SIVA's Industrial Centre. At present, the Norwegian-Russian Business Incubator hosts for 5 Norwegian and 4 Russian companies.

Contact: Alma Karabeg: alma.karabeg@sivaim.no

SDO Profile: www.spica-directory.net/centers/?id=2047



Ukraine: Happy Farm goes to California

Happy Farm is a business incubator that provides business development services for startup teams (or companies) and also further support and investment.

The purpose of the business incubator is commercialization of new technologies and developments ICT. The Happy Farm business incubator was created to take advantage of some important conditions:

- **Dynamic development of IT industry.** Ukraine comes fourth in the world in terms of the number of certified programmers. The IT market was worth to € 1.3 billion in 2011 and is expected to grow.
- Holding the **All-Ukrainian** contest for innovative projects "Innovation Breakthrough" with more than one thousand participants (since 2009) has generated an extensive database of projects. From this basis the most promising sectors were selected

and analyzed. Experts valued the quality of the projects positively.

The main source of profit for Happy Farm is the realization of its own share after an increase in the capital of startup companies. This incubator claims to be the first full-service Ukrainian tech startup accelerator.

In mid-February Happy Farm organized a successful networking event "Falling in Love with Ukrainian Start-Ups" in Redwood City, California to build international market opportunities for the startup companies. Startups, partners, investors, business incubators & accelerators representatives, and bloggers attended.

Website: <http://happyfarm.com.ua/eng/bi/info/services/>

SDO profile: www.spica-directory.net/centers/?id=2503

Contact: Kate Seledets, k.seledets@happyfarm.com.ua



Belgrade Incubator celebrates 5th Anniversary with International Conference

Organized by the Business Technology Incubator of Technical Faculties Belgrade (BITF) and Serbia Investment and Export Promotion Agency (SIEPA) with support of the Swiss government, Innovation Days were organized in Belgrade in December 2012. The event included an international conference "Export Promotion for Innovative Products", trainings and workshops for children. Guests from Great Britain, Slovenia, Croatia and Montenegro participated in the working part of the Conference.

The number of innovative firms within the BITF grew despite of the economic crisis from 6 (five years ago) to 33, and in 2012 these companies made more

than 70% of the profit by exporting their products and total 180 engineers has been employed, including 15 services. In returnees from western countries. But the time ahead is full of challenges for business. Hence, the conference was organized with the aim to continue to develop necessary networks and expand support systems, promote knowledge and technology transfer and commercialize technological innovations of enterprises. Celebrating the 5th Anniversary of the incubator the eleven best start-up companies were awarded at the Conference in different categories

- As most successful start-up company: Bitgear Wireless Design Services Ltd ...continued on next page

...continued from previous page... categories:

- As most innovative entrepreneur: Sava Marinkovic
- As most successful student start-up: Byteout Software Ltd
- for exceptional dedication and involvement in financing Aleksandar Cabrilo

For more information about these and other winners, please have a look at the detailed report available in the [SPICA Library](#).

The training “**Introduction to Entrepreneurship and Business Planning**”, held by Prof. Radmila Grozdanic, PhD, included practical examples to demonstrate the benefits of the entrepreneurial life, possibilities and opportunities that arise along the way and the obstacles to be faced. During the discussion young people expressed their views on the current economic environment in the country, presented their business ideas and proposals to overcome the aggravating circumstances. Training business planning was aimed to familiarize

participants with the key aspects of business planning ,to understand the basic performance indicators, and elements and methods of preparing the financial plan.

After referring to the overall theme with the help of Zorka Milovanovic, participants had the opportunity to independently exercisercise.



