

PAXIS – START

Start-up related know-how transfer

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2003-12-05



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 „survavibility“ 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**

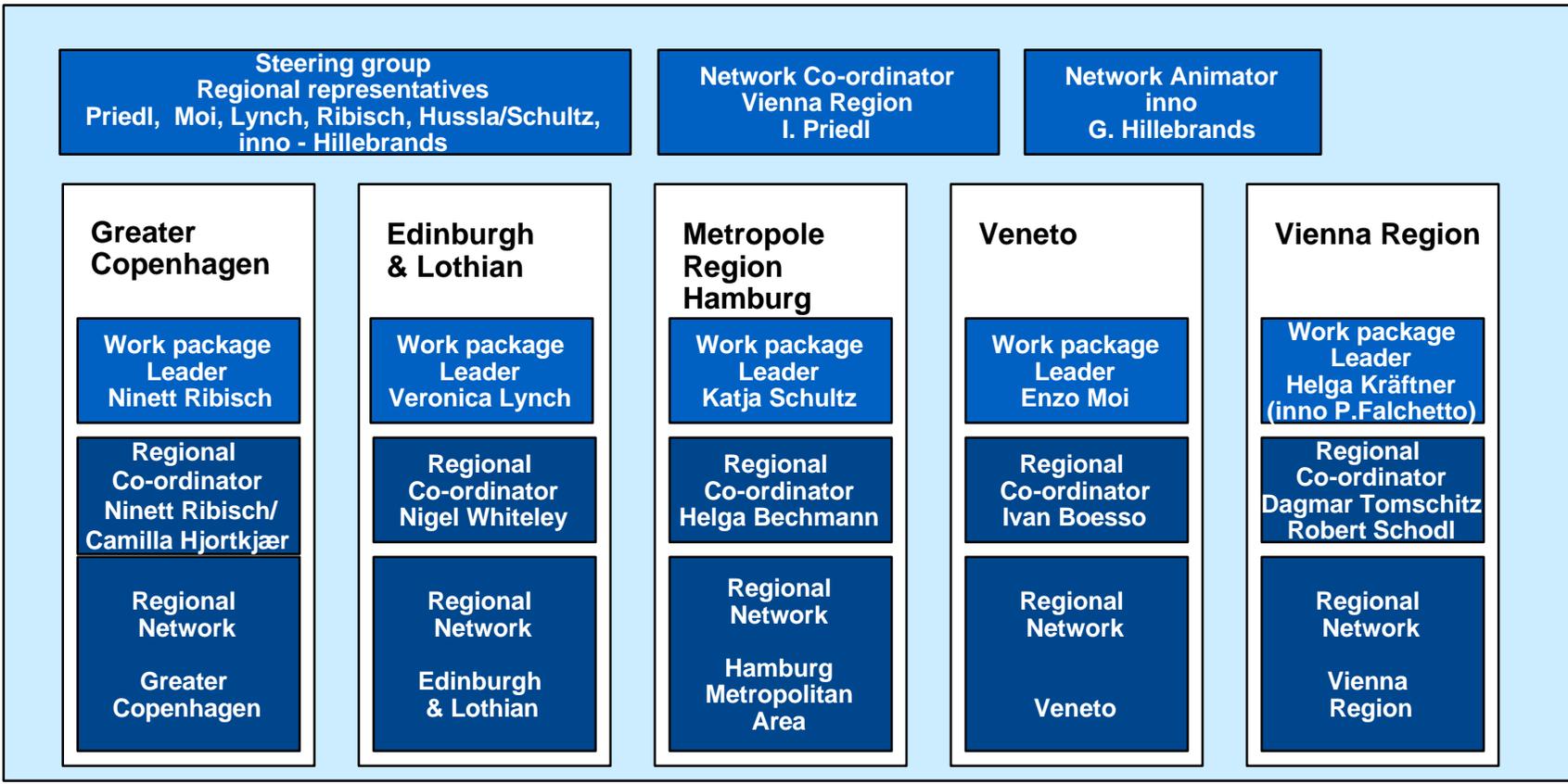
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Project organisation

European Commission
Thomas Botella

START network



OBJECTIVES



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



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

- ❖ **Identification and transfer of machanisms 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



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
Vienna Region	Genius Inits		Internationalisation, financial support, Exportassistant
Copenhagen	Ph.D. Analysis	Cluster Analysis MIC (Mikroelektronik Centret)	OECD Analysis Oresund Science Region platform Export Start Programme
Edinburgh	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
Hamburg	HEP	Cluster Hightech Itzehoe	Sixpack
Veneto	Start Cup		Export Consotia

Good Practices

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

SET UP METHODOLOGY



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**

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Thank you for your attention and interest !