

# BaSiC

BALTIC SEA INNOVATION  
NETWORK CENTRES



## HARMONIZED ACCESS TO BALTIC SEA REGION: MARKET OF INNOVATIONS

FINANCE FOR INTERNATIONALIZATION

SEAMLESS WORKING ENVIRONMENT

BALTIC SEA REGION

HARMONIZED ACCESS

SEAMLESS WORKING ENVIRONMENT

WORKING ENVIRONMENT

INNOVATIVE SME



**Baltic Sea Region**  
Programme 2007-2013

Part-financed by the European Union  
(European Regional Development Fund)

A SEAMLESS WORKING ENVIRONMENT

BALTIC SEA REGION

## THE BASIC PROJECT

BaSIC - "Baltic Sea Innovation Network Centres" is a project part-financed by European Union INTERREG IV B Baltic Sea Region Programme 2007 – 2013 aimed at building a **"Baltic Sea Archipelago of Innovation"**.

The project is implemented from October 25th 2009 to January 24th 2012.

## THE GOAL

The purpose of BaSIC is to create **a seamless working environment** for fast growth **innovative SME** all over the **Baltic Sea Region**, embedded in a reliable network of leading science parks and clusters. Emphasis is given to identify, select, train and coach SME-gazelles, to provide them **harmonized access** to markets e.g. by establishing a tool kit of **market access points** and to connect them to **finance for internationalization** and growth.

## MAIN DIRECTIONS

1. Entrepreneurship and Training
2. Cluster Cooperation
3. Improvement of innovation infrastructure
4. Synchronized services and tools for internationalisation

## COMPOSITION

The project consortium consists of leading science parks, incubators & innovation facilitators, having a strong support by the 9 Baltic Sea Region (BSR) Capitals.

This will guarantee sustainability of good project results and their implementation into regional innovation strategies. Feedback from project monitoring and SME experiences will be used for identifying and continued improvement of essential services, infrastructure and management of innovation infrastructure (science parks/incubators or clusters) in the BSR Capital regions and for establishing partnership agreements between leading science parks and those under development, to help reducing disparities within regions and to improve competitiveness and dynamics of the Baltic Sea area.

The project is open for cooperation and exchange with other projects. In particular, there are strong links to the sister project JOSEFIN, dealing with financing SME. A joint partner agreement was developed.

## THE STRATEGY

The networking and the developed services will be expanded to new partners and other regions. Agreed joint marketing calendars and activities for innovation sites and events of the partner regions will provide a schedule for the SME to find the most important events, expositions and conferences for their business activities. Selected road shows in the regions will support the promotion. The project phase expects a minimum of 30 trained SME, 3 brokerage events, 3 international training courses. To coach internationalisation of SME 9 market access points (MAP) throughout the Baltic Sea Capital Regions will be installed. 30 success stories will be told.

BaSIC will greatly benefit from achieved results of the Baltic Metropolises Innovation Strategy project:

- 1. Identification and selection of the fast growth SME will be realized by developing and applying entrepreneurial training courses, and by using started cooperation between clusters.
- 2. Brokerage events in selected clusters support the process. A continuous monitoring will accompany the work progress.
- 3. Policy recommendations will be derived from the monitoring and the feedback from SME clients; they will be reported to the BaSIC Steering Group (regional authorities) and the BaltMet Officials as representatives of the Lord Mayors.
- 4. This will, next to an excellent quality, ensure a good transferability and a long term sustainability of the project results.

## THE OBJECTIVES

- 1. To create harmonized, seamless working conditions for innovative SME in accessing Baltic Sea Region markets and securing access to finance.
- 2. To develop and introduce coordinated reliable service support structures for fast growth SME.
- 3. Build a reliable network of Science Parks and Incubators to identify, select, train and coach SME for international cooperation and business creation.
- 4. Train selected SME, in particular fast growing SME which need to internationalize. These “Gazelles”-SME create dynamics and growth within regional economy; Training will be built, using partner’s input about local particularities;

## FIELDS

The main focus to enhance cooperation of SMEs acting in following technology fields is given but not limited to:

- Optics / Micro - Nano,
- IT - Media,
- BioTech / Life Sciences.

