

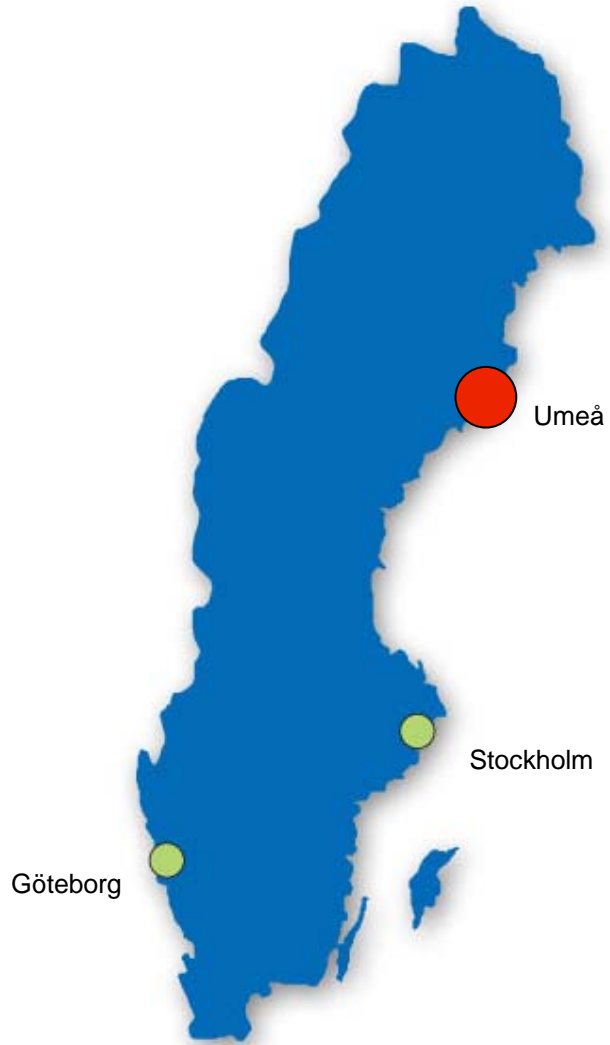


uminova
INNOVATION



Barbro Renkel

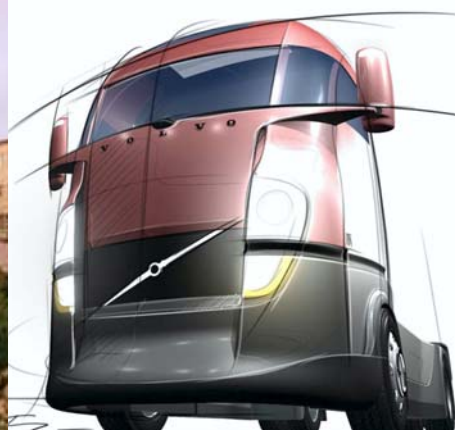
Businesscoach and coordinator



Umeå, Sweden

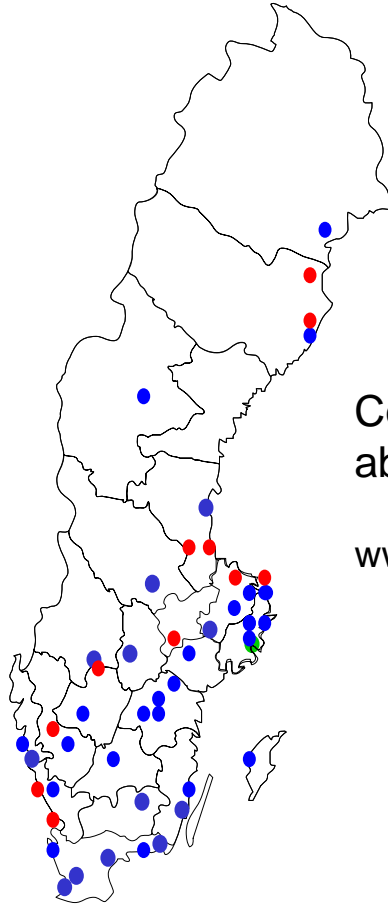








Swedish Incubators & Science Parks



Comprehensive national network with
about 40 members

www.sisp.se

National Incubator & Science Park conference Umeå 22 mars 2007

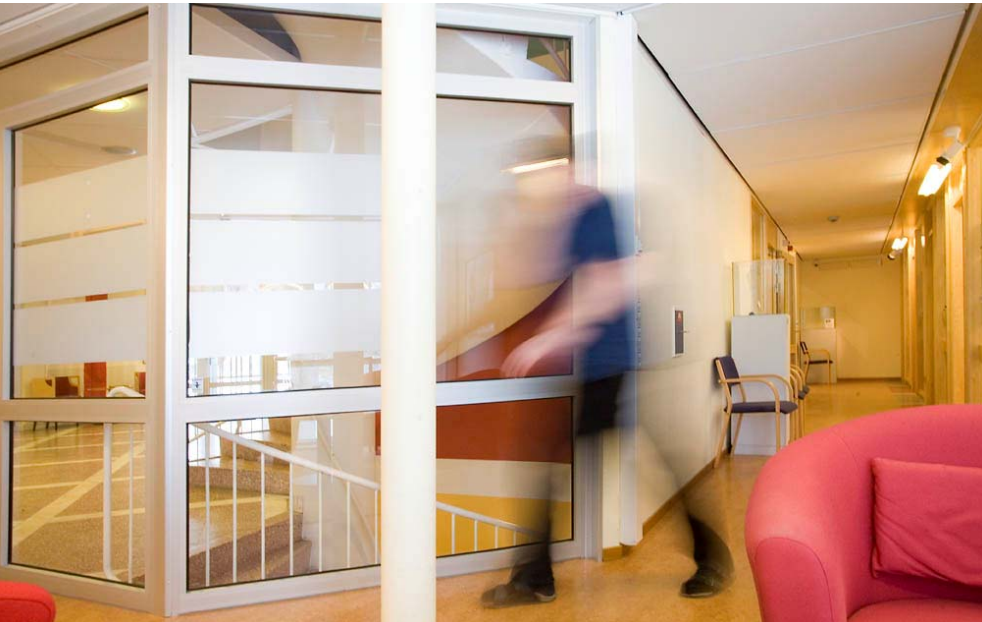






