



2022 EU|BIC IMPACT REPORT



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About the European Business and Innovation Centre Network

EBN (European Business and Innovation Centre Network) is a not-for-profit that serves a pan-European, global community of people that use innovative business as a driver for regional (sustainable economic) development. EBN's initiatives include EU|BIC certification, development and distribution of quality business support programmes, facilitation and initiation of project collaborations, global networking and advocacy for excellent business support actors like the EU|BICs.



EU|BICs, quality-certified European Business Innovation Centres, are on a mission to drive economic development and wellbeing in their regions. There are now more than 125 certified EU|BICs and 40 Associate Members shaping our global community. Becoming an EU|BIC means responding to our mission to use business and innovation as a force for regional development with the best possible actions to create thriving startups and SMEs. In other words, EU|BICs take real steps to ensure that their services are as best as possible to their clients and best advantageous to their regions.



Foreword



In 2021, the global community of Certified EU|BICs and Associate members grew to a total of +165 organisations in 30+ countries. 36,000 entrepreneurs, startups, scale-ups and SMEs are now supported by an EU|BIC. And this is not just because of a growing community with more EU|BICs and partners. EU|BICs are growing bigger, and more effective while often courageously located in emerging regions – reflecting on the growing conversation in the innovation sector around sustainable, regional economic development.

Those are a lot of numbers. But I mention them at the start because it can be hard to see how much change to innovation systems is happening in real-time. And after nearly forty years of commitment to our mission and building a credible community of EU|BICs and their partners and clients, this is real evidence of a tipping point for the EU|BIC community. Throughout 2020–2021, many applications for membership and certification came in from around the globe. Every single one of these outcomes stems from seeds that we have planted over the past decades.



From establishing our standards for better innovation business; to advocating for excellent support actors to be included in innovation legislation; to building a pan-European, global movement of people committed to using breakthrough innovation bolstering regional, sustainable economic development; to witnessing its resilience through a global pandemic, we have always been doing this work together, reactive to what matters while keeping an eye on long-term innovation systems change.

I am gratified to watch our community grow because the challenges it confronts are more pertinent and larger than ever. For more than half a century, we have seen the ubiquity of the pursuit of growth maximisation above all else, resulting in an economic tendency that depletes our resources, ecologies, and societies. Amid the still-unfolding impacts of the Covid-19 pandemic, innovation systems change is no longer a buzzword. It is an urgent call to action for the business community.

EBN and the EU|BIC community have the tools to meet the needs of this point in time. But growth is far from meaningful unless it comes with integrity. Businesses, governments, innovators and the people they work with are drawn closer to the EU|BIC community because they are looking for a better way: one that looks

for sustainable growth; that puts people and the planet first and at the heart of innovation; and that holds continuous improvements, learnings, and accountability at heart when it comes to creating high standards for business and innovation performance. As we continue to grow, we stay committed to these core values.

As CEO of EBN, part of my accountability to the community is to plan for its long-term success. At this pivotal moment, you will see in the report's contributions all that the EU|BIC community, supported by the EBN Secretariat, has done to scale our community in 2021 – through increased demand for our certification process, an ongoing review of core standards, a tightknit training track offering, policy initiatives advancing excellent innovation support in Europe, and collaboration among ourselves and with partner organisations.

As you read, I invite you to imagine what our community will look like a decade from now. What happens when the EU|BIC moves to the mainstream – when all entrepreneurial innovation is a force for sustainably flourishing regions, economies, societies and livelihoods? As we learned during EBN Congress, our future does not happen, it is made: let's do this, together.

A blue ink signature of Laura Lecci.

Laura Lecci, CEO of EBN

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A man and a woman are standing in a server room, looking at a tablet together. The man is wearing a light blue button-down shirt and dark trousers. The woman is wearing a dark blazer over a white turtleneck and a blue lanyard. They are both smiling and appear to be engaged in a collaborative work task. In the background, there are several large server racks with glowing lights, and a large monitor displays data visualizations. The overall atmosphere is professional and tech-oriented.

**WE BELIEVE IN THE POWER
OF BREAKTHROUGH TECH
AND INNOVATION IN
DRIVING SUSTAINABLE,
REGIONAL ECONOMIC
DEVELOPMENT**



European Agenda for Research and Innovation

The EU does not regard scientific solutions as an end in themselves. Instead, they are a means of bettering our lives, our communities and our environment. Indeed, people are at the heart of the European agenda for research and innovation.

EU Missions are a new way to bring concrete solutions to some of our greatest challenges. They have ambitious goals and will deliver concrete results by 2030. They will deliver impact by putting research and innovation into a new role, combined with new forms of governance and collaboration, as well as by engaging citizens. EU Missions are a novelty of the Horizon Europe research and innovation programme for the years 2021-2027.

Making citizens' engagement a key element, the EU Missions have the potential to mobilize European citizens and entrepreneurs around common goals-offering a multitude of opportunities to participate in change.

EU Missions operate from the paradigm that "opening science and innovation to civil society advances human knowledge and accelerates the transformation of our communities towards more sustainable and resilient practices." – European Commission, 'EU Mission: Adaptation to Climate Change' and 'EU Missions & citizen engagement activities' (2022)



TESTIMONIAL

How Smart Specialisation Strategies enable all places to innovate, and help all regions to become the best that they can be.

Author: Esther Peñalver, Managing Director at EU|BIC CEEI Murcia

With citizen's steering the conversation, Responsible Research and Innovation (RRI) practices have the potential to mobilize European citizens and entrepreneurs around common goals-offering a multitude of opportunities to participate in change.

Excellent innovators and their supporters more and more operate from the paradigm that opening science and innovation to civil society advances human knowledge and accelerates the transformation of our communities towards more sustainable and resilient practices.

"Smart Specialization Strategies resilient practices", if well designed, equipped with adequate resources and properly managed, they contribute to addressing the new European challenges. Crucially, these strategies must respond to a series of key questions to ensure their coherence but, above all, to keep them connected to the real needs of society.

Responsible Research and Innovation (RRI) seeks the participation of society in science and innovation, from the earliest stages, to align its results with the values and goals of all the actors involved, a fundamental issue for the design, implementation and evaluation of smart specialization strategies.

It is crucial to realise how innovation systems and policies have been evolving in the last decades, through different approaches. If in the 1950s it was all about stimulating industry to invest more in Research and Technology development, the 90s focused on connecting actors – fostering the creation of ecosystems and public-private partnerships.

Now, in the 2020s era, policies are more and more focused on stepping up societal transitions, with the emergence of a challenge-driven innovation policy, stimulating targeted and selective innovations.

Many persistent problems in the world, such as climate change, ageing population or economic inequity, can only be efficiently addressed if we radically change our economy and the way we have organized society.

Formulating missions with specific goals can be a powerful tool for challenge-driven innovation policies and instruments. A mission boosts and guides regional innovation ecosystems, with both a sense of urgency and a sense of meaning.



“

Over the next few years, huge amounts of EU funding will flow into European regions. This is an opportunity, but also a challenge as public and private operators will be confronted with the need to spend these monies within a limited time framework.

The pressure to spend may lead to suboptimal utilisation of these resources, distributing them on too many, disconnected projects. It is thus important to keep the direction of travel and ensure that investments do support the modernisation and diversification of regional and local economies.

Smart specialisation strategies are the key organising instrument to support and steer innovation policies under cohesion policy. Over the next few months, the negotiations between the Commission and the Member States and regions on the new cohesion programmes will come to an end.

More than EUR 500 billion are on the table, a large part of it dedicated to innovation and R&D. Smart specialisation strategies are being updated to reflect a rapidly changing environment. It is crucial that all interested actors, including the business associations and its European network, participate actively in this debate to ensure that the new strategies and the new investments are really transformational.

”

Nicola De Michelis

Director, European Commission – Directorate-General for Regional and Urban Policy, Deputy Director-General for Implementation and International Relations – Smart and Sustainable Growth and Programme Implementation.





The EU|BIC difference

How our community makes an impact

EU|BICs use the best possible actions to create thriving startups and SMEs – working in industries ranging from Space, Health, Food, Energy, Smart Materials, and Digital. A key feature of EU|BICs as innovation ecosystem builders and business intermediaries: they are taking real steps to ensure that their services are best advantageous to their clients – and best advantageous to their regions.

As of 2021, there are more than 125 quality-certified EU|BICs and 40+ Associate Members in over 33 countries shaping the global EU|BIC community. Together we service over 36,000 entrepreneurs, innovative startups, scale-ups and SMEs driving entrepreneurial scientific and technological solutions for our most pressing challenges.



“

“Rather than developing unicorns in Europe, we should focus on creating zebras. We must focus our policies and our players of the ecosystem in the direction of sustainability. Zebras are both black and white, companies that work for profit and thrive to improve society. We should focus on the impact we create on the life of people and less on the balance sheet.”