The workshop **Innovations for Children** was held at the premises of BITF and organized by the Centre for Promotion of Science. The children worked in four groups according to their age. Their task was to create “something innovative” by playing: a robot that draws, a robot with added props and lights that may be spinning, a solar-powered mechanism, while the youngest made various geometrical figures using
Contact: Gordana Danilovic, manager@bitf.rs
SDO link: www.spica-directory.net/centers/?id=2206
Website: www.bitf.rs

Become Advisor for the Academy of Science Moldova

The Center for International Migration and Development in Frankfurt / part of German GIZ (www.giz.de) is looking for a candidate to be recommended to the National Academy of Science in Moldova as an advisor for two years or longer. More details are available on: [website](#) (in German and English language). On

Website you also find other positions offered – around the globe. In case of interest in the Moldova position please, contact GIZ directly: Ms. Olga Ivchanskiy, olga.ivchanskiy@giz.de

If you have additional question you also may contact Karl - Heinz B. Jach, email khjach@yahoo.com

Business Incubation in Africa

This page provides information about incubation activities and programs from the AFRICA region. AIN is the incubators and technology parks that has been set up with support from the infoDev program. For more information, please visit the website <http://www.infodev.org/en/Project.22.html> or contact



Drinks and Entrepreneurship Support

SAD, South African Brewery, launched its **KickStart Enterprise Development Initiative** already back in 1995. The initial goals was poverty alleviation, but KickStart has subsequently become a platform to stimulate the development of sustainable enterprises. KickStart promotes business awareness through training, supplying grants as start-up capital and providing post-training mentorship and assistance during the set-up phase of the business.

The target group are 18 to 35 year old entrepreneurs from previously disadvantaged backgrounds and more than 700 existing and budding entrepreneurs have applied for the 2012 program that helped over 3200 business to start.

64% of grant winners from 2001 to2005 are still in business; 87% of those who received grants in 2004 and 2005 still are operating. 83% of SAB KickStart participants have reported businesses growth; the turnover of KickStart businesses has increased by an average of 375%. Almost one third supply goods and services to SAB.

The South African Breweries (SAB) youth entrepreneurship development program, SAB KickStart,

operates as a completion. For the 2012 edition a total pool of R3.2 million was made available and winners receive grant funding for their business of between R30 000 and R250 000



But KickStart is more than money. The program integrates various tools on knowledge building through four phases beginning with an

Awareness Campaign that will result in a first selection of proposals. This is followed by

Training. In two weeks intense course participants get the tools for developing a business plan that in the following phase

Business Plan Improvement will be further refined with the help of trainers. This phase ends with the selection of the 18 finalists that participate in phase four.

Success Enhancement. Business Development Specialists help the participants to develop an individual growth strategy and the progress during this mentored phase will determine the final winners who receive their grants in a **National Awards** ceremony.

Website: <http://www.sabkickstart.net>

The incubator and accelerator CTIC Dakar has become a leader in innovation and entrepreneurship in francophone Africa – not even two years after opening. CTIC is on its way to become one of the first models on the continent for a financially sustainable incubator. The incubator team has done much to boost the growth of Senegal’s mobile comover West Africa. But, as Omar Cissé, managing director of CTIC states, “it is still too early to celebrate. There are challenges to overcome in 2013”

CTIC Dakar is the first incubator and accelerator dedicated to IT entrepreneurs launched in Francophone West-Africa. Started in April 2011, CTIC



Dakar was initiated by the government and supported by the World Bank infoDev program. The CTIV model is a public-private partnership with the aim to

be sustainable after 5 years, i.e. be able to work without support from public sources.

During 2012 CTIC has grown from 6 entrepreneurs incubated in 2011 to 11 established companies in its incubation program. 10 startups have been in 2012 in the accelerator program “BuntuTEKI” (doors of success in Wolof, the national language). The client companies create ca. 45 qualified jobs; mostly engineers. The cumulated revenues of the 11 companies have passed 1 million USD in 2012, representing an average growth of 75% from 2011. To compare, the average growth was 33% in 2011. On the 10 startups supported with BuntuTEKI, 4 are still up and running and 2 just started generating revenues. In 2012, CTIC received 101 applications for its programs and only took 5 new companies. Three CTIC companies were selected to pitch at the ITU Telecom world in Dubai; the World Summit on Innovation and Entrepreneurship in Boston, and the AfricaCom in South Africa. At the ECOWAS NetCom conference in Burkina Faso CTIC received the Best Incubator Award.

