

Appendix 4 : All Good practices table for TF area 2  
Startup and Accelerator support

| Best practice   | up development phase   |  | needed   | Success   | learning or transfer  | lessons  |   |
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| <b>Southern Denmark Pro Project</b><br>University of Southern Denmark and the Regions Cluster Organisation<br>Timescale<br>01.08.2013 – 31.03.2015<br>Interreg Project : NO | <b>Pre-startup</b><br>: yes<br><b>Startup</b><br>: yes<br><b>Growth</b><br>: yes | <u>Entrepreneurship course PRO Program</u><br>Aims to foster and support growth entrepreneurship in education institutions<br>Incubation and acceleration business projects created by Students and other entrepreneurs associated with educational institutions | European Social Fund:<br>341.026 Euro<br>Regions Business Development Fund:<br>64.200 Euro<br>Co-financed partners :<br>286.825 Euro | Aims to create 10 companies<br>Created 27 new companies<br>External evaluation report concluded that the focused and personalized approach had positive effect on entrepreneurial competences | Development of teams and competences alongside market development<br>Support from region, educational and business institutions | Short timelines limited the levels of internalisation achieved<br>More time required for teams to develop their businesses | Student led entrepreneurial initiatives<br>Alignment with the Danish innovation 2020 strategy<br>Financial and training support from the region |
| <b>Valencia STARTUPV: HOW TO CREATE A SUCCESSFUL UNIVERSITY ENTREPRENEURIAL ECOSYSTEM</b>   | <b>Pre-startup</b><br>: yes<br><b>Startup</b><br>: yes<br><b>Growth</b><br>: yes | <u>Promote entrepreneurial culture among the university community</u><br>Provide entrepreneurial training to students<br>Free accessible mentorship programs<br>Up to 50 annual promotion activities<br>Main stakeholders include 5 public universities          | Physical spaces/<br>Business incubator<br>Team of expert mentors<br>Provision of financial prizes to                                 | Pillar of entrepreneurs hip ecosystem<br>Strong links with regional government<br>First 3 year turnover of €14.7million.<br>Turnover of   | Ukraine started entrepreneurship ecosystem and after study tour Estonia has also indicated interest to adopt the UPV Model      | Deepen Stakeholder engagement<br>Development of on-campus incubator space has enhanced the ecosystem                       | Development of on campus incubator has enhanced startup activities<br>Regional financial support for the startups                               |

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| Institution : (IDEASUPV Universitat Politecnica de Valencia )<br><br>2013 – Ongoing<br>Interreg: YES                                     |  |  | teams of 20,250 Euros   | €6.1million in 2016<br><br>3 Edition of contest<br><br>32 Startup given prizes                                      |   |   | Continuous mentorship from alumni's has boosted access to markets<br><br>Provision of critical advise pre and post innovation phase<br><br>Design thinking process is well analyzed prior to prototyping |
| <b>Region / Best practice</b>  | <b>Start-up development phase</b>  | <b>Description</b>   | <b>Resources needed</b> | <b>Evidence of Success</b>  | <b>Potential for learning or transfer</b>   | <b>Difficulties/ lessons</b>  | <b>Best Practice</b>   |
| <b>Haut-de-France</b><br><br><b>Hubhouse – Accompanying mission</b><br><br>Regional Council, Universities and HEI community, University) | <b>Pre-startup</b> : yes<br><br><b>Startup</b> : maybe<br><br><b>Growth</b> : no | <u>The Regional council in collaboration with Universities have created 7 Hubhouses</u><br><br>Develop a strong entrepreneurial culture and ecosystem<br><br>Hubs for all students and less 2 years graduated who want to develop or create a project. |                         | 34,477 Students sensitised<br><br>312 students guided<br><br>30 business creations<br><br>Accompanied students with | Organize dedicated events for co-design activities, training, exchange activities, pitching and networking<br><br>Open Platform that connects | Local support provided adapted to student schedule<br><br>Hubhouses are coherent with scholarship and HEI | Emphasis on entrepreneurial education and pre-incubation programs<br><br>Integration of the student led activities into the broader entrepreneurs hip ecosystem  |