IASP International Association of Science Parks

Uminova Innovation



Welcome to Uminova Innovation



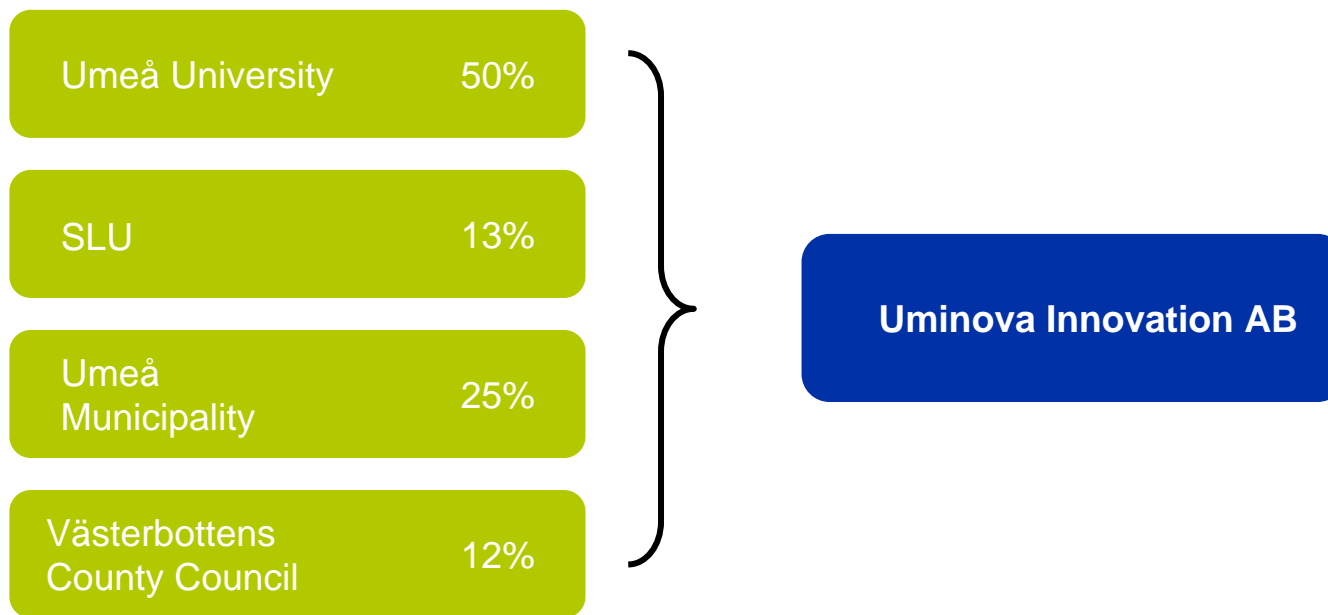
Uminova Innovation's mission is to develop ideas into businesses. We focus on researchers, employees and students at the university, hospital and other research institutes in Umeå. We also work with innovative business ideas from existing companies throughout the region.