CTIC invested much to build a dynamic ecosystem around technology SME. Two conventions with banking institutions are being discussed and should facilitate access to credits for the companies. Also currently structuring of a club of business angels dedicated to IT SMEs is progressing. This club has been launched by 10 very wealthy entrepreneurs in July 2012 during the GIST Bootcamp



To reach its impact potential, the incubator and its partners face major challenges for 2013:

Extension – Demand for CTIC services is considerably higher than expected. An extension or a new building for the incubator is needed.

Government support - The government needs to support IT SMEs, for example, allowing them access to public markets or by creating an innovation fund to provide seed capital to startups.

Financing - Innovative financing tools for IT startups are needed, like the Club of Business Angels for instance.

Universities - Work with universities and create pre-incubation centers in order to build a solid pipeline of innovative entrepreneurs and technologies.

Regional expansion - Build a network of partner or affiliate incubators in Francophone West Africa where CTIC’s startups could go and be assisted with no extra fees. CTIC’s team is already bringing its partners like the World-Bank and Orange in the discussions with Mali, Niger, Gabon and Ivory Coast. The public-private model of CTIC is interesting but you can imagine how much patience it takes to find an agreement between those stakeholders.

The full report is available in the SPICA Library [www.spica-directory.net/library/index.php5?sh= 1282280704_1282280708#1359280707](http://www.spica-directory.net/library/index.php5?sh=1282280704_1282280708#1359280707)

Contact: Omar Cissé: ocisse@gmail.com

SDO Profile www.spica-directory.net/centers/?id=2371

Burkina Faso: Business Angel Network started with infoDev Support

infoDev (World Bank) is actively supporting innovation and entrepreneurship in developing countries. As part of infoDev’s activities in Africa in February 2013 a Business Angel Network (BAN) in Burkina Faso has been launched. This network is made up of private individuals who invest in innovative enterprises to act as mentors and provide access to knowledge and further networks. For this initiative infoDev is partnering with 2iE, the International Institute for Engineering, Water and the Environment, an international education and training institute that provides programs and courses to train students and professionals (entrepreneurs, engineers) from 27 countries. Being experienced with assistance to startup entrepreneurs in the field of green growth 2iE is

cooperating with infoDev to support potential businesses and innovators without the networks and funding. The new Business Angel Network is a step forward in developing the West African private sector.

The strategy for growth and sustainable development of the State of Burkina Faso receives an important boost by the new initiative that is aimed at giving young entrepreneurs the needed support by regarding management, access to finance, and technical facilities. The first phase of this initiative scheduled to be finished by April 2013 will focus evaluation of business plans that resulted from several bids throughout the region.

For more details, please see article on the infoDev website <http://www.infodev.org/en/Article.983.html>

Business Incubation in MENA

This page provides information about incubation activities from MENA (Middle East and North Africa). MENA^{inc} is the regional infoDev supported network of business incubators and technology parks. More information: <http://iisc.infodev.org/en/Region.5.html> or <http://www.menainc.org> contact Mr. Mohammed Allam at m3allam@gmail.com



Tunisia Strategy for a City: Sfax 2030

Sfax is the second largest city of Tunisia and is known as a city of business. Located at the Mediterranean Sea, 270 km south of Tunis, Sfax has a port and is an industrial city. Recently, at a conference held in February the city made an important step towards its future. Several associations, organizations and institutions in the Sfax region working as a “civil society forum” began developing the strategic project “Sfax 2030”. More than nine months before the conference preparation began by designing projects that can contribute to developing the region and structuring to achieve a vision of Sfax in 2030.

