

Cleantech Incubation Europe

Partner monitor

Meet & Greet – 9 May 2012 Helsinki

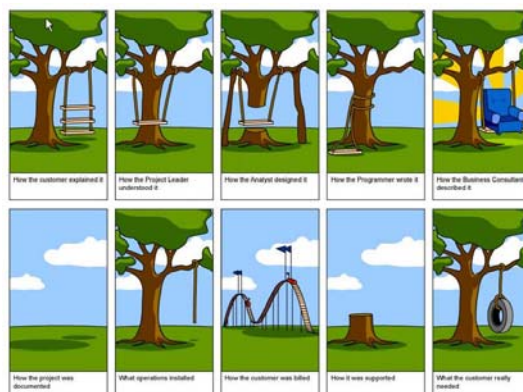
L.D. Sleebos – TU Delft



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Goals

- Manage expectations
 - Similarities
 - Differences
- New insights deriving from the project
- Three monitor moments during CIE project
- A discussion about our different point of view

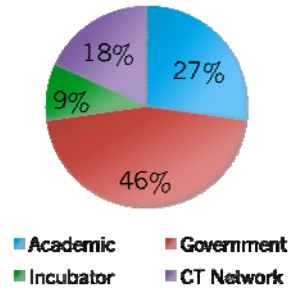


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Profiles partners

- 6 European Regions:
 - Helsinki - Finland
 - Budapest - Hungary
 - Turin - Italy
 - Paris - France
 - Peterborough - UK
 - Delft – the Netherlands
- 11 Partners sharing CleanTech (CT) Incubation Best Practices
- Inventory of 13 European Regions

Partner Profile



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Definition Best Practice

Best Practice	
Results superior to those achieved with other means	Make an old process of functioning more efficient
Methodical set of actions. Way of doing things (methodology, technique or concept)	Applying a new innovative way of thinking
Reliability proven by experience or research	Negative and positive experience
Given similar context elements OR adjustable, transferrable to other territories	Multipliable
Benchmark	Advantage from which the others could learn
The point of view of its primary objective	Manage an activity in a successful way



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Definition CleanTech

WHAT IS CLEANTECH?

Cleantech has become a popular term when referring to a broad spectrum of products and services within renewable energy, environmental solutions, climate adaption and much more. There exists no standard, international definition of cleantech and its sub-industries and how the term is used is thus open to interpretation.

Copenhagen Cleantech Cluster has evaluated many prevalent definitions and categorisation methods of cleantech, but have found no single definition which encompasses the full spectrum of cleantech. Therefore, we have developed a definition and categorisation

Source: www.cphcleantech.com



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Definition incubation

Incubation

Incubation of Business Ideas



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Definition incubation

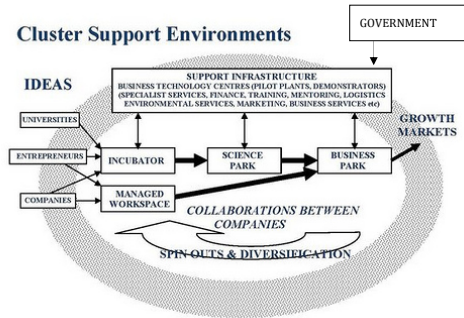
Incubation

Transformation of new, innovative ideas into successful business. New ideas can derive from research	Business consultancy: advice, coaching, mentoring, training, teambuilding.
Often in a safe, physical environment which refers to an incubator	Activities/process to support the development and growth of start-ups
Valorisation	Networking, community
Early stages / first phases	Certain period of time (up to 2-3 years)
Accommodation/ open spaces (office, labs)	Inspire and facilitate
Targeted funding (start-up) vs. financing (incubator activities)	Validated economic growth potential



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Definition cluster



Source: <http://interreg-minieurope.com>



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Definition cluster

Cluster	
Network of expertise and resources	Local and regional group
Triple helix (social actors): companies & investors, educational & scientific institutions and Public authorities	Strengthen the role of a certain industry in the economy of a country
Same sector, field of expertise, characteristics, goal	Foster productivity and economic development
Promoting competition and collaboration	Facilitation of interconnectedness
Drive innovation and growth	Small geographical region, concentration



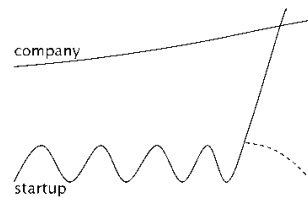
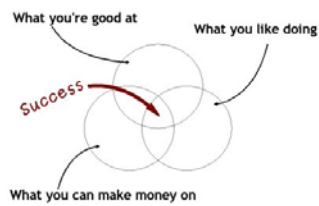
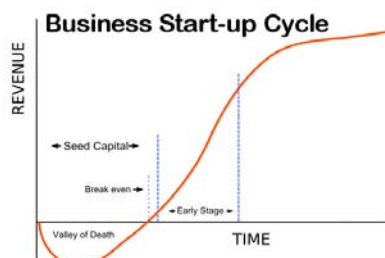
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Definition start-up