”

Anna Tórz
International Cooperation Officer
at EU|BIC Poznan Science and
Technology Park



OPINION

Going beyond scientific breakthroughs, toward commercialisation and value for society

Author: Andrea Di Anselmo, Vice-President at Meta Group and EBN Board member, representing EU|BIC Associate members

Progress of knowledge is essential for all communities. Around Europe, this is achieved with programmes and public investment in scientific projects and organisations. Yet, despite these efforts, only very few results stemming from such investments generate an impact outside the scientific community. On the other hand, there is a persistent need to transform results into benefits for the society, maximising the social, economic, technological, and scientific value of public funding.

Successful facilitation of innovation in the transformation of value is only possible if findings succeed in exiting the R&D dimension and become an innovation that reach the “market”. The truth is that this last step that is “using R&D results or facilitating its use” – by licensing for example – is still a bottleneck.

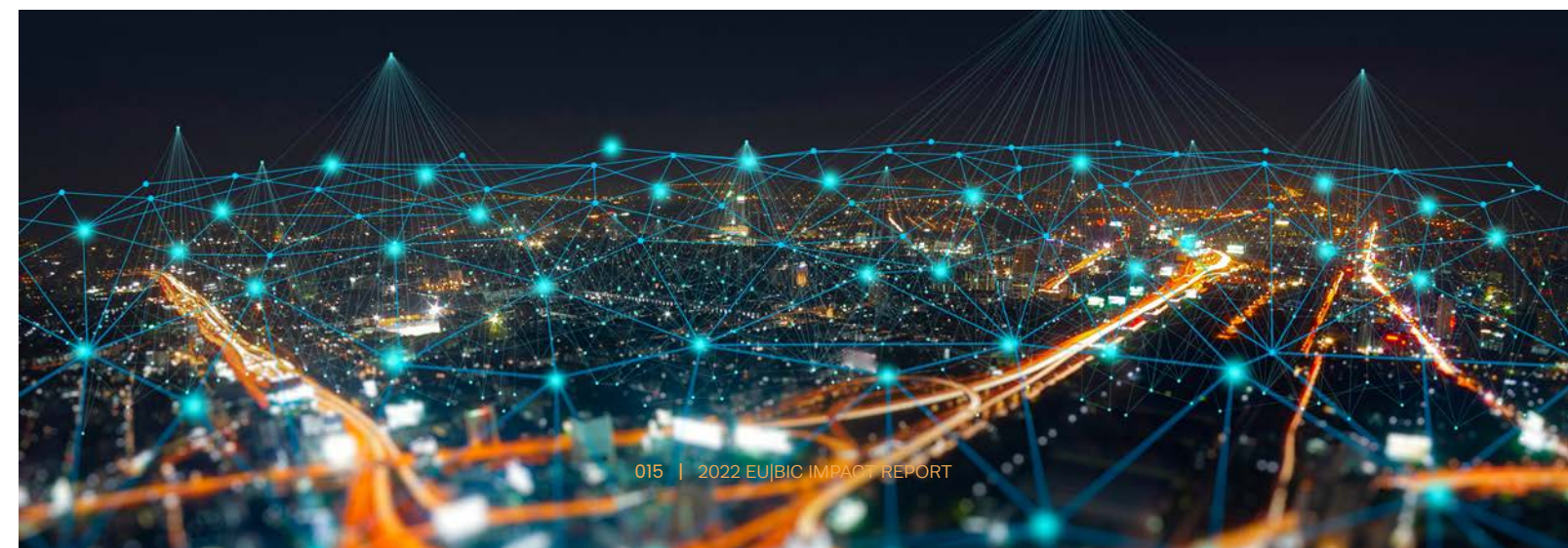
To facilitate the market uptake of scientific breakthroughs, we should be proactive and more entrepreneurial. Innovation enablers should address simultaneously technology and

the business dimensions – adopting an iterative learning process based on early customer or user feedback.

Entrepreneurial science requires a careful combination of research, technology development and validation to increase TRL beyond proof of principle to the point of having viable demonstrators.

We should understand that commercialisation – that is the use of market research, business modelling, competitive edge, positioning towards potential competitors et cetera – can be more crucial than a publication with a high impact factor.

Most importantly, we need to be prepared to raise funds and get both the technology and the use model investment-ready. “Pecunia non olet”. It is crucial to make sure we reach the maturity needed for our new knowledge to be used. No use no impact, no benefits, no societal advancement, no green and digital transition.



EU|BIC Specific Mission Commitments



TESTIMONIAL

Author: Laura Orestano, CEO at EU|BIC Associate and Candidate, Social Fare

01. Regional Sustainable Economic Development

From its origins until today, we endeavour to build well-connected innovation ecosystems that support the economic development of European regions by (i) fostering entrepreneurial innovations, including the acceleration of new enterprises and fostering innovation in existing enterprises; (ii) promoting entrepreneurial culture; (iii) modernising, digitalising and diversifying industries; (iv) stimulating job creation; and (v) partnering strategically with universities, research and science parks, corporates, investors and public authorities to form a vast, diverse, collaborative and connected European business innovation ecosystem.

02. Quality Business Support

We conduct our operations in a manner that delivers the most excellent innovation support services possible. Our quality-certified, smart selection, ideation, acceleration, and incubation programmes are designed to support startups, scale-ups, SMEs and innovators of all kinds to keep succeeding in achieving their mission. In support of our commitment, we use our position as experts to share best practices with other businesses in our communities and facilitate social capital by getting people to meet and collaborate in mutual innovation projects—leaving no one behind.

03. Access to Finance

Since inception until today, we endeavour to provide a steady pipeline of innovative, investment-ready companies and foster supportive investment opportunities, including, but not limited to, access to private investments, EU and non-EU grants, loans and equity funds, ensuring the continuity of the businesses and innovations that a competitive European economy needs. With a network of networks also including hundreds of investors, we rely on various tools and programmes to embed innovation to finance, and finance to innovation and share best practices on investment processes.

04. Scaling European Innovation

Our pan-European nature is one of our greatest assets to bolster the internationalisation potential of European startups, scaleups and innovative SMEs to support those who already operate on an international scale and to reinforce Europe as a global leader in entrepreneurial research and innovation. We apply our understanding of the different needs of our client entrepreneurs throughout the various stages of growth and leverage the support network so they can benefit from the same quality of support in any region they target for expansion.

“With more than 30 EU|BIC members operating in the field of impact entrepreneurship, we are looking forward to sharing our best practices, innovation processes, and methodologies.

SocialFare has a strong experience in startup acceleration, innovative methodology implementation, and specific expertise in Social Innovation methodologies and practices to support the design, validation, and acceleration of social impact ideas and their business applications.

We are excited to offer support to scalable impact startups, and host startup presentations for partnerships with corporate entities in the EU|BIC

member countries, as open innovation initiatives. This comes naturally in addition to sharing our a wide network and a strong connection with the territory and the local relevant stakeholders belonging to the world of Social Impact, Business Acceleration, Impact Investing, Research & Innovation, and policymaking.

With the EU|BIC community, we create synergies in joint project applications crossing impact innovation, social economy, and sustainability, in the development and internationalisation of services, and in the dissemination of outstanding results from running or finalised EU-funded projects.”



“

EU|BICs are an important component of regional Innovation ecosystems in all regions where they exist. However, this is happening, only in regions where they play an active role in orchestrating the Innovation ecosystem or they act as developers of the region's Innovation strategy. Those that do, are typically in a much better position to use the creative power of local entrepreneurs, and to put together in a organised way the different support mechanism and instruments that can accelerate the transformation of regional economies. I encourage all EU|BICs to engage actively in co-designing the smart specialisation strategies as a way to leverage the impact of their activities for the benefit of startups and scaleups.”

”

David Uhlíř
Chief Strategy Officer, EU|BIC JIC
(South Moravian Innovation Centre)

Transformational strength of Europe's innovation ecosystems

Our business support work is changing the rules of the game for innovation systems. EU|BICs and EBN lead initiatives to shift the technological and entrepreneurial frameworks that define innovation development and uptake around the world. Only a combination of broad participation of society, clear regulations paired with ambitious and efficient investment in research, entrepreneurship and innovation can guide us to step up to our challenges.

The world targeted 2030 to end poverty and hunger; and to achieve high levels of healthcare, education, gender equality, and clean energy. For the EU and its Member States, 2030 is the culmination of an ongoing plan for the digital transition, which will see businesses and people empowered through digital citizenship, cooperation, and investment in skills and infrastructure. Moreover, in tackling climate change, 2030 is the target year to reduce greenhouse gas emissions in the EU to be at least 55% below 1990.

The EU|BIC community and EBN have driven the adoption of demand-driven, Responsible Research and Innovation, and inclusive incubation approaches in numerous regions, empowering all entrepreneurs, scientists, corporates, governments and citizens to develop challenge-based solutions benefitting our daily lives. This way we maintain a commitment to use technological breakthrough as positive impact and accountability for our regions – even through leadership and business environment changes.