Preliminary work results were presented during a study day at the conference in the presence of several

actors of civil society, regional authorities and the Tunisian Minister of Regional Development. About sixty projects were presented and grouped around six important development themes. The steps agreed to further develop the “Sfax 2030” vision are to resume the work into a more coherent and strategic study to identify a vision for the region and to organize a seminar on funding mechanisms for regional development. Please kindly provide your help if possible both for the improvement of this work through experts that in organizing the seminar on funding mechanisms for regional development.

Contact: Jihen Makni, j.makni@sfax-icttechnopark.tn
SDO Profile: www.spica-directory.net/centers/?id=2437

Palestine Palestine Youth Report: The Future Is Knocking

The Youth Status Report 2013 “**The Future Is Knocking**” has been launched February 27, 2013 in Ramallah by the Sharek Youth Forum, in partnership with the Youth Economic Empowerment Center. This report cover the economic situation, political participation and social issues of Palestinian Youth in the West Bank, Gaza Strip, Jerusalem, Palestine 1948 as well as young Palestinians living in Syria and Lebanon. For preparing the report Sharek worked with The Arab Youth Association ‘Baladna’ in Haifa, The Palestinian Assembly for the Right of Return ‘in Syria

and the ‘Together to Palestine’ society of Lebanon.

A series of workshops about the Status Report is planned to be held in Nablus, Hebron, Nablos, Haifa and Beirut in the coming weeks.

Contact for more information and attendance: Laila Duaibes, email: laila.duaibes@sharek.ps
Ahmad Yasin, email: ahmed.yasin@sharek.ps

SDO-Profile: www.spica-directory.net/centers/?id=2001



Morocco Call for Papers for Young Entrepreneurs Forum in Marrakech

The Young Entrepreneurs Foundation has launched a call for papers for the Scientific Program of the **Young Entrepreneurs Forum** to be held **May 15 – 17, 2013** in **Marrakech, Morocco**

Proposed papers should fit into the general theme: “**Youth entrepreneurship in rural areas**”. This call is open to experts, professionals, researchers, etc., who wish to present based on own experience; particularly form operating in rural areas. It is also possible to suggest a topic that fits into the general theme of the Forum, or a workshop that deals with a methodology of youth entrepreneurship support. Rural areas is un-

stood in a broad sense and includes urban environments taht have close ties with the rural hinterland, and /or the deficiency of infrastructure and services existing..

Proposals should be submitted to the Young Entrepreneur Foundation **by March 31st, 2013** to email:

info@forumdujeuneentrepreneur.ma

The preliminary program is available on the Forum website. www.forumdujeuneentrepreneur.ma/

Contact: info@forumdujeuneentrepreneur.ma



Palestine PICT continues to expand successfully

PICTI, the Palestine ICT incubator at this time is working with 40 incubation agreements (on-site as well as off-site incubation) in West Bank and Gaza, partly in cooperation with the universities. PICTI moved to new premises and officially launched its operations and physical incubation in Gaza where 15 new projects are incubated. These projects focus on ICT (e.g. Mobile Applications, website development, social media, and online stores, e-learning) as well as other sectors. Like environment (recycling) or Health.

Hasan Omar, Managing Director of PICTI is “happy

that our new model is working well”. He sees the key for successful work in “looking at regional and international experiences and models, but then adapt and localize to the local needs”. PICTI also has expanded to business incubation in Gaza. The 15 clients served by the incubator are working in the ICT sector.

For further improving support to the PICT client companies the incubator has launched the **Palestine Network of Mentors** with 40 members so far.

Contact: Hasan Omar: Hasan.Omar@picti.ps

SDO Profile: www.spica-directory.net/centers/?id=1970

Important upcoming Events

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

If the conference hosts / organizers are represented in **SPICE Group** the respective logo is shown at the event. As the full list of events is taking too much space in the newsletter only a brief overview can be provided. We recommend visiting the "Events" section on the SPICE Group website. This page also offers the feature to put your own event on the list – directly and online. Just click on "[Add new information](#)" and you will be guided through the simple process.