Uminova Innovation

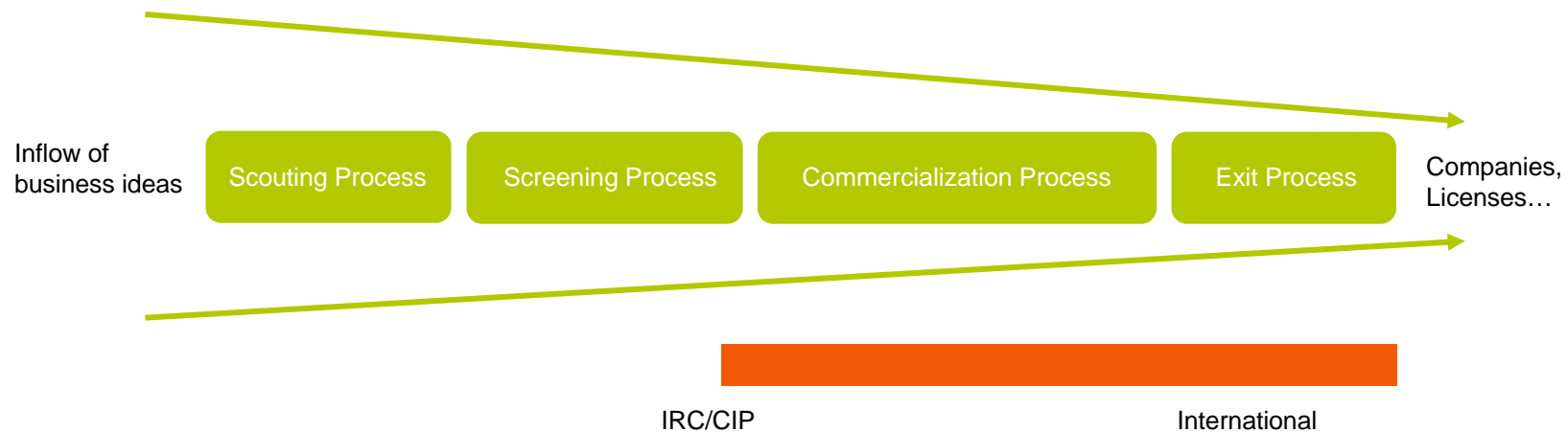


- Started in 2003
- 15 persons
- Focus on innovation development

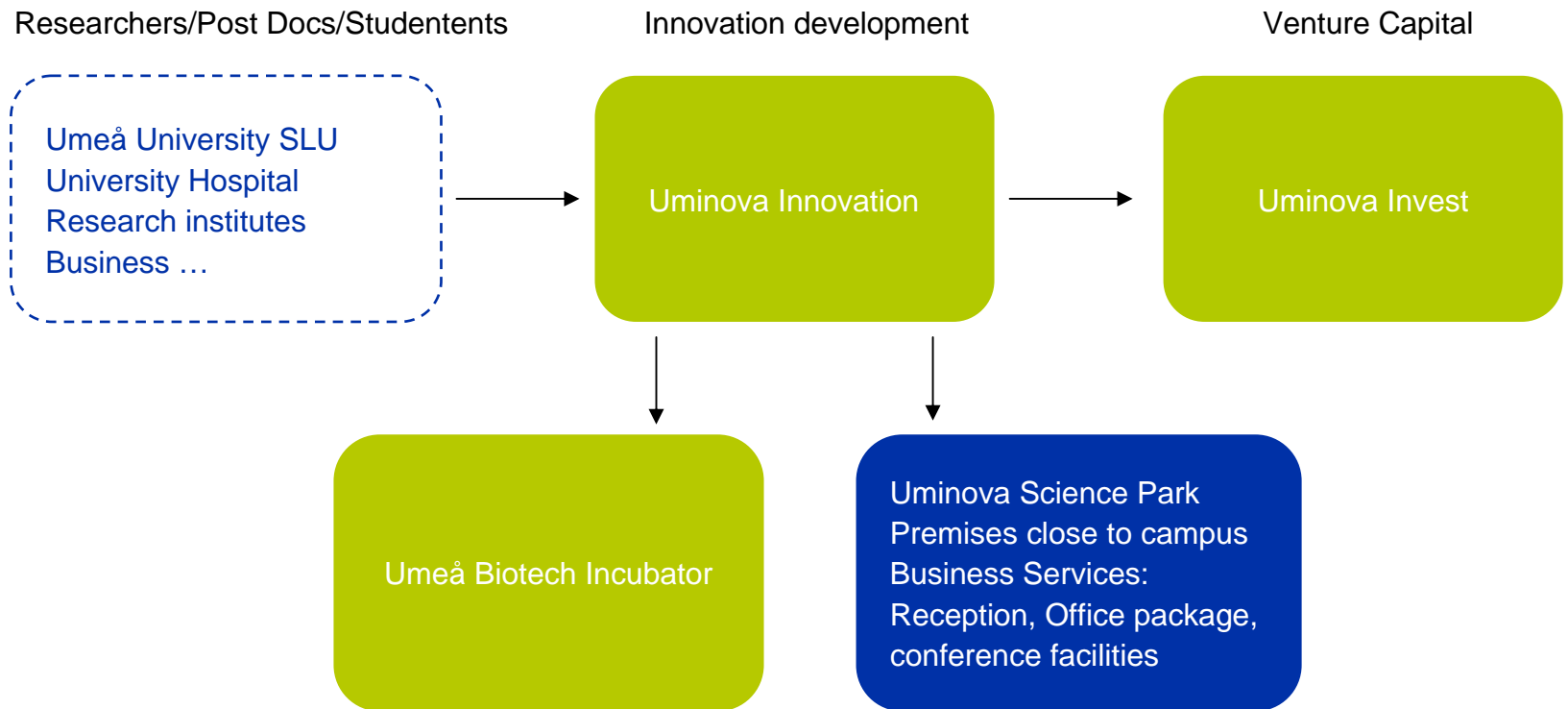
Owners



Uminova Innovation – innovation developement



Commercialization: The role of Uminova Innovation



Uminova Innovation Structured Innovation development process

Screening

Development

Growth

Screening



Innovation lab - Pre-incubator: for business concepts or brand new startup companies

Analysis of feasibility for commercialisation, planning and development of a business plan

Business Coach max 6 months to drive and ensure that the services gain maximum effect

Workplace and infrastructure in Uminova Science Park included

Business development



For startup companies that want to invest in the future

Based on a live business plan, implement product development, financing, sale and team development

Business coaching is included, as well as the opportunity for training and skills development

