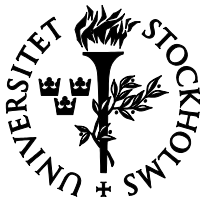


Swedish Export Trade Council, Embassy of Sweden and LIAA,
Seminar "Successful operation of Science Incubators and their role
in regional development", RIGA, June 7, 2007

Successful and sustainable science incubators. Swedish experiences.



Professor Staffan Gullander
Staffan@Gullander.se

SG Background

- University of Stockholm: Teaching, researching, participating in commercialisation
- Gate2Growth Incubator Forum, Pilot
- Sinus
- Industry experience: 20 years (Atlas Copco etc. Corporate venturing, BA)

Focus on incubators

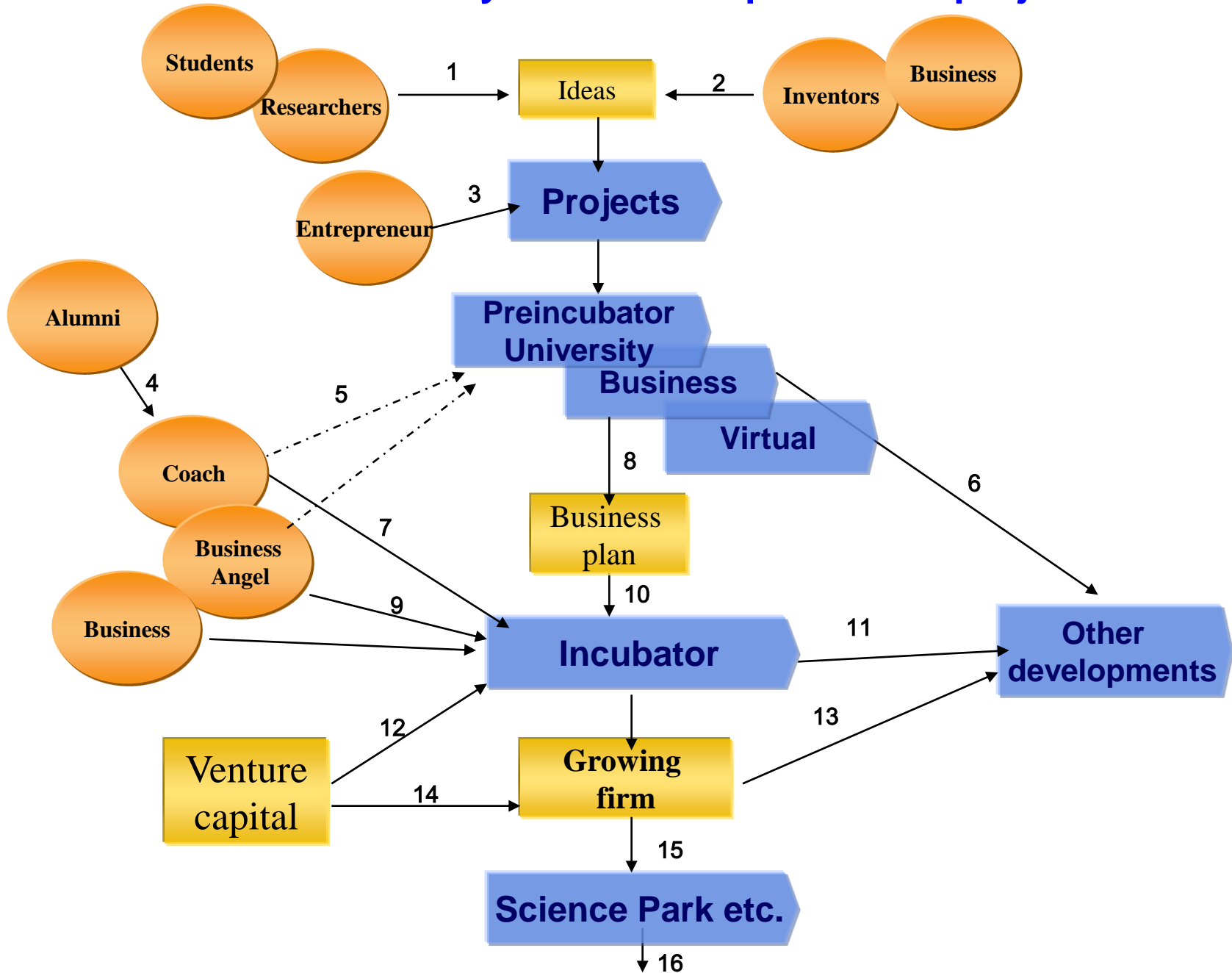
(university related – knowledge intensive incubatees)

- Deal flow – how to secure a good inflow of incubatees?
- Image building – champions & clusters
- Virtual incubators
- Cooperation among incubators

Holistic conceptual framework –
independent of focus you will deal with all
important aspects (almost)!