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| <p>2006 – Ongoing</p> <p>Interreg : YES</p>  |   |   |  | <p>good feedbacks</p>   | <p>startups to resources, networks, alumni's and mentors.</p> <p>Training curriculum developed in collaboration with alumni, mentors and industry experts</p> | <p>representatives</p> <p>Work with institutional representatives</p> <p>HEI's need entrepreneurship policy</p>   | <p>Validation and monitoring of the projects and people registered</p> <p>Local support provided adapted to student academic schedule</p> <p>Hubhouses are coherent with scholarship and university programs.</p> <p>representatives</p> |
| <p><b>Haut-de-France</b></p> <p><b>StarPartner</b></p> <p>Hauts-de-France regional council</p> <p>June 2015 – Ongoing</p> <p>Interreg: YES</p> | <p><b>Pre-startup</b> : yes</p> <p><b>Startup</b> : yes</p> <p><b>Growth</b> : no</p> | <p>Hauts-de-France is a <u>startup friendly region</u></p> <p>Provision of services to start-ups i.e. coaching, funding</p> <p><u>StarPartners</u> was created at to deal with the challenges of acceleration and scale-up</p> <p>StarPartners is an online platform to connect startups and other stakeholders</p> | <p>PhysicaHuman resources : 0,5 ETP for the day to day management of the platform</p> <p>Development of an online platform with profiles and matching options,</p> | <p>648 members registered on Starpartners platform (December 2016)</p> <p>117 startups/entrepreneurial projects submitted on the platform (December 2016)</p> <p>4 Starpartners event in 2016</p> |   | <p>Pre-identification and close relationship with incubators and other support organizations for start-up is one of the key success factor</p> <p>Local events create a real community.</p> <p>Validation and</p> | <p>Pre-identification and close relationship with incubators and other support organizations for start-ups</p> <p>Local events create a real community.</p>  |

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|   |  |  | Communication and awareness creation  | 148 participants in events in 2016  |   | monitoring of the projects and people registered)   |  |
| <b>Region / Best practice</b>   | <b>Start-up development phase</b>  | <b>Description</b>   | <b>Resources needed</b>   | <b>Evidence of Success</b>  | <b>Potential for learning or transfer</b> | <b>Difficulties/ lessons</b>  | <b>Best Practice</b>   |
| <b>West region Romania</b><br><b>Antreprenor de Sezon</b><br>Minds Hub,<br>Timisoara, Romania<br>Seasonal program 6<br>February - 10<br>March<br>Interreg<br>: NO | <b>Pre-startup</b><br>: yes<br><b>Startup</b><br>: no<br><b>Growth</b><br>: no | “Antreprenor de Sezon” was developed to give students opportunity to try out entrepreneurship in a one month challenge<br><br>10 teams of students with 2 kind of backgrounds: entrepreneurial/economic and creative/artistic<br><br>Main aim is to develop a product that can be sold | Initial capital to give as a loan for the (€1000)<br><br>Capital for organizing the project = 1000 euro<br><br>Meeting venue<br><br>Team of experts | Total sales of the project from the 10 teams are at 25068.42 RON, net profit 16136.13 RON<br><br>The first place, which got the higher points at evaluation, had an investment of 900 RON and a ~5700 RON profit.<br><br>The average grade received from the feedback form was 8.47 |   | Better understanding of start up process<br><br>Training on entrepreneurship, models and business plans<br><br>Better communication | Pre-incubation program provided participants with opportunity to test their ideas<br><br>Entrepreneurs hip training courses provided by industry experts |