## PROJECT TARGET GROUPS

The project is open for:

- 1. **SME** from partner regions with internationalization potential— especially those that are focussed on the three pre-selected technology fields: Optics/Micro-Nano, IT-Media, BioTech-Life Sciences (selection done in BaltMetInno). But the project is not restricted to these fields.
- 2. **Network organisations and cluster organisations etc.** from partner regions dealing with Optics/Micro-Nano, IT-Media, BioTech-Life Sciences (previously selected clusters/technology fields in BaltMetInno) as multipliers for the project.
- 3. **Science Parks and business incubators** (also out of the BSR programme area) – one the one hand for exchanging experiences regarding innovation infrastructure and which are one the other hand supporting companies in internationalizing their business.
- 4. **Other EU-funded projects** (Interreg IVC, Interreg IVB BSR, Interreg IVB Central, FP, etc.) with a similar approach in order to exchange experiences for supporting innovative companies within their internationalization activities and for enlarging the cooperation network of BaSIC. One project already identified for collaboration is JOSEFIN, which supports companies by accessing finances for internationalization.
- 5. **Regional policy/regional authorities** including BaltMet Officials and city councils (Lord Mayors) from partner regions dealing with topics like innovation, regional development etc.

## MAIN DIRECTIONS OF THE PROJECT

### ENTREPRENEURSHIP AND TRAINING (WP3)

The entrepreneurial training is one of the core objectives of BaSIC aimed at identifying, selecting and training entrepreneurs for internationalisation and preparing investment in other markets.

This project part holds three main areas:

- Training and certification of trainers
- Identification, selection and training of fast-growth SME
- Development and distribution of a Training manual on internationalisation

#### Training and certification of trainers

In order to develop entrepreneurship training (programmes, formats, organizations), the process starts with the exchange of best experiences and practices between the partner cities. Based on these findings, a training programme for trainers is developed.

The programme for training of trainers is targeted at incubator managers, tech transfer officers, business coaches at incubator and others who are directly involved in supporting SME at science and technology parks in strategic, management and other business development issues.

Two training of trainer programmes are carried out over the course of the project. A manual on internationalization for trainers of SME is prepared. BaSIC qualifies and certifies trainers.

#### Identification, selection and training of fast-growth SME

In parallel with the training of trainers, the qualification of SME starts at the local level, in the science parks and incubators and clusters of partner

regions. Science park/incubator managers will continuously identify, select, and appoint innovative SME for internationalization (selection of SME cases). This selection of fast growing SME adds significantly to the collection of innovative SME to be selected for entrepreneurial training.

About three innovative fast growing SME are expected to be selected annually in each region and proposed for entrepreneurial training. Target groups are SME mainly from Science parks and Incubators, and selected clusters (Optics/Microsystems; ICT/Media; Biotechnology and Life Sciences).

Within the work package, training modules for SME are developed with input from the participating regions about specific market particularities; and regional specifications, legislation, tax, market access regulations, funding, financing etc. One annual international entrepreneurship training course (three in total) is planned, qualifying the SME selected at the local level. The trainers group will use the prepared manual with input from the local parks and with support from local trainers.

Trainings of SME are directed at companies that are ready to expand internationally. The SME should have links to a science park or incubator, be operational on the home market and have a clear plan and strategy to expand into the international market within the coming 12-month-period.

Successfully trained SME will be major clients for the use of certified internationalisation tools, Market Access Points (MAP) as developed in the scope of work package 6. Entrepreneurs/SME will also be brought in contact with financial instruments (mainly via JOSEFIN).

Feedback from the entrepreneurs/SME about their requirements for necessary innovation infrastructure will be collected and transferred to WP5 (innovation infrastructure) as basic information for preparing partnerships between developed and developing parks.

### Training manual on internationalisation

A training manual is development and distributed. The manual is based on the regional input on regulations, legislation, taxes, regional barriers, support programmes, allowances, and other particular regional conditions for foreign companies to access the local markets.

### CLUSTER COOPERATION (WP4)

Within the project it is planned to improve the cooperation of the clusters and development of the inter-regional infrastructure of the clusters in the Baltic Sea Area.

The planned activities are focused on increasing communication, exchange and cooperation between the regional clusters and building of cluster alliances (including cluster managers, start-up companies, network companies, incubators, venture capitalists etc) in the BSR in order to increase the growth and success rates of selected SME.

Geographical proximity fosters cooperation of companies and research institutions by an increased social cohesion. Therefore, long-distance cooperation requires virtual structures between the regional actors.

BaSIC aims at creating virtual cohesion by:

- setting up strategic alliances between selected clusters in the BSR
- transfer of examples for interregional networking
- exchange of experiences in platform building
- networking of cluster managers in specific technology fields
- presentation of regional foci in both Research & Technical development and Industry

Cross border cooperation will help to:

- developing new businesses
- create new markets
- establish trans-national

Cooperation may occur in all functions – R&D, production, marketing etc., and in this cooperation the participating company must identify its core competences and what could be outsourced – all in an international context.