Framework of innovation system

Innovation system: Development of a project



Main sources of inflow

- Student
- Researchers (univ.)
- Inventors (independent)
- Business
- Others

Students

- Regular and executives course participants
- Competitions (Venture cup & others)
- Student arranged events (Excitera)
- Professors engaged in workshops etc.

Researchers (univ.)

- Holding Cos. Meetings held by the Holding co. Scouting.
- Programs, workshops etc. held for researchers to stimulate commercialisation
- Professors engaged in workshops etc.

Inventors (independent)

- Uppfinnarföreningen
- Via Vinnova, Nutek, Almi, Innovationsbron

Business

- Corporations spin-out non-core projects to incubators
- IBM-case

IBM-case

- IBM announced Dec. 2005 a new Licensing Program
- Startups related to VCs receive access to IBM's entire patent portfolio on simplified terms
- More than 40,000 patents
- Also allows startups opportunity to partner with IBM's inventor community to access the technology behind the patents

IBM-model applied to the University

- Let researchers/students exploit the University patent portfolio (even if not so large!)
- Collaboration with BAs
- Phenomena presence: US, Europe,...
- The Entrepreneurial University!

Others

- **Preincubators and virtual incubators**
- **Serial entrepreneurs**
- **Risk Capital Association**
- **BANs, Business Angels**
- **VCs (Industrifonden etc.)**

OBS International too!

- **Matchmakers: Seed Forum, Connects, EASY**
- **Coaches, mentors**
- **Accounting firms, banks**
- **University Alumnis**
- **Government Agencies (Nutek, Vinnova etc.)**
- **Networking with other incubators (Technopol, SINUS, etc.)**
- **Soft Landings – Invest in Sweden Agency, UKTI potential**

Objective

- To facilitate the cooperation between SMEs and incubatees in the Baltic Sea region
- To develop tools for company cooperation and development



The Sinus project area

SINUS project

PR & Communication

Image bulding

PR & Communication- experiences from Adlershof Science Park, Berlin

- Visit incubatees regularly and try to identify interesting potential stories
- Assist the incubatees to communicate what they are doing – 3 pressreleases per incubatee, year
- Stress the human dimension in the story
- Cooperate among Science Parks in media management

Champions and Clusters!!

Cambridge High Tech Cluster Study

University of Cambridge's Centre for Entrepreneurial Learning research looking at the impact of entrepreneurial individuals in the Cambridge high-technology cluster.

