



Thematic Network ERIK - European Regions Knowledge based Innovation Network

Minutes of the first Meeting of the Thematic Working
Group "Spin-offs and Start-ups" in combination with a
study visit

Wiener Neustadt, Lower Austria
3rd to 5th December 2003

Content:

1	Overview	3
2	Results of the meeting of the TWG "Start-ups and Spin-offs"	3
2.1	Expectations of the participating TWG members	3
2.2	Overall tasks of the ERIK Network.....	4
2.3	Work content of the TWG "Start-ups and Spin-offs".....	4
2.4	Future activities and meetings of TWG "Start-ups and Spin-offs"	6
3	Study visit of TWG "Start-ups and Spin-offs"	6
4	What went well – even better if.....	6
4.1	What went well.....	6
4.2	– Even better if.....	6
5	Annex: Agenda	7

Participants of the Meeting

Emilia Romagna, Italy

Francesca Montalti	ASTER- Scienza Tecnologia Impresa
Federica Roffi	ASTER- Scienza Tecnologia Impresa
Elisabetta Toschi	ASTER- Scienza Tecnologia Impresa
Lucie Sanchez	ASTER- Scienza Tecnologia Impresa

Lower Austria, Austria

Harald Bleier	Battenfeld Kunststoffmaschinen GmbH
Martina Ebner	Amt der NÖ Landesregierung, Abteilung Wirtschaftsförderung
Prof. Dr. Friedrich Franek	AC2T research GmbH, Austrian Center of Competence for Tribology
Dr. Barbara Gimeno	GAT Formulation GmbH
Christian Gornik	Battenfeld Kunststoffmaschinen GmbH
Prof. Dr. Erich Griesmayer	FOTEC GmbH
Guido Hillebrands	inno AG
Hans-Christian Jäger	IDEUM
Tristan Jorde	RIZ Niederösterreich Holding GmbH
Helga Kräftner	Amt der NÖ Landesregierung, Abt. Wirtschaftsförderung
Petra Patzelt	Eco Plus. NÖ Regionale Entwicklungsagentur GmbH
Karin Platzer	RIZ Niederösterreich Holding GmbH
Irma Friedl	Amt der NÖ Landesregierung, Abt. Wirtschaftsförderung
Prof. Ferry Stocker	Fachhochschule für Wirtschaft und Technik
Dinah Urbanek	INITS Universitäres Gründerservice

Tuscany, Italy

Elisabetta Epifori	POLO SCIENTIFICO E TECNOLOGICO – CONSORZIO INCUBATORE
Alessandro Giari	POLO SCIENTIFICO E TECNOLOGICO – CONSORZIO INCUBATORE
Paolo Guarnieri	Tuscany Region - Dept of Economic Development, Innovation and Research
Alessandro Nistico	euridea
Umberto Pascucci	Tuscany Region - Dept of Economic Development, Innovation and Research

West Midlands, UK

John Cornbill	Coventry University
Karen Ison	Coventry University
Amanda Orchard	Coventry University

Western Sweden, Sweden

Christer Enerskog	Västra Götalandsregionen
-------------------	--------------------------

1 Overview

The first meeting of the Thematic Working Group (TWG) "Spin-offs and Start-ups" as well as its first study visit took place in Wiener Neustadt (Lower Austria) from 3rd to 5th December 2003.

The ERIK meeting at Wiener Neustadt consisted of three main topics:

- ?? Meeting of the TWG "Science and Industry Relationship"
- ?? Meeting of the TWG "Start-ups and Spin-offs"
- ?? Study of the TWG "Start-ups and Spin-offs"

All presentations which were held during the whole ERIK meeting in Wiener Neustadt will be collected and burned on a CD-ROM by Lower Austria. This CD-ROM will be sent out to the representatives of the participating regions and will be published on the ERIK website. The minutes of the meeting of the TWG "Science and Industry Relationship" are part of an additional document and will be published on the ERIK website.

The agenda of the Erik meeting at Wiener Neustadt is included as an annex to this file.

2 Results of the meeting of the TWG "Start-ups and Spin-offs"

The minutes of the TWG "Start-ups and Spin-offs" reflects especially the discussion results of the TWG meeting and describes the further proceeding.

