

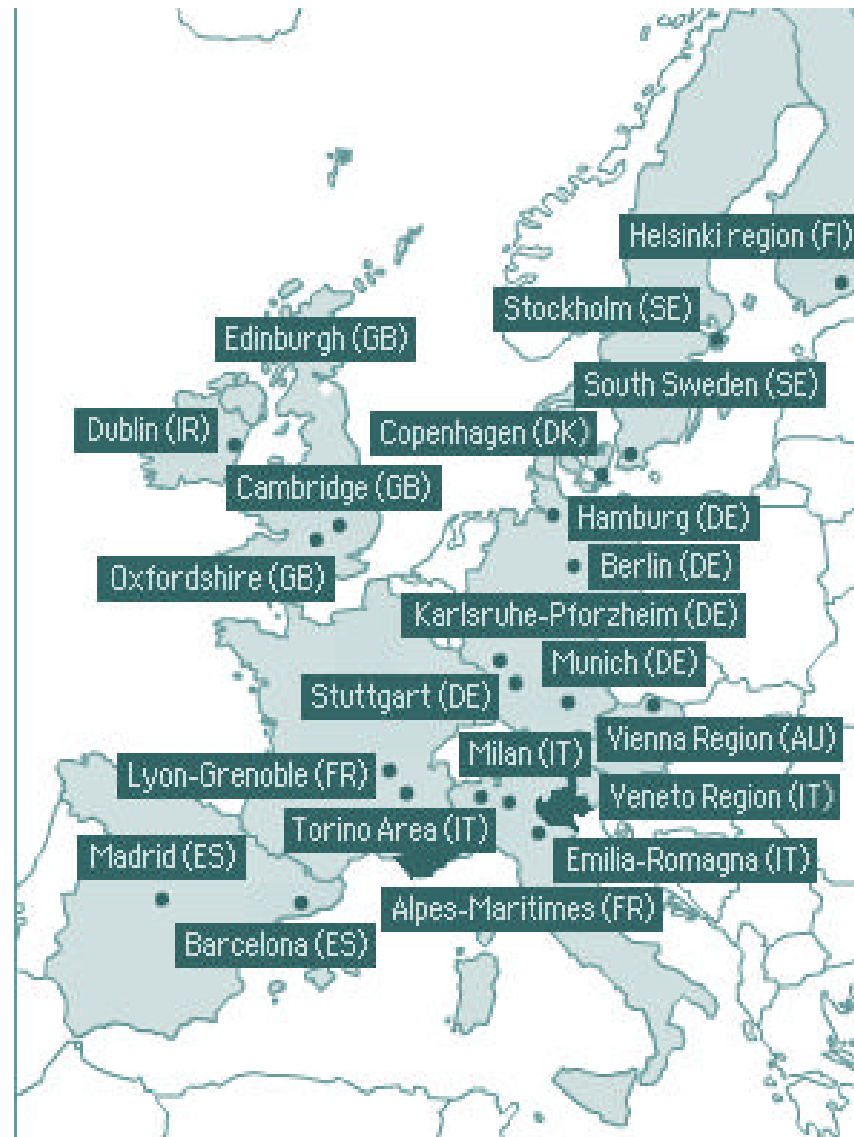
# **PAXIS – START**

Start-up related know-how transfer

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## European PAXIS-Network



## 21 Regions of Excellence in 5 Networks

- **Start:** Vienna Region, Copenhagen, Veneto, Edinburgh, Hamburg  
**Processing of 5 focal points with regard to creation of new innovative enterprises.**
- **Kreo:** Oxfordshire, Emilia Romagna, Karlsruhe, Lyon Grenoble  
**Analysis, exchange and transfer of successful practices supporting the creation and development of innovative firms, with a particular focus on the relations between research and industry.**
- **Spring:** Cambridge, Madrid, Stuttgart, Stockholm  
**Identification of Best Practice Cases supporting the creation of new innovative enterprises.**  
**Active information exchange in order to support less developed regions.**
- **Highest The Net:** Alpes-Maritimes, Helsinki, Torino, South Sweden, Berlin  
**Linkage of enterprise organisations specialised in Information and Communication Technologies.**
- **Panel:** Munich, Milan, Barcelona, Dublin  
**Facilitation of academic spin-offs.**

