

Cleantech Incubation Europe

Workshop 2: Inventory Format

11 May 2012, Helsinki

L.D. Sleebos – TU Delft



Inventory Format

Internal vs. External

TU Delft	1. The Netherlands, Delft:	YESIDelft
	The Netherlands, Rotterdam:	Dnamo Incubator
	2. Austria, Graz:	Eco World Styria
	3. Sweden, Lund/Stockholm	Cleantech Inn
Peterborough	4. Denmark, Copenhagen:	Copenhagen CleanTech Cluster
	5. UK, London:	Imperial Innovations
	UK, General:	Carbon Trust
ParisTech	UK, Petersborough:	Petersborough
	6. France, Paris:	NovaGreen, Essonne
I3P	7. Swiss, Zurich:	Swiss CleanTech Incubator
	8. Italy, Turin:	I3P Incubator
GreenNet	9. Spain, Barcelona:	Barcelona Activa Incubator
	10. Finland, Helsinki:	Finnish CleanTech Cluster/ GreenNet
	11. Germany, Berlin:	CleanTech Business Park
St Istvan University	Germany, Munich:	Munich Network – Cleantech
	12. Hungary, Budapest:	Budapest
	13. Norway, Oslo:	OREEC cluster



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Inventory Format

Internal vs. External

Internal Inventory	External Inventory
Historical an political knowledge	Not much historical and political knowledge
Interviews in native language	Interviews in English
Face to face interviews	Mostly interviews by phone and email
Easy access CT networks/ contacts	Search for important actors in the field of CT
Danger of subjective view interviewer	Objective view interviewer



Inventory Format

Goals & Method

Goals content

- Discovering Best Practice
- Reliable inventory method (reproducible)
- Framework important topics
- Input Handbook

Goals coordination

- Transmit responsibility of analysis of the inventory to Szent Istvan and Paristech
- Transmit coordination of the inventory to I3P

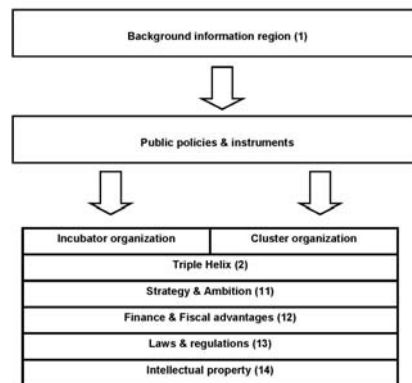
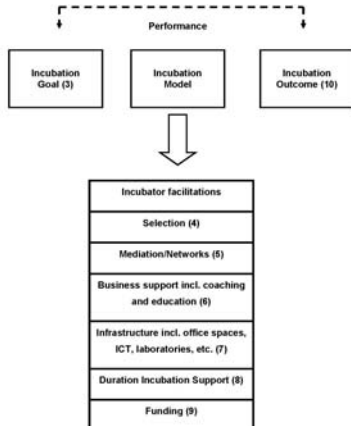
Method external inventory

- Questionnaire
 - Framework
 - Actors & questions
- Interviews
 - Copenhagen CT Cluster
 - Method in practice
- Analysis
 - Actors vs. Topics
 - Adding tags/ colours
- Best Practices



Inventory Format

Framework



Inventory Format

Actors & questions

A Industry = R&D, production, distribution

B Government = regulation and incentives


C University = basic research

The aim is to get a complete overview of clean tech incubation in the selected regions. Important actors in the field of clean tech incubation working for the government, university and industry should be interviewed. Besides these important actors within the triple helix, it would be ideal to include three more actors:

D Clean tech Incubator management = organization

E Clean tech start-up = market

F Venture capitalists/ Business angels = funding



Triple helix model

Questionnaire in-depth interview

0. Personal profile

1. What is your name and highest completed education/study?
2. Where do you work and what is your current function? How have you been working in this function? Did you work on other functions/jobs relevant for interview?
3. In which manner are you/ have you been involved in clean tech (CT), clean tech incubation (CTI) and clean tech public policies? What are your tasks and responsibilities?

