

# Accelerator EIT+ of innovative companies with a hybrid industry profile

17.06.2010 Beata Lubicka

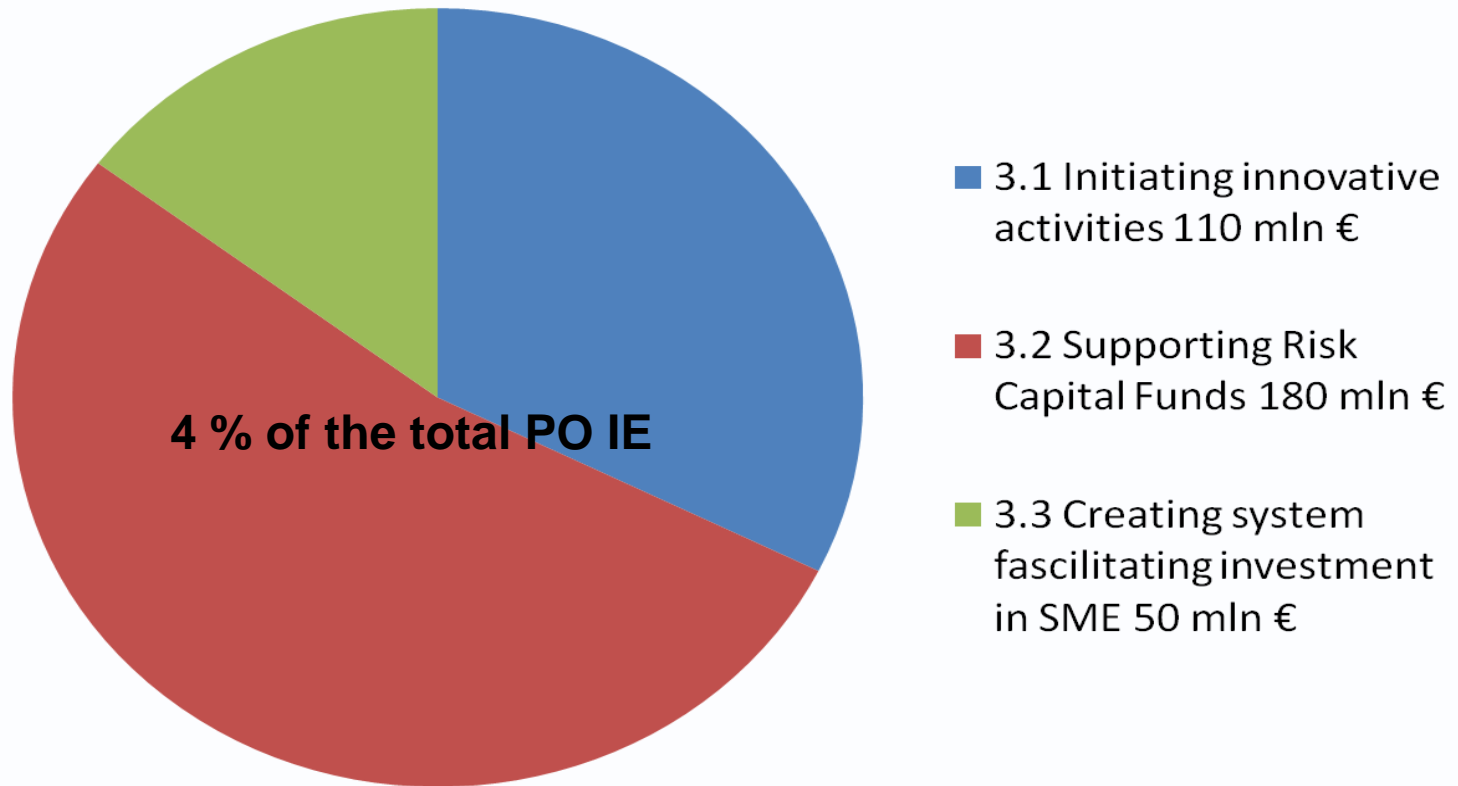
Wrocławskie  
Centrum  
Badań



# ERDF directed to innovation capital market in Poland

## Operational Programme Innovative Economy

Total amount for OP IE 9 711 629 742 EUR



## What is Accelerator EIT+?

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*Project within the scope of the National Cohesion Strategy „Innovative Economy” - Capital for Innovations.*



**INNOVATIVE ECONOMY**  
NATIONAL COHESION STRATEGY

### Aim:

To identify creators, inventors from Universities, Research Institutes, (nests of innovative ideas) and encourage them to start business activity (start-up companies) based on unique know-how.

Building own competences in the commercialization of knowledge

## Accelerator EIT+

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two-stage support for newly founded innovative technology based companies.

1. Searching and selecting innovative ideas, helping in establishing business model for a new enterprise (so-called preincubation)
2. investing in the newly founded enterprise. The capital entry can only include entities which went through the stage of pre-incubation (it is impossible to take part in the second stage only).

