



News



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Invitation!

We are now heading towards our final conference (to be held in Delft on 19th June) and we invite you to join us. Here, we will share the lessons learnt for setting up effective cleantech incubators and will put some of the highlights into the spotlight including, the Launchlab of YES!Delft incubator, the Rubic Logic Center in Gödöllő and the Sustainable Skills Centre in Peterborough.

The CIE project will conclude by publishing a handbook that showcases the recipes for successful cleantech incubation, 'Cleantech Incubation: Policy and Practices', which will be presented and distributed at the final conference.

Event programme

8.30 Welcome from Mayor of Delft and Vice-president TU Delft

10:00 Presentation of Delft/Rotterdam cleantech cluster including keynote speaker, Meiny Prins

13:15 Handbook presentation

14:15 Presentation of Rubic Logic Center in Gödöllő and the Sustainable Skills Centre in Peterborough

15:30 Drinks

We look forward to sharing our findings and best practice with European policy makers, investors, companies, entrepreneurs, scientists, engineers and innovators - and we invite you to join us on 19th June. Book your free place at www.cleantechincubation.eu

In this newsletter you can read a review of our most recent seminar held in Essonne, France, where we met Incuballiance and their entrepreneurs, and an expert opinion from our guest writer Kristine Garde, head of cleantech innovation at Scion DTU.

We look forward to hearing your feedback and comments so please get in touch, and don't forget to register for our final seminar and handbook presentation in Delft – book your free place [here](#).

TRAIN OF BEST PRACTICES...SO FAR!

By Pauline van der Vorm

Delft learned from the Helsinki examples about how to establish a pre-incubation programme (we called it 'Launchlab'), then Peterborough learned from Delft's examples. So, who's next...?

So far, good practices have been transferred to the Delft incubator and the city of Peterborough. In addition, project partners from the Turin incubator and the Szent Istvan University in Hungary are in the preparatory phase, collecting information on good practices to transfer. Inspired by a visit to the start-up Sauna in Finland that took place within the framework of the CIE project, the project partners of YES!Delft incubator have started to establish a pre-incubation programme in Delft called LaunchLab which is also based on the Lean start-up concept. With the help of this pre-incubation facility, start-ups that are not quite ready to become SMEs are enrolled in a 12-week programme

where they test their ideas with potential customers.

The management of Opportunity Peterborough, the city's economic development company, visited Delft, in order to see the YES!Delft incubator, BioProcess Facility Delft and RDM campus Innovation Dock. As a follow-up, Opportunity Peterborough has mobilised local stakeholders towards including incubation facilities into the funding priorities of the new local development strategy. The good practice transfer was encouraged due to the high aspirations of the city of Peterborough, which is also aiming to become a smart city and recently won a competition to be one of the UK Government's Future City Demonstrators. The policy environment is therefore conducive to incorporating the cleantech incubation good practices into the city's development plan. Being part of the CIE project enabled the

Peterborough partners to consider building a cleantech incubation facility in their region.

Following-up on the Essonne seminar, where the Scion DTU Copenhagen Cleantech cluster was presented as a good practice case, the project partners from the Turin incubator highlighted how inspiring the Danish incubator was to them. They were particularly interested to learn how to incorporate the triple helix collaboration into the testing and demonstration facilities in Turin.

The YES!Delft incubator is researching the options on how to help Szent Istvan University establish their own cleantech incubator and the Hungarian partner has identified the Delft incubator as the source of good practice inspiration for setting up their own incubator.

Where will the train of CIE best practice lead to next?!

HIGH ACCLAIM FOR CIE SEMINAR IN ESSONNE

The Essonne partners of the Cleantech Incubation Europe (CIE) project have received high praise for the international event they jointly hosted which highlighted the most efficient policies for supporting and enhancing cleantech incubators. The French team is comprised of Essonne General Council, NOVA GREEN and ENSTA ParisTech and together form one of the six partner countries involved in this three-year INTERREG IVC funded project.

The event, which attracted more than 70 delegates, took place at the Paris-Saclay campus at the end of November last year, and brought together an international audience

of businesses, academics and those involved in facilitating cleantech incubators – business growth hubs designed to nurture and support new and young companies. The Essonne team delivered a packed agenda of presentations which identified where improvements can be made and how Europe's cleantech sector can be further enhanced by implementing the right policies, and has received high praise from delegates and the project's lead partner.

Pauline van der Vorm, project manager at TU Delft and CIE programme lead, said: "We thoroughly enjoyed the event in Essonne which was the penultimate conference in the CIE series. The event

was very well organised and we learnt a great deal about programmes and policies which are boosting cleantech entrepreneurship: technology transfer systems, incubator coaching, Climate KIC France programme, pilot testing projects and student entrepreneurship.