Figure 1 - The hi-tech start-ups associated with the Cambridge University

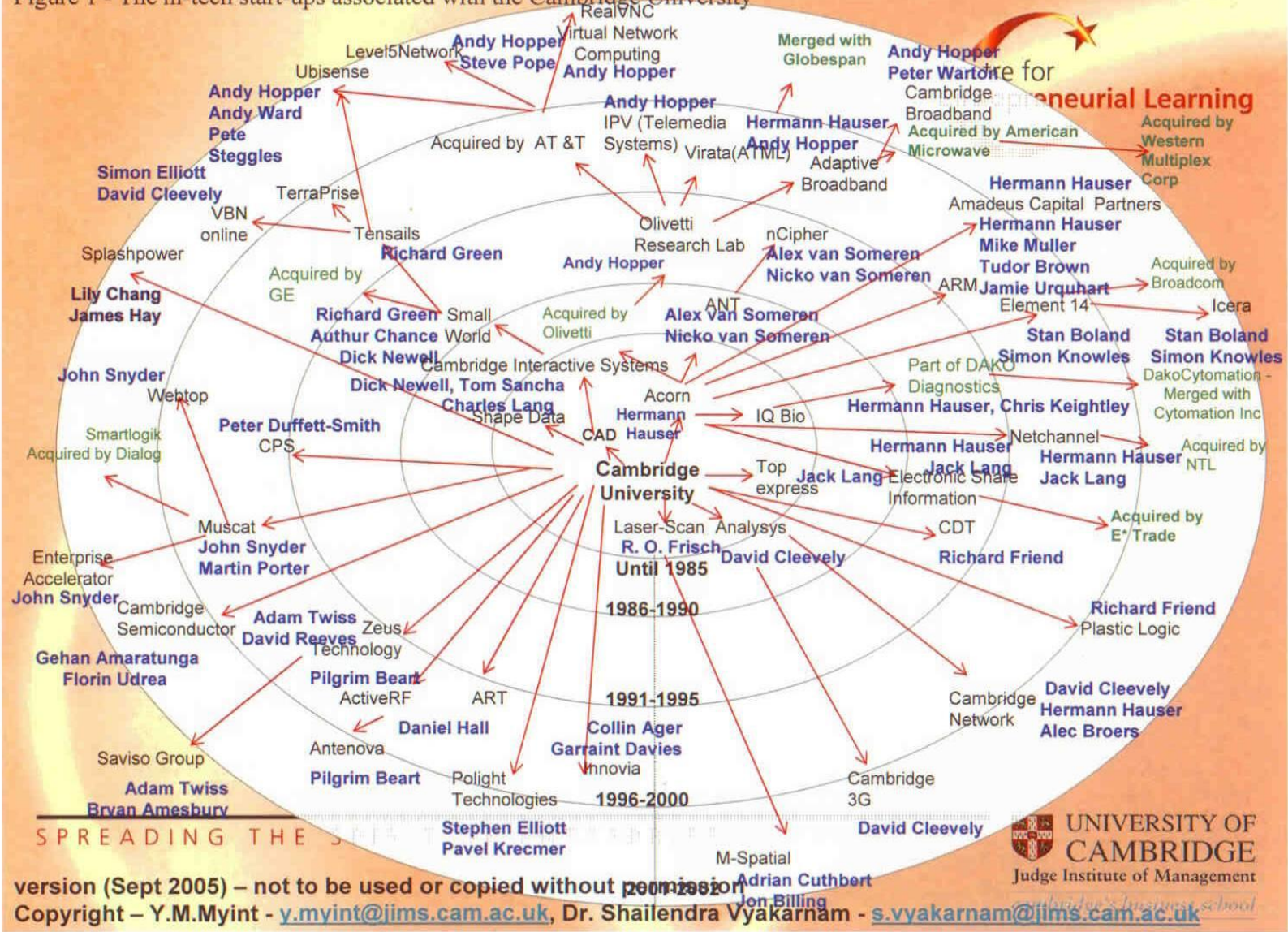
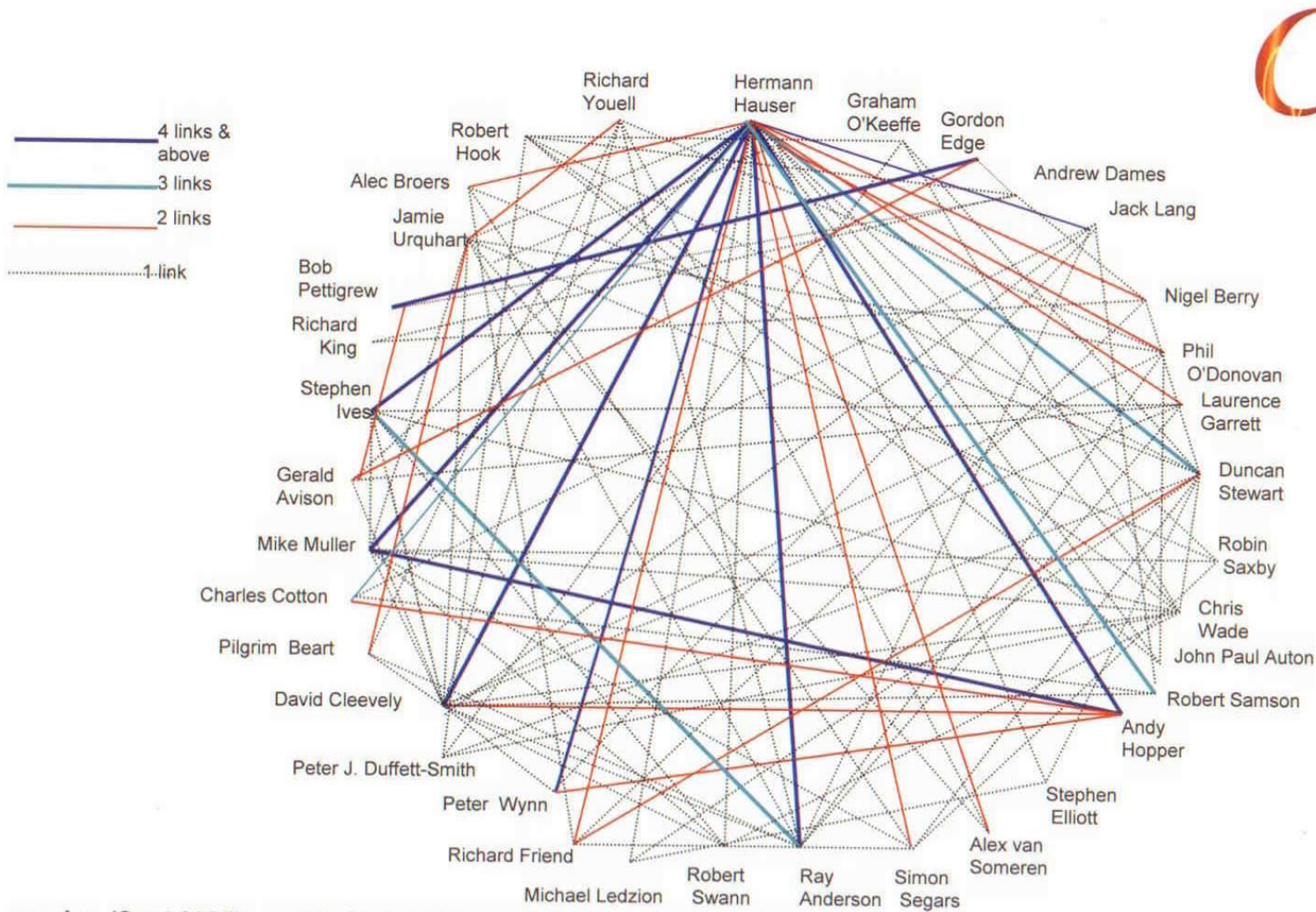