## Who are we looking for?

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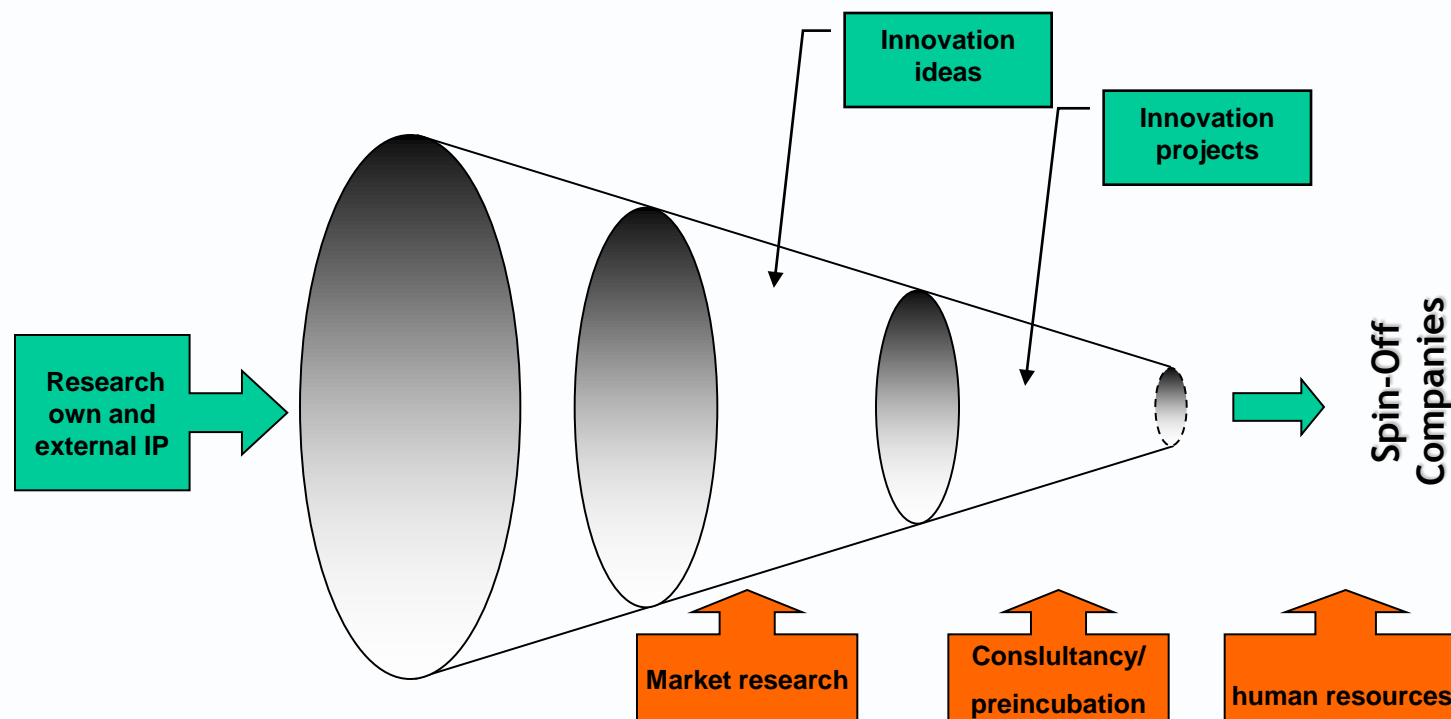
***Nests of Innovation*** - individuals or groups of individuals being able to continuously generate innovative ideas, interested in transfer of those ideas into applicable technological solutions, and in their commercialization.

***Why are we looking for the Nests of innovation and not for single innovations?***

Individual ideas/projects may quickly become out of date and unattractive in terms of technological advancement and market demand. The ability to modify constantly the initial idea and/or generate new innovative ideas is crucial for market success.



# Selection and project development cone in the research commercialization process



# Financing

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Accelerator comprises of two components that is the subsidy for:

1. pre-incubation screening (technology brokers), pannels of experts – first feedback to the creators, selection of the groups for further projects development, market analysis, business development plans, IP due dilligence, legal and financial conslultancy, project managment



**Projects selected for commercialization receive complex support**

2. The capital entry occurs when the results of pre-incubation will indicate the economic justification of conducting economic activity based on the innovative solution and the considerable chances of a commercial success.

# WRC EIT+ investment in innovative start-up companies

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## 1. Key principles

- max. value of investment by EIT+: 200 000 euro
- shares in the company < 25 %
- obligatory contribution of innovators in form of intangible and/or tangible assets, capital

## 2. Acceptance of selected projects by the Management of WRC EIT+ and by Polish Agency for Enterprise Development (PARP)

## 3. Establishment of a company (notarial deed), choice of management and supervisory boards





## Identified priority areas for preincubation projects

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**Sustainable Energy:** projects related to energy with a focus on renewable energy as well as technologies in reducing waste and its treatment (ex. biochemical reactor technologies).