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Definition start-up



deyamonitor.com/startup/

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Definition start-up

Start-up	
First product	Not necessarily for economical profit yet
Utilizing a well-defined and focused technology, process, license or a methodology to deliver certain value	First phases of business development: idea stage to securing financing, basic company structure and initiating operations & trading
Utilizing new financial mechanisms: combination of VC, EU funds, Bank Loans, Pension Funds, etc.	Young company (under 2 year) and pre-start-ups (not officially registered or incorporated)
Technological orientation	Sometimes there is a need for incubation
SME	The size of the company doesn't matter
Innovative, flexible & fast moving organisation	Niche market, special solution



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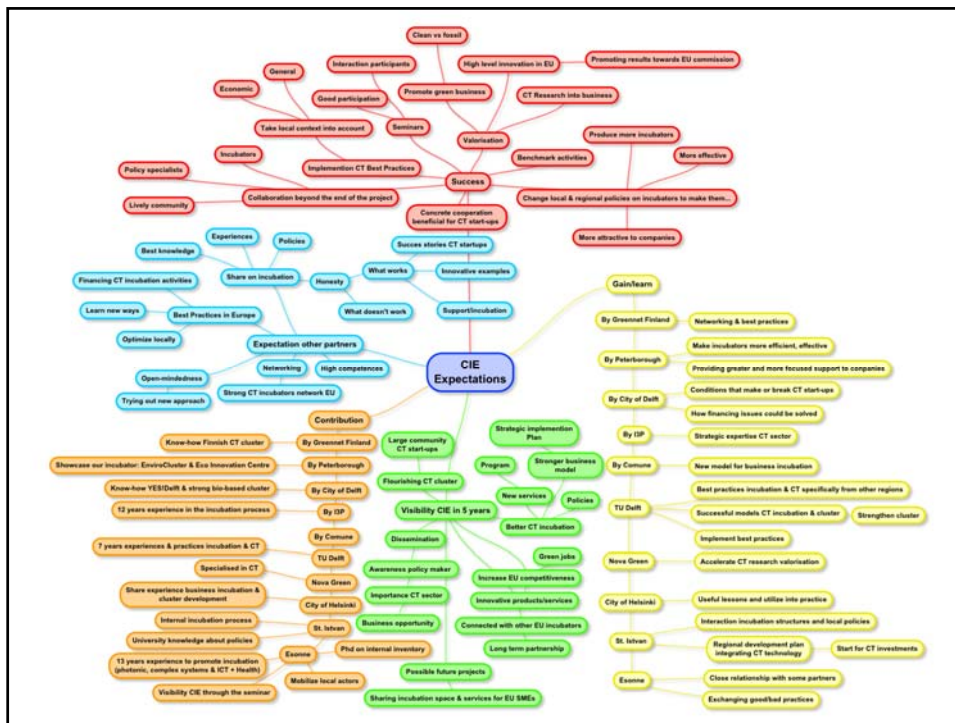
Definition Policies

Policies	
The framework, but not market distortion tools, to shape the market	Description of means/processes to realize certain societal relevant goals
A goal is to guide decisions and achieve rational outcomes for the development and welfare of a community	It provides certainty for investors to challenge the new technologies which are yet not competitive with traditional technologies
Strategies and instruments	Medium-long terms
For operational purpose; plan of action	Range of ideas, principles, guidelines, rules
e.g. long-term vision such as the Low-carbon Roadmap	A course of action adopted by a company, government, etc.
	Official agreement by a group of people, organizations or the government



Region	Motivating factors CT incubation	Challenges CT incubation
Helsinki, Finland	<ul style="list-style-type: none"> • Good networks • Many SME's, growing business potential in the CT sector • High-quality research: research-based innovations • Triple-helix model in practice 	<ul style="list-style-type: none"> • Insecurity of funding after 2013 • CT should be clearly selected as a strategic focus • More investments CT start-ups and companies
Peterborough, UK	<ul style="list-style-type: none"> • Political opinion, e.g. local authority's vision and agenda • Business opportunities for CT in the UK and abroad • Funding from the EC and other sources • Creation of increased business competitiveness and job creation stimulates support of the public sector 	<ul style="list-style-type: none"> • Lack of financial support for the incubator • Incubation services are difficult to commercialize (e.g. funding should be guaranteed for 2-3 years)
Turin, Italy	<ul style="list-style-type: none"> • Good level of knowledge 	<ul style="list-style-type: none"> • Lack of entrepreneurial culture • Only a few risk investments • A clear long term strategic policy • Sustain a growing CT sector with important employment impact
Paris, France	<ul style="list-style-type: none"> • Incubation as a 1st to a solid, structured CT field • CT fosters economic development 	<ul style="list-style-type: none"> • Analyse first results after 3 years of investments in the CT domain as a strategic goal • Focus on established companies discovering CT • Essonne is not known as a CT territory • Competition between many actors
Budapest, Hungary	<ul style="list-style-type: none"> • Foreign direct investment (FDI) to Hungary • Developed and cheap technical workforce 	<ul style="list-style-type: none"> • Financial crisis • Asia as an upcoming export market
Delft, the Netherlands	<ul style="list-style-type: none"> • Water safety, drainage and freshwater supply are issues • Highly skilled people and good research facilities and labs • Demand oil, chemical and transport industry 	<ul style="list-style-type: none"> • Conservative attitude from entrepreneurs • Government bureaucracy • Limited amount of start-up investment funding • High diversity of local interests that creates long decision making processes • Limited long term view • Allocation of funds, e.g. cities and municipalities that compete