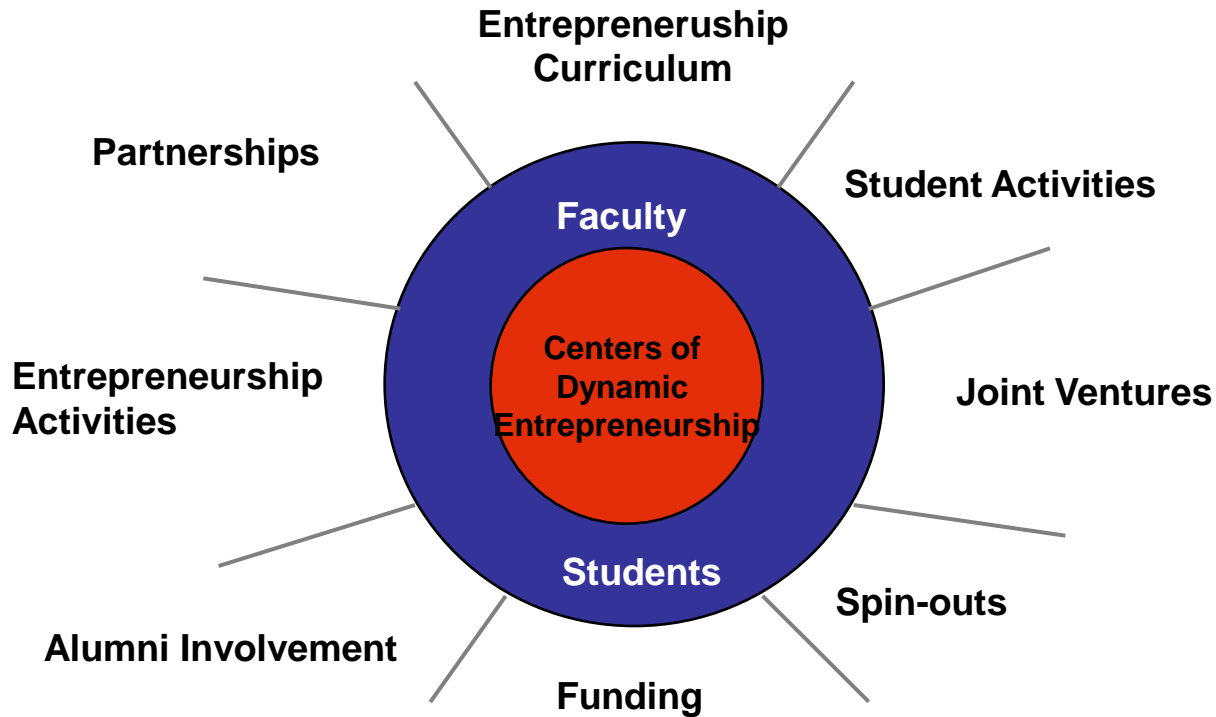
Figure 5(a) – Structural and relational social capital in the hi-tech cluster