One of the major challenges our community faces is in empowering all innovation actors and businesses to behave like EU|BICs, with the purpose of generating positive impact, inclusion of all stakeholders and frameworks to measure, manage, and report on their performance and contribution to their regions.

EBN creates definitive standards for business support organisations by measuring their entire economic and social output – and looking to improve how they engage and support their (could-be) entrepreneurs, customers, and communities; affect regional systems; and incorporate all these stakeholders into their corporate governance.

Business innovation leaders engage with our standards through the EU|BIC Assessment Framework – a tool allowing business supporters to measure, manage, and monitor performance towards regional, sustainable economic and social benefit.

EU|BIC Certification is the foundation of a growing innovation community that puts people, regions and the planet in the center – it is the blueprint to achieve our local and global goals.



EU|BIC CERTIFICATION IS THE FOUNDATION OF A GROWING INNOVATION COMMUNITY THAT PUTS PEOPLE, REGIONS AND THE PLANET AT THE HEART OF TECHNOLOGY AND INNOVATION

01.

Regional, Sustainable Economic Development

EBN and EU|BICs share the mission and responsibility to build a community of connected business innovation leaders committed to addressing our world's most pressing issues with innovative solutions.

Centring sustainability, inclusion and social transformation around innovation is a display of responsibility, agility, forward-thinking, and resilience, as demonstrated by the EU|BIC community.

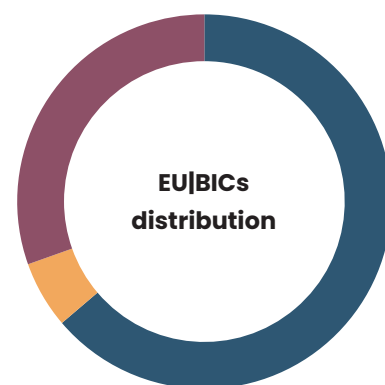


Did you know that...

through comprehensive set of services, EU|BICs ensure innovative entrepreneurs to thrive with excellent survival rates

Survival rates of companies after support from EU|BICs

Survival rates after 3 years



● >80% ● <60% ● 61%-80%

Average survival rates

Survival Rate – 3 years after support **85%**

Survival Rate – 5 years after support **74%**

Game-changing initiatives developing regional attractiveness – EU|BIC Startup Madeira

“

“Digital Nomads Madeira Islands is an initiative developed by the Regional Government of Madeira, Startup Madeira, and the expert digital nomad and consultant, Gonçalo Hall. Alongside our partners, this project aims to prepare, promote and create a unique community with digital nomads from all over the world. So far we've received over 13000 registrations, from 127 countries. And since February 2021, Madeira Islands have welcomed, at least, over 6000 digital nomads

”

Carlos Soares Lopes
CEO at Startup Madeira

We started with the pilot project (February to June 2021), but now it will continue until 2024.

The project allows Madeira Islands to attract working and entrepreneurial talent from anywhere in the world and it produces benefits of 1.5 million euros per month for the local economy (hotels, bars, restaurants, coffee shops). The nomads have “a very positive impact on Madeira Islands, by staying for longer periods, building a community, local companies, helping to fight tourism reduction and the seasonality of the tourism market.”

EU|BIC Startup Madeira designed the project in different locations of Madeira allowing digital nomads to enjoy safety, good infrastructures, fast

internet and places to work from. Village nomads are granted shared co-working spaces and other free perks including a dedicated Slack channel for the nomad village, speedy Wi-Fi, and a local host who act as their go-to point-person. Networking, social, and community events are organized so participants can get to know each other and their host community.

The project has also teamed up with local businesses such as real estate, hotels and rental car companies for the nomads to use.

Discover more about Digital Nomads Madeira Islands at <https://digitalnomads.startupmadeira.eu/>.



Empowering regional innovation ecosystems and making Egypt a top-class ICT destination – EU|BIC TIEC

The Technology Innovation and Entrepreneurship Center (TIEC) was established in 2010, to tackle the lack of access to entrepreneurship education and training outside Cairo. Most of the entities that supported the development of the entrepreneurship ecosystem outside Cairo did not have physical places in different governorates, leading to the lack of qualified individuals and tech startups with innovative solutions that can attract investments.

TIEC's mission is to stimulate a knowledge-based society by developing strategies, providing facilities, and optimizing promotions of innovation and entrepreneurship, as well as providing an intellectual property framework to foster ICT innovation and growth in the local economy. TIEC incubator was established at Assiut University, the largest university in Upper Egypt, to develop and support the entrepreneurship community in Upper Egypt and to encourage and support students and graduates to establish their startups. Moreover, TIEC has further expanded by establishing branches in Assiut Technology Park and Borg El Arab Technology Park, Alexandria in 2017.

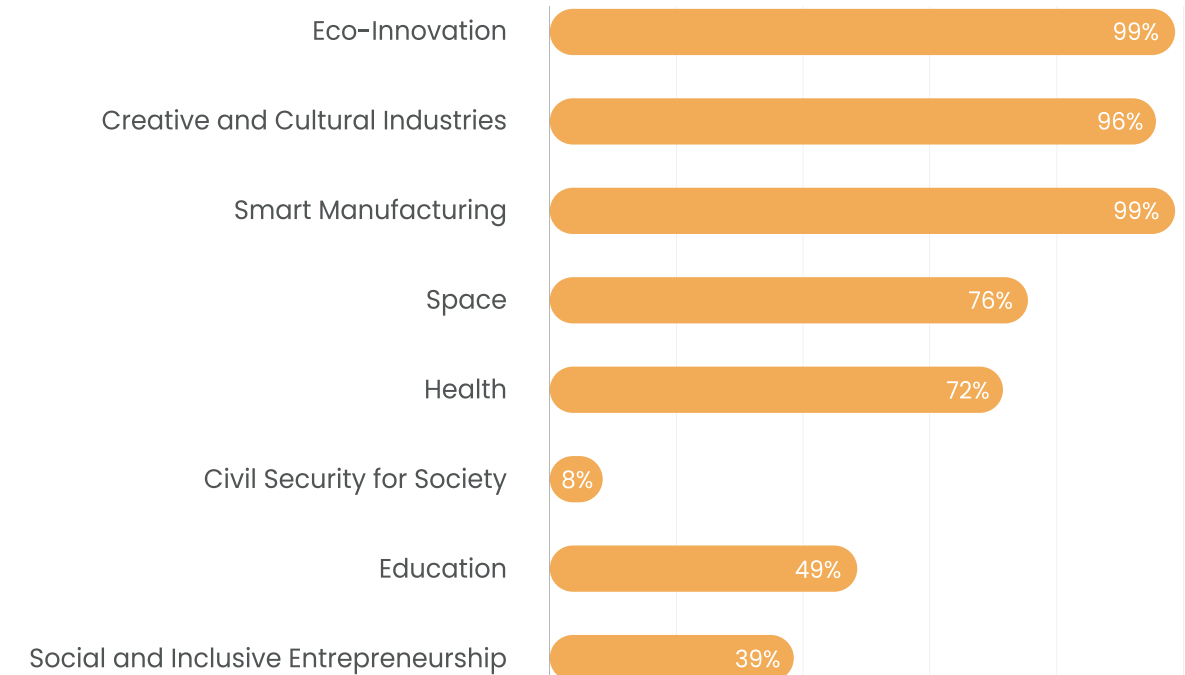
TIEC has also launched the Community Innovation Hub (CIH). The CIHs are located on the campuses of seven governmental universities: Mansoura, Menoufia, Suez Canal University in Ismailia, Minia, Sohag, South Valley in Qena, and Aswan. The objective is to support and assist students, SMEs, and start-ups to become key actors in bringing digital transformation within the reach of all industry sectors.

A CIH is meant to be a community resource, providing an innovative, collaborative environment with a mix of entrepreneurial, educational, and commercial uses in the field of ICT. Each CIH, running now since May 2021, has 3 dedicated spaces: Co-working Space, Workshop Space, and Incubation Space. **Each CIH location is considered a self-sustaining and thriving centre offering a collaborative environment and space for entrepreneurship, apprenticeship, and ICT innovation.**

Discover more about TIEC's Community Innovation Hubs on www.ebn.eu.



EU|BIC's Expertise



PARTNER TESTIMONIAL



“

StartupBlink has always been inspired by the work of innovative ecosystem leaders worldwide. Most have played their cards wisely and helped build outstanding startup ecosystems that are the engine of their present and future economic growth. We work with over 100 government entities to transform their approach to building their ecosystem. Ecosystems require marketing, branding, and continuous improvement like any other product. We equip our partners with tools; such as portals and promotional platforms, and insights; such as in-depth ecosystem analysis and diagnosis reports, to help them better understand their unique ecosystem strengths and weaknesses, as bridging those gaps and establishing a resilient startup economy can never use a one size fits all approach.

”

Eli David, CEO
CEO – StartupBlink

Introducing Italy's first and leading centre for Social Innovation – EU|BIC Candidate SocialFare

“Research, community engagement, capacity building and co-design are at the basis of our work to develop innovative solutions to contemporary societal challenges while generating new economies via social ventures.”

