



D.G.REGIO

Study Visit

Importance of Start-ups and
Spin-offs to innovation:
lessons learnt from RPIA



Alentejo – The region

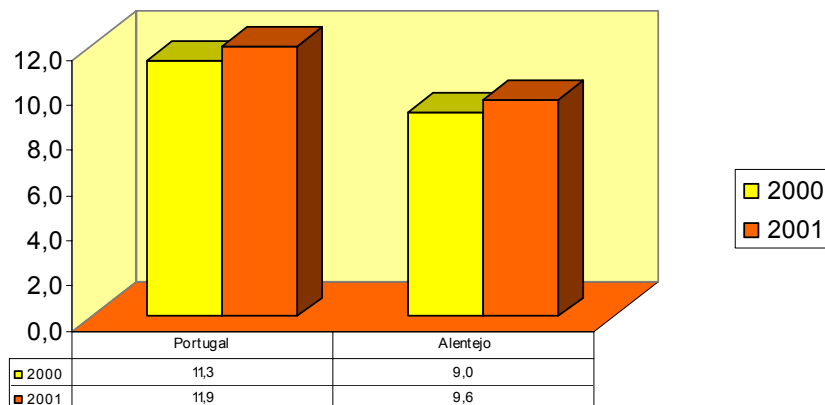


Alentejo – The region



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GDP per capita in Alentejo Region (2000-2001)



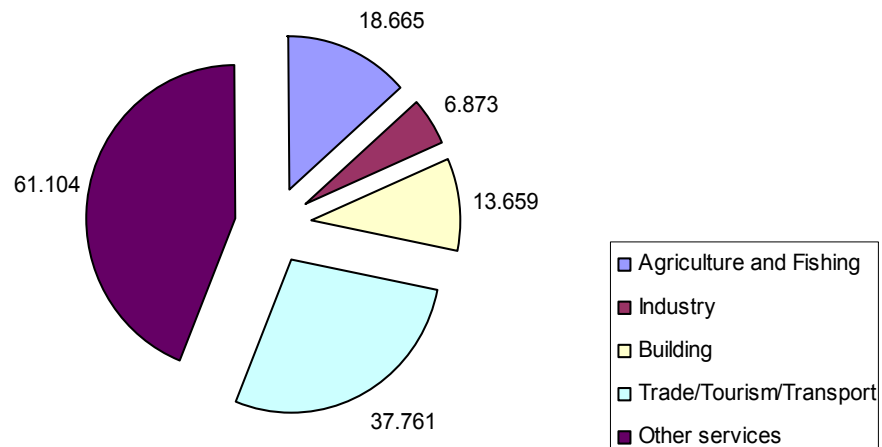
GDP per capita

- Alentejo - 9,6 thousands Euros
- Portugal – 11,9 thousands Euros

Regional companies:

- Most of them are micro companies (less than 9 employees)
- Most of them operate in the services area

Number of establishments in Alentejo Region - 2002



COMEÇAR

GABINETES DE APOIO AO EMPREENDEDORISMO

- Pilot project implemented in Alentejo Region, presented as Good Practice under the ERIK NETWORK TWG “Start-ups and Spin-Offs” – leader Lower Austria;
- Innovative project promoting entrepreneurship among young graduated people.

- **Partners:**
- ADRAL – Alentejo Regional Development Agency
- ANJE – National Association of the Young Entrepreneurs
- All Universities and Superior Schools in Alentejo
- IEFP – Regional Institute of Training and Employment
- Bes – Bank Institution

- **The project responds to two major problems:**
- Lack of jobs for graduated people in the region, leading to the migration for other places;
- Lack of dynamics of the regional companies, namely in the creation of new enterprises



HOW?

- Through an investment project, leading to the creation of their own company and their own job

COMEÇAR – Entrepreneurship Support Offices

ADRAL's support to the companies



1st step: selection of graduated youngsters willing to create their own company

2nd step: training course in the business area

3rd step: creation of the entrepreneurship support offices in the regional universities

4th step: tutorial phase, leading to the creation of an investment plan

5th step: creation of the new company

- **Project achieved results:**

- Implementation of two different actions in the period between April 2002 and January 2005;
- 22 graduated people involved in the training, investment plan development and company creation;
- 22 business plans developed;
- 12 companies moved forward with their projects in the short term;
- 2 companies are considering to move forward in the medium term.

Key innovative features of the project:

1. Having graduated people creating their own company
2. The training course planned with alternate theoretician and practical classes
3. The companies created intend to simultaneously created self employment and regional development
4. Encourage and support investment, in order to promote more graduated people staying in the region

Success factors for this Good Practice

1. The regional partnership with complementary competences and knowledge of the region
2. The continuous consultancy and tutorial gave by ADRAL to the entrepreneurs during all process
3. The entrepreneurs' motivation towards their ideas and their belief in the created projects

COMEÇAR – Entrepreneurship Support Offices

Project	Activity	Geographical area
Mexe & Brinca	Kinder garden	Montemor-o-Novo
AT-NoLimite, Actividades Desportivas Lda.	Leisure and Tourism	Zona Alqueva
TÓ-BUS	Transports	Cidade de Évora
Alentejotours	Contents Production to web diffusion	Região Alentejo
Netclipping	Diffusion, Production and Management of information and events	Alentejo
Carne Mertolenga – DOP	Animal Production of Mertolenga race	Concelho de Arraiolos
CAFÉ-ESTUDO	Coffee-House /Bookstore	Cidade de Évora
CAMPÚSports - Beja	Sports infrastructures	Cidade de Beja
Mind & Body Gym, Lda	Gym	Cidade de Beja
Adega dos Ganhões	Typical Restaurant from Alentejo	Cabeço de Vide
Arte & Factos	Cultural Heritage Management and and organization of cultural events	Região Alentejo
Domus de Justitita & Contabilitatis, Lda.	Legal Consultancy, Accounting,etc	Cidade de Beja

COMEÇAR – Entrepreneurship Support Offices

Project	Activity	Geographical Area
Numberone Webdesign & Consulting	websites and Consultancy	Região Alentejo
Clínica Veterinária	Vet clinic and hospital	Beja
ATL	Children Spare time Occupation	Elvas
West Country - Turismo Integrado	Tourism	Região Alentejo
SOS - Serpa Open Source	Software production, distribution and training	Região Alentejo
Monitorização da Dinâmica da água no solo	Technical support to agriculture	Zona de Alqueva
Produção de vinho	Wine Production	Évora
DG&TAL - Design Gráfico e Comunicação Visual	Producing solutions of design and communication to enterprises in Alentejo	Região Alentejo
Verdes Anos – Tecnologia Ecológica	Projects and maintenance of green areas	Região Alentejo

COMEÇAR – Entrepreneurship Support Offices



Thank you for your attention!