



Building Europe's Innovation Ecosystems

EBN is a network of around 125 certified **business and innovation centres** (EU|BICs), that supported **15,600 companies** and created **22,600 jobs** in 2018. EU|BICs are recognised by the European Union as providing high quality support to the innovative entrepreneurs in their areas of operation. EBN also has around 60 Associate Members in its innovation ecosystem.

EBN Services

EBN provides a range of services to its members.



EU|BIC Quality Certification

The main service of EBN is the **certification** of organisations as **EU|BICs**, thereby creating and maintaining a network of high-quality providers of services to innovative entrepreneurs. EU|BICs value their certification for many reasons: international peer recognition, access to local public funding, attraction of the best innovations and startups, building trusted international partnerships for clients etc.

EU|BICs are generally a form of public-private partnership with local or regional stakeholders, often those responsible for innovation within the territory. Most EU|BICs provide some incubation space, coupled with programmes of support that are focused on each business' specific needs.

In 2018 around 60% of EU|BICs categorise themselves as either **development agencies, innovation centres or business incubators**; 7.7% are science or technology parks; 5% are government organisations. The balance are spread across universities or research centres, chambers of commerce or industry and others.

The EU|BICs provide a range of services with **84% supporting access to markets and funding**, 74% supporting marketing, 68% giving access to Open Innovation programmes, and 65% team development. Other services include coworking spaces, technology testing, internationalisation platforms, technology transfer offices, rapid prototyping centres and end-user testing facilities.

Typically, an EU|BIC employs 18 people, 12 of whom are **dedicated to supporting entrepreneurs** day-to-day. Core team expertise is in the support at the creation of a business, fund raising and technology / innovation assessment. In addition, EU|BICs use **external consultants** to add specialised services and advice where their clients need it; mainly in legal, IP, training, coaching and mentoring, finance and marketing. This combination of core skills and external expertise ensure the clients get the **best possible support** from their first interaction with an EU|BIC until the day they move on to their own premises.

In 2018, the average budget of an EU|BIC was just under **€2m**, with 58% spent on payroll and consultants, 6% on funding entrepreneurs and 36% on other costs.

EU|BIC Clients

Access to Finance

Over **€1.2bn** was raised by EU|BIC for 5,900 client companies, doubling the amount raised in 2017:

- 45% to startups
- 23 to mature SMEs
- 16% to scaleup/growth companies
- 16% to seed stage

Survival Rates

New businesses supported by EBN members are **significantly more likely** to survive than the average for startups with a **survival rate of 89%**, three years after leaving the EU|BIC.

High Quality Jobs

The jobs created by EU|BIC companies are generally of **higher quality**, paying better and enabling a strong contribution to the local economy.

Other EBN Services

EBN Congress

EBN's flagship annual event, delivered continuously for 28 years, is the Congress. Not only a meeting place for EBN members, but a showcase of the innovation supported by members. See the box for details of this year's Congress.

EBN TechCamp

The place where practitioners share knowledge, best practice and the tools they use daily when supporting innovation. TechCamp provides in-depth workshops on contemporary topics active within the world of entrepreneur support. Members present processes they have developed alongside international experts who focus on the latest trends.

Training

EBN provides training in the 'EU|BIC Essentials', the basics of running an EU|BIC in compliance with the quality guidelines. Additionally, EBN runs bespoke training with members at their own premises.

Internationalisation

Connecting members together to enable their clients to internationalise is a key service offered to all members. Beginning with the trusted connection to EBN, and the knowledge that both parties are certified EU|BICs makes the initial contact easier and quicker. Members can decide how they provide services to companies entering their market in consultation with their counterpart.

B2B Opportunities Marketplace

All EBN members can add opportunities to the online marketplace. They can use the marketplace to 'offer' opportunities to other members, or to 'request' a service from other members. The opportunity could be for the members themselves (for example to participate in a project) or for their clients (for example offering a new innovation to the market).

Open Innovation

Connecting members with corporate clients who are looking for innovation to support their product and service range is a key service provided by EBN. Many innovations are 'hidden' in the network, and we can help



EBN Congress 2019 - ROME, Oct 23-25

Venturing Forward For Innovation - New key stakeholders and leverages of incubation and acceleration performance in local ecosystems.

Over three days of

- conference sessions
- workshops
- pitching sessions
- matchmaking
- networking activities

participants from all over the world will explore new ways of running local innovative ecosystems and incubators involving investors and corporates.

find them based on the needs of the corporate.

International Project Participation

EBN is a partner in many (EU-funded) international projects. Providing access to these projects for members who fulfil the required criteria is a service offered by EBN. Often it is the clients of the EU|BIC who are eligible to benefit from the projects and by being a member of the network ensures clients are able to access these benefits when they occur.

Visibility

EBN is also a platform where members can showcase the best startups, the best innovation, and the best entrepreneurs they are supporting through EBN's magazine, website and at EBN events

