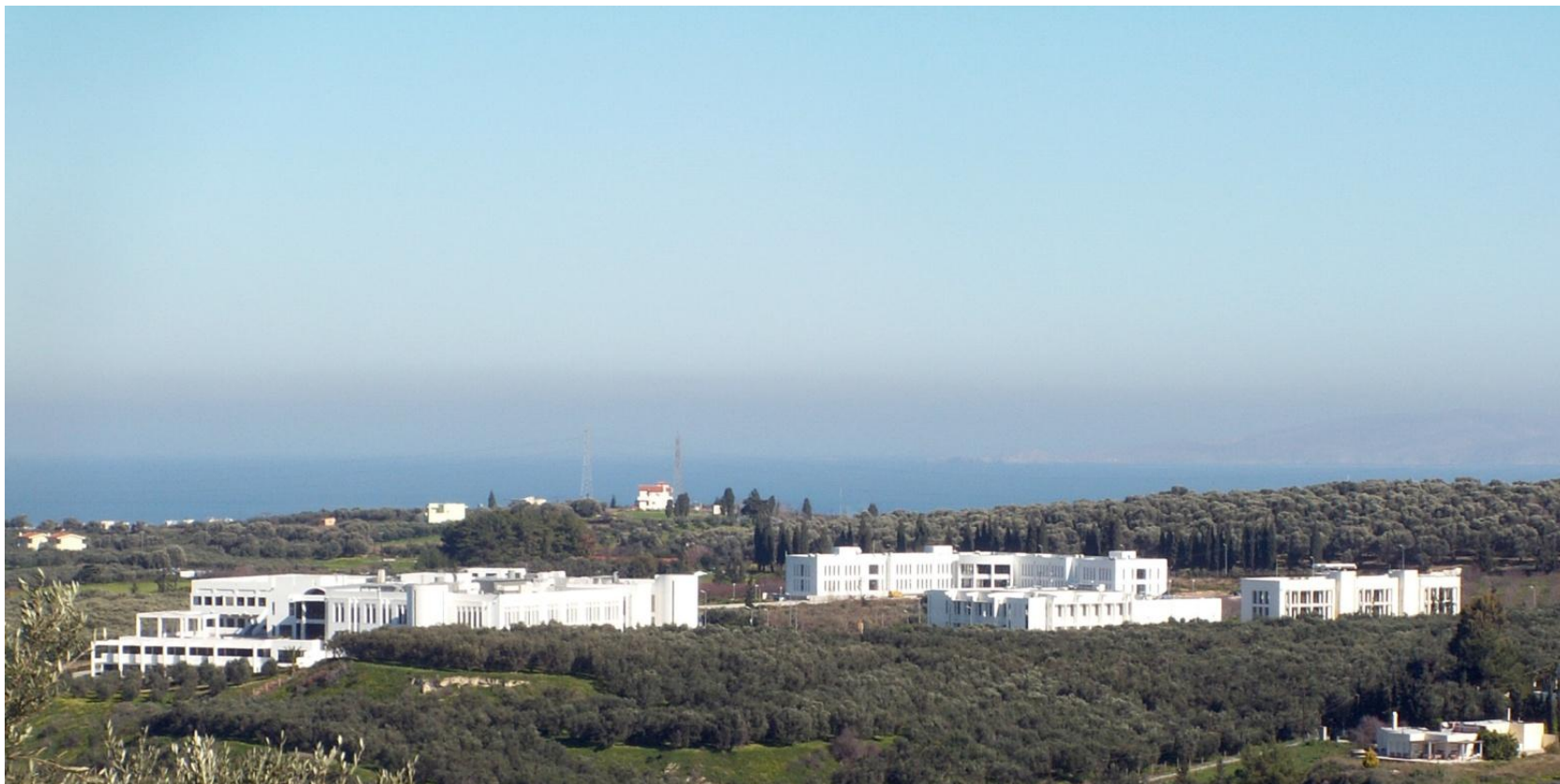


SCIENCE & TECHNOLOGY PARK OF CRETE

