

Supporting new innovative companies - The role of business incubators

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What are we talking about ?

➤ Official definition:

"Business incubation is a unique and highly flexible combination of business development processes, infrastructure and people designed to nurture new and small businesses by helping them to survive and grow through the difficult and vulnerable early stages of development." (source: www.ukbi.co.uk)

➤ To put it simple it is a combination of

- An entrepreneurial environment
- A range of added-value services & networks
- An efficient business infrastructure
- .. and hopefully a clever animation!

Players in Luxembourg

➤ Two incubators that fit to such a definition

➤ Ecostart I & II (2003 & 2007)

➤ Technoport (1998)

➤ A new one is on its way in Belval

➤ 4000 m²

➤ Office and small industrial facilities

➤ Final goal

➤ Merge all of them together to gain in overall visibility and efficiency



➤ Target

- Innovative entrepreneurs
- Foreign companies seeking first establishment in Luxembourg

➤ Facilities

- 8000 m² distributed in 2 major buildings
- Office and industrial halls (20-80%)

➤ Criteria

- Innovative (all sectors but mainly industry related)
- Business plan

➤ Initiator & operator

- Ministry of the Economy & Foreign Trade
- Luxinnovation



➤ Target

- Innovative technology-oriented companies
- Spin-offs from public research centre

➤ Facilities

- 1000 m² office space

➤ Criteria

- Technology; innovation; business case; team
 - Mainly software and Internet
- 2 major programs
 - Pre-commercial (challenge your ideas – quick process, free of charge and limited in time)
 - Start-up (launch your business – BP, evaluation committee, fee-based and limited in time)

➤ Initiator & operator

- CRP Henri Tudor & Technoport – a dedicated (small) department



Specific support examples

➤ Hosted companies

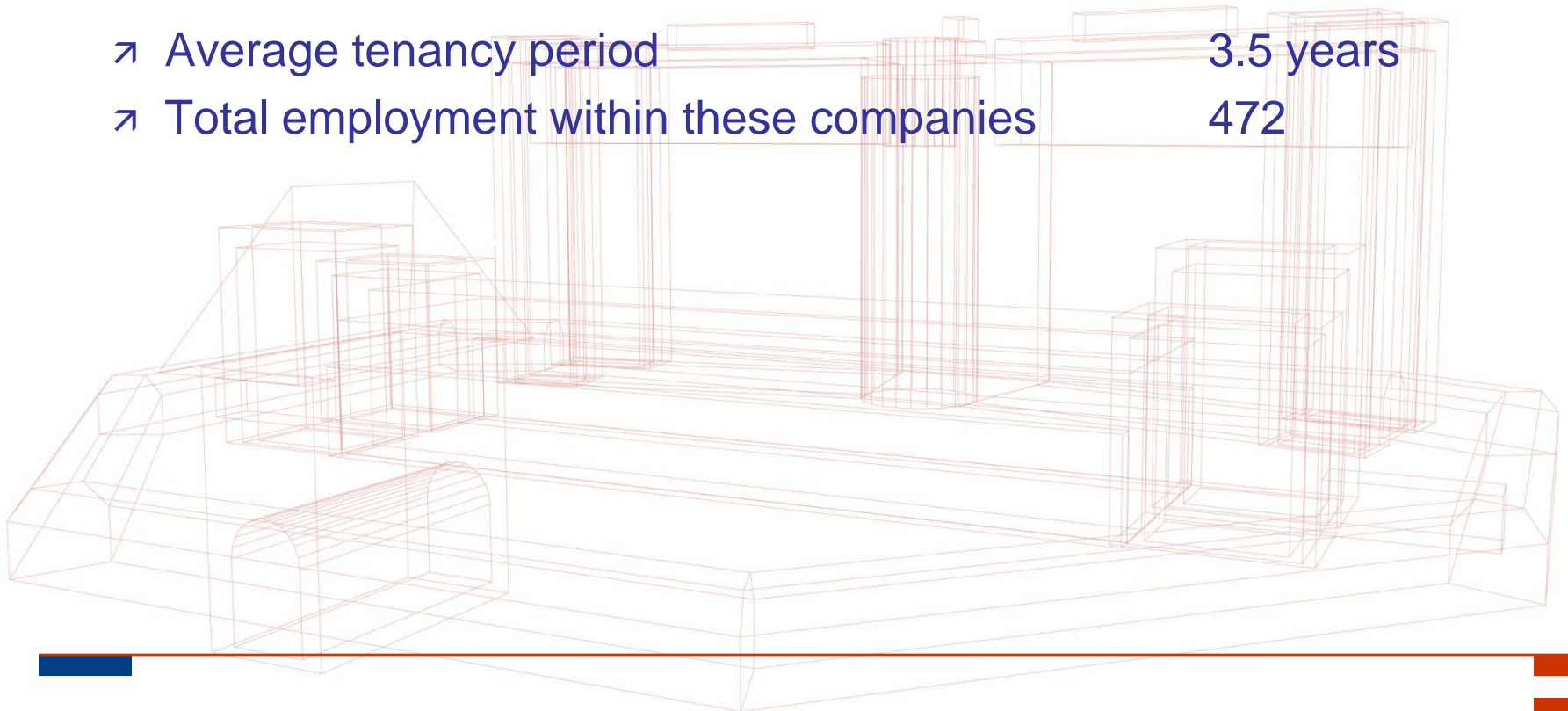
- **Codasystem:** involvement in a EUREKA-ITEA project
- **Jilbee:** weekly follow-up meetings to discuss strategy/objectives; door opener