2.1 Expectations of the participating TWG members

The following expectations were mentioned:

- ?? Further detailing of the topic "Start-ups and Spin-offs" in order to achieve a common understanding of the content and single activities included in this topic
- ?? Identification of Good Practice (GP) and Cases within the Innovative Actions, getting a common understanding of the purpose and the content/ methodologies of the Good Practice cases
- ?? Collection of the identified GPs
- ?? Transferability Check of these GPs: definition of indicators for the transferability check of GPs
- ?? Ideas on how to measure the impact and the success of Good Practice cases, definition of appropriate indicators
- ?? To learn from each other by personal exchange of experience and know-how

- ?? Don't reinvent the wheel and duplicate already existing results! But take the results and experiences from other network members into account for start-up and spin-off stimulating activities of the own region
- ?? Some added value at the end of the formal ERIK network for the participating regions and persons

2.2 Overall tasks of the ERIK Network

For the integration of the TWG "Start-ups and Spin-offs" into the whole ERIK Network Elisabetta Toschi pointed out some important tasks:

- ?? Analyses of the Regional Innovation Programmes
- ?? Gathering more information on Good Practices of the running Innovative Actions
- ?? Scanning existing results, e.g. the results of other Thematic Networks

2.3 Work content of the TWG "Start-ups and Spin-offs"

Based on the own experience and results of the Thematic network STRINNOP and taking into the account the expectations of the TWG members and the overall tasks of ERIK Lower Austria presented an idea for the future work content of the TWG "Start-ups and Spin-offs".

Break down of the whole process of strengthening the Regional Innovation Profile into single, iterative steps

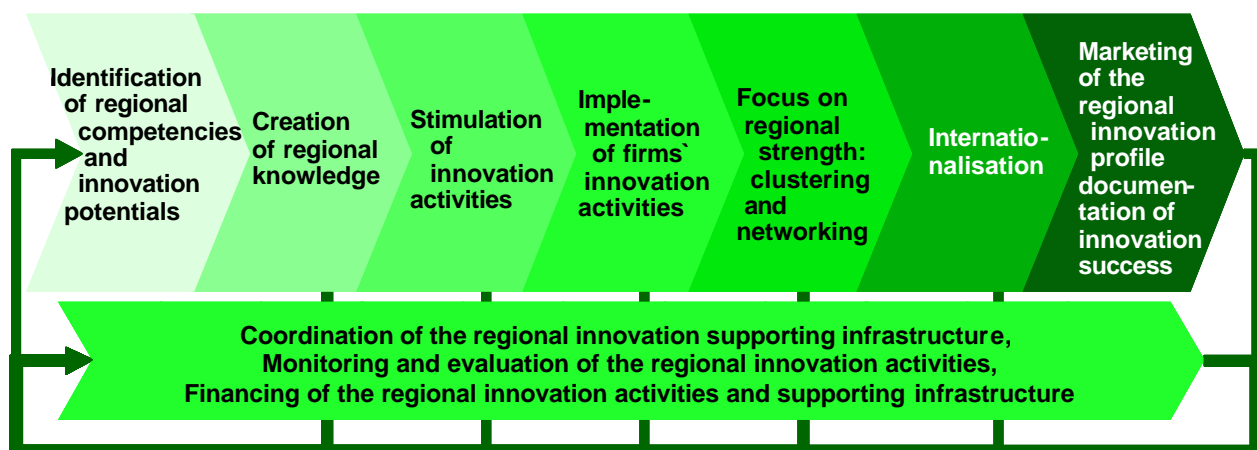


Figure 1: The STRINNOP Step-by-Step Approach

According the STRINNOP Step-By-Step Approach the whole process of strengthening the Regional Innovation Profile is broken down in single, iterative steps. Each step is described in more detail in order to assure a common understanding of all involved persons. Several Regional Good Practice cases have

been identified for every step and have been presented during the several STRINNOP meetings in combination with thematic study visits.

To enable the STRINNOP members to carry out a self assessment on the strength of the own regional innovation profile several indicators have been gathered and defined for every step. For more information see (www.STRINNOP.net)