Opportunity to rent premises in the incubator

Growth phase



For companies with growth ambitions

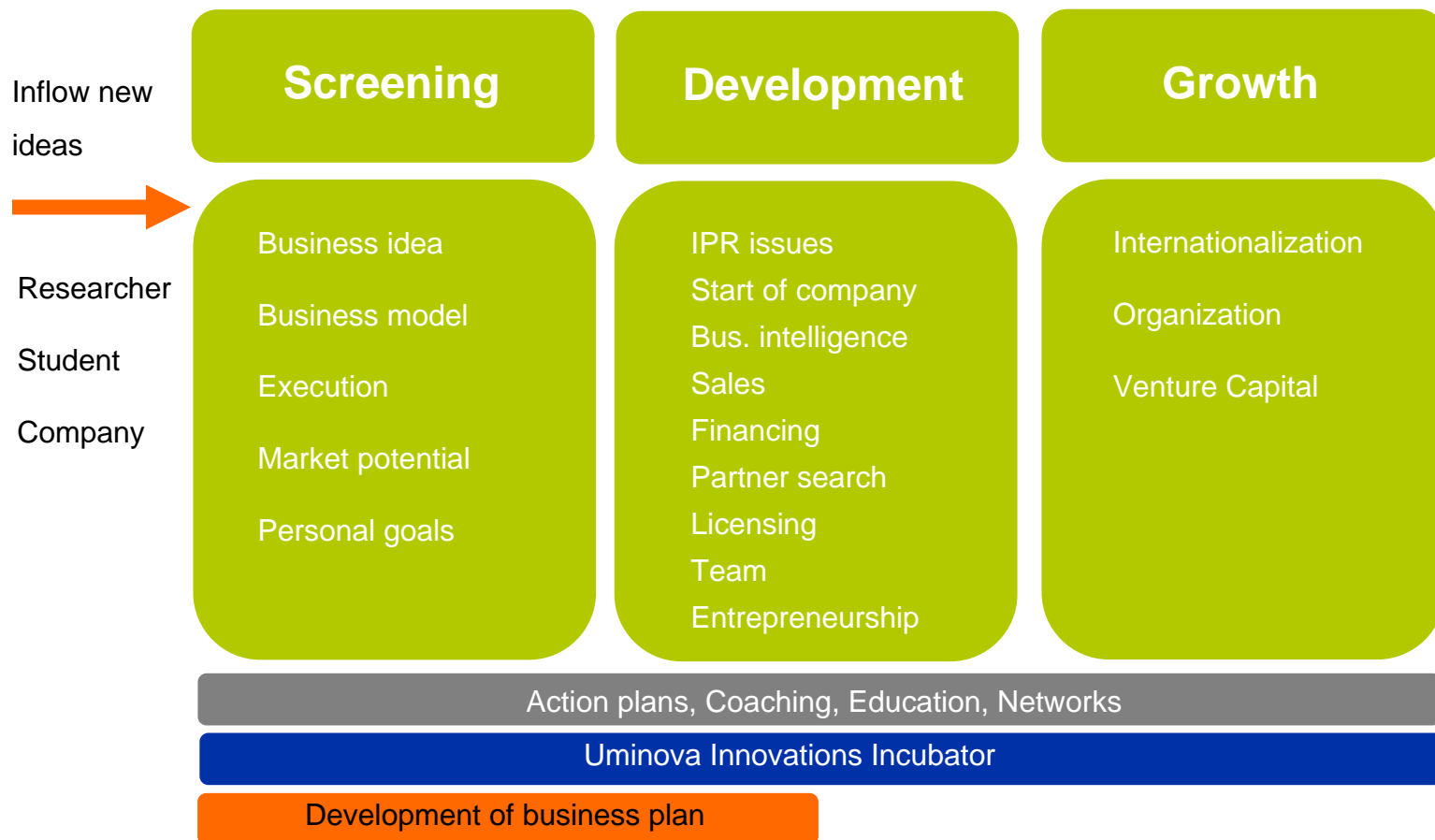
Based on a live business plan, implement a focused and systematic process to achieve growth faster

Business Coach, ½ -1 day per week for 12-18 months to drive and ensure that services gain maximum effect

Opportunity to rent premises in the incubator

Create interfaces with venture capitalists

Structured Innovation development process



Requirements for accept in physical and virtual incubator



- People or Person behind the idea
- Based on knowledge with great commercial potential
- Unique
- Execution
- Growth potential

Results

Results	2006	2005	2004	2003
Inflow of business ideas	201	178	248	110
Seed financing	20	19	11	16
Patent applications	6	5	3	6
New companies	45	35	24	15
Licence & partner	17	12	7	8
Venture Capital (mSkr)	28,3	24,1		

Inflow Uminova Innovation 2003-2006

Inflow

- Students 44%
- Researcher 39%
- Companies 17%

Type

- Product 70%
- Service 30%

Related to owners

- Umu 70%
- SLU 5%
- VLL 10%
- U-K 2%
- Bus. 13%

Finansiering

Different actors in the Umeå Innovation system

The County Administrative board of Västerbotten – Innovation check, Seed financing
Innovation Bridge Umeå AB – verifying money/grants, loans, convertibles, venture capital