Roxana Olariu,

Programme Manager & Impact Project Assistant at SocialFare

Planet Fundamentals is SocialFare's acceleration programme addressed to social impact startups, namely enterprises able to offer innovative responses to contemporary societal challenges. The programme supports the best teams in developing products, services and innovative models by offering a unique consultancy expert programme and equity investment for the impact entrepreneurship generation.

One of the main challenges in Italy in this sector is to find good quality social impact startups to accelerate and invest in, as the ecosystem is still quite young and still in development – although at a growing stage. Throughout these years, SocialFare has experimented, tested and developed different strategies to scout the best entrepreneurs: a key asset both for the overall performance of the acceleration programme and for the return on social impact investments.

The first, basic action SocialFare has done was the creation of a national and close-knit network of all the stakeholders involved in the different stages of startups development, such as universities' incubators, other accelerators, co-working spaces, startup contests & events, dedicated media,

business angels' clubs, bank foundations and other “startup boosters”, donors, sponsors and investors. As there is no main reference point for social entrepreneurs in Italy, but different initiatives in a heterogeneous context, SocialFare has followed an inclusive approach.

Another main channel for SocialFare's startup deal flow is the official Italian Enterprise Registry (Registro delle Imprese della Camera di Commercio). In fact, in Italy there's still a great number of social impact enterprises which do not know the possibility of being supported by an incubator or an accelerator, causing an actual slowdown to their development. Finding these high potential (although unaware of their possibilities) enterprises, and supporting them with a proper consultancy, training & capacity-building programme, is key to boosting the ecosystem in its complexity.

Lastly, another interesting possibility to implement the startups' deal flow was to create SocialFare's incubation or pre-acceleration programs. SocialFare tested this model via one of the Design Your Impact capacity-building programmes, which aimed to accelerate basic knowledge and skills in the fields of social innovation, design, business and strategy.

Drawing a conclusion from SocialFare's experience in those years of startup acceleration and investment, the successful approach for a social impact startup deal flow in Italy could be the synergy of all the three strategies presented above, as they reinforce each other.

Continue learning about SocialFare's initiatives at www.ebn.eu



Did you know that companies supported by EU|BICs generated:



13,400+
Job creation



in **4,600+**
supported companies



for an average of
225
jobs created per EU|BIC

Event announcement

TechCamp 2022 'Untapped Innovation Potential'

EU|BIC Sezana proudly hosts the 2022 EBN TechCamp event. Especially for business support experts and forward-thinking innovation leaders, we share best-practices and clear-cut methodologies on supporting impact entrepreneurship and strengthening social inclusion – for and by the EU|BIC community.

“

When it comes to serving marginalised entrepreneurs with hearing disabilities, we had to learn how to communicate: thanks to the involvement of the relevant stakeholders such as the National Deaf and Hard of Hearing Association, the collaboration of interpreters, and the use of assistive technology, we were able to understand the needs of entrepreneurs with hearing loss and empower them to better pursue their entrepreneurial efforts

”

Dorijan Marsic

Director – EU|BIC Sezana

Mark your calendars and we look forward to welcoming you to Slovenia on 19–20 October 2022!

A person's hands are shown holding a glowing blue and orange globe. A network of white lines and dots is superimposed on the globe, symbolizing global connectivity and innovation. The background is a warm, golden sunset over a field.

**EU|BIC CERTIFICATION
AND COMMUNITY DELIVER
SUSTAINABLE GROWTH
TO YOUR ORGANISATION
AND YOUR REGIONAL
INNOVATION ECOSYSTEM**

02.

Quality Business Support

EU|BICs shape a well-performing innovation community. In 2021, we helped more than 36,600 companies and entrepreneurs to get a head start getting their innovation on the market. Startups and scale-ups supported by EU|BICs outperform other European startups in the first 3-year's survival rates with 85% vs 58% EU average (source: Eurostat).



Dynamising the business environment and accelerating innovation processes – EU|BIC BAEZ

“BIOK! is an open innovation meeting point that allows companies to connect startups and SMEs and provide them with a first market option, attracting them to the Bizkaia region in Spain. It operates with startups and SMEs that are technological and/or in specific fields of knowledge, National or International. Through this programme, qualified employment is created in the territory and the competitive positioning of reference companies and public administrations in Bizkaia is strengthened.”

Laura Autor,
Innovation Coordinator at EU|BIC BEAZ Bizkaia

BIOK! LivingLab solves the lack of access to innovative solutions for public actors and corporates. The initiative was born to identify public-private challenges that act as catalysts to generate a market and bring clients closer to startups and SMEs.

It is a paradigm shift for an agency like Beaz, which has historically acted as a managing body for traditional tools to promote entrepreneurship and innovation in the territory. Previously we were based on different types of instruments and subsidies, mostly public policies and the promotion of innovation from the supply side.

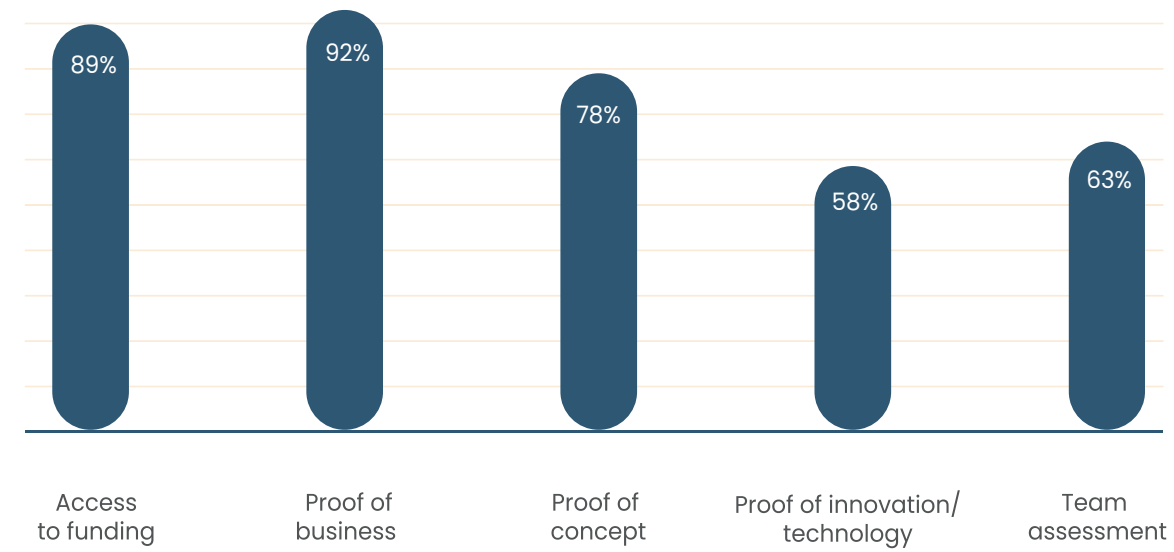
Beaz now complements its support tools for entrepreneurship and innovation from a demand-driven angle, promoting entrepreneurship and R&D&i in Bizkaia using the capacity of procurement from leading companies and public administrations in the territory.

Make sure to watch the BIOK! LivingLab challenges introduction video on YouTube.

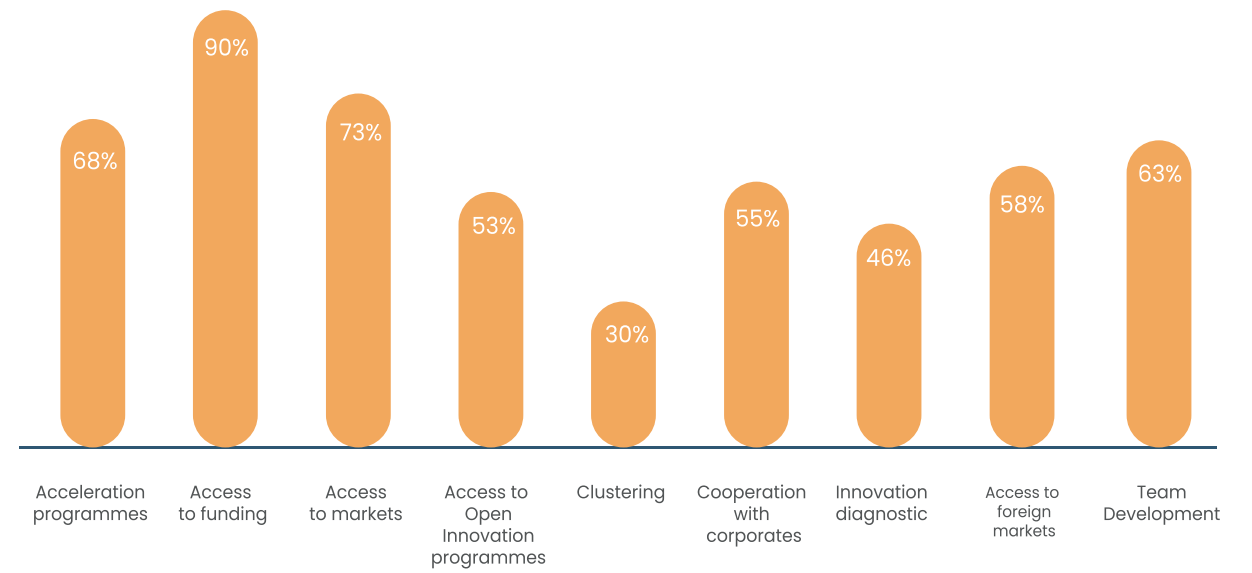
Continue reading about BIOK! LivingLab and Baez at www.ebn.eu.