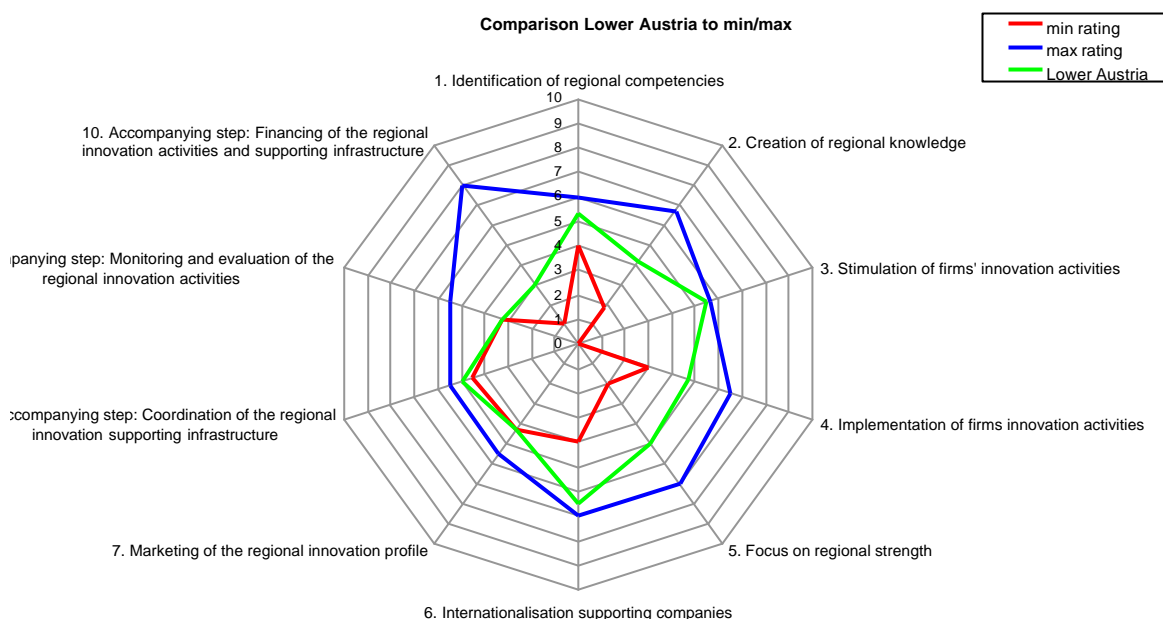


Figure 2: STRINNOP Facilitator – Self Assessment of Lower Austria

Conferring the STRINNOP idea to our TWG this means to brake down the topic "Start-ups and Spin-offs" in to single steps and activities, describe these single steps and to gather Good Practice cases from member and other regions with special emphasis on Good Practice cases as part of Innovative Actions. Indicators should be defined to measure the impact of single stimulation activities as well as to assess the strength of the regional supporting infrastructure in the field of start-ups and spin-offs. Presentation of identified Good Practice Cases should be combined with study visits or thematic workshops within the TWG.

The participants agreed on further elaboration of the work content of the TWG "Start-ups and Spin-offs" according the presented idea. Lower Austria will then send this proposal out to all members of the TWG.

2.4 Future activities and meetings of TWG "Start-ups and Spin-offs"

Based on the presented project idea and the overall ERIK timeframe the participants suggested the following activities as mile stones of the TWG:

January 2004	Next Meeting of the ERIK Steering Committee, Brussels
February 2004	Workshop on Regional Foresight, Thessaly
February 2004	ERIK Open Conference
April/May 2004	Joined study visit of TWG "Cluster and Business Networks" and "Start-ups and Spin-offs", West Midlands
September 2004	Workshop on "Start-ups and Spin-offs", in combination with study visits of TWG "Start-ups and Spin-offs", Western Sweden
December 2004	ERIK Open Conference

3 Study visit of TWG "Start-ups and Spin-offs"

During the study visit of the TWG "Start-ups and Spin-offs" three venues were visited: the Technologie- und Forschungszentrum TFZ Wiener Neustadt on 4th of December and the RIZ Regionales Innovationszentrum Wiener Neustadt as well as the NTBF GAT on 5th of December 2003.

All presentations are available via the published CD-ROM and via the ERIK website.

4 What went well – even better if

4.1 What went well

- + Very good meeting at all
- + Organisation
- + Range and quality of presentations
- + Selected cases

4.2 – Even better if...

- some more time for discussion
- more interaction
- "not so much work"

5 Annex: Agenda

ERIK NETWORK

TWG "Science and Industry Relationship" and TWG "Spin-offs and Start-ups", Study Visit "Spin-offs and Start-ups"

3rd – 5th Dec. 2003, Wiener Neustadt (Lower Austria)

Wednesday, 3rd of December

Shuttle bus from Vienna airport to Wiener Neustadt,

Hotel Corvinus, 2700 Wr. Neustadt, Bahngasse 29 – 33. Where the hotel is situated you can see on page 4 of the agenda

The shuttle busses go at

10.10 o' clock

12.35 o' clock

21.40 o' clock

Meeting point at Vienna airport is on the right side next to the exit into the arrival lounge in front of the custom office (there is a sign ZOLL). More detailed information you can find on the attached map.