Region	Why suitable for CT incubation	Critical factors to accelerate CT incubation
Helsinki, Finland	<ul style="list-style-type: none"> • A lot of head quarters of companies • Several universities • 20% of Finland's population in the capital area • New residential areas: opportunities for new innovations and test beds for new pilots 	<ul style="list-style-type: none"> • Secure the funding after 2013 • CT should be clearly selected as a strategic focus • More investments CT start-ups and companies
Peterborough, UK	<ul style="list-style-type: none"> • UK's environment Capital • Home to one of UK's largest eco-innovation clusters • Home to 800 manufacturing and engineering companies • Home to National and Regional public sector bodies 	<ul style="list-style-type: none"> • Triple helix in practice (including investors) • Access to investors: Improve links to Cambridge who has a active investment community • Green skilled people
Turin, Italy	<ul style="list-style-type: none"> • Expertise of the Politecnico of Torino • Merging business and academic culture due to the incubator • Increase of CT SME's 	<ul style="list-style-type: none"> • Green public procurement • A shared vision at regional level
Paris, France	<ul style="list-style-type: none"> • Rich of universities, high level engineering schools and research centre • 10% research, 20K jobs, 200 labs, 35k students, 5 clusters • Centre of gravitation of System cluster • A strong will to become a leading authority 	<ul style="list-style-type: none"> • Make a strategic plan to select the domain which can be helped effective • Resources: we intend to launch a new field without the same resources (crisis) we've for HT • Strong political support
Budapest, Hungary	<ul style="list-style-type: none"> • Efficient and smart labour force • Ability and appetite for experiments • 40% of the countries' GDP culminating in the area • Bio energy investments and developed ICT companies 	<ul style="list-style-type: none"> • Policy framework for feed-in-tariffs, CT industry benchmarks, green procurement practises • Create an overall trustful investment environment for domestic and foreign investors
Delft, the Netherlands	<ul style="list-style-type: none"> • Challenges of the Urban Delta of West-Holland motivates companies to find innovative solutions • TU Delft research and other research driven organisations with strong CT reputation • Proximity of the Rotterdam Harbour, Schiphol Airport and world's largest exporter of fresh fruits grown in Greenhouses • Unique bio-based cluster. 	<ul style="list-style-type: none"> • Better financing possibilities for start-ups • More test beds • 'Launching customer' by governments • Coherent and long term policies and strategies • Attractive regulations/spaces to settle in the region/campus, especially for large R&D • Shared research labs/facilities



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Handbook

We will discuss the setup of the handbook on Friday at workshop 2: Format Inventory



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Discussion Best Practice

A Best Practice is a methodology, technique or concept
(Greenet Finland)

VS.

A leading example in a category of the business model
(Gemeente Delft)

VS.

Best example of achievement of local authorities
(Comune - Italy)



Agreement
on this
definition?

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Expertise CleanTech

Expertise per partner	
Helsinki, Finland	Energy efficiency in urban environment Environmental monitoring
Peterborough, UK	?
Turin, Italy	?
Paris, France	?
Budapest, Hungary	? Bio energy, ICT
Delft, the Netherlands	Water management Industrial Biotech



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Discussion Cluster

Cluster = experts and resources in the same sector,
field of expertise, with same goals (Comune Italy)

vs.

Companies/ networks do not have to operate in the
same sector or location (City of Helsinki)



Start-up under 2 years (Peterborough)
vs. 0-5 years (TU Delft)



European Union = 27 countries
(Greenet Finland)
VS.
Council of Europe = 47 countries
(Gemeente Delft)



CT domain **already** as a strategic goal
-> now being analysed
(Nova Green)

VS.

CT should be clearly selected as a
strategic focus (City of Helsinki)



Suggestions for a statement or
additional questions for the online
survey?