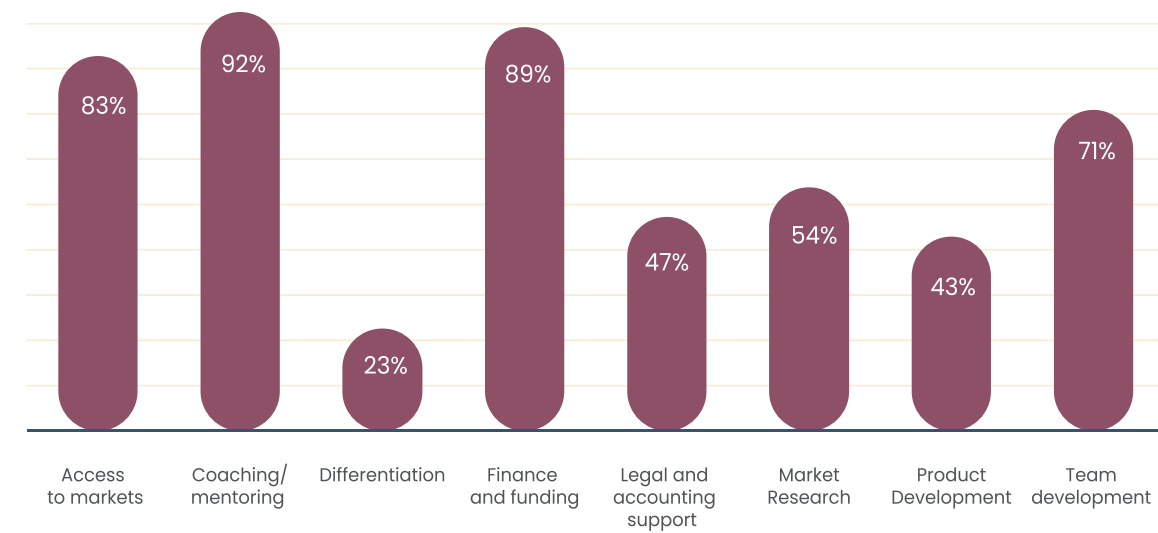
EU|BIC Entrepreneurship Services



EU|BIC Growth Services



EU|BIC Startup Services





The Entrepreneur Experience™ – EU|BIC CorkBIC

"In starting the Entrepreneur Experience™ we, in CorkBIC, were looking for a way to accelerate the rate of development of entrepreneurs on their journey as they scale their businesses, and to deliver transformational change at a critical stage along that journey"

Eileen Murray,
Senior Consultant at EU|BIC CorkBIC

The Entrepreneur Experience™ is a unique opportunity for 24 Emerging Entrepreneurs to gain advice and mentoring from 24 of Ireland's most successful business leaders over 24 hours. After we developed and delivered the first Entrepreneur Experience™ back in 2011, our 10th anniversary was a special one – once again back in person in 2021.

The theme of the event was the 'Big Reconnection', delivered by CorkBIC and chaired by 'our Captain' Pete Smyth, Broadlake. In 24 hours, this event includes one-to-one sessions, deep-dive analysis, constructive group sessions, pitching sessions and inspiring plenary sessions.

24 Emerging Entrepreneurs are selected to participate. 24 Seasoned Entrepreneurs, some of Ireland and Europe's most successful business leaders, are invited to share their experiences and inspiration. Each Seasoned Entrepreneur mentors and

coaches an Emerging Entrepreneur over the 24 hours.

Every year, entrepreneurs come from across the globe including, Spain, France, Chile, Rwanda, Portugal and all over Ireland.

When the final selection has been made, CorkBIC then pairs the selected Emerging entrepreneurs with the Seasoned Entrepreneurs. This is the critical stage of the event and where their expertise is key. The pairings are usually personality-based and take into account – sector, market, challenges etc. The matched pairs meet well in advance of the event so they both understand the issues and challenges to be explored.

"You can do an MBA, you can read a million books, but you can't beat listening to real-life experience – The Entrepreneur Experience"
– **Seasoned Entrepreneur**

The 2021 Entrepreneur Experience™ took place in October 2021 in Ballymaloe, Co. Cork. For the first time, 50% of the participating Emerging Entrepreneurs had a female founder or co-founder which far outstrips the industry norm of around 20%.

Continue learning about the Entrepreneur Experience on www.ebn.eu.



Did you know that... in 2021, EU|BICs supported:



36,700+
entrepreneurs and companies



from
40,500+
enquiries received



15,200+
entrepreneurs



9,400+
Startups



12,100+
SMEs



for an average of
396
entrepreneurs and companies supported per EU|BIC



Pre-acceleration programme Boost Your Ideas – EU|BIC Lazio Innova

Ilaria Corsi,
Head of European Projects Office at EU|BIC Lazio Innova

Boost Your Ideas (BYI) pre-acceleration programme has been set up to scout innovative solutions for the economic and competitive repositioning of Lazio in the post-Covid recovery.

According to the success of the first edition of the initiative in 2020, the programme has now reached its 4th edition. It provides mentorship and rewards in services and money to the best solutions selected at the end of its 3rd phase.

The BYI programme is strengthened by the support and the interaction with a network of 50 project partners coming from the innovation world: large companies, potential users, investors, incubators, accelerators, competence centres and public administrations – able to invest their specialized know-how and skills in vertical projects closest to their sector. Eighty bilateral meetings were held to develop business opportunities, qualified mentorship, and investments to enter the market.

The Programme is fully digital and has national coverage. The global pandemic has forced the revision of the services model, stepping into a new digitalized way to provide advanced and specialized services to startups.

“Indeed, with Boost Your Ideas, we had the opportunity to map startups’ specific needs for entering a new market and positioning new products.”

A large number of BYI participants has fuelled and raised the level of Lazio Innova’s innovation ecosystem, especially referring to its local network of Innovation Hubs (the so-called “Active Spaces”).

Learn more about this initiative at www.ebn.eu.

EU|BIC Innovation Ecosystem Partnerships



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“Every EU|BIC acts, on almost a daily basis, as an innovation intermediary between startup companies and corporates. The ultimate goal today is to reduce at a minimum the frictions within their own local/regional or national innovation ecosystem. Make sure that corporates understand what to expect from startups and vice-versa. Set the right expectations and foster the right mindset in each organization, us included.

One of our learnings at Technoport over the last decades is that the main ingredient to make it work is to onboard the right people. Once you have them you can work much easier on improving the framework and reduce the frictions.

The best models/theories do not work without the right people!”

”

Diego De Biasio
CEO at EU|BIC Technoport



EU|BIC CERTIFICATION STANDARDS ARE A RESOURCE TO MEASURE AND MANAGE CERTIFIED RECOGNITION FOR EXCELLENT INNOVATION ECOSYSTEM PLAYERS



03.

Access to Finance

EU|BICs raised in total over € 1 billion of funding for their client companies in 2021. The majority of capital is sourced via private investors (69%).

Minerva Business Angels drive forward the Green Economy – EU|BIC University of Warwick Science Park

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“The Minerva Business Angels, powered by the University of Warwick Science Park, were recently named the 2nd most active investment group for green projects in the UK. Since 2010, Minerva has invested in more than £20 million in over 100 companies, which has, in turn, helped those companies leverage more than £60 million”

”

Alexis Toft

Head of Minerva Business Angels & Investor

The group has over 150 members from around the UK and overseas, a corporate membership scheme including Venture Capitalists seeking support from the Minerva angel network, and a network of universities including Birmingham, Aston, Loughborough, Nottingham, Nottingham Trent, and WBS-London – who support and facilitate face-to-face events at their locations.

The Minerva network focuses on the screening of companies and investors to try and maximise the ability of companies to raise with Minerva and in line with investor interest. “We see around 450 applications per year from companies with about 70 pitches, of which typically 40-50% receive some support.”

Minerva also runs a programme of educational webinars used to raise awareness and recruit new

investors, and is also a key partner of Midlands ICURe, helping to deliver investment and investors/mentors to their spinouts.

Minerva’s position as 2nd most active investor on a deal basis in the green scaleup economy is driven by the general interest in innovative new technology that answers a problem. Although describing themselves as tech agnostics, the Midlands’ traditional manufacturing heritage leads a sector of the membership to favour innovative products, despite Minerva’s delivery mechanism and investor network coming from all over the country. That enthusiasm can be infectious and has been the driver of many of Minerva’s green economy investments.