1. Background information

1. What is your definition of clean tech? E.g. energy and environment, etc. as the main objects
2. Why is the focus on CT important for your region?



Inventory Format

Copenhagen CT Cluster

VIDEO COPENHAGEN CLEANTECH CLUSTER (CCC)

Inventory Format

Copenhagen CT Cluster

Cluster organisation



Incubator/ Investor



University



Business support



Government



Whose opinion is missing?

- start-ups
- Industry

Inventory Format

Method in practice

Interview action plan

- 1 - 1,5 hour conversation
- 5 - 10 interviews per region
- Conversation with the questionnaire as a framework
- Focus: Clean Tech, Incubation, Territory features & Policies
- Recording interview e.g. via a smart phone
- Write down all topic from the interview
- Photograph of interviewee
- Contact details interviewee

B	A
76	But of course we look at the potential and how can you form a business model.
77	
78	It doesn't include services then?
79	It could, but we haven't had many of them because we are a technical university but it could.
80	
81	How many people are in this program now?
82	The gap funding we have money for a total of 32 projects and right now we have 12.
83	It started in the end of 2009.
84	It's a 5 year period and then there will be an evaluation.
85	It's take time to monitor where the startups are going to.
86	We have experienced with doing this with other projects since 2007 so we know that it works.
87	And this is targeted to clean tech but we have tried it in other areas as well.
88	You need to have a DTU contract
89	Who is selecting these people?
90	The projects are selected by an internal board consisting of scientists, commercial people and a lawyer so we look at
91	the technology needs to be ready in order to get far enough with the money.
92	There needs to be enough commercial potential and we also need to look at IPI (??).
93	So the board sort of consists of the competences needed to evaluate all these plans.
94	
95	Do you have an estimation how many plans handed in?
96	We say maybe we grant half of it, but that's also because before they sent an application we talk to them and we adv
97	So that's the innovation & entrepreneurship part.
98	The third part we haven't talked about is Test & demonstration.
99	That's what adds up and should become the science park.
100	In this test & demonstration part of the CCC we have started the maturing ideas about making what we call a 'demon
101	It's a gathering of test and demonstration facilities that should attract companies.
102	For instance within wind energy, or fuel cells and so on.
103	The idea is that we would make a facility that in a small scheme could test energy solutions in a system instead of tes
104	Right we now we are working on expanding that activity and because the municipal and our university are very intere
105	The way would do it, our part of it would be to sort of pre-actively talk to the scientist to have cooperation's in this ar
106	We are not the ones running the incubator, that would be sciendtu.
107	But we would be the one supporting them in attracting trough using the intern networks at DTU.
108	So that's sort of 3 things we do in CCC.
109	We started up being 25 partners and 30 network participants, 5 year project total budget of 150 million.
110	1/3 of that for us and who the funders are and our main activities.
111	

Inventory Format

Analysis

- Question marks for new topics (and authorities)

66	* Public funding (e.g. research & development subsidies)					
67	* Gap funding e.g. Death valley					
68	* Venture Capital (1 million)					
69	* Business angels	Interview 21A2				
70	* Bank loans	Interview 21A2				
71	* Investments				Interview 21A24	
72						
73	Research/Innovation activities					
74	* Legal entity					Interview 21A42
75	* Manager/management					
76	* Administration					
77	* Activities					
78	* Structural funds: e.g. Budget, time frame,					Interview 21A21
79	* Sponsoring					
80	* Fee participants					
81						
82	Innovation participants					
83	* Profile (students, startups)					
84	* Capacity entrepreneur/ team	Interview 21A25	Interview 21A42			Interview 21A42
85	* Level of ambition					
86	* Recruitment	Interview 21A31	Interview 21A30			
87	* Amount per year					
88	* Selection criteria, board				Interview 21A36	
89	* Funding	Interview 21A24				
90	* Exchange programme	Interview 21A42	Interview 21A44			
91	* Duration programme					
92						
93	3 (other)					
94						
95						
96						
97						
98						
99	Knowledge					
100	* Experts on Cleantech			Interview 21A41		Interview 21A45
101	* How to get skilled people					
102	* Exchange programme				Interview 21A40	
103	* Available knowledge	Interview 21A43				
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Inventory Format