## Paxis - START Network

### Objectives

- **International experience transfer („spin-offs”) between the actors involved in start-up support within the scope of a network of international top-regions**
- **Regional systems´ development**

### Topics (focal points)

- **Monitoring process on mechanisms facilitating spin-offs from universities and research institutions**
- **Incubation networks and clusters in new growth sectors (e.g. information technologies and biotechnology)**
- **Internationalisation supporting growth strategies and „survivability” of young, innovative companies**
- **Training programmes for entrepreneurs**
- **Pre-seed funding and additional early-stage support**

## **Paxis - START Network**

### **Duration**

**3 years, 1st of January 2003 – 31st of December 2005**

### **Organisation**

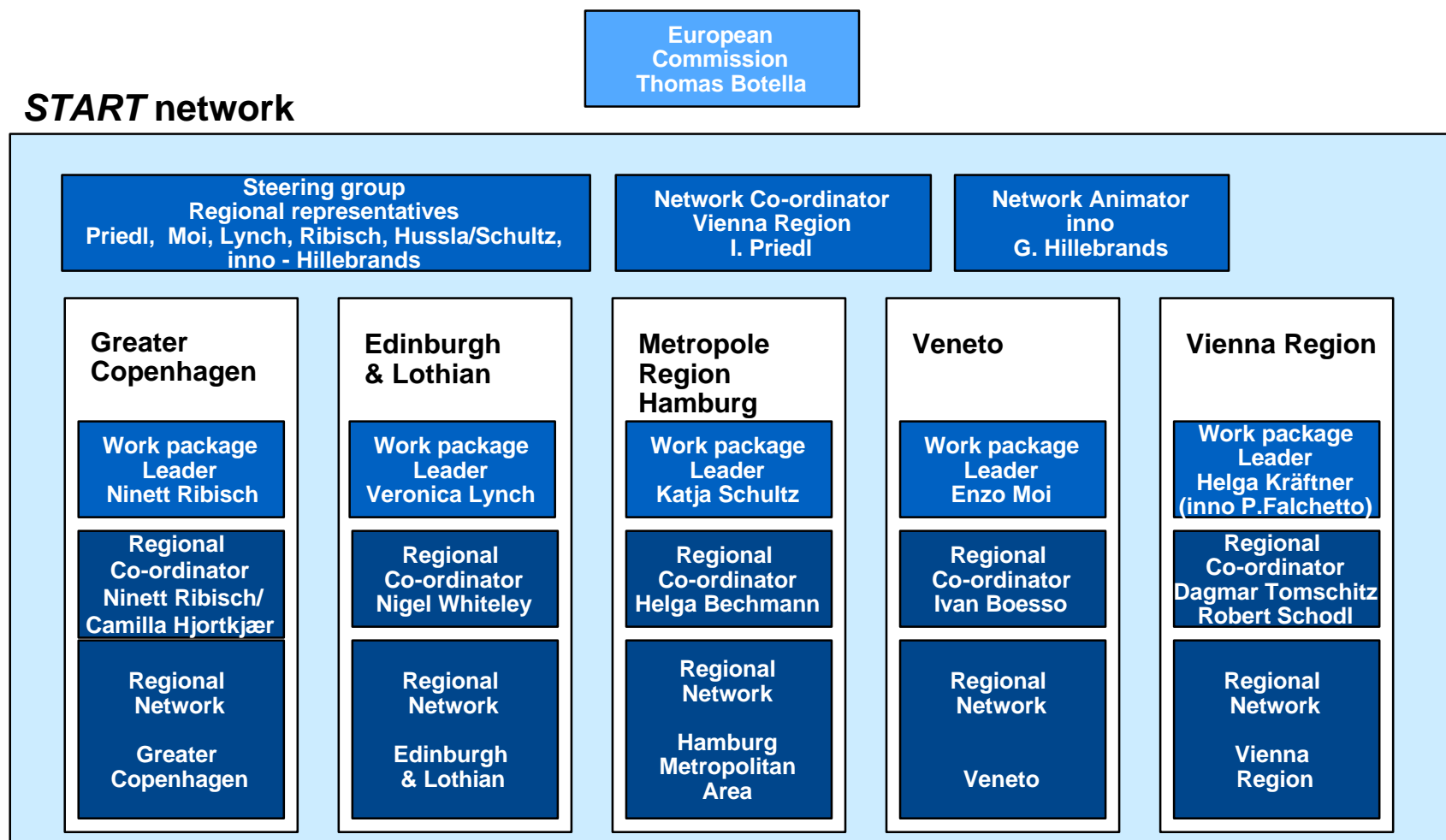
- **5 regions**
- **5 thematic focal points (Workpackages)**
- **Processing of all Workpackages in each region,  
each partner is responsible for his own Workpackage**