| <p><b>West region Romania</b></p> <p><b>Consolidation of the local entrepreneurs hip ecosystem</b></p> <p>INCUBOXX</p> <p>January 2015 – Ongoing</p> <p>Interreg : YES</p> | <p><b>Pre-startup</b> : ?</p> <p><b>Startup</b> : ?</p> <p><b>Growth</b> : ?</p>                                     | <p>Fragmentation of ecosystem lead to start of INCUBOXX</p> <p>Provides resources to start-ups</p> <p>Organisation of different start up programs and events</p>   | <p>Event spaces</p> <p>Seminar rooms</p>                                    | <p>Platform for the local actors has proved successful when looking at KPIs such as events organized in our infrastructure both by us and other stakeholders and the number of participants at each event and in total</p> |   | <p>Timing all the events and convincing the other interested parties that it is more beneficial to join forces.</p> |  |
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| Region / Best practice   | Start-up development phase   | Description  | Resources needed  | Evidence of Success  | Potential for learning or transfer  | Difficulties/ lessons   | Best Practice  |
| <p>Helsinki-Uusimaa</p> <p>SLUSH</p> <p>Non Profit Organisation</p> <p>2008 – Ongoing</p>  | <p><b>Pre-startup</b> :</p> <p><b>maybe</b></p> <p><b>Startup</b> : <b>yes</b></p> <p><b>Growth</b> : <b>yes</b></p> | <p>Slush is a two day startup and investor event organised annually</p> <p>Student driven, non-profit originally founded to change attitudes to entrepreneurship</p> <p>Facilitates investors and founders meeting</p> | <p>Budget in 2016 was €5.4 million</p> <p>Organized by 2,400 volunteers</p> | <p>250 attendees in 2008</p> <p>17500 attendees in 2016</p> <p>In 2016 there were 2,336 start-ups, 1146 investors,</p>   | <p>Event is based on non-profit community of entrepreneurs, investors, students, and volunteers</p> <p>Strong emphasis in founder and</p> |   | <p>Student led initiative</p> <p>Integrated stakeholder’s involvement in program</p> <p>High level of support from both public</p> |

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| <p>Interreg : NO</p>  |  |   |   | <p>5643 investor-start-up meetings and 610 journalists</p> <p>Sush.org had 342,983 visitors and all-in-all there were 130 registered side events.</p>  | <p>investor meetings</p>  |   | <p>and private sector</p>   |
| <p>County Kerry<br/><br/>The New Frontiers Entrepreneur Development Programme<br/><br/>Institute of Technology, Tralee<br/><br/>2012 – Ongoing<br/><br/>Interreg : NO</p> | <p><b>Pre-startup</b> : yes<br/><b>Startup</b> : yes<br/><b>Growth</b> : yes</p> | <p>Ireland's national entrepreneurship programme</p> <p>Accelerate development of sustainable new businesses</p> <p>New Frontiers differs from privately-funded 'accelerator'</p> <p>Focus on entrepreneur's business concept instead of enterprise</p> <p>Progressing the business concept to investable business no equity at this stage.</p> | <p>€3million received in 2016</p> <p>Funds applied to employing manager, recruit trainers and provide different aspect of the programme</p> | <p>88 New companies registered</p> <p>169 Jobs created</p> <p>Turnover in 2012: €810,000, 2013: €399,000, 2014: €135,000 and 2015 : €715,000</p> <p>These new companies are creating sustainable businesses,</p> | <p>Proven model Templates for each stage of the programme</p> <p>Access to national expertise</p> <p>Renowned mentors for different disciplines</p> | <p>Managing the participants</p> <p>Meeting deliverables</p> <p>Managing expectations</p> | <p>Working models across different agencies through seamless integration and communication</p> <p>Cross border collaboration Between Germany, Ireland, Romania, Spain and the United Kingdom to map out activities to</p> |