This work package (WP) will select cases of good practice for interregional cooperation of fast growing SME and will select expositions, congresses and company meetings for the organisation of brokerage events and matchmakings. The WP will organize three brokerage events, one per selected technology field.

As preparation of brokerage events is time-intensive, the first brokerage event will take place in Berlin from March 22nd to 24th 2010 and will focus on Optics, Microsystems and Nano Technologies. The event is embedded into the Laser Optics Berlin 2010, an international fair and congress with about 140 exhibitors and 3.000 visitors.

This event will be followed by an IT-brokerage meeting in Stockholm at year-end; the third event will be dedicated to Biotech/LS (location not yet fixed). Brokerage events will be accompanied by meetings of the cluster managers and the project management team.

In order to enhance cooperation and better connect science parks/incubators, clusters and young companies, a web-based matching tool will be used. The system will first be used on the mentioned brokerage event and be adapted to project needs, meaning it will be accessible after the actual events also containing information about specific offers and requests from companies and research institutions of the partner regions.

The described cluster cooperation in selected fields is the second source for identifying and selecting SME for internationalisation. Selected SME will be the users of the internationalisation tool “market access points (MAP)”.

Collected feedback from the entrepreneurs and the cluster managers will be used as input for improving the internationalisation tool and also as input for modernizing innovation infrastructure in partner regions.

Lessons learnt out of the brokerage and cluster cooperation will be input for the joint workshops between the project regions for improving internationalisation and access to finance (JOSEFIN). Three workshops will be organized.

The timelines for cluster cooperation will be as follows:

- 1. Mapping the existing clusters. Local cluster profiles gathered (identification, profiling research institutes and companies).
- 2. Mapping the services provided for the companies within the clusters.
- 3. Selection of companies for internationalisation and financing within clusters (Identify core capabilities, find the overlap of activities)
- 4. Identification of fast growing SME within clusters.
- 5. Selection of gazelles-SME for internationalisation and finance.
- 6. Organization of brokerage events for selected SME in selected clusters.

At the end, the final report with conclusions for successful cluster cooperation, setting up of strategic cluster alliances and success stories for internationalization including handing over to market access point and finance will be prepared.

### IMPROVEMENT OF INNOVATION INFRASTRUCTURE (WP5)

An important input for this direction of BaSIC will be the use and the adoption of the benchmark tool developed during BaltMet Inno, where five of the leading science parks participated (Kista Science City, Stockholm (Sweden); Scion DTU, Copenhagen (Denmark); Otaniemi Science Park, Espoo/Helsinki (Finland); Tallinn Tehnopol, Tallinn (Estonia); and Berlin Adlershof – City of Science, Technology, and Media, Berlin (Germany)).

This project part starts with the analysis of the received benchmark results and the adoption and update of a benchmark questionnaire. New existing strategy planning from new parks will be collected and also taken as input for innovation infrastructure improvement. Based on this, materials will be organized at a first benchmark conference to be held at the end of the first year of the project. The conference will lead to an improved benchmarking tool, which will be used for executing a comprehensive benchmark study for science parks/incubators at all participating regions. Results of the benchmark study will deliver existing best practice of leading science parks/incubators and provide important input for the creation of necessary key-services, functions of science parks for marketing concerns, for management structure and spatial planning aspects of modern science parks in developing regions.

Experiences and proposals developed out of benchmarking for improving innovation infrastructure will be collected as well as feedback from entrepreneurial training and from cluster cooperation. The proposals and the feedback from entrepreneurs will be used to prepare an expert conference on innovation infrastructure at the end of the second year of the project. Leading spatial planning experts will be invited to present new projects and state-of-the-art infrastructure in their regions. Partnering agreements between regions will be prepared and discussed between developed and developing science parks/incubators in the participating BaSIC regions.

Three partnership agreements will be proposed and related action plans for innovation infrastructure will be developed.

The project will focus on development of regional plans for innovation infrastructures including components for:

- Finance (funds, grants, programmes)
- Technology profile
- Park infrastructure
- Quality of the region
- Regional environment
- International networking and cooperation
- Internal networks and platforms / transfer
- Park management structure
- Marketing of science parks
- Founders climate
- Company related services
- Communication
- Acquisition

The project will end with a joint conference presenting partnering results for improved innovation infrastructure in selected science parks/incubators and with a presentation of proposed action plans for future partnerships to improve innovation infrastructure building.