Uminova Invest AB – Venture Capital

Acra Invest – Venture Capital

Emano AB – Venture Capital

ALMI Företagspartner Västerbotten AB – Innovation loan

Norrlandsfonden – Innovation loan

Connect – Springboard, business angels

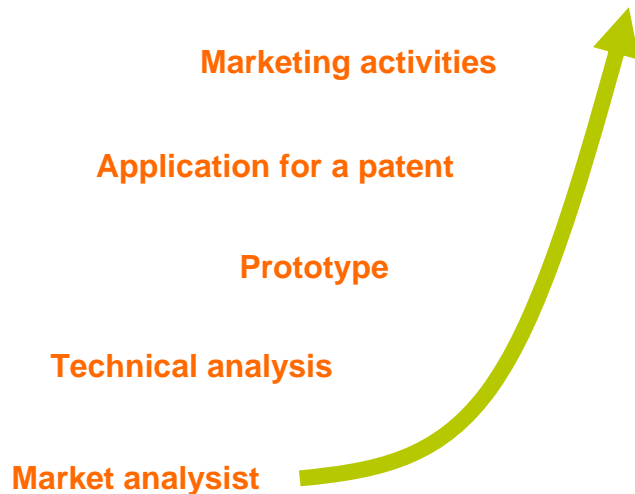
Industrifonden – Venture Capital

Vinnova – verifying money/grants

Nutek – money/grants for product development

Innovation check

– gathering knowledge during the early stage



- The money is maximum 50% of 100 000 SEK, the rest can be balanced with own work (175 Sek/hour) even though verified
- Project plan – time, activities and costs
- Promissory note – terms of grant
- Every application is considered individually, and a decision is made – based on its qualifications – by the County Administrative board of Västerbotten

Incubator



Ex. education and seminars for incubator companies



- Sales training
- Presentation training
- Effective market communication (branding)
- How to protect software
- Entrepreneurship
- IPR
- Working with a board and advisory board
- Idea processes
- Naming – think of this when naming your company
- Misc: bookkeeping, insurance, type of company inc or something else

The Entrepreneurship and New Business Development Programme



Programme Content

- Develop your own business plan & entrepreneurship
- Workshops
- Coaching
- New business skill and network
- Possibility to come to Uminova Innovations Incubator

Workshops 2007

1	Kick-off – Information, presentation, business & entrepreneurship	6 February
2	Business plan I and business model	26 February - Coach
3	Practical economy and budget	12 Mars
4	Business plan II and business skill	28 Mars - Coach
5	Marketing and sales	12 April
6	Intellectual property law/presentation-half time	23 April
7	Financing & growth process	9 May - Coach
8	Conclusion - presentation of business plan	31 May "scholarship"

Scholarship 2006



Scholarship 2005



Summery statistics

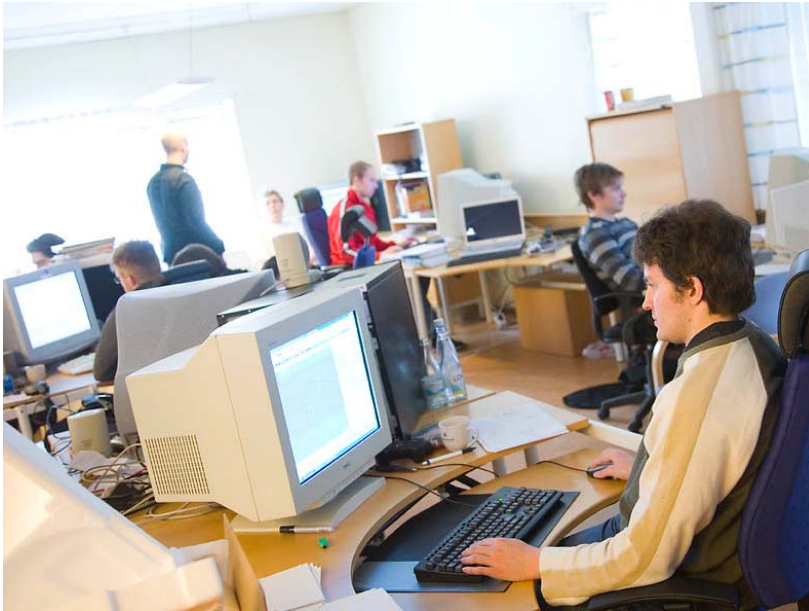


Percent its of ENP percipients that start up a business: 54 %

Students	50 %
Ph.D	10 %
Teachers	28 %
Other	12 %

Women	20%
Man	80%

Summer entrepreneur program



The purpose is that a student can try to be an entrepreneur during the summer.

The ambition is that the student will continue with their own company

The purpose is also that university will build relations with the industry.



venture
cup

Contributes to inflow of ideas to Uminova Innovation

Our challenges



Always offer the best development environment for the best entrepreneurs

Coaching methods and tools that "make the difference"

Attract and retain highly skilled business coaches

Continued focus

Maintain positive collaboration with research institutes



Thank You!