|  |  |  |  | jobs and economic stability   |  |  | drive innovation through partnerships between SMEs and higher education institutions.                 |
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| Region / Best practice   | Start-up development phase   | Description  | Resources needed   | Evidence of Success   | Potential for learning or transfer   | Difficulties/ lessons  | Best Practice   |
| <b>Brandenburg Centre for Entrepreneurship and Transfer</b><br><br>University of Applied Sciences Brandenburg<br><br>Entrepreneurship service: since 2002,<br>Transfer service: since 1994, Centre for Entrepreneurship and Transfer: since 2014- ongoing<br>Interreg: YES | <b>Pre-startup</b><br>: yes<br><b>Startup</b><br>: yes<br><b>Growth</b><br>: yes | “one-stop-agency” service unit<br><br>Combines technology transfer and entrepreneurial activities<br><br>Entrepreneurship service focuses on support of (students and academic staff entrepreneurs) to strengthen entrepreneurial culture in the university region | Entrepreneurship: has budget of €133,000. Financed by ESF/ 30% financing from University<br><br>Technology transfer: budget of 135.000€<br>Financed by EFRE, 10 % co-finance from university | 264 People have started their own projects<br>20 Technology transfer per year<br>2016 award in (Business Plan Competition)<br>for being the most active university creating new startups<br>11 universities of applied sciences merged to strengthen the connection | Permanent dialog with important stakeholders<br><br>Reliable cooperation structures<br>Network experience<br>Improvement of the Centre for Entrepreneurship and Transfer | Convincing professors, university management of entrepreneurship importance<br><br>No continuous work possible.<br>Funding is for specific periods (2 or 3 years).<br><br>Full package: from information, individual meetings until offering | Emphasis on technology transfer<br><br>Collaboration between Universities and corporate organizations |



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|  |   |  |   | between companies and universities.  |  | business contacts and open an entrepreneurial network.  |  |
| <b>Brandenburg</b><br><b>Zukunft</b><br><b>Lausitz</b><br><br>Zukunft<br>Lausitz<br>2006 –<br>ongoing<br>Interreg<br>: YES | <b>Pre-startup</b><br>: yes<br><b>Startup</b><br>: yes<br><b>Growth</b><br>: no | Motivate and educate young people to become entrepreneurs in the region<br><br>Provide entrepreneurship training<br><br>Develop and establish a young entrepreneur network | Available funds till date<br>€4million<br>5<br>permanent staff<br><br>Engagement with stakeholders<br><br>Government provides possibility for loans | 360 start-ups founded<br>80% still in operation<br>Investment total of €3.8million | Free service provided<br><br>No compulsion to complete program youths can choose seek employment<br><br>Youths acquire skills before starting business | Responding time towards market change, current situation within the region (structural change from mining to tourism as a main economical driver)<br><br>Personal challenges to deal with each YE as an individual with specific needs<br><br>Cooperation with other networks was slow at the beginning | Networking by SME, regions and alumni<br><br>Nearness to key infrastructure; airport and university,<br><br>Free service provided<br><br>No compulsion to complete program youths can choose to seek employment<br><br>Youths acquire skills before starting business<br><br>Reliable cooperation structures |

| Region / Best practice   | Start-up development phase   | Description   | Resources needed  | Evidence of Success   | Potential for learning or transfer  | Difficulties/ lessons   | Best Practice |
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| <b>Brandenburg Innovationszentrum Senftenberg</b><br>BTU Cottbus-Senftenberg, City of Senftenberg, District Oberspreewald-Lausitz<br>22nd of May 2015 - ongoing<br>Interreg : NO | <b>Pre-startup</b> : no<br><b>Startup</b> : yes<br><b>Growth</b> : yes | The Innovation Centre offers optimal conditions and capacities by providing innovative research and attractive business location, laboratories and office startups in the biotechnology and medical technology field.<br><br>Stakeholders are students/young entrepreneurs, SMEs and the region | Construction costs were subsidized by the city fund and the outside open areas by urban redevelopment/enhancement.<br><br>City and district covered co-payment to 50% | Generic Assays GmbH (molecular diagnostics) are on the market in Dahlewitz for 15 years and since 2015 having been a vital part of the innovation centre using it as their first branch office.<br><br>GA Generic Assays is even hiring alumni of BTU. Long term leases for 3 laboratories and offices. | Networking by SME, regions and alumni<br><br>Closeness to key infrastructure; airport and university<br><br>Urban design and competition for building | Spin offs from university are taking a long time to materialize<br><br>Act of founding and having a patent to market launch are complicated and lengthy.<br><br>Costs of construction increased unexpectedly and short term leases pose problems. |               |
| Region / Best practice   | Start-up development phase   | Description   | Resources needed  | Evidence of Success   | Potential for learning or transfer  | Difficulties/ lessons   | Best Practice |