## SYNCHRONIZED SERVICES, TOOLS FOR INTERNATIONALISATION (WP6)

To improve the market access as well as smooth settling of innovative growth SMEs from partner metropolises to other regions in the Baltic Sea area the BaSIC will provide Market Access Points- services and tools for internationalisation of SMEs.

Objectives of the BaSIC in this direction are to identify, select, develop and pilot synchronised services for the internationalisation needs of innovative growth companies in partner metropolises.

Market Access Points, responsible for providing these services, will be developed, set up and put into operation in each partner metropolis. This involves also selection, nomination and training of professional teams and service providers as well as their certification.

Setting up of Market Access Points (MAP)		
MAP - Synchronised services and tools for internationalisation		
Management and coordination of Services available in the MAPs		
Exploring the Baltic Sea Region Metropolises	Setting in the Baltic Sea Metropolises	Operating in the Baltic Sea Metropolises
Synchronised services & tools, e.g. market access	Synchronised services & tools, e.g. front office or set-up services	Possible synchronised services & tools if needed & special focus for 2009
Regional services & tools e.g. market access, market analysis, entry planning, machmaking	Regional services & tools e.g. Set-up services for organisations for key persons	Regional services & tools e.g. business development existing services planned services ideas
Clusters in the Baltic Sea Metropolises		
Service providers, office space & international networks in the Baltic Sea Metropolises		

The core of the project is to create Market Access Points and to develop the tools to prepare born global SMEs to the international markets. As input, trained SMEs from as well as SMEs for cluster cooperation is planned. Market Access Point is aimed to be also a transfer point for SMEs accessing financing, especially via cooperation with the JOSEFIN sister project.

## OUTPUTS OF THE PROJECT

### MARKET ACCESS POINTS (WP6)

Settling the market access is one of the main instruments to coach internationalisation of SME throughout nine Baltic Sea Capital Regions; Berlin, Copenhagen, Helsinki, Oslo, Riga, Stockholm, Tallinn, Vilnius and Warsaw. Each city will offer at least one operational Market Access Point for SME with an international approach. For these services each region will provide experienced and trained staff and high quality innovation environment.

### MARKET ACCESS SURVEY AND TRAINING MANUAL (WP3)

The objective of the market access survey is to give an overview on different specifications and particularities in the regions and the regional partner markets. The survey results include issues, such as legislation, taxes, support and financing programs, barriers for entering markets, contacts points and other specific criteria related to accessing a new market. This specific information for internationalisation will be compiled into market access reports and will form the base for the training manual on internationalisation.

The Training manual will be an essential instrument in the trainings of trainers and trainings of SME carried out during the course of the project. Based on feedback from the trainers and SME, the training manual will be updated and adjusted to meet the requirements of trainers, i.e. staff at innovation centres, incubators, tech transfer offices and others who work daily with helping new start-ups and fast-growth SME in their business development efforts.

### BROKERAGE EVENTS (WP4)

Brokerage events will be organized three times, one per selected technology field and take place at selected visible, international conferences and expositions (for example Laser-Optics-Berlin).

The first brokerage event will take place at the start of the second year of the project and will focus on optical and Microsystems technologies (Berlin) followed by an IT-brokerage meeting in Stockholm at year-end; the third event will be dedicated to biotech/LS (location not yet fixed). Brokerage events will be accompanied by meetings of the cluster managers and the project management team.

### ROAD SHOWS (WP2)

BaSIC RoadShow is a power combination of seminar, exhibition and matchmaking platform to present and to promote the project partner regions, their potentials and offers to foreign companies as well as to favour companies interested in internationalization of their business via personalized individual meetings with representatives of BaSIC partner regions.

There are planned to hold four BaSIC RoadShows during the project as shown in the time scale – each one to be held in different region (Riga, Latvia; St. Petersburg, Russia; Oslo, Norway and Bruxelles, Belgium) giving the opportunity for local companies interested in internationalizing their business to access the information at their doorsteps. RoadShow is held for two days: the first day is when the regions are presenting themselves and their offers to companies while the companies have the option to present themselves to partner regions; the second day is when individual meetings in a personalized manner are organized between interested companies and representatives of project regions. The exhibition containing booths of

all BaSIC partner regions is held for both days. Partner regions at BaSIC RoadShow are represented by professionals of business support, inward investment and science, technology and innovation parks.

