



COMPANY INCUBATOR:

services and structures for the start-up of new hi-tech companies in Polo Tecnologico of Navacchio

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THE IDEA

- Analysis and evaluation of company needs conducted in the last few years for those within Polo
- Comparison with other national and international incubation centres



WHAT DOES THE INCUBATOR OFFER?

- ***Physical spaces for installation***
- ***Services***
- ***Opportunity of collaboration and integration within the Polo system***



THE SERVICES

ORGANISATION AND MANAGEMENT

- *Dedicated office*
- *Administration*
- *Switchboard*
- *Internet*
- *Intranet*

CONSULTING

- *Company*
- *Fiscal*
- *Administrative*
- *Financial*
- *Legal*
- *Monitoring of
finance
opportunities*
- *Technological*

MARKET DEVELOPMENT

- *Support services for
access to the market*
- *Visibility and
integrated external
communication*



INTEGRATION

- ***The cohabitation in a single structure and sharing of services between the tens of high technology companies present within Polo***
- ***Opportunity to participate in projects, communal programs and market access initiatives (bidding, competitions, orders) in an integrated way***
- ***Tendency for development of elements of complementarity and propensity for the products' qualification***



THE COSTS

- ***50% of the services offered production costs***
- ***10% of the added value (proceeds minus direct imputation costs) on an annual basis for the two years stay***



THE APPLICATION

- **FORM:** www.polotecnologico.it
- **DEADLINE:** before the 30th day of each month



THE PRE-INCUBATION

- **Selection and valuation phase of the business ideas by a staff comprised of Polo personnel, experts from the university world and consultants who work in close daily contact with the market and enterprises**
- **The duration may vary in relation to the abilities and expertise of the individual enterprises**
- **Made up of a formative informative on the business-plan and of direct and specific consulting on the individual b\p**



START OF THE INCUBATOR

- Last July the incubator was inaugurated at Polo Tecnologico of Navacchio and the experiment was launched
- There are already 5 companies operating in the incubator and two in pre-incubation



SPAD Srl

- **SECTOR: ICT**
- **ACTIVITY: software design and creation (site accessibility)**
- **MARKET: private companies and PA**
- **MEMBERS: 7**

info@spad.it



WITECH Srl

- **SECTOR: Telecommunications**
- **ACTIVITY: network design and management**
- **MARKET: national and foreign**
- **MEMBERS: 8**

info@witech.it



XRD-TOOLS

- **SECTOR: Diphractometric**
- **ACTIVITY: production of high technology instruments for the x-ray diphractometrics for research and industrial uses**
- **MARKET: national and foreign**
- **MEMBERS: being appointed**

berti@dst.unipi.it



ZETA SOLUTIONS Srl

- **SECTOR: ICT, training**
- **ACTIVITY: PC production, server and notebook, cabling and training**
- **MARKET: private companies and PA**
- **MEMBERS: 2**

tiziano.rosati@zetasolution.it



Why the INCUBATOR?

- **Within the incubator the company finds a “protected” environment that allows them to better affront the start-up phase for two years**
- **The incubator represents a substantial reduction of costs and business risks**
- **In the incubation period they can identify the real possibilities of development of their business idea also thanks to the constant assistance and monitoring offered by qualified personnel**