April 7 –10, 2013 in Boston, Massachusetts: 27th Annual NBIA Conference

 NBIA, National Business Incubation Association, USA will hold its annual conference under the headline "Forging Connections, Collaborations and Community. The event will be held in Boston, Massachusetts and it can be expected that again 500 – 600 participants from all around the world will join. Highlights of the 2013 conference include:

- More than 60 sessions that will offer tips and

techniques to implement in your program

- Opening Reception: to get registration materials, mingle with attendees, meet exhibitors, and enjoy
- Incubator tours: Explore how some of Boston's most successful incubators Vendor Mixer: Meet NBIA's sponsors and exhibitors and learn about the services they offer to make your job easier

Contact: info@nbia.org

Information on website : www.nbia.org

April 19 –19, 2013 in Bialystok, Poland: 7th International Forum Science & Technology

The **Seventh International Forum Science and Technology, Poland East**, will focus on New Materials and Processes, Health, ICT, Energy, and Environment.

Forum organizers are Innovative Poland East Association and partners from Poland, Lithuania, Belarus.

Partnering events at the forum include workshops, posters sessions and individual meetings, proposals for commercialization of innovation and technology, new projects opportunities.

Info: Krzysztof Zasidaly, zasiadly@hotmail.com

Web bestofeast.mwci.eu/pl/start.aspx; dnt2013@ipw.org.pl

Apr 21 - 23, 2013 in Chemnitz, Germany: ADT Spring Conference 2013



The TCC Chemnitz will be hosting the ADT Spring Conference 2013. This technology business incubator is working since the year 1991 and has graduated already more than 120 companies.

For more information about the conference program, please check this website in due time or the ADT website (below)

Contact: Jenz Otto, email otto@tcc-chemnitz.de

Website: www.adt-online.de

May 13 - 15, 2013 in Opole, Poland: IEEE CEUSBC

IEEE CEUSBC is an international event where young engineering students and young professionals from Central Europe and neighboring regions meet to familiarize with trends in science and technology, discuss present and future engineering challenges,

develop new skills and share technical, social and professional experiences. More information in article on page 4

Contact: Piotr Graca, ceusbc.ieeeopole@gmail.com

Web: <http://ceusbc2013.ieeeopole.org/>



May 23 - 25, 2013 in Lodz, Poland: 24th Annual PBICA Conference



The annual conference of PBICA is titled **Innovation Financing and Regional Development** and will

be organized by the Regional Science –Technology Park Lodz, Technology Transfer Center Lodz University. Key topics: Strategic problems of financing

BICs and their clients, financing of SME development, Lessons learned and good practices. The event also will offer the "Parks' Eagles" Award ceremony; pre-conference meetings and training; and scientific sessions.

Info: zasiadly@hotmail.com

More info: www.sooipp.org.pl, biuro@sooipp.org.pl

May 23 - 25, 2013 in East London, South Africa: Fifth Global Forum of infoDev

infoDev is organizing its Global Forum on Innovation and Entrepreneurship every second year. After events in India, Brazil, and Finland this year South Africa will host the Forum

The infoDev Global Forum is a key event for the incubation and entrepreneurship community to share

knowledge and establish partnerships to accelerate start-up and growth of innovative enterprises.

Contact: [Loren Nadres](mailto:Loren.Nadres)

WWW: www.globalforum2013.co.za/



May 29 - 31, 2013 in Istanbul, Turkey: 2nd International ISJSE

The International Society Journals of Science & Education is sponsoring the "**2nd International Conference for Economic, Business and Financial Challenges in MENA & GCC Countries**". The conference will be an opportunity for the international

community to present and exchange ideas and develop a new vision for the MENA & GCC Countries .