First of the BaSIC RoadShows was successfully held last June in Riga, Latvia, when the two most hottest summer days hit the capital of Latvia, attracting more than 30 companies from Latvia and Lithuania representing mainly fields of IT, electronics and optics.



### INTERREGIONAL TRAININGS (WP3)

The project will arrange two interregional trainings for trainers. The trainings will have the form of workshops including professional coaching and advice on how to prepare start-ups and fast-growth SME for internationalization as well as an exchange of experiences among the participants.

Partner regions and trainers will assist in identifying suitable SME to participate in the SME trainings. A minimum of 30 potential fast-growth SME should receive training during the course of the project. Three joint interregional trainings of SME will be arranged in close collaboration with cluster-related events. The first SME training will take place in conjunction to the Laser Optics exhibition and conference in Berlin on 22-24 March 2010 targeting companies from the laser optics, fibre optics and photonics industries. The second SME training is scheduled for autumn 2010 and will focus on companies from the ICT industry, and in particular from the mobile and broadband sectors. A third training is planned for Spring 2011 with possible focus on companies within the Life sciences sector. In addition to

the scheduled, centralized training sessions for SME the certified trainers can arrange local on-site trainings in and for their regional markets.

#### STRATEGIC CLUSTER ALLIANCES (WP4)

BaSIC also focuses on settling the strategic cluster alliances including cluster managers, start-up companies, network companies, incubators, venture capitalists etc in the Baltic Sea Region in order to increase the growth and success rates of selected SME.

#### POLICY RECOMMENDATIONS

Out of achieved project results, compared to the approach in the application, activities within this work package will deliver policy recommendations for improved BSR cooperation.

#### MARKETING CALENDARS (WP2)

May

### Vilnius

**11th – 13th | BALTECHNIKA**

**Place:** Lithuanian Exhibition Centre LITEXPO, Laisves Ave. 5, 04215 Vilnius, Lithuania  
**Short description:** International Exhibition on Innovations and High Technologies, Industrial Equipment, Energy, Electrical Engineering, Environment Protection, Components, Measuring Devices, Subcontracting.  
**Website:** [www.litexpo.lt/en/main/fairs?ID=23513](http://www.litexpo.lt/en/main/fairs?ID=23513)  
**Main organizer(s):** Lithuanian Exhibition Centre LITEXPO

**19th – 20th | INFOBALT**

**Place:** Lithuanian Exhibition Centre LITEXPO, Laisves Ave. 5, 04215 Vilnius, Lithuania  
**Short description:** Information Society Technology.  
**Website:** [www.litexpo.lt/en](http://www.litexpo.lt/en)  
**Main organizer(s):** Lithuanian Exhibition Centre LITEXPO

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### Helsinki

**17th – 20th | Pervasive 2010 - The Eighth International Conference on Pervasive Computing**

**Place:** Helsinki, Finland Main building of the University of Helsinki  
**Short description:** Annual conference for researchers in architecture, design, implementation, application and evaluation of pervasive computing  
**Language:** English  
**Website:** [www.pervasive2010.org/index.html](http://www.pervasive2010.org/index.html)  
**Main organizers:** Helsinki Institute for Information Technology HIIT, University of Helsinki and Microsoft Research

Marketing calendar is essential marketing and information tool produced within the BaSIC project to inform all interested parties about events taking place around Baltic Sea related to the field of innovation in all project partner regions. Marketing calendar provides a schedule to find the most important and relevant events, exhibitions, seminars, conferences, etc. for their business activities and contain all essential information including events dates, place, short description and other significant facts about the event.

Marketing calendar is prepared on a yearly basis and published in the project web site: [www.basic-net.eu/downloads](http://www.basic-net.eu/downloads). Each of the marketing calendars covers one calendar year.

## PARTNERS OF THE PROJECT

BaSIC is an initiative of 16 partners and 2 associate partners from 10 Baltic Sea Capital Regions:

**Berlin, Helsinki, Riga, Oslo, Stockholm, Vilnius, Tallinn, Warsaw, Copenhagen, St. Petersburg (as associate partner)**

## BERLIN

Berlin is represented by WISTA-MANAGEMENT GMBH, TSB Innovation Agency Berlin as well as the Senate Department for Economics, Technology and Women's Issues of Berlin Senate. WISTA-MANAGEMENT GMBH is the leading partner of the BaSIC project.

The WISTA-MANAGEMENT GMBH is a state owned Management Company to develop and operate the "City of Science, Technology and Media Berlin Adlershof" - Germany's leading Science Park and one of the leading in Europe.