14:00 Transfer from Hotel Corvinus to TFZ

Venue: TFZ Technology Centre Wiener Neustadt

2700 Wr. Neustadt, Viktor Kaplan Straße 2

www.tfz-wienerneustadt.at

14:30 Welcome to the ERIK Network addressed to new associated members by Irma Friedl and Federica Roffi

14:45 The ERIK thematic working group: scope, rules, activities by Elisabetta Toschi

15:00 **Launch of the Science and Industry Relationship TWG:**

The experience of Science and Industry Relationship in the Emilia Romagna Innovative Action Programme by Elisabetta Toschi

The experience of Science and Industry Relationship in the Västra Götaland Innovative Action Programme

- 15:30 Coffee break
- 15:45 The experience of Science and Industry Relationship in the Crete Innovative Action Programme
- The experience of Science and Industry Relationship in the Kalmar County Innovative Action Programme
- The experience of Science and Industry Relationship in the Niederösterreich Innovative Action Programme by Martina Ebner
- 16:45 Discussion and scheduling of next activities, meetings,...
- 17:00 End of session
- 17:45 Sight Seeing tour to Vienna (optional)

Thursday, 4th of December

- 9:15 Transfer from Hotel Corvinus to TFZ

Venue: TFZ Technology Centre Wiener Neustadt

2700 Wr. Neustadt, Viktor Kaplan Straße 2

www.tfz-wienerneustadt.at

- 09:30 **Launch of the TWG "Spin-offs and Start-ups"**
introduction and overview by Irma Priedl
- 09:40 Presentation of regional experiences and discussion
- Lower Austria - Regional policy and support activities to stimulate spin-offs and start-ups by Irma Priedl
- Tuscany - Regional policy and support activities to stimulate spin-offs and start-ups by Paolo Guarnieri/Umberto Pascucci (Tuscany Region – Dept. of Economic Development, Innovation and Research) and Alessandro Giari/Elisabetta Epifori (POLO SCIENTIFICO E TECNOLOGICO – CONSORZIO INCUBATORE)
- Västra Götaland - Regional policy and support activities to stimulate spin-offs and start-ups by Christer Enerskog (Region Västra Götaland Regional Development)
- 10:30 coffee break
- 10:45 Discussion:
Expectations of the members and further steps of the TWG "Spin-offs and Start-ups", moderation by Hans-Christian Jäger (IDEUM)
- The ERIK database development process and Good Practices selection within the TWGs by Francesca Montalti
- Future activities of the TWG and time schedule
- 12:00 lunch buffet

- 13:15 Study visit (both thematic working groups)
Walk around TFZ
Kplus Echem, Tribologie, Fotec and demonstration project
- 15:00 coffee break
- 15:30 Technopol (location) development by Petra Patzelt, ECO PLUS
- 15:50 Fachhochschule (college for applied science) by Prof. Ferry Stocker
- 16:10 Paxis project by Guido Hillebrands
Kreo project by Lucie Sanchez
- 16:30 End of first day
- 16:45 Transfer from TFZ to the townhall of Wr. Neustadt
- 17:00 Reception given by the Mayor of Wr. Neustadt
- 19:00 Visit of a typical "Heurigen"
Hartig`s Heuriger zum Dom
2700 Wr. Neustadt, Domplatz 2

Friday, 5th of December

- 9:15 Transfer from Hotel Corvinus to RIZ
- Venue: RIZ Regional Innovation Center**
2700 Wr. Neustadt, Prof. Stephan Koren Straße 19 (www.riz.at)
- 9:30 **Study visit**
Welcome and RIZ presentation by Tristan Jorde
- 10:00 Genius by Helga Kräftner
- 10:20 Inits (AplusB) by Dinah Urbanek
- 10:40 coffee break
- 11:00 Financial initiatives for start ups and spin offs NÖ by Irma Friedl
- 11:20 conclusions of the meeting by HC Jäger
- 11:30 Shuttle bus to Gat in Ebenfurth
- 12:00 Lunch buffet
- 13:00 **Visit at the Start up Company , GAT ,**
2490 Ebenfurth, Gewerbezone 1 (www.gat-formulation.com)
Presentation by Dr. Gimeno, managing director GAT
- 13:30 Walk around
- 14:00 End of study visit and of the ERIK Meeting
- Bus shuttle to Vienna downtown via Wr. Neustadt and Vienna airport