[Continue reading the full story at www.ebn.eu.](http://www.ebn.eu)



Did you know that...

Over 60% of EU|BICs have an affiliate seed fund

Var Business Angels – EU|BIC TVT Innovation

“The fact that Var Business Angels is directly linked to TVT Innovation allows the club to very early identify the future jewels of our territory. We keep a close eye on their development and trust TVT to support them. Once they are sufficiently structured, we intervene to support them financially and share our experience and network with them.”

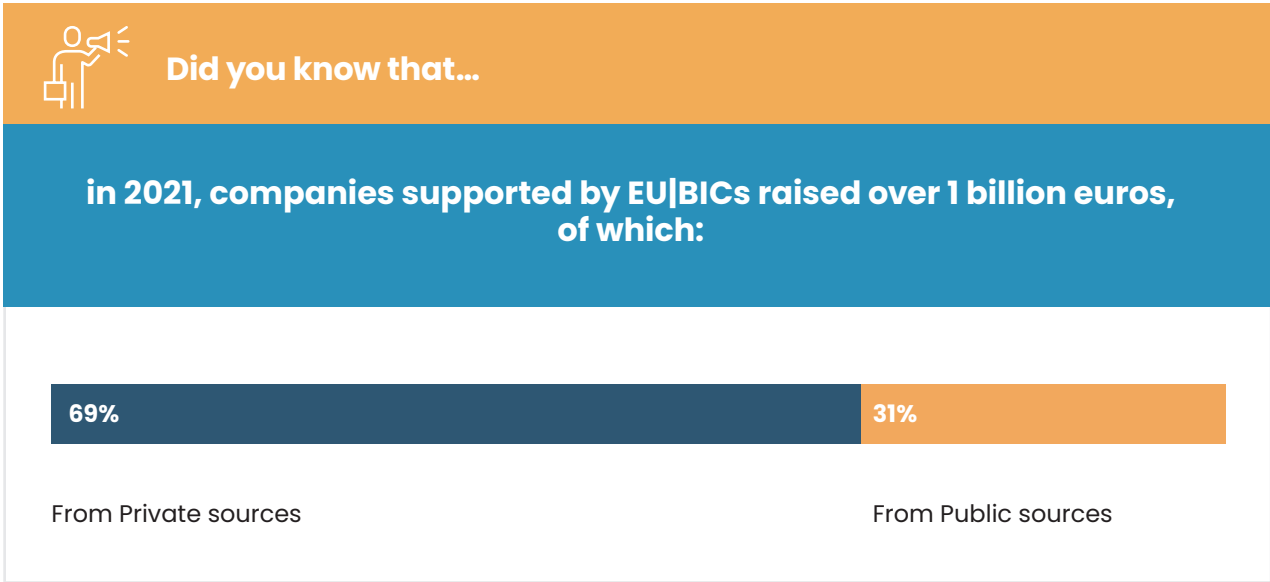
VAR investor

The Var Business Angels initiative was created following the need by TVT Innovation’s partners to develop the field of financial engineering for the activities of this incubator which has been providing support for VSEs/SMEs in Var (FR) for more than thirty years.

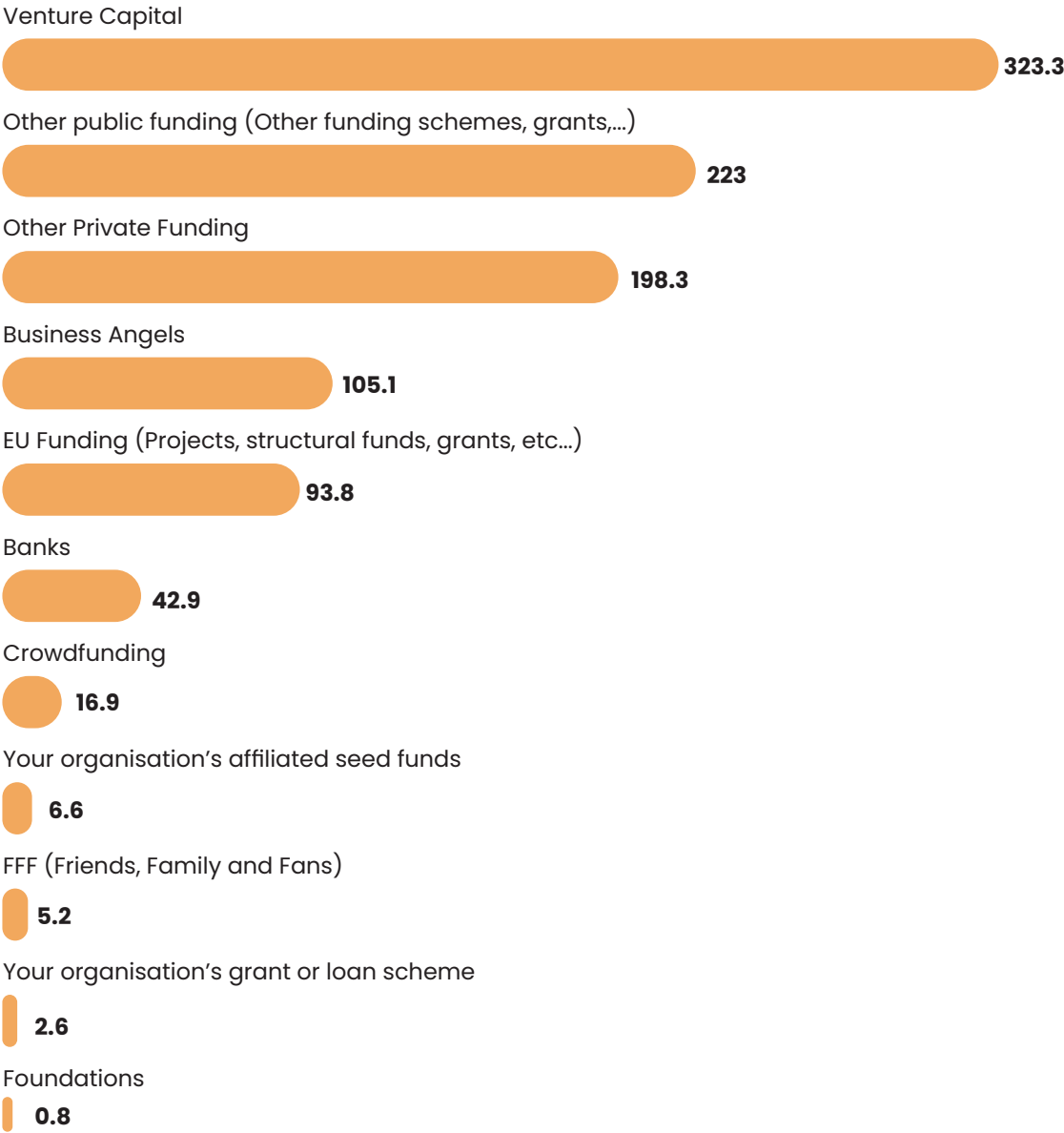
Since its founding in 2008, due to the professional history of its founders, VBA (Var Business Angels) has specialized in high-value-added startups whose support TVT has mastered. In addition, VBA has built up an important network of financial partners (banks and regional capital financing organisations) which enabled it to address ambitious deals that couldn’t have been done without their participation in the ecosystem.

As a TVT Innovation department at the administrative level, VBA is unique in the South Region of France – allowing it to finalize the actors of Innovation dear to TVT by “a last floor” of local capital financing, accessible to its accelerated startups.

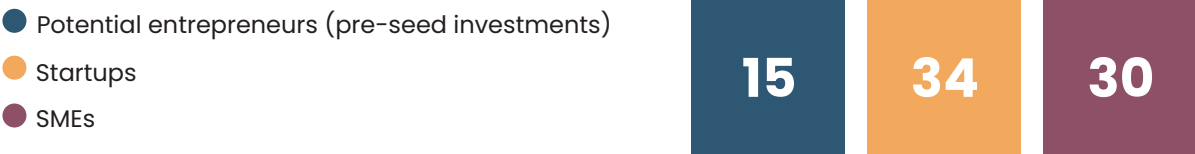
Continue reading the full story at www.ebn.eu.



Amount of funding raised by companies supported by EU|BICs, per Investor type (in million euros)



Average number of companies supported by EU|BICs in access to funds





**TOGETHER, WE ARE
SHAPING A GLOBAL
COMMUNITY ABOUT
BETTER BUSINESS — AND
SCALING INNOVATIVE
SOLUTIONS**

04.

Scaling European Innovation

Our pan-European nature is one of our greatest assets to bolster the expansion potential of European startups, scaleups and innovative SMEs.

EU|BICs are part of a larger story of economic, social and innovation systems change happening in communities, corporates and institutions around Europe and beyond. Throughout our community, strategic partnerships, and network-building work, we are creating a network of networks enabling the scaling of entrepreneurial innovation serving our regional societies.