Berlin Adlershof is one of the most successful high-tech locations in Germany. Embedded in an overall urban development concept, this integrated Science, Business and Media location has been growing on an area of 4.2 km<sup>2</sup> since 1991. At the core of the concept is a Science and Technology Park with 413 companies, eleven non-university research institutes and six scientific institutes of the Humboldt University in Berlin.

The companies and the non-university scientific institutes focus on:

- Photonics and Optics
- Microsystems and Materials
- IT- and Media
- Bio Technology and Environment
- Photovoltaics

WISTA-MANAGEMENT GMBH has large expertise in supporting and coaching innovative SME, in building internationalization platforms and supporting cluster building. It has received the award for "Region of Excellence for Innovative Start ups" for Berlin. WISTA-MANAGEMENT GMBH is experienced with many other successful national and European projects.

The TSB as the central contact point for technology and innovation in Berlin has developed a coherent innovation strategy along with the most important actors in the capital region. The coherent innovation strategy aims at fostering the sustainable development of Berlin's centres of excellence, which are characterized by a variety of innovative companies and research institutions, towards internationally competitive hightech clusters.

Its motto is: enhance assets and sponsor technology sectors in which Berlin is already leading the pack, which are: Biotechnology, Optical and Microsystems Technologies, Medical Engineering, ICT as well as Transport and Mobility.

The main objective of the TSB Innovation Agency is promoting knowledge and technology transfer aiming at the realization of innovation processes for sustainable development of small and medium sized enterprises in Berlin. The Senate Department for Economics, Technology and Women's Issues is the regional authority of the Federal State of Berlin responsible for the promotion of business and industry. Within a close partnership with Berlin's business partners and development agencies, the Senate Department helps to shape structural change in the city, improves conditions for entrepreneurial activity and enhances the innovation and internationalization opportunities of the local business sector. Based on the potential of more than 150.000 SMEs, the policy measures taken to boost regional economic growth pay special attention to the future-oriented branches of biotechnology, medical technologies, information and communication technologies, media, transport systems, optical technologies and energy. At the same time, the Senate Department promotes equal rights and equal opportunities for women and men in business and in society.

# RIGA

Riga – capital of Latvia - in the project is represented by Riga City Council in co-operation with Riga Technical University (RTU). Riga City Council is leading - Communication and Information of the project.

Riga is historically important trade crossroads both between West and East, as well as North and South. Geographical location allows the full use of ice-free harbour, very fast-growing airport, combined with an ambitious national airline, agglomeration with 1 million inhabitants, which makes Riga the largest city in the Baltic countries.

Admitting the importance of innovations, technology transfer as well as need to maintain balanced and sustainable economics, Riga is putting much of the efforts in the development of effective business support, inward investment as well as technology transfer support services.

“fdi magazine” has named Riga the most cost-effective city in Europe this year.

Riga Technical University (RTU) is an accredited, internationally recognized European level university offering high-class academic and professional study programmes. The first and only technical university in Latvia has been training engineers and conducting high-grade research in all domains of engineering for more than 145 years.

In 2008 RTU started to operate Riga Innovation Incubator, the main goal of which is to support innovative SMEs in Riga Region by helping them to commercialize innovative ideas, as well as further develop innovation infrastructure in Riga City and Region by strengthening cooperation between state institutions, universities and private sector. The incubator is opened for new innovative enterprises and provides the basic support services to help new entrepreneurs to start-up their businesses. In cooperation with University of Latvia and Riga City Council, RTU has started working on development of Riga Science and Technology Park.



RIGA TECHNICAL UNIVERSITY



# STOCKHOLM

The Swedish partners in the project are Kista Science City, Stockholm University Innovation and Stockholm Business Region. Kista Science City is the main partner and leader of the third work package, Entrepreneurship and Training. Kista Science City is a non-profit organization that works to stimulate co-opetition between companies, research institutions, universities and public stakeholders in order to support growth in Kista, Sweden's largest science city. Kista has outstanding experience in cooperation between research, industry and the public sector. Kista Science City AB is a wholly owned subsidiary of the Electrum Foundation, operating as the executive component of the Electrum System and with the objective to develop Kista Science City into the most attractive area for basing ICT companies. This includes promoting Kista as a location that encourages optimal cooperation among national government, municipalities, and private actors. Kista Science City participates in the project with support from its sister company Stockholm Innovation & Growth (STING). Stockholm Innovation & Growth has a longstanding and broad experience in entrepreneurial training of SME. The joint experiences were already an important contribution during the BaltMet Inno project, but also in other transnational programs in which Kista Science City has participated over the years (e.g. Paxis, Arise, Ricarda). The Stockholm partner will prepare a manual on internationalization for trainers of SME and host one brokerage event in the ICT sector.