Deadline for Papers is April 30, 2013 to be submitted to 2icefb0conference@isjse.org

Website for more information: www.ISJSE.org

June 16 - 19, 2013 in Helsinki, Finland: XXIV ISPIM Conference

The XXIV ISPIM Conference - **Innovating in Global Markets: Challenges for Sustainable Growth** – will be organized by ISPIM and hosted by Aalto University School of Economics in partnership with Lappeenranta University of Technology. Some 500 innovation experts from 50 countries are expected to attend the 3-day program of this conference with Industry-

Leading Keynote Speakers; Innovation for Business Sessions featuring companies such as Volvo, Swarovski, Bombardier, IBM, Google, Grundfos; "Hot Topic" Roundtable Discussions; Facilitated Themed Sessions; Workshops; and Special Interest Groups.

Contact: conference@ispim.org

Website: conference.ispim.org

June 24 – 28, 2013 in Cardiff, United Kingdom: Creative Regions Summer School 2013

The **Creative Regions Summer School 2013** will be hosted by Cardiff School of Management at Cardiff Metropolitan University, UK It is a week of intense learning for postgraduate students, practitioners and policy makers. **Key themes**, for example, will be

“Understanding creative people, creative work and skills”, “Mapping and analyzing the creative economy” and “Creative industries Innovation and entrepreneurship”

Contact: Nick Clifton, nclifton@cardiffmet.ac.uk

Website: <http://www.creative-regions.org.uk>

July 8 –12, 2013 in St. Petersburg, Russia: World Final of Imagine Cup 2013

Microsoft’s Imagine Cup is travelling the world. The finals for the 2012 competition were held in Sydney, Australia. Now the completion for next year’s competition already has begun - the Imagine Cup 2013. The Worldwide Finals of the Imagine Cup 2013 are

scheduled to be held in St. Petersburg, Russia. To participate, registration is needed on website <https://compete.imaginecup.com/user/registration> before 15 March 2013.

Website: <http://www.imaginecup.com/>

Sep 11 –13, 2013 in Riga, Latvia: The 16th International Conference on Innovation



The **16th International Conference on Innovation - BALTIC DYNAMICS 2013** will be titled

"Competence Building for Smart Growth" and discuss

- The role of Universities and Science / Technology Parks in competence building.
- How to translate knowledge into competence?
- Key factors for the successful business development: Knowledge creation, technology transfer, experience sharing, national and international cooperation, partnerships.
- Innovation management: how to manage the knowledge flow, how to strengthen links between universities and industry, what financial instruments

available and needed

- Overall competence - the indicator of the efficiency of National Innovation System. .

The annual BALTIC DYNAMICS conferences are turns in the three Baltic States: Estonia, Latvia and Lithuania and has become an important meeting place for the business incubation professionals of Europe and other parts of the world

Pre-conference workshops and/or meetings

- Cooperation in the Baltic Sea Region (BSR)
- Competence in eco-manufacturing
- EEN - Baltic partners meeting (CIP) SPICE Group Workshop (international)

Website: www.balticdynamics.com/

Contact Janis Stabulnieks ltc@latnet.lv

Sep 19 –20, 2013 in Brussels, Belgium: 8th ECIE conference

The importance of innovation in creation and success of businesses is widely accepted. Creating new firms is fundamental in a rapidly changing environment. At the same time the need of more sustainable innovation, combining economic, ecologic and social aspects is recognized. Policy makers face important challenges to stimulate and provide the necessary means for innovation and entrepreneurship.

At the **8th European Conference on Innovation and Entrepreneurship ECIE 2013** practitioners, academics, and policy makers will present research, share experiences and discuss trends in innovation and entrepreneurship. Topics will be related to all types of organizations. More details on website:

academic-conferences.org/ecie/ecie2013/ecie13-home.htm

Email: Charl Walters charl@academic-conferences.org

Oct 29 –31, 2013 in Vienna, Austria: Pioneers Festival

The Startup & Tech Event “Pioneers Festival” is a classic start-up conference. However, the festival in 2012 distinguished itself, with good organization and the venue, “Wiener Hofburg”.