"We look forward to drawing all of this knowledge together and sharing the full findings of the project at the final event in Delft on 19th June 2014. There, we'll launch the final output of the project, a best practice handbook which will be a great way for policy makers to easily find inspiration when writing new policies to improve the conditions for growth in the cleantech sector."



Best practice handbook to be unveiled at final CIE summit in Delft

A handbook containing the findings and best practice collated during the course of the Cleantech Incubation Europe (CIE) project is to be launched at a free conference in The Netherlands on 19th June. The event and handbook combine to form the finale of the three-year CIE project, an INTERREG IVC funded programme comprised of partners from six European countries which aims to improve the conditions for growth in the clean technology sector.

The conference will take place at Lijm & Cultuur in Delft and will include a presentation from entrepreneur and 2009 Business Woman of the Year, Meiny Prins, as well as views from a panel of industry speakers who will showcase the lessons learned during

the project and how they have been implemented in cleantech incubators throughout Europe. Anyone working in the public, private or academic sectors with an interest in clean technology and the policies surrounding business incubation is invited to attend.

Pauline van der Vorm, project manager at TU Delft and CIE programme lead, said: "The City of Delft and Delft University of Technology are delighted to jointly host the final event of the CIE project and we look forward to bringing together policy makers, incubator managers, academics and environmental businesses from across Europe to share the project's findings. The CIE project is designed to stimulate growth in the cleantech sector, so we're keen to showcase the

best practice we've gathered to inform policy makers and further support their work."

Together, TU Delft and the City of Delft are the lead partner for the CIE project, with partners from five other EU countries: Finland, Hungary, Italy, France and the United Kingdom.

Attendance at the event is free but delegate registration is compulsory. To register your participation and for the full agenda, **please click here.**



Meiny Prins

GUEST EXPERT: OPINION PIECE

How to raise the bar for green business development?



By Kristine Garde
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To enable a successful transition to a green society it's critical to have a supportive and inspiring environment for hatching and nursing cleantech start-ups to develop and grow sustainable companies with an eye for green solutions of tomorrow. But what does it take to create such an environment?

The answer is naturally complex, but based on our substantial experience with incubation, start-ups and business development, we believe it consists of:

- Clear political goals and focus
- Facilities for prototyping and test and demo facilities
- Funding
- Combined product and business development with focus on the market

Political ambitions

For the Danish cleantech incubators it has been extremely important that the local government set ambitious goals for Denmark to be free of fossil fuels by 2050, followed by the "Energy Strategy 2050". This plan has more than 90% political commitment in the Danish

parliament, making long-term planning and execution on how to develop and implement new solutions possible. This goal has also forced the cities into action, and Copenhagen has declared that it will be the world's first carbon neutral capital by 2025.

Together with political agreement and the willingness to execute, funding has also found its way, which is a serious driver for cleantech innovation in triple helix collaboration between universities, companies and cities. In this constellation an extensive range of test and demonstration facilities plays a vital part when it comes to innovating, developing and deploying the cleantech solutions of tomorrow. As a result of this a mature test and demonstration landscape has evolved in Denmark.

Facilities and coordination in demand

Emphasis on test and demonstration facilities doesn't come out of the blue. Reports show that test and demonstration of products are the highest priority of Danish cleantech companies in order to keep product development and commercialisation on track. Furthermore, companies point out that there is a need for more facilities and a strong framework that can accommodate the increasing demand for facilities where tested or demonstrated products become part of a larger system. Particularly for start-ups and SME's, this increasing demand is a costly affair. Given the complex process of knowledge sharing and relationship building between companies, customers and institutions, strong foundations for networks and partnerships are crucial for the output.

Developing and mapping state-of-the-art facilities

Copenhagen Cleantech Cluster addresses this issue by focusing on new test and demonstration facilities and by enabling better access to the growing amount of facilities in Denmark. The facilitation is put into action by the web portal www.cleantechfacilitator.com which is developed and managed by the science and technology park, Scion DTU. The portal is mapping Danish cleantech test and demonstration facilities and connects providers with cleantech companies. In addition a network for providers and users of test

and demonstration facilities is built for closer relations and smarter solutions for facilities in Denmark.

Customised help for green start-ups

The effort to strengthen test and demonstration opportunities for start-ups has been accelerated by the cleantech incubator, The Green Entrepreneur House, where technology and business development is going hand in hand. The house is placed at the Risø campus of the Technical University of Denmark with access to world class test and demonstration facilities, and DTU's competencies in cleantech.

A strong in-house management team eases access to the university facilities and knowledge for the start-ups, and facilitates collaboration with other companies and cities.

This network of knowledge and relations is a major asset for green start-ups, and assists them in getting closer to the customer and the market at an early stage. This can be a matter of life and death for the start-up when the lengthy investment time and high cost for developing cleantech solutions is taken into consideration.