# TALLINN

Tallinn's participation in the project is carried out under the leadership of Tallinn Technology Park Foundation – Tehnopol in close cooperation TSB Innovation Agency Berlin GmbH. Tallinn Tehnopol leads the cluster cooperation within the project. Tehnopol as the leading Estonian Science Park has excellent experience in incubation of start-ups, developing services for internationalization and in individual coaching of SME. Tallinn partner's activities will be focused on increasing communication, exchange and cooperation between the regional clusters and building of cluster alliances (including cluster managers, start-up companies, network companies, incubators, venture capitalists etc) in the BSR in order to increase the growth and success rates of selected SME.

Partner will bring good practices in platform building for cluster development and development of training programs. The partner will report about best practices in cluster cooperation (incl. services for incubating and company development) and will be actively involved into the application of an IT based match making system for SME cooperation for brokerage events and cluster cooperation.

# COPENHAGEN

Copenhagen is represented in the project by Væksthus - Business Link - Greater Copenhagen Region, Scion-DTU and Öresund Science Region. Business Link provides training and advice to entrepreneurs and to small and medium sized growth companies. Copenhagen has excellent experiences in providing policy frame works and recommendations, for e.g. successful deployed already in 2007 with their report for a „Baltic Sea Archipelago of Innovation”, delivered to the Baltic Metropolises Mayors in BaltMetInno.

In this project Copenhagen will monitor the project progress in entrepreneurship training, cluster cooperation, benchmarking and partnering of Science parks/incubators and derive policy conclusions and recommendations as a part of the project.

The partner in particular monitors the participation and networking between the BSR partners in the EU and with outside EU regions, mainly Oslo and Sankt Petersburg.

# HELSINKI

The project partners from Helsinki Region are Culminatum Innovation Oy Ltd and the City of Helsinki Economic and Planning Centre.

Culminatum Innovation is a regional development agency operating in the Helsinki Metropolitan Area being in charge of implementing regional cluster programmes. Culminatum Innovation participates also in other significant multi-player regional economic development activities. Culminatum is a non-profit limited company and is owned on triple-helix basis regional authorities, academy and business community. Internationalisation and transnational cooperation is of great importance to companies and other players in the region. Soft Landing services for foreign investors and companies are provided by the Helsinki Business Hub in the whole region, Otaniemi Marketing in the City of Espoo and by the Vantaa International Center in the City of Vantaa.

In the Project Culminatum Innovation is in charge of setting up of BaSIC Market Access Points – synchronized services and tools for internationalisation.



culminatum  
INNOVATION

# OSLO

Oslo Teknopol is the main regional coordinator of the innovation system of the Oslo region. It has been a secretariat for five cluster networks in the field of maritime, energy (and environment), ICT, life sciences and culture since 2005. Oslo Teknopol has long experience in the development and implementation of different tools of innovation and has been an advocate and practitioner of “open innovation” for almost a decade. Oslo Teknopol will benefit from the cooperation by learning and picking up new and “best practice” from other partners, and has useful experience to contribute to the other partners in the project. It will ensure implementation of joint project results and the networking with Oslo region. Oslo will actively participate in particular in most of the project activities.


 osloteknopol

## VILNIUS

The project partner from Vilnius is Sunrise Valley - the ambitious project of the Vilnius Science park who participate in identifying, selecting and training of innovative SME to build efficient instruments for internationalization and access to finance. Sunrise Valley is interesting in cooperation for building innovative infrastructure and establishing partnership agreements.

Special focus of Sunrise Valley Science Park is on learning and exchanging experiences in the areas of:

- Development of modern instruments and structures to manage an efficient protection of Intellectual Property Rights and beneficiary technology transfer development.
- Developing and providing state of the art innovative infrastructure for business incubation and support for hi-tech SME (cooperation, networking, cluster platforms and alliances).
- Entrepreneurship education for academy and small business.
- Access to finance (business angels, venture capital funds, micro credits, guaranties, etc.).

## WARSAW

The project partners from Warsaw is Technology Transfer Centre at Warsaw University of Technology (WUT). The Technology Transfer Centre (TTC) is linking the science and technology, promoting academic research and industrial networks, organising international collaboration, disseminating the knowledge, publishing journal INNOWACJE, involved in organisation of WUT Technopark.