version (Sept 2005) – not to be used or copied without permission

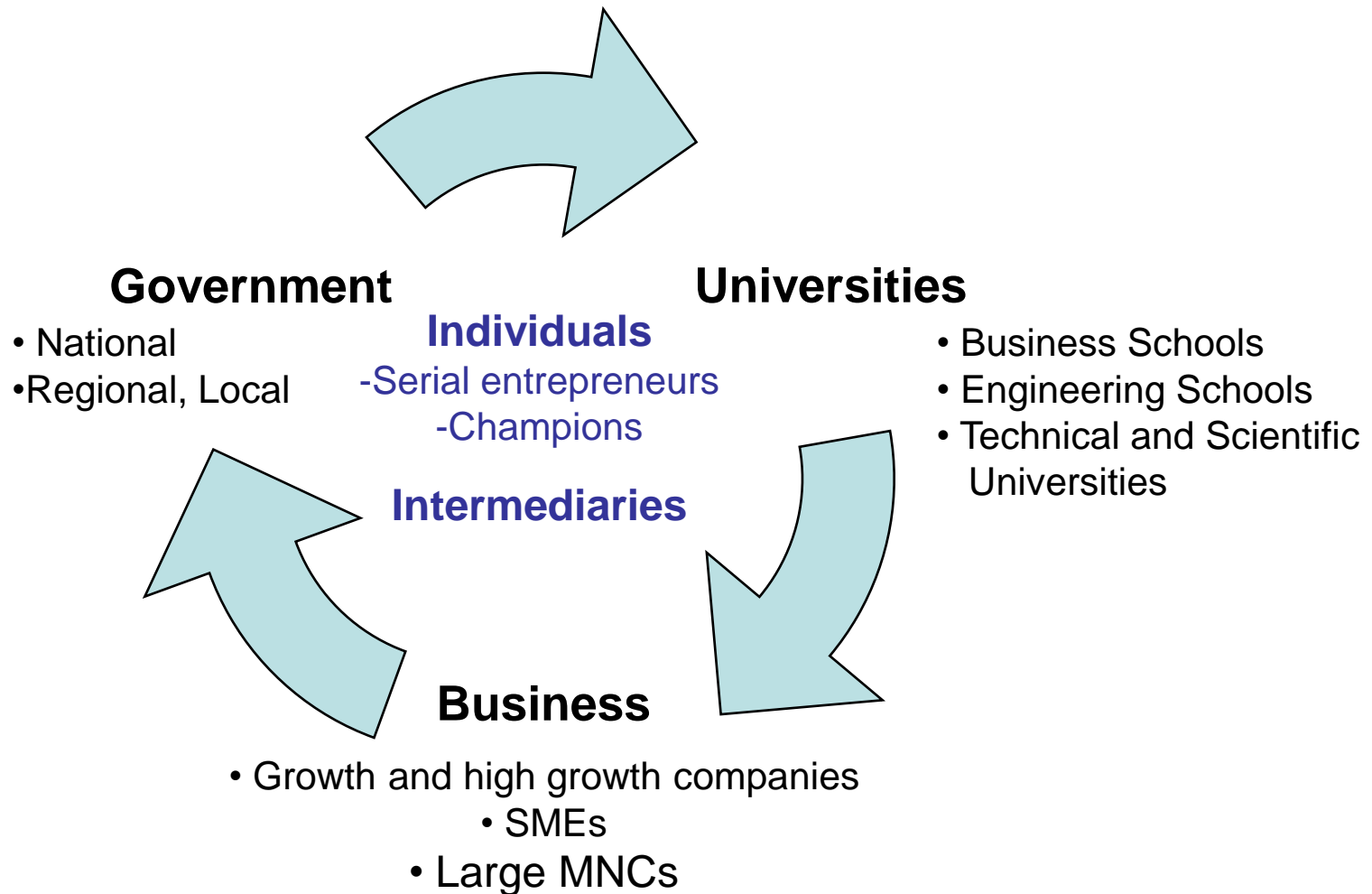
Copyright – Y.M.Myint - y.myint@jims.cam.ac.uk, Dr. Shailendra Vyakarnam - s.vyakarnam@jims.cam.ac.uk