➤ Success stories

- **Jamendo:** support for the initial positioning and branding
- **LuxScan:** quick set-up support; prototyping facilities; support for PhD financing schemes; new location when they left incubator
- **SecureWave/NeoValens:** support for hiring core HR from Russia; proof of concept phase and introduction to Italian incubator after acquisition
- **J-Way & Conostix:** support in segmenting and selecting a target market for a new product introduction; support in initial sales planning and implementation

➤ Incubators development

- | | |
|---|-----------|
| ➤ Companies accepted | 62 |
| ➤ Number of companies in the Network | 42 |
| ➤ Success stories | 19 |
| ➤ Average tenancy period | 3.5 years |
| ➤ Total employment within these companies | 472 |



➤ Why should you consider an incubator?

- Share experiences with other entrepreneurs
- Develop new networks of contacts/partners/prospects/clients
- Increase your visibility (credibility)
- Benefit from shared external resources to develop your business
- Benefit from an adapted business infrastructure
 - Almost “plug and play”
- But you might say “This is an official talk” ...

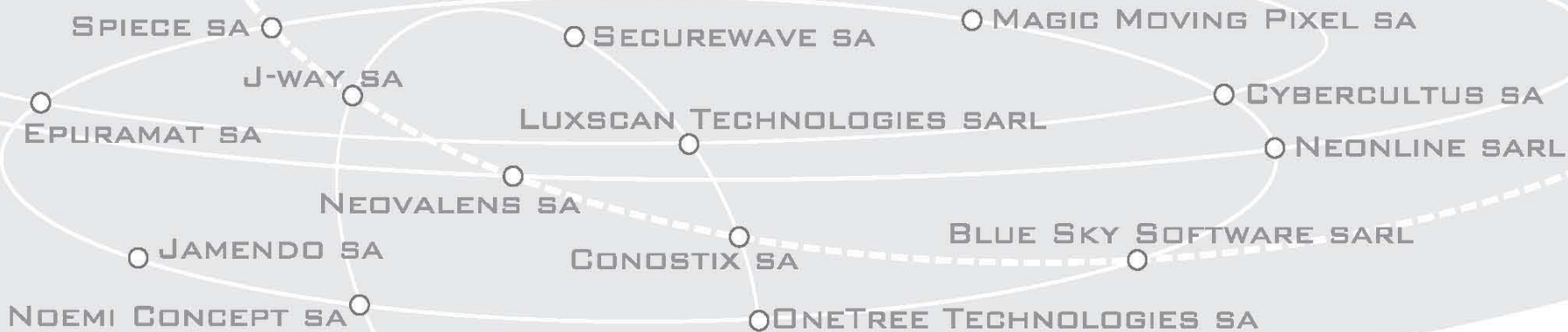
.... so simply take contact with entrepreneurs who went through these programs and ask them about their experience !

➤ Technoport

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➤ Ecostart

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L-3895 Foetz
www.luxinnovation.lu (creating an innovative business)
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>>> **They grew** with us &
became success stories

YOU

- > want to live the same experience
- > start now on www.technoport.lu



> where entrepreneurs come to grow their business