The event is organized by the Vienna based company STARTeuropa (<http://starteuropa.at>) Founded in 2009

This company has built an extensive network of entrepreneurs, investors, and experts throughout Europe and organizes events to promote entrepreneurship.



Event website: pioneersfestival.com/

Nov 29 –31, 2013 in Koblenz, Germany: 17th Interdisciplinary Start-Up Research Conference

The 17th Interdisciplinary Start-up Research Conference will be co-organized by the University Koblenz-Landau under the title, „Ubiquitous Entrepreneurship“.

The organizers have published a Call For Papers.

Contact: knaup@fgf-ev.de

More information: www.fgf-ev.de

New Members



Chachanat Thebtaranonth

has a very wide spectrum of business experience and President Thai-BISPA, The Thailand Association of Science Parks and Business Incubators. She also is Senior Advisor, SCG, Senior Advisor, NSTDA, and Professor

Emeritus, Mahidol University.

In 1993, Professor Thebtaranonth became the Science Park Project Director at the National Science and Technology Development Agency, NSTDA. In 1995 she became the Vice-President of NSTDA, and in 2004 added to her responsibility the Directorship of the new Technology Management Center (TMC) of NSTDA. The work of TMC focuses on developing industrial competitiveness through science and technology.

.Professor Thebtaranonth played a key role in the deve-

lopment of Thailand Science Park and pioneered the development of SME support programs such as the Industrial Technology Assistance Program (ITAP), Intellectual Property service and Technology Licensing Office (TLO), as well as financial assistance schemes.

Professor Thebtaranonth is the Past President (2006-2008) of the International Association of Science Parks (IASP) with over 350 members from 72 countries.

Chachanat Thebtaranonth received her Ph.D. degree in Organic Chemistry from the University of Liverpool (UK), did her post-doctoral training at Cornell University (US) returned to teach at Mahidol University, Bangkok, Thailand. She published over 40 research papers in international journals as well as authored and co-authored 4 books. Her research areas covered the chemistry of natural products and organic synthesis.

Contact: customerrelation@sciencepark.or.th



Suwipa Wanasathop

is Vice President of Thai-BISPA, the Thailand Association of Science Parks and Business Incubators and of the National Science and Technology Development Agency (NSTDA) He also is Deputy Executive Director of the

Technology Management Center.

Suwipa worked as an Investment Promotion Officer for the Board of Investment, Office of the Prime Minister (1984-1994) being stationing in Zurich (Switzerland), Frankfurt (Germany), and Paris (France). Returning, she joined the National Electronics and Computer Technology Center (NECTEC) in 1998 working as Marketing Officer of the Software Park that was fully occupied within the first year of its operation. She became Deputy Director in 2000 and served as CEO of the Park. She started the Incubator Center of the Park and studied Business Incubation Management in

the UK and Northern Ireland. 2005-2010, she served as the Director of Software Park Thailand, a semi-government agency under the NSTDA.

Suwipa was also appointed to be the Chief of Judges for the APICTA (Asia Pacific ICT Award) hosted by Thailand in 2006 and 2011, as well as a Judge in APICTA2006-2010 in Macau, Singapore, Indonesia, Australia and Malaysia and was the first President of the Asia-Oceania Software Park Alliance in 2008/9.

Since July 2010, she is Vice President NSTDA and Deputy Executive Director of the Technology Management Center, NSTDA responsible for all business development activities of the Agency

Suwipa has a Master of Arts (International Trade), form the State University of New York at Buffalo, USA, a Master of Business Administration, from the same university, and a Bachelor of Arts (English), form the Thammasat University, Thailand.

Contact:: suwipa@nstda.or.th

About Members



Peter Harman

has started a discussion on Business Acceleration on LinkedIn that found positive resonance. With the aim to invite more business incubation professionals to join that discussion, please find below Peter's article:

Business Acceleration

The 'acceleration' of client businesses in an environment where 'peer-to-peer learning' is actively brokered and facilitated, is not new and has always been a key component of all true business practice business incubation models. Indeed one of the 4 'pillars' of business incubation is "Accelerated Growth".