Universities as Entrepreneurial Hubs



Entrepreneurial Eco-system

Triple Helix - Etzkowitz



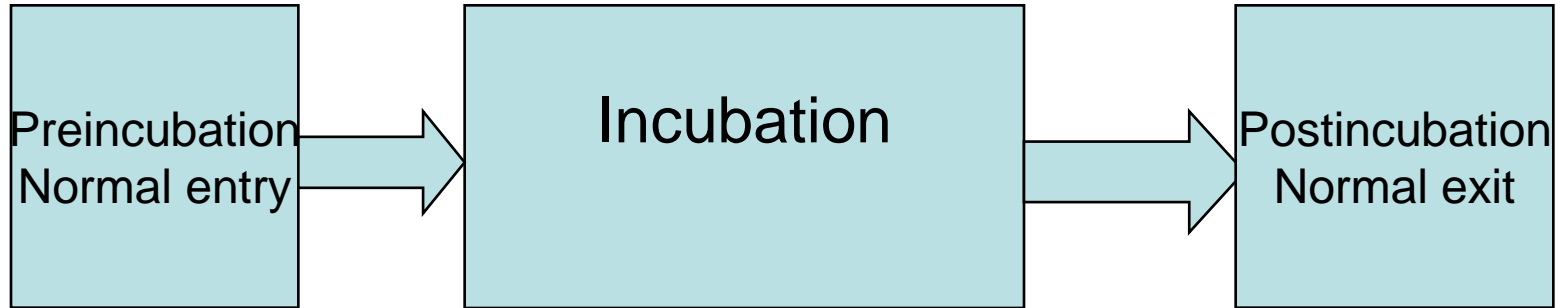
Virtual incubators

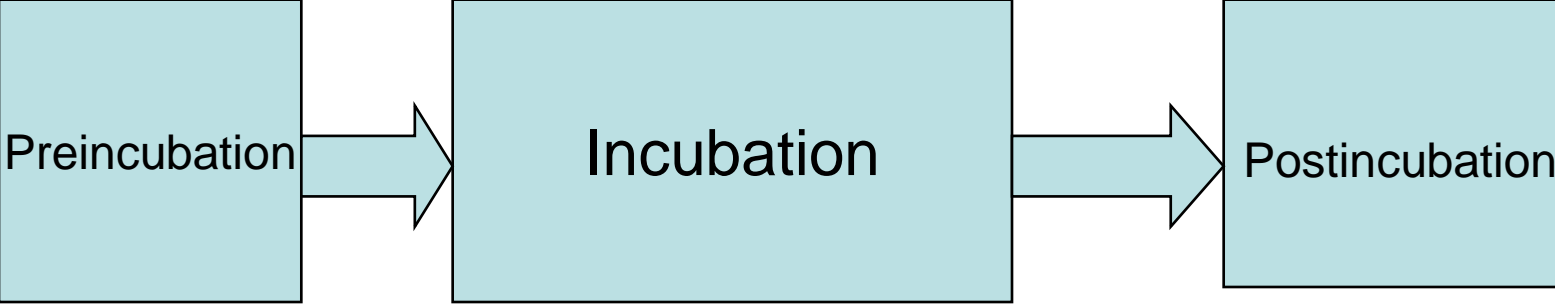
Definition

- According to a handbook on incubation (Enterprise Ireland, 2005):

“The role of virtual incubation is to facilitate companies who want to avail themselves of business support services within the incubator, but do not wish to locate there”.