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| <p><b>West Pomerania Regional Centre for Innovation and Technology Transfer (RCiITT) / Business incubator</b></p> <p>Regional Centre for Innovation and Technology Transfer (RCiITT)</p> <p>April 2016 – ongoing<br/>Interreg<br/>: YES</p> | <p><b>Pre-startup</b><br/>: <b>yes</b></p> <p><b>Startup</b><br/>: <b>yes</b></p> <p><b>Growth</b><br/>:<br/><b>maybe</b></p> <p><b>/no</b></p> | <p>Free sharing of workstations in a shared open space room</p> <p>Possibility to participate in trainings organized in RCIITT</p> <p>Professional advice on the establishment and development of one's own company.</p>   | <p>Support of Marshal Office, University of Technology in Szczecin, project financing</p>       | <p>The emergence of young entrepreneurs in RCIITT</p> <p>Coverage of entrepreneurs activity by the media</p> | <p>Increased connections between the students, academic institution and business community</p> <p>Students have access to work with RCIITT</p> <p>Experts take project ideas seriously</p> | <p>Office can be treated by the participants as a simple workplace instead of acceleration</p> | <p>Support from local regional ecosystem</p>   |
| <p><b>Northern Ireland Innovation for Competitiveness Enterprises (ICE)</b></p> <p>Objectives<br/>: SME</p>   | <p><b>Pre-startup</b><br/>: <b>no</b></p> <p><b>Startup</b><br/>:<br/><b>maybe</b></p> <p><b>Growth</b><br/>: <b>yes</b></p>                    | <p>Innovation Competitiveness Enterprise is designed to provide 12 month intensive mentorship and training to SME's</p> <p>Enable SME's to develop new products and services</p> <p>Enables SME's to identify and correct problem areas in their business models</p> | <p>The project was awarded grant aid of up to €2,305,627 in February 2008 under Priority 1,</p> |  | <p>Working models across different agencies through seamless integration and communication</p> <p>Development process for monthly programs</p>   | <p>Recruitment and retention of SMEs on 3 year, dynamic course</p>                             | <p>Regional support from Enterprise office</p> <p>Provision of clear and transparent information</p> |

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| <p>Competitiveness</p> <p>March 2010 – April 2013</p> <p>Interreg Project : NO</p>  |  |  | <p>Theme 1 – Enterprise of the INTERREG IVA 2007-2013 Programme.</p> |   |  |  |  |
| <p><b>Northern Ireland Innovation Alliance</b></p> <p>SME and Higher Education Institutes in Innovation Partnerships (SHIP)</p> <p>2014-2016</p> <p>Interreg Project : NO</p> | <p><b>Pre-startup</b> : ?</p> <p><b>Startup</b> : ?</p> <p><b>Growth</b> : ?</p> | <p>Build sustainable collaborative relationships between universities, SMEs and innovation support organizations</p> <p>Train SMEs to effectively engage with HEI research and supplying HEIs with case study guides to for innovation transfer.</p> | <p>EU Grant 563,362</p>  | <p>The project will consolidate cooperation by reshaping traditional roles to multiply outlets for HEIs to generate direct economic impact from their work, and breaking down barriers so that SMEs can implement academic-based innovation to boost their own competitiveness.</p> | <p>Innovation Alliances from Germany, Ireland, Romania, Spain and the United Kingdom came together to map out activities to drive innovation through partnerships between SMEs and HEIs.</p> |  | <p>Regional support from Enterprise office</p> <p>Provision of clear and transparent information</p> |

| <b>Region /<br/>Best practice</b> | <b>Start-<br/>up<br/>develo<br/>pment<br/>phase</b> | <b>Description</b> | <b>Resources<br/>needed</b> | <b>Evidence of<br/>Success</b> | <b>Potential for<br/>learning or<br/>transfer</b> | <b>Difficulties/<br/>lessons</b> | <b>Best Practice</b> |
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