Analysis

- Colours for positive and negative factors

1	Demotivation factors/ barriers					
2						
3	* Need of financing -> Fundraising > Gap Funding					
4	* Science & technology inventions translation to business					
5	* Need of high-skilled employees					
6	* Improve cooperation with higher education					
7	* A lot of companies can't grow because they can't get a proof of concept, CCC wants to have a lot of test					
8	* difference between big and small companies					
9	* Recession					
10	* It is sometimes difficult to get the right focus					
11	* where is the power in the organization? With the association (future) or with the steering group (pres					
12	* One of barriers in Denmark is democracy, other countries just do stuff					
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Inventory Format

Analysis

- List of 'features territory'

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U
1	Feature Territory																				
2	* Danish law says when a scientist makes an invention he needs to disclose it to the university, when university takes over the invention they're obliged to commercialize it																				
3	* The grid in Denmark is suitable for putting energy back into it																				
4	* Startups are employed by DTU in the first period																				
5	* Because of the long term climate plan in Denmark projects can last longer than the traditional 4 years a government is seated																				
6	* Denmark wants to be CO2 neutral in 2025																				
7	* Denmark wants to be independent from fossil fuel in 2050																				
8	* The right and the left wing government in Denmark both support clean tech projects																				
9	* Due to the size of Denmark it's a good country to test technology and see if it works																				
10	* Denmark wants to promote itself in the world as a place where companies can go to, the science park is an example of that																				
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Inventory Format

Analysis

- List of best practices

	ACTORS	
1		
2	BEST PRACTICES	
3	Social Cleantech	
4	Mark	* National agenda
5	Lianne	* Areas: wind energy, biofuel, efficiency, smartgrid
6	Lianne	* Political agreement
7		
8		
9		
10	Focus Incubation	
11	Mark	* Areas: ICT, Biotech and Cleantech
12		
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16		
17	Characteristic environment	
18	Mark	* Regulations
19	Mark	* Small country
20		
21		
22		
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24		
25		
26	Infrastructure Incubation	
27		* Incubators, Examples: Company House, CAT, Symbolon
28		* Sciencepark: Size, Location, Goals, Examples: ScienDTU
29		* Business Park
30		* City development
31		* National centre of sustainability
32		
33		
34	Test & demonstration	
35	Lianne	* CT testing lab
36	Lianne	* Proof-of-concept
37		
38	Market	
39		* Launching customer
40		* Accelerate programme (is there a market?)
41		* Clean tech boosters prototype -> is there a market?
42		
43	Business development support	
44		* Advising
45		

	ACTORS
1	Best practices
2	
3	* Intellectual Property
4	* Market
5	* National agenda
6	* Political agreement
7	
8	
9	

Inventory Format

Discussion

- How could we prevent that internal inventory will be influenced by a subjective interviewer?



Inventory Format

Discussion

- How could we prevent that internal inventory will be influenced by a subjective interviewer?
- How can we increase the scientific level of the inventory format (internal and external) without making it too complicated to apply?



Inventory Format

Discussion

- How could we prevent that internal inventory will be influenced by a subjective interviewer?
- How can we increase the scientific level of the inventory format (internal and external) without making it too complicated to apply?
- How do we control the reliability of the coding and analysis?



Inventory Format

Discussion

- How can we deliver a benchmark analysis of the best practices and/or incubator cluster?



Inventory Format

Discussion

- How can we deliver a benchmark analysis of the best practices and/or incubator cluster?
- Which actors are considered critical while making an inventory?