CIE IN THE PRESS!

Our CIE project has recently featured in The New York Times!

Read the full article here.



ECOLUMIERE: THE FUTURE OF LIGHTING

In autumn last year Ecolumiere, an I3P start-up based in Turin, was awarded the Italian National Innovation Award for the category "cleantech" for its special new LED device. The new device will provide a power saving of about 40% with respect to traditional LEDs, by using a modulation of emission of light taking into account the light actually present in the environment and the optical communication among the devices themselves.

The Ecolumiere start-up aims to develop and commercialise a new line of LED lighting devices that guarantee

a power saving by an automatic modulation of light emission, as a function of the actual present light (either natural or artificial). Several devices will coordinate among themselves by communicating with each other through a proprietary optical protocol.

There are currently no LED lighting solutions on the market that integrate automatic control systems for light emission without expensive installation operations and many external sensors.

The regulation and tuning will be completely automatic without the

necessity of any interaction by an operator on switches or dimmers and will guarantee a saving of 4050% compared to traditional LEDs and a 7075% saving compared to so called "saving lamps" (or fluorescent lamps).

The first product launched on the market will target the industrial sector: in particular installation on manufacturing sites, service industry, offices, shops, hotel and shopping malls.

The consumer market will be targeted in a second phase with a special line of LED lights.



NENUFAR captures biogas and reduces greenhouse gases emissions



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Nénufar is a French start-up based in Orsay which markets a biogas recovery device for livestock farmers.

Created in 2013 by two young AgroParisTech engineers, Nénufar has developed a patented device for manure storage tanks for biogas recovery.

Since 1992, European farmers have stored high nitrogen content manure for long periods in capitalistic storage tanks that are responsible for smells, greenhouses gases emissions and high spreading costs. Nénufar's core mission offers an affordable covering device to store the biogas, which reduces energy bills and agricultural sector greenhouses gas emissions. The technology is based on a floating device designed to fit inside existing concrete storage tanks and collects rainwater and biogas for local use.

The company benefits from the support of the French Technological Incubator, Incuballiance, since the early stages of its growth. It has won two national start-up contests in 2013 (OSEO Emergence and Tremplin Sénat) and plans to raise funds to enable the industrialisation of its manufacturing process.

With a running pilot installation since April 2013 and a first commercial unit to be built early 2014, Nénufar has the ambition to develop a tailor-made offer for European livestock farmers.



CONSTRUCTION STARTS ON SUSTAINABLE SKILLS CENTRE IN PETERBOROUGH

Construction work has started on a €9.5m skills centre in Peterborough that will offer training opportunities to young people in the city and a business innovation hub. Supported by an Innovation Lab containing high-specification rapid prototyping equipment, such as 3D printing facilities, the Centre will offer an incubation environment to nurture growing, and start-up, businesses. The Centre, due to open in November 2014, is expected to be certified to the BREEAM Excellent standard for design and construction, and will showcase a range of eco-innovative and cleantech solutions.

The Cleantech Incubation Europe project has been extremely useful for partners in Peterborough in the development of the business incubator, from the use of best practice case studies in the CIE inventory through to study tours to incubators across Europe and one-

to-one engagement with incubator managers who have offered advice, guidance and tips on how to run a successful incubator.

By building closer links with local education providers, the incubator aims to work with students to develop an entrepreneurial culture, supporting the development of new products and services, developing business plans and creating start-ups.

Aside from working with students, the Centre will also be a hub for the local business community, particularly those from the city's environmental, manufacturing and engineering clusters, who can use the innovation lab to develop prototype cleantech solutions. It is an aim of the Centre to help bring students in contact with businesses to bring fresh skills and innovative thinking to the design and development of new eco-innovative products.



STAKEHOLDER MEETING DELFT: FULL OF ENERGY HEADING FOR THE FINAL SEMINAR!

Representatives of universities, enterprises and government met on 26th of March in the inspiring business lounge of incubator YES!Delft. The regional stakeholder meeting was meant to be a warm-up for the final CIE seminar, which will take place on the 19th June 2014.

After the introduction we compared our region with the learnings of Essonne, Peterborough and Barcelona. The subsequent discussion between the stakeholders about the role the (national,

regional and local) government should play was interesting and probably familiar for all other participating regions.

An important factor which the government can influence is facilitating the 'unexpected meeting'. To connect the well-known enterprises with SME's and start-ups, for example with regional meetings like this, is an important contribution. For our region, finding a strong connection to the three key sectors of InnovationQuarter (regional

growth and development agency) and branding our region as such. Of course, one of the three key sectors is cleantech.

With a small preview of the final seminar of 19th June, concerning key note speakers and the presentation of our handbook, we ended the regional meeting full of energy!

To book your free place at the final CIE seminar, **please register here.**

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in touch



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