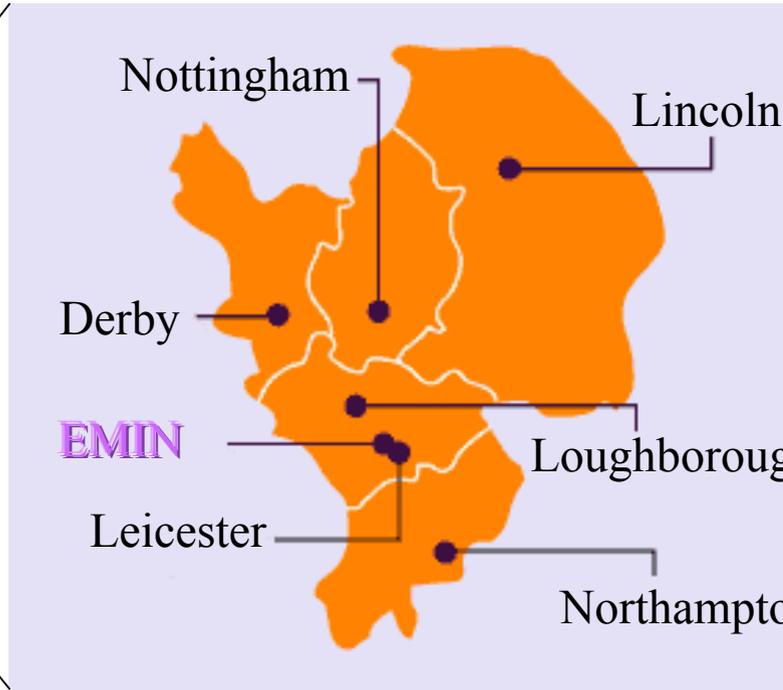


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**Russell Copley**  
**Director**  
**East Midlands Incubation**  
**Network**

22 April 2005

# England's East Midlands



# EMIN – A Brief History

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- Started in year 2001, with 6 Universities
- Publicly funded network
- Volume, value and survival rates of new start businesses in the region
- Universities working more closely together
- Additional funding in 2004
- Private sector sponsorship

# Where Are We Now?

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- 7 University Members
- 5 Associate Members
- 206 businesses incubated
- £21.5m investment capital raised
- 525 jobs created
- 2,650 businesses supported
- 598 registered users

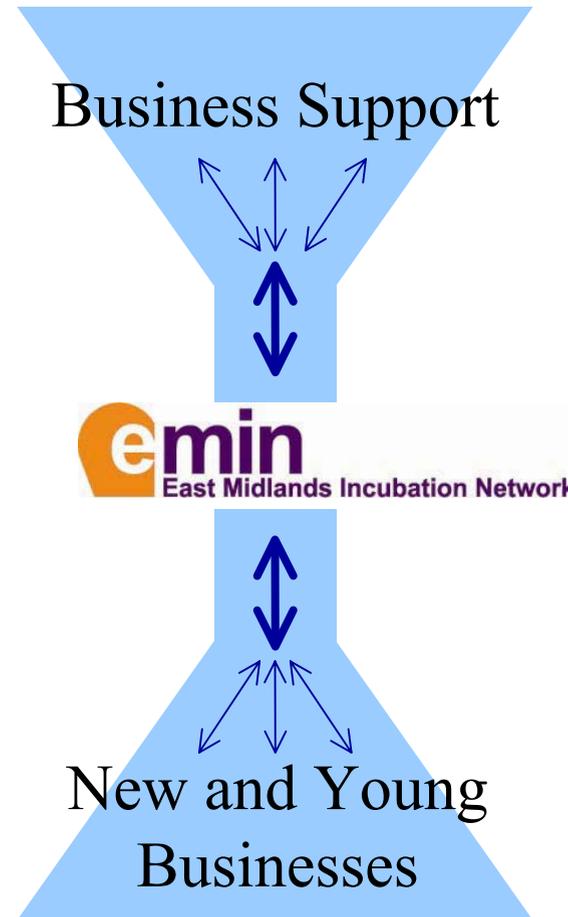
# What Makes Us Different?