In 2021, EU|BICs supported over 1,000 companies with access to international markets and with access to local markets.



Global Startups Soft-Landing – EU|BIC (CEEI) Cartagena



“No one disputes the existence of ideas and talent in Spain and the Murcia region, but there are aspects to improve. One is the lack of a global, international perspective, which makes the business think about the planet and not just one country or region as a board game.”

José Carlos García Martínez,
Head of Business Development and European Financing at EU|BIC CEEI Cartagena

Global Startups Softlanding, is an initiative of EU|BIC Cartagena (CEEIC) and the Regional Development Agency of the Region of Murcia (INFO), with the collaboration of the Regional Confederation of Business Organizations of Cartagena (COEC) and the City Council of Cartagena.

The objective of "Global Startups" is to promote startups with high growth potential and prepare them to enter new international markets, as well as to come into contact with technology experts from the most important hubs in the world. The initiative has allowed startups to know the level of competitiveness of their products or services compared to the existing technology in other markets, as well as to exchange experiences and get advice from successful entrepreneurs, founders of ICT startups and some of the most important business angels in Spain and the world.

Global Startups, combining talent, startups and globalization, has connected 9 regional startups with high growth potential, a powerful ecosystem of hubs and participating international partners: USA (Silicon Valley); Israel (Tel Aviv); LATAM (Mexico and Colombia); EU (EU|BIC community, EBN).

The programme has been highly valued by startups with high growth potential, especially for the quality of the speakers and the "one-to-one" sessions, the network of contacts and international networking achieved.

CEEIC, as an international accelerator, has woven a network of contacts and spectacular synergies with major accelerators and ecosystems of several continents, which has allowed to consolidate Global Startup Softlanding as the first International Accelerator of the Region of Murcia.

Continue reading the full story at www.ebn.eu.



Did you know that...

90% of EU|BICs have expertise in internationalisation support, and 65% have this expertise in-house



Soft-landing strategy inviting Brazilian companies to Portugal – EU|BIC Startup Leiria

“Portugal is a small country. Although Startup Leiria tries to have a national and European reach, is not easy to generate enough qualified leads. Brazil is a large country, with which we share cultural ties and a common language. Brazilian Startups also look to validate models in Europe, and Portugal is an entry point for them. However, fiscal, legal, accountancy and even ways of doing business are more different than people initially realize.”

Vítor Ferreira,
General Manager at Startup Leiria

One and a half years ago we started to establish partnerships in other countries, with a more intense focus on Brazil. We established partnerships with universities and similar hubs in Brazil, and we had the chance to connect with Apex and Softex – the Brazilian Trade and Investment Promotion Agency (Apex-Brasil) works to promote Brazilian products and services abroad and attract foreign investment to strategic sectors of the Brazilian economy.

Startup Leiria has scaled over 30 Brazilian startups to access their local market. The highlighted keys to this achievement are:

- » Having strong local partners
- » Using the ecosystem to their advantage
- » Helping companies above and beyond, even if there is no monetary compensation in the short-term
- » The creation of a soft-landing programme is an essential ingredient

For the full story, continue reading at www.ebn.eu.

Accelerating internationalisation of young innovative companies – EU|BIC (CEEI) Asturias

Author: Lydia Alonso Díaz, Responsible for Organisational Innovation at EU|BIC (CEEI) Asturias

EU|BIC CEEI ASTURIAS & ASTUREX jointly launched the programme “Accelerator for Internationalization – Quick Global”. This innovative programme aims to speed up the internationalisation of young companies in the technology sphere with a potentially global market or multi-market companies.

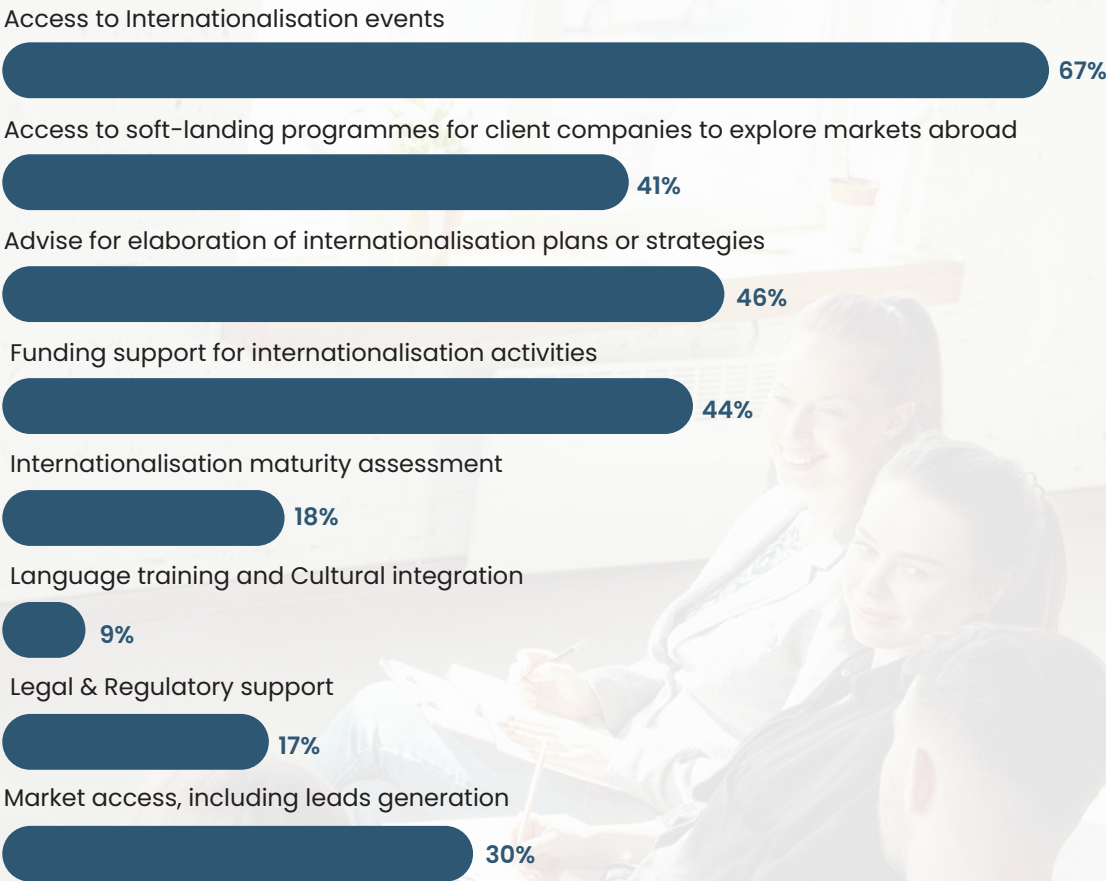
The programme aims to create a culture of early internationalization in our regional entrepreneurship, working collaboratively with other organizations and institutions involved in regional economic development, entrepreneurship and internationalization. Furthermore, it prioritises the integration of various promotion services in a single programme, as well as the creation of an agile methodology to support the internationalization of young companies, testing their effectiveness and efficiency.

QUICK GLOBAL is a 6-month programme, which provides participating companies with a variety of services. Among others, these include:

- » Entrepreneurial tutorials and international commerce, enabling participants to design and validate their internationalisation plan and contact potential clients/advisers in a specific target market.
- » Mentoring and accompaniment with the heads of consolidated international companies.
- » Access to potential investors or other funding sources to facilitate this process.

For the full story and QuickGlobal participants’ insights, head to www.ebn.eu.

Internationalisation services provided by EU|BICs in 2021:



Top 10 destinations for internationalisation of EU-based companies supported by EU|BICs:

1.	France
2.	United States
3.	Latin America
4.	Spain
5.	United Kingdom
6.	Germany
7.	Romania
8.	China
9.	Portugal
10.	Canada



Member snapshot: About EU|BIC Montpellier

Montpellier International Business Incubator – MIBI represents a centre of excellence in the field of internationalisation services offering high-quality office space paired with Soft Landing services exclusively designed for international companies seeking to set up operations in France. Coordinated by an experienced business coach, Soft Landing services include a domiciliation service, temporary office space (fully equipped, ready to use), access to masterclasses and to a network of local partners and qualified anglophone experts at negotiated rates.



Member snapshot: About EU|BIC Euronova

BIC EURONOVA, S.A. was founded in 1991 in Malaga to support the creation of innovative SMEs, to encourage the implementation of new innovative activities in existing SMEs and to provide advice to public administrations on business innovation diffusion matters. The lines of action of BIC Euronova include:

- » Infrastructure management to host innovative companies in the incubator and business centre area.
- » Enhancing business innovation services to SMEs and dissemination of entrepreneurship culture as a strategic factor for the growth of SMEs in Andalusia.
- » Support and mentoring of the technology-based innovative companies incubated.
- » Internationalisation of innovative SMEs through the use of the EBN.
- » Soft Landing programme.