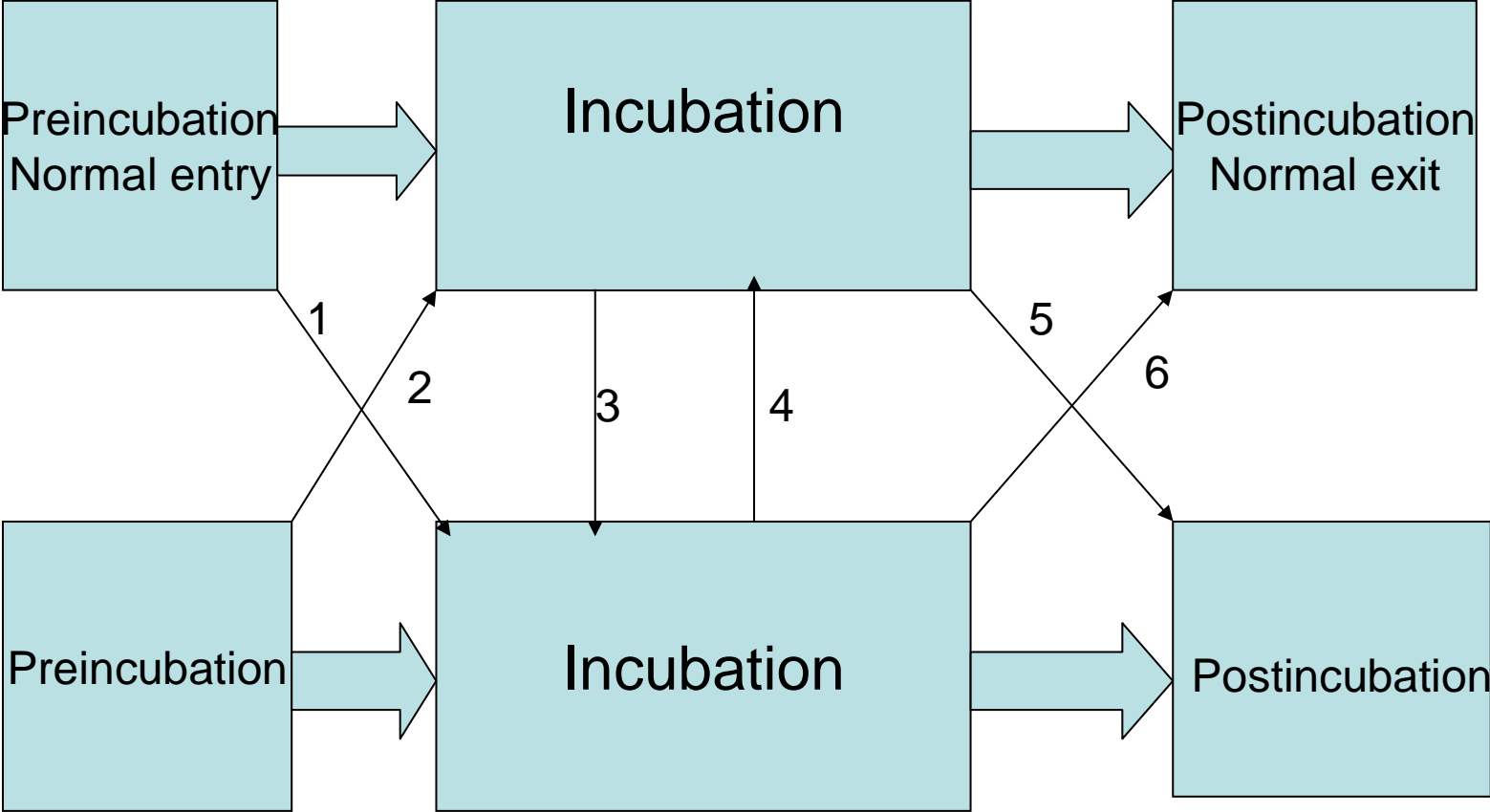
Physical Incubator





Virtual incubator

Physical Incubator



Virtual incubator

CONCLUSIONS

(virtual incubators)

