



SmartPilots
Interreg Europe



European Union
European Regional
Development Fund

Indirect Support in NL

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Provincie of Zuid-Holland & Bioprocess Pilot Facility

16th of March | CPI

Content

Content

1. **Analysis Support Mechanisms NL**
2. **Highlights interviews stakeholders**
3. **Conclusions and discussion**

Analysis Support Mechanisms in NL

Deskresearch to direct and indirect support in the Netherlands

13 European, 8 national, 4 regional, 7 local arrangements

BBI : BioForever & Agrimax

WSBO: Several projects



MKB Innovatie
Stimulering Zuid-
Holland



Rijksdienst voor Ondernemend
Nederland



Situation earlier: support foundation BPF

SmartPilots: Direct Support Factsheet Netherlands

Support, through public funded financial instruments, that is available to Shared Pilot Facilities in Industrial Biotechnology for capital investment, capability build and organisational revenues for the creation, upgrading and managerial costs of maintaining open access infrastructures.

Partner Organisation: Province of Zuid-Holland, Den Haag, The Netherlands

Organisation Description: BPF (Bioprocess Pilot Facility);

BPF (Bioprocess Pilot Facility), Private, open access company, 35 FTE, Turnover in range of 5- 10 M EUR (2016) . Currently 3 shareholders (DSM, Corbion and Technical University of Delft). Shareholders are committed to invest a based load of scale up projects until end of 2019.

Impact: Building and Maintaining Industrial Biotechnology Pilot Capability for Open Access

Organisation Description:

Research & Demonstration Infrastructure/Organisation	Yes
Public/Private	Private
For Profit/Not For Profit	Non-for profit SME. Note: categorized as large company for EU funding projects because of multinational shareholders
Public Contracting Authority	No
Subsidiary/Parent Companies	Not applicable, fully independent organisation
Number of Employees	35 by end of 2016
Turnover	5 - 10 m€ in 2016
Value of Assets	75 m€

Situation now: “reversed Calimero Effect”



Highlights interviews stakeholders

On the position of pilot facilities

- Recurring investments to keep state-of-the-art equipment necessary
- Specialisation versus 'one-stop-shop': can complementarity in a European ecosystem be accomplished?
- How to get from current funding mechanisms to future options: more complex arrangements and cooperation.

On the projects and funding

- Subsidies are regarded as complicated by inexperienced companies (SME and other).
- Scaling up is seen as risky by financiers as company, technique and business case did not prove themselves yet. When economic impact approaches (plant building), this gets easier. Larger financing companies lack trust and are slow to change their views.
- Subsidy-advisors are specialized in some of the formats and miss the overall pictures, larger consultancy firms ask a lot of hours in the accepted projects.
- Projects are vulnerable: they lean heavily on cooperation with one university for example.

Conclusions

NL and Provincie Zuid-Holland used to have development funds, not existing any more

Different kinds of non-financial support mechanisms, such as:

- Biobased Delta
- Innovation Quarter – Business Development

Future: opportunities for strategic collaboration for development

- DSM, Corbion, Heineken



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Dankjewel!

Questions welcome