PARTNER TESTIMONIAL

Innovation
Without
Borders

Connecting the world through innovation

Global networks and knowledge flows are broadening innovation ecosystems' borders, eroding and re-drawing them, and contributing to the emergence of an international system of innovation.

Innovation has been used by humans for ages to cope with changes and discover new opportunities. Under the current paradigm, innovation is primarily used as a tool to foster competitive advantage and sustained growth (Source: UNFCCC). When applied to address climate change, social challenges, and digitalisation trends, however, it is anticipated to deliver transformative solutions.

Individual actors or territories in isolation will not be able to tackle our most pressing challenges, which are inherently complex and systemic. They demand action to foster and enable innovation ecosystems to develop across Europe – and go beyond. This requires a systemic approach that is inclusive and collaborative, involving diverse actors and institutions across multiple locations, maximising the value of innovation for all and ensuring equitable diffusion of its benefits.

How to ensure openness and cross-fertilisation between world-leading innovation hubs?

Innovation Without Borders (IWB) operates an independent international organization that acts as the bridge and local partner to the Israeli innovation & tech ecosystem for international representatives, established in 2017 in Tel Aviv.

The IWB Diplomatic Forum is a landing pad and innovation relations focal point to the Israeli innovation ecosystem for the international community of innovation managers/diplomats from over 50 Embassies based in Israel, who lead the economic and innovation relations between the countries. In addition, the forum is supported and trusted by leading Israeli innovation organizations from the public and private sectors.

Uniquely, the national innovation ecosystem has reached the tipping point where Tech and Innovation are the growth engines of the Israeli economy. It has successfully turned itself from a country exporting mainly oranges to one of the leading countries exporting innovation and technology services, hardware, software, and know-how.

Few examples of achievements that helped its positioning as a global innovation hub: Israel ranks first in R&D investment as percentage of GDP (4.95%), first in the number of venture capital investments per capita, in the number of companies listed on Nasdaq (after the U.S. & China), and in high-tech employees concentration in startups per capita. Israel counts over 403 multinational enterprises' R&D centers, around 7,100 Startups, and over \$25 billion investments in tech in the year 2021. **These numbers raise the question, why does every big global player wants to be part of it? Not because it is cheaper or easier to open an R&D center in Israel, but because of the human capital, talent, and know-how.**

“

“It is all about the culture and people. Despite the country’s known challenges, Israel allows innovation to flourish. Since its establishment, people used to say that Israel was created on the famous saying that “necessity is the mother of invention”. That is an accurate baseline, yet, additionally, it has a few more essential “ingredients” (players and reasons) that have a vital role in creating the successful ‘innovation dish’. Some of the key factors of success are the universities, security and defence industry, governmental support, and immigration stimulating diversity. Notably, perhaps the one ingredient that connects them all is the Israeli culture, the ability to push forward, in any circumstances, to achieve its goals and mission successes – we call it the Chutzpah approach.”

”

Benny Shlick

Managing Director at IWB.

Acting as the local representative and venture partner for the business and innovation departments of global corporations and governments, IWB leads the global penetration of the vibrant Israeli innovation ecosystem. It supports international representatives with establishing partnerships, identifying needs, creating strategic alias, developing collaborations, and fostering business and investment opportunities to co-design and execute new innovative approaches and solutions with leading innovation and technology stakeholders: VCs, Accelerators & Incubators, Startups, Corporates, Universities (TTO), R&D Centres, Government Entities, and more.



Partnerships for better innovation

Collaboration is a core value of EBN. In 2021, we inaugurated partnerships with fellow private and public sector organisations in our ecosystem to share knowledge and best practices for excellent entrepreneurial innovation support standards.



EU Agency for the Space Programme (EUSPA): Committed to opening up the potential of data from satellites and showcasing how it can unlock new business opportunities. From Farming, Consumer solutions and IoT, to Energy & Raw Materials, and supporting sustainability and green transformation.



European Intellectual Property Office (EUIPO): Co-launched with the EUIPO’s The Ideas Powered for business SME Fund leading the support offer to EU SMEs on intellectual property and introduce knowhow on needs by innovative startups and SMEs vis-à-vis EBN, EU|BICs and EUIPO.



European Space Agency (ESA) – Commercialisation Gateway: Aligned on delivering exchanges between the different groups for startups in the early development phase and to exchange ideas and experiences to further tailor the activities of both organisations to the needs of the Space innovation and entrepreneurship ecosystem.

Tools for transformative change: UN Climate Change Global Innovation Hub

Author: Massamba Thioye, United Nations Climate Change Global Innovation Hub

A key barrier to transformative innovation to support combatting climate change is the absence of a moonshot mindset when setting targets.

That is why the **UN Climate Change Global Innovation Hub** was launched in November 2021, during the UN COP26 in Glasgow. It aims to promote transformative innovations for a sustainable low-emission and climate-resilient future. **The Innovation Hub complements the current approach to innovation for climate solutions – an approach that has tended to be incremental, sector-based, and problem-oriented—with a transformative, need-based, and solution-oriented one.**

Currently, most of the climate actors tend to set climate and sustainability targets anchored on what is perceived as possible. Rather than following the ambitions of what is needed to achieve the desired goals, they limit themselves by financial, policy, and technology considerations. Their perception of what exists now and is available to them, and what they can achieve dictates their level of ambition. The perceived restricted availability of climate and sustainability solutions limits the level of ambition.

This lack of ambition in return negatively impacts the development of climate and sustainability innovation by signalling a low demand, creating a vicious cycle. The perception of a lack of climate and sustainability innovation hampers the setting of ambitious goals, which in turn impede the development of climate and sustainability solutions.

The repercussions are that **we are currently unaware of the real gap between what is currently possible and where we need to be.** We are not tackling what needs to be tackled. Metaphorically speaking, this is as if one had lost its key in the dark area of the street but insisted on looking for the key under a streetlight – you can see your surroundings under the streetlight, but the key was lost in the darkness.

Breaking the cycle

To allow innovation to flourish in a transformative way for tackling climate change and to achieve our 1.5°C climate goal, a change of mindset is needed. Innovation needs to go beyond **and become transformative, need-based, and solution-oriented in its approach.**

In our current system, innovation is often with a wealth production goal which binds it to a too sectorial and problem-based focus. For example, when currently we speak of improving the environment in a city, we think of the transport sector and car usage, which immediately leads us to the development of electric vehicles (EVs). While replacing a combustion car with an electric vehicle is an important climate action that need to be scaled up, it will not suffice. We should also need less car. In addition to the development of electric vehicles, Innovation can place the **thriving of all people at the centre, combined with the need for a healthy environment.** The exercise would focus on why people need cars. The answer is mobility. Hence, innovation could be used to lessen the need for car to address the demand for mobility in daily life by making our cities more compact and more complete so that all products and services are at walking and biking distance. We can also go one step further using innovation to reduce the need for mobility to satisfy access to products and services. For example, digital technologies can be used for telecommuting and replace trip to office as well as office surface. It can also be used for teleconferencing and replace trip to conference

venue, for on-line shopping. Transformative innovation will not focus on just reducing the footprint of existing products and services. It will envision ways to germinate alternatives value-chains that satisfy the core human needs (nutrition and health, leisure, shelter, access, and clothing) with alternative products and services, while being aligned with the climate and sustainability goals.

Future climate commitments need to ensure demand is globally created. A focus on a sector or a single problem is not enough, a larger transformation is needed.

When we think of innovation, naturally what comes first to our mind is technology, which is key, but not enough to face our challenges. We need an integrated approach to innovation with innovative technologies combined in a cluster with **innovative financial instruments, leadership, policy, capacity building, business model, as well as social innovation** – and all to be **demand-driven**.

Only through the increasing demand for climate positive and sustainable solutions will innovation become the driving force and the great enabler we all believe it to be—breaking the vicious circle. The increased availability and the rise of global demand for climate change actions and sustainable solutions would give way to real collaboration and **start enlightening us about what the gap—between possible and needed—is.**



2022 Impact Analysis – Methodology

All results present in this report about the EU|BIC community were gathered and analysed by EBN, following specific methods to properly assess this data.

Results were collected via the annual EU|BIC Self-Assessment Questionnaire, sent to all EU|BICs, as regards to 2021 performance. For this report, answers were analysed coming from 94 EU|BICs total.

A first data cleaning exercise was made. Answers from members were double-checked both horizontally and vertically based on thoughtfully pre-defined criteria. Odd numbers were analysed separately. Members were contacted on the basis of this scanning exercise, and answers were adjusted accordingly – thus concluding the data preparation stage.

Data was then aggregated and analysed making use of appropriate data analysis and visualisation tools – transforming data into information in context, according to EU|BIC community needs and EBN mission commitments.

The 2022 EU|BIC Impact Report serves as a way to present the most relevant impact analysis to the community. We thank all EU|BICs that participated to this exercise, allowing to study community's joint impact.





2022 EU|BIC IMPACT REPORT

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