Inventory Format

Discussion

- How can we deliver a benchmark analysis of the best practices and/or incubator cluster?
- Which actors are considered critical while making an inventory?
- How can we present the results on the website (during the project and afterwards)?



Inventory Format

Discussion

- How can we deliver a benchmark analysis of the best practices and/or incubator cluster?
- Which actors are considered critical while making an inventory?
- How can we present the results on the website (during the project and afterwards)?
- Remarks on the goals or method?



Inventory format

Who and When

TU Delft	1. The Netherlands, Delft: The Netherlands, Rotterdam:	YES!Delft Dnomo Incubator	06/2013 (3 live) 12/2012 (3 live)
	2. Austria, Graz:	Eco World Styria	12/2012 (3 live)
	3. Sweden, Lund/Stockholm	Cleantech Inn Copenhagen	06/2013 (3)
	4. Denmark, Copenhagen:	Cleantech Cluster	Done (5 live)
Peterborough	5. UK, London: UK, General: UK, Petersborough:	Imperial Innovations Carbon Trust Petersborough	12/2012 (3) 12/2012 (3) 06/2013 (3)
ParisTech	6. France, Paris:	NovaGreen, Essonne	12/2012 (4 live)
	7. Swiss, Zurich:	Swiss CleanTech Incubator	06/2013 (3)
I3P	8. Italy, Turin:	I3P Incubator	12/2012 (4 live)
	9. Spain, Barcelona:	Barcelona Activa Incubator	06/2013 (3)
GreenNet	10. Finland, Helsinki:	GreenNet / Finnish Cleantech	09/2012 (4 live)
	11. Germany, Berlin: Germany, Munich:	CleanTech Business Park Berlin; Munich Network – Cleantech	06/2013 (3)
St Istvan University	12. Hungary, Budapest:	Budapest	09/2012 (4 live)
	13. Norway, Oslo:	OREEC cluster	06/2013 (3)



Workshop 2: Handbook setup

11 May 2012, Helsinki



Handbook setup

GOALS

- Enhance awareness regarding the clean tech sector.
- Provide an easy to read guide for policy makers in developing their local and regional policy instrument that benefit entrepreneurs in the clean tech sector.



Handbook setup

STRUCTURE

Introduction

- ⑩ Clean tech innovation
- ⑩ Methodology
- ⑩ Case studies
- ⑩ How to support clean tech in your region
- ⑩ Conclusion and recommendation



Handbook setup

1. Definitions

WHAT IS CLEAN TECH INNOVATION:

a) INNOVATION:

- What high tech innovation is?
- How innovation could be enhanced by policy makers?
- Description of the incubation model in the high tech field.

b) CLEAN TECH

- What is clean tech?
- Which are the fiels?



Handbook setup

2. Methodology

CASE STUDIES APPROACH:

a) Literature research:

- Europe
- US [TO DISCUSS]

b) Internal interviews

c) External interviews



Handbook setup

3. Case studies

CASE STUDIES:

- Clusters [To discuss how to describe them. Does we need a format?]
- Startups [TO DISCUSS]
- Failures [TO DISCUSS]
- Benchmarking



Handbook setup

4. How to support clean tech

Strategies to support clean tech' SME

- Create an incubator: steps to set up an incubator
- Realizing accessible and affordable office space
- Attracting specialized business consultant
- Attract cleantech venture funding
- Creating fiscal and financial advantages
- Other emerging from interviews
- What not to do [TO DISCUSS]



Handbook setup

Next steps

What kind of handbook we want?

How detailed should it be?

- No time to discuss this, therefore we will do it during the September meeting.
- In the meantime each partner should share a 1 or 2 handbooks they appreciate as an example within June.



Handbook setup

Discussion

- In the inventory we should also include example from US? If we do, who is going to do the desk research?
- Does we need a format to describe case studies?
- Should we include failures as example?
- Should we include also national policies apart from regional ones?
- Remarks on the handbook setup content and structure?