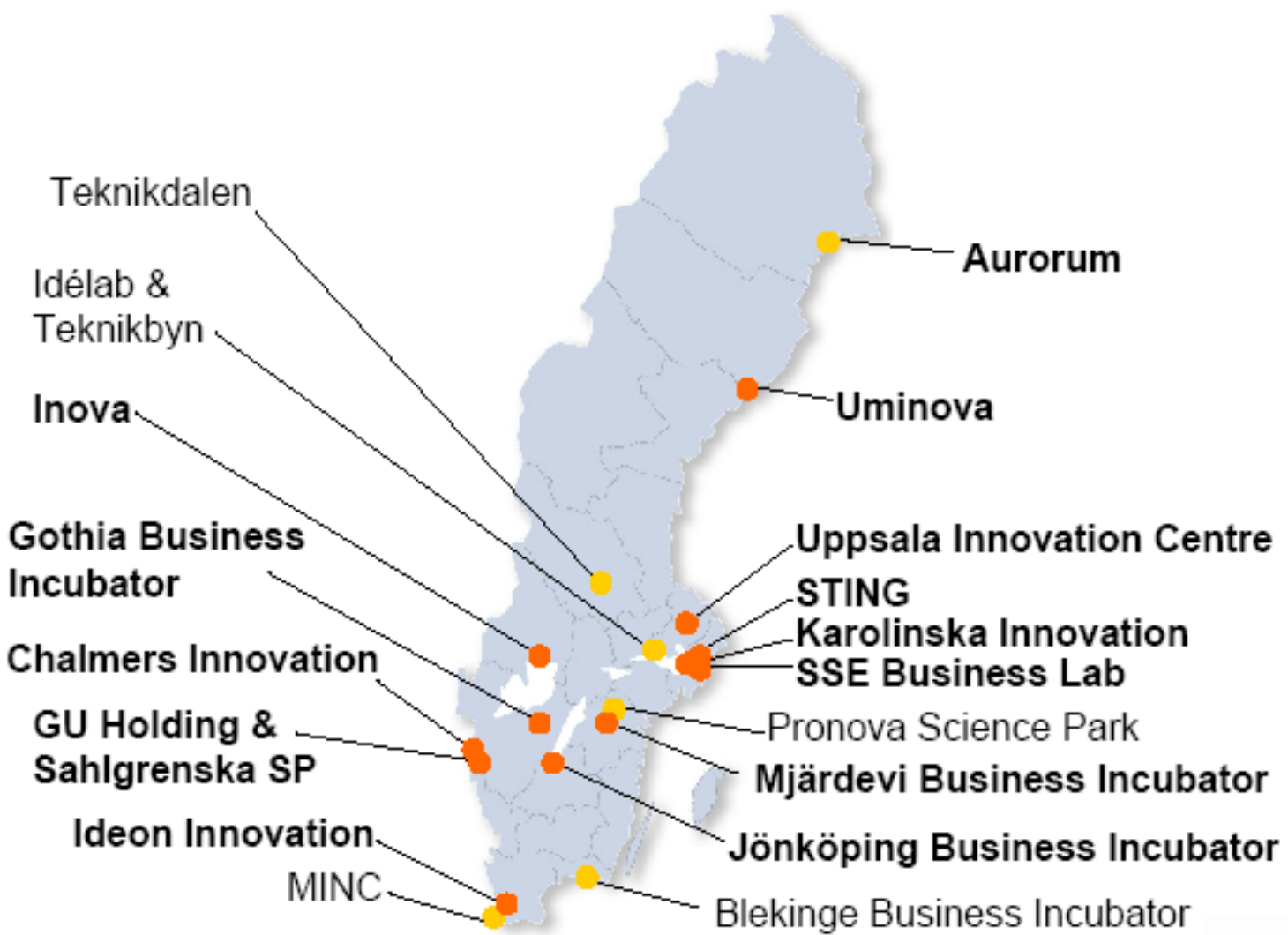
- We see that virtual incubators have an important role in incubation.
- Saving cost of physical space
- Facilitate achieving economies of scale and scope and critical mass to a related real incubator.
- Complementary solutions with strong mutual synergies.

Cooperation & networking between incubators

Networks at local, national, EU and global level

- Stockholm-network (S-5 certified: Mälardalen, KTH, STING, Ideagenten, Gotland)
- Yrke (F), Vinnucubator (S), Technopolis (F), IQube Franchising(S), Oxford Innovation (UK)
- Bilateral cross-border, 6-packs, ONLI, Gate2Growth

The National Incubator program



Finnish Technopolis network

- Technopolis Ventures JSP Oy (earlier Jyväskylä Science Park),
- Technopolis Ventures Kareltek Oy (earlier Teknologiakeskus Kareltek Oy),
- Technopolis Ventures Oulutech Oy (earlier Oulutech Oy)
- Technopolis Ventures Oy

- Technopolis Ventures, owner of the above incubators, is a private company owned by listed company Technopolis, that operates science parks and expands both domestically and internationally

IQuebe incubator in Sweden

- franchising.
- new operation in the city of Uppsala, about 80 km north Stockholm.
- guru, Johan Stael von Holstein,
- mixtures of ideas of people and ideas from all fields and requires normally an equity-share in the incubatees.

Gate2Growth Incubator Forum

- 130 Managers of technology incubators
- 28 countries represented
- UK, Italy, Germany and Sweden best represented



Driving forces in network-cooperation to achieve improved efficiency

- economies of scale
- economies of scope
- critical mass

- Operational examples
- Strategic examples

Operational

- joint web-portal
- contracts with tenants: rental conditions, service offers
- joint processes in entry process
- joint mentoring recruitment and use of pool
- joint development and use of BA and VC networks, attraction to investors (own events)
- joint virtual incubators

Strategic

- image, branding
- own investment fund
- clustering/specialisation in specific areas:
core competence, "outsourcing of rest"-
argument

Learning points

- Deal flow – how to secure a good inflow of incubatees?
- Image building – champions & clusters
- Virtual incubators
- Cooperation among incubators

All in an international embedding!

Thank you!