



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



Philippe VANRIE, CEO of EBN
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Let's talk about

1. Networking

2. Incubation

3. Core competences

4. Quality & Impact

5. Entrepreneurs

6. Territories

7. International

8. Eco-clustering

The EBN



Network

a community sharing values, goals & brands



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

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

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

@ A dynamic cluster of **clusters** with 25.000+ **entrepreneurs** within the active portfolio

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

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





A network of course

Networking is a key skill for entrepreneurs & innovators!

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

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

A strange business object developing a series of functions:

- collective reputation builder & roadmapping
- internal quality insurance & external branding
- total benchmarking & resources centre
- intra-community networking & thematic groupings
- idea-lab, and collaborative projects factory
- hub & spoke connecting platform
- business creation & dev + opportunity spotting !





Q-light
Opening Quality Time on Quality Issues

IQ | Innovation & Quality — BIC!
Business Development International — a Best-in-Class BIC

06
15/16/17/18

**RIGHT TOOLS
RIGHT NOW.**



BIC OBSERVATORY 2009
European Business and Innovation Centre Network

The BIC Network in 2008
Facts and Figures

25 years
1984 - 2009

EBN



Incubation, a serious mission



SOLAR
INNOVATION
CAMPUS



SAVOIE
TECHNOLAC





BICs' core business/competences

a standards for Innovation-based Incubators



incubator of new business ideas/models

creator of new innovative start-ups

generator of spin-offs

developer of innovative SME projects

accelerator of growth

Initiator & animator of clusters

proximity connector local/global

multiplier of public policy

networking hub to experts, agents, players, investors...

opportunity spotter, « hands-on » business developer

International bizdev & soft-landing support

Coach & mentor

BICs' supply chain

smart strategy without smart & efficient delivery

Stimulate

Detect

Assess

Select

Plan & modelize

Seed finance

Incubate

Mentor

Cluster

Accelerate

Internationalize





The portrait of a BIC

(part 1)



- **A light and flexible structure** (8 to 12 staff + outsourced experts)
- Predominantly a **public** body, but highly representative of the **private** sector as well! (Legal status: 51% public, 14% mixed private-public, 35 % private)
- **A regional and international “networker”** :
 - Universities, Science Parks and R&D institutions
 - Chambers of Commerce & Regional Development Agencies
 - Large Companies and Investors
 - Public Institutions
- **Highly focused on innovative entrepreneurship, increasingly in:**
 - Energy, Environment and Cleantech
 - ICT, Telecom, Digital content and Mobile Apps
 - Life Sciences and Biotech
 - Mechatronics and Software Apps



The portrait of a BIC

(part 2)



- **Providing added-value services to entrepreneurs:**

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

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

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



Invest in quality

Compliance & benchmarking

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



Invest in quantity !

Measure the impact



180.000 Business Plans developed



75.000 Start-up companies created



150.000 Existing SMEs supported



330.000 Jobs created



B2territories

the place-based theory, the proximity factor



- Serious Gaming at Coventry (entrepreneurial) University
- Birmingham (real SMEs) Photonics Clusters
- Chem2biz basf spin-off incubator in Ludwigshafen
- Biotherapies & bio-marine clustering in Nantes
- Knowledge Dock regeneration in the Docklands
- Creative computer graphics in Darmstadt
- **Cleantech platform in Lahti**
- Software development centre for start-ups in Cork
- SatNav Galileo applications incubated in Liège & Noordwijk
- An IT community of 100+ start ups in Barcelona
- Creativity and electric cars in Sunderland
- Mechatronics in Haute-Savoie, Photovoltaics in Savoie,
- Creative industries in Trolhattan as a response to automotive





Cluster or not cluster ?



**business
incubation
centre**

Noordwijk
managed by BVIT



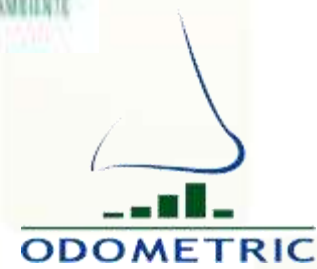


Eco-innovation entrepreneurs' community

Together we can



- **Yes** there are SusDev & Cleantech growing ***start-ups***
- ***BICs & Incubators are concentrated resources*** on areas such as waste management & recycling, energy efficiency, renewables, zero energy buildings, smart grids, biomass, water purification, lighting,
- ***An EBN club of top eco-innovation companies*** with high growth potential (networking, best practices, benchmarking, showcases, partner searches, collaborative projects,...)
- Greenenvironment, Windflip, Solayl, Sunswitch, Tankering, Bioprocess Control, Clean Mobile, Chic green, Enercome, Neuron, Recycla, EnControl, Bioazul
- ***Open clusters to enabling technologies:*** geo-localization, earth observation, risk management, mobility, new materials, digital apps, sensors, ...





SOFT LANDING CLUB

YOUR BOARDING PASS TO INTERNATIONAL BUSINESS SUPPORT AT DIFFERENT GLOBAL LOCATIONS!

INTERNATIONAL BUSINESS

The diagram shows a world map with a central red dot and a grid. Dotted lines with airplane icons represent flight paths connecting this central point to various global regions: NORTH AMERICA, SOUTH AMERICA, AFRICA, MIDDLE EAST, ASIA, and RUSSIA. Each region is marked with a red dot. A clock icon is positioned to the left of the text 'INTERNATIONAL BUSINESS'. At the bottom left of the map area, the website www.ebn.eu/softlanding is listed. At the bottom right, there are logos for 'EUROPE INNOVA' and 'EBN'.



« 360 ° innovation », of course !



European Research Area





Thank you for your attention

European BICs Network (EBN)

Philippe VANRIE

Avenue de Tervuren, 168, B-1150 Brussels

Tel. +32 (0)2 772 89 00

Fax +32 (0)2 772 95 74

pva@ebn.be

www.ebn.eu