**Life Sciences:** projects related to biotechnology, therapeutics, medical devices, biomaterials, healthcare IT, diagnostics and instrumentation. Drugs and technologies which selectively attack the cancer without damaging healthy cells.

**Information Technology and the Web:** IT or Web-enabled projects focusing on community portals

**Materials Engineering and-notechnologies** - materials for non-conventional energy sources for applications in medicine and pharmacy, biotechnology, electronics and telecommunication, micro-mechanics, materials with high strength for structural applications, materials for military applications.

**Products and Services:** projects aiming at satisfying a broad array of consumer and business needs, ranging from new engineering materials and processes, to high-tech consumer applications.

## Key success factors

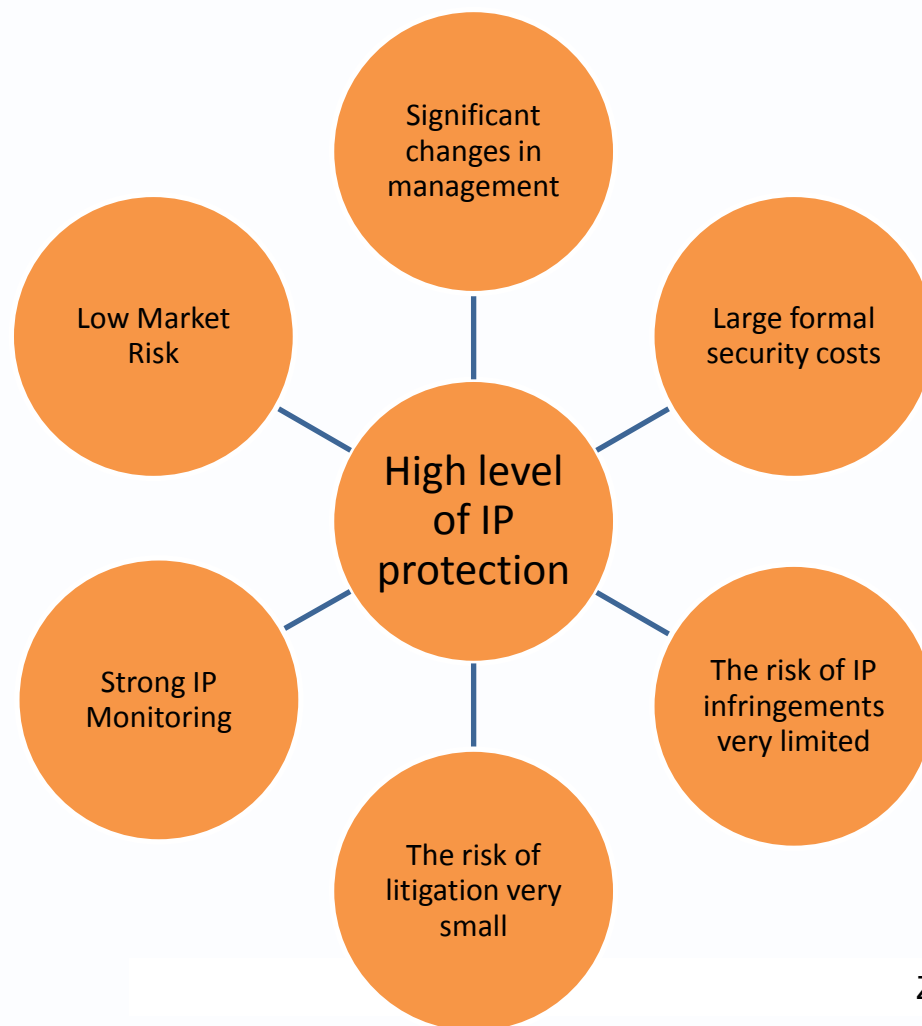


- Professional management for newly established companies
- Building trust between innovators and investors *„Business typically calculates results as Strategy x Execution, but there is a Trust Multiplier that is an important factor in long term success:*

*(Strategy x Execution) x Trust = Results.”* Greg Watson

- Building awareness of the crucial role of management and marketing ability of innovators to modify and generate new ideas
- Intellectual property rights status - key benefit of IP protection is feasibility of the planned business development strategy in a coherent and harmonious way, while minimizing risks from the outside.
- Openness to internationalization - enterprise strategy action on International markets

## Consequences for the company of a high level of protection



Źródło: Przemysław Kulawczuk

## Summary

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- Main purpose: establishment of technological start-up companies based on innovative ideas developed locally, and their preparation for capital investment and long-term increase in market value
- WRC EIT+ will invest in about 10 technological start-up companies
- Investment of WRC EIT+ will lower the risk for venture capital firms and/or investors on the stock exchange, and reinforce innovative projects through injection of public capital.
- WRC EIT+ plans to withdraw (sell) its shareholding in established companies after 3-5 years since their establishment. The withdrawn capital will be (re)invested in new projects.

Thank you for your Attention