### **Coordinator**

**Mag. Irma Priedl, Amt der NÖ LReg.  
A-3109 St. Pölten, Landhausplatz 1, Haus 14**

## Project organisation

### START network



# OBJECTIVES

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## **WP2 Monitoring process on mechanisms facilitating spin-offs from universities and research institutions (Vienna Region)**

- ❖ **Identification of existing and developing mechanisms facilitating academic spin-offs within the network regions**

## **WP3 Incubation networks and clusters in new growth sectors (Copenhagen)**

- ❖ **Identify strengths and weaknesses of different models of spin-off mechanisms from research related to new growth sectors and the major determinants of best practices and test best practices in new settings**

# OBJECTIVES

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## **WP4 Internationalisation supporting growth strategies and „survivability“ of young, innovative companies (Edinburgh)**

- ❖ **Identification and transfer of mechanisms supporting newly established businesses by defining growth strategies and thus increasing survival rates, with a special focus on internationalisation**
- ❖ **Establishment of a method of strategic partner institutions**
- ❖ **Design of new regional support measures based on best practices**



# OBJECTIVES

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## **WP5 Training programmes for entrepreneurs (Hamburg)**

- ❖ **Identification, mapping and exchange of good and best practice in entrepreneurship training programmes. Transfer of training programmes proven successful**

## **WP6 Pre-seed funding and additional early-stage support (Veneto)**

- ❖ **Identification and mapping of good and bad practices within the network's regional innovation and start-up supporting systems regarding pre-seed and early-stage funding mechanisms on local / regional level**

## Good Practices

	WP 2	WP 3	WP 4
<b>Vienna Region</b>	Genius Inits		Internationalisation, financial support, Exportassistant
<b>Copenhagen</b>	Ph.D. Analysis	Cluster Analysis MIC (Mikroelektronik Centret)	OECD Analysis Oresund Science Region platform Export Start Programme
<b>Edinburgh</b>	Early stage support and seed funding for university spin outs	Scottish Microelectronics Centre  Microelectronics, Optoelectronics and Communications Technology Cluster	Global Companies Dev. Programme International Market Development International Strategy Workshops International Trade Advisors SME Mentoring
<b>Hamburg</b>	HEP	Cluster Hightech Itzehoe	Sixpack
<b>Veneto</b>	Start Cup		Export Consotia

## Good Practices

	WP 5	WP 6
<b>Vienna Region</b>	RIZ Leadership Start-up Programme Trainingprogram of university for economics	Start Financing
<b>Copenhagen</b>		Gov. Financing of Start Up Companies Innovation Incubators
<b>Edinburgh</b>	Small Business Gateway Training	Proof of Concept Fund Scottish Co-Investment Fund CONNECT Scotland Small Business Gateway RSE/SE Enterprise Fellowships
<b>Hamburg</b>	IST Business TRAIN-IT	IZET Competency to access Seed-Capital MAZ level one GmbH
<b>Veneto</b>	Action learning	Business Angels Network Galileo SGR Start Cup

## Good Practice Structure

**Tool to accelerate the learning curve**

- 1. What are your principal interests for this topic?**
- 2. What are the next steps for this topic in your region?**
- 3. What are the activities in your region on behalf of this topic?**  
*list activities, give a brief description and fill in the basic information for the "Level of activity" and the involved "Institutions".*
- 4. Could any of your activities be considered as "good practice"?**

## Achievements

- **after first (8) months of intensive work anchoring PAXIS within each region**
- **quick learning curve thanks to structured good practice exchange**
- **working group meetings show good results in terms of mutual knowledge development and consensus on topics**
- **high commitment and good atmosphere among partners**

## Challenges for 2004 and 2005

- **benefit from knowledge of other PAXIS networks in terms of management and best practice implementation**
- **organise exchange with other thematic networks (ERIK)**
- **bring together political decision makers**



**Thank you for your attention and interest !**