Likewise, developing and presenting client businesses,

over a finite period, as 'investible', is also an implicit part of true business incubation. The rate of acceleration and the type of potential investor varies from one business incubation environment and individual client to another.

Whilst standalone 'business accelerators' and 'business accelerator programs' are a relatively new phenomenon in the UK and globally, business acceleration in one form or another is, ultimately, the goal of all true business incubation.

True business incubation should be a fully integrated and added value activity and the fact that many standalone 'business accelerators' and 'business accelerator programs', by their very nature, are isolated from the wider needs

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...continued from previous page... of businesses with potential to grow, can be a weakness and leave 'stimulated businesses' exposed and without on-going support for their needs.

One of the key strengths of true business incubation is that it is flexible and is not constrained by too prescriptive definition and, as a consequence, well able to respond to local, national and international drivers over time.

For some, company 'exits' are a measure of success, but for many the focus needs to be on increasing profi-

profitability and the creation of better and sustainable jobs, going well beyond just business survival. Whilst true business incubation is built around a 'philosophy' of a finite period of support and adding value - each case is looked at separately. Any concept of quick and easy solutions - measured in weeks - will have a very limited market or wider impact.

Contact: Peter Harman, p.harman@ukbi.co.uk
SDO Profile: www.spica-directory.net/associations/?id=74
To contribute to the LinkedIn Discussion, please join the International Business Incubation Group

SPICE BÄR: 11th and 12th Meeting

At the 11th SPICE BÄR meeting participants looked back at the "Anniversary celebration" (the tenth meeting) that was attended by international SPICE members and had been combined with visits to Berlin Christmas markets. But with the first meeting in the year



2013 the bears returned to "normal business" and met in "Tokmasa" an enjoyable neighborhood restaurant.



The series of SPICE BÄR group meetings continued in recent weeks with the 12th event in the restaurant „So y Mar“. Spanish cuisine and hospitality contributed to the well-being of participants and the fruitful exchange of latest information about developments in business in business incubation – not only in Berlin.



Services for Members of the SPICE Group Network

SPICE Group members can use a number of services provided through the SPICE Group website (www.spice-group.net). Here some examples:



To send a message to all members use the simple tool the SPICE Group website offers in the PUMBAA section. Log in with your user name and password and select "mailing"



Publish a short article about your activities in business incubation as well as innovation and entrepreneurship support. Just click "Add news" right on top of page <http://www.spice-group.de/actual/> and insert your article.



Have your personal exclusive SPICE email address "@spice-group.net". If you are interested please, contact the SPICE Secretariat: larisa@spice-group.net

...and SPICE Group offers services to **non-members**. Of course, these features also network members can use through the website



Publish information about your conferences, exhibitions, seminars, etc. Visit <http://www.spice-group.de/events> and click on "Add new information" right under the "Events" headline



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Do you want others to know about a publication you consider important? The SPICA Library is the www.spica-directory.net/library/index.php5 Select "add new book" from the menu

And finally...

The first quarter of the year 2013 is over already. There were some interesting activities, but the main load is still to come. For example, the annual conferences on all continents and the "Global Forum" that is held only every other year. We hope to meet you personally at one of the upcoming events and – in any case – hear from you with information about latest achievements and new activities

Heinz Fiedler & Larisa Brovarjska

SPICE Update is the newsletter of SPICE Group. This newsletter is published 4 -6 times per year and regularly is delivered free of charge to members of the network as well as selected partners. Articles for publication are invited and will be published under the name of the author. Although we do our best for making sure that published information is correct we cannot accept responsibility for errors that may occur nor for website links provided. Editor: Heinz Fiedler, SPICE Group, Niedstr. 40, 12159 Berlin, Germany, Email update@spice-group.net