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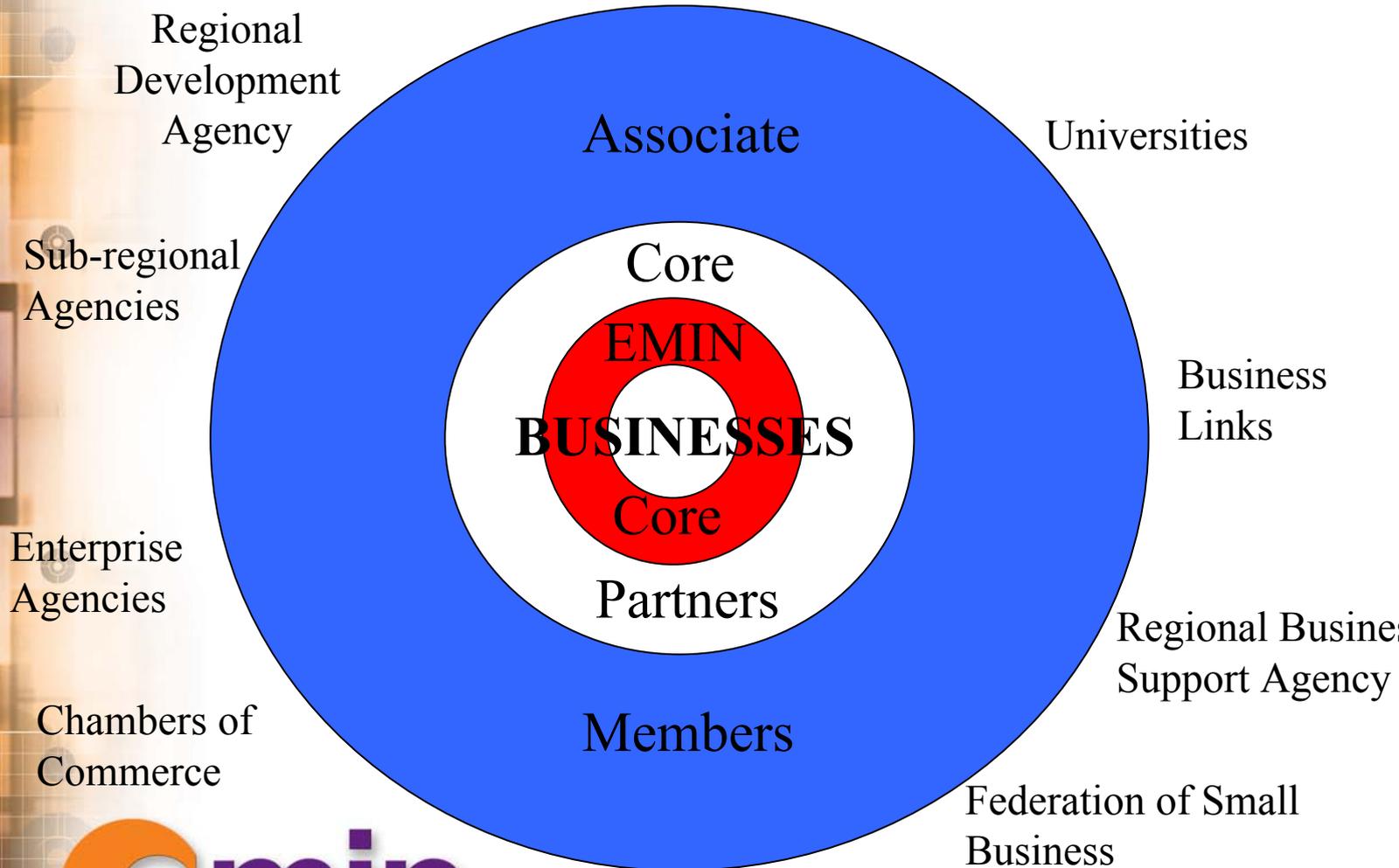
- Private sector mentality in public sector context
- Innovative ways of working
- Outcomes more important than outputs
- Collaboration rather than competition

# EMIN as a Gateway

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# Stakeholders



# Why a Regional Network?

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- Best practice – development and exchange
- Up-skilling of staff
- Quality assurance
- Responds to changing role of business support agencies
- Levelling of paying field

# Innovation in Incubation?

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- People and networks
- Services
- Web portal
- Communications
- Quality

# People and Networks

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- Best Practice Forum
- Access to a network of like minded people
- Learn from others' experiences / mistakes
- Self supporting, peer group mentoring
- Cluster specialists
- Critical mass for specialist support

# Services

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- Collective purchasing  
e.g. Insurance, stationery
- Templated documents
- Training and development
- Effective use of private sector sponsors

# Web Portal

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- Free of charge registration
- Directory of services
- Matrix of business support
- Useful tools
  - TEKASSESS™
  - Grant Finder
- “Ask the Expert”
- Virtual community builder

# Communications

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- Weekly e-alert
- Quarterly newsletter
- Annual networking events
- Instant Messaging

# Quality

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- Business Incubation as a profession
- Continuing Professional Development
- Assessment against standards
- National UKBI quality standards, regionally interpreted
- Competency based assessment of incubatees

# Conclusions

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- Incubation has a valuable role within the region
- Regional co-ordination can reduce duplication and increase access to expertise
- Web tools can help scalability and ensure consistency
- Partnerships are key! (collaboration<sup>2</sup>)