TTC has extensive experience in the international innovation chain. TTC can help high-tech companies to reach Polish market. TTC delivers technical assistance and specialised consultancy for the launching Warsaw metropolitan area as well as advised and customized support to idea holders, to solve the technical and operational difficulties arising in the initial phase of running the business. TTC is analysing the initiatives coming from Warsaw University of Technology to design the creation of knowledge based enterprises.

In the BaSIC project TTC WUT is responsible for improvement of innovation infrastructure.

# ST. PETERSBURG

## (associate partner)

The project is supported also by St. Petersburg Government and Petersburg foundation for SME development. The foundation is operating in the market since 1995. It will bring to project in-depth knowledge of St.Petersburg SMEs, including promising clusters, clients database mounts to more than 4000 entries. Company has wide scope of training courses and consultancy tools with the most advanced expertise in ICT for SMEs. Foundation will acquire experience in SMEs internationalization, cluster cooperation, innovation support infrastructure development, incl. incubators, science parks, modern financial tools, policy development recommendations and also further develop Baltic Sea wide cooperation network. The partner will actively participate in particular in most of the project activities.



## BASIC INFORMATION ABOUT THE PROJECT PARTNER REGIONS

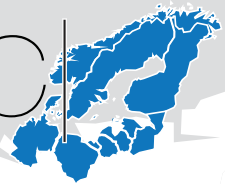
	Berlin, DE	Riga, LV	Stockholm, SE	Tallinn, EE	Copenhagen, DK	Helsinki, FI	Oslo, NO	Vilnius, LT	Warsaw, PL	St. Petersburg, RU
	Berlin	Riga	Stockholms län/ County of Stockholm	Põhja-Eesti	København omegn	Uusimaa		Vilnius (Apskritis)	Miasto Warszawa	Санкт-Петербург
Area (Region) sq.km	891.0	303.0	188 (city) 6 519 (county)	4 333.0	340.1	6 770	454.0	9 731.0	516.9	1 439
Population (Core City)	3 387 828	735 241	818 603 (City of Stockholm) 1 998 896 (Stockholm County) (2009-06-30)	392 306	501 664	576 632	521 886	552 800	1 711 466	4 600 310
GDP (Region) EUR per inhabitant	23 700	12 200	47 100	15 300	59 400	43.3 %	49 465	10 900	21 600	5 832
Personal income tax	15 - 42% (progression ends at 52,152 € yearly income)	15%	Municipal tax varying from 29% to 35%, (excluding church tax of 1 to 1.5%) Additional 20% national income tax for income exceeding 37 kEUR, plus additional 5% (iron tax) for income exceeding 53 EUR (figures for income year 2010)	21 %	42 – 58 %	48 368	28%	15%, 20%	18%, 32%	13% (30% non-residents)
Payroll tax	see personal income tax	15%	31.42 % (income year 2010)	33%	see personal income tax	progressive: 10 % + 16-21 % + 1.5 % + 4.1-5.2 %	14.10%	15%, 20% (Personal income tax) +31% (Social insurance) + 6% (Health insurance) + 3% (Pension insurance)	16%	13% (30% non-residents)
Corporate income tax	15 % of profit gained in Germany + company revenue * 5 % * 410 %	15% (2% - 15% non-resident)	28% of taxable income	0%	0%, 25 %, 44%	varies	28%	20%	19%	13% (30% non-residents)
VAT	7%, 19%	0%, 10%, 21%	6% - 25%	20%	25%	26%	25%	19%	22%	2.5% federal Up to 17.5% regional
Property tax	Compound value * 3.5 ‰ * 810 %	1%	0.4 - 1%	0%	5%	8 %, 17 %, 22 %	variable	0.3 - 1.0%	Local decision	18% 10%
Other applicable taxes of interest	Profits * 3.5% * 410% (business tax)	33.09%, 28.30% (mandatory state social insurance)		2.8%, 1.4%		0.5 - 1 %, 4 %, 1.5 % 28 % (capital income tax for individuals)			1 - 2%	2.2% maximum Dividends – 9% (15% for foreign individuals) Interest – 20% Royalties – 20%

## CONTACT INFORMATION

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BaSiC

BALTIC SEA INNOVATION  
NETWORK CENTRES



Baltic Sea Region  
Programme 2007-2013

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# BALTIC SEA REGION

**HARMONIZED ACCESS TO BALTIC SEA REGION:  
MARKET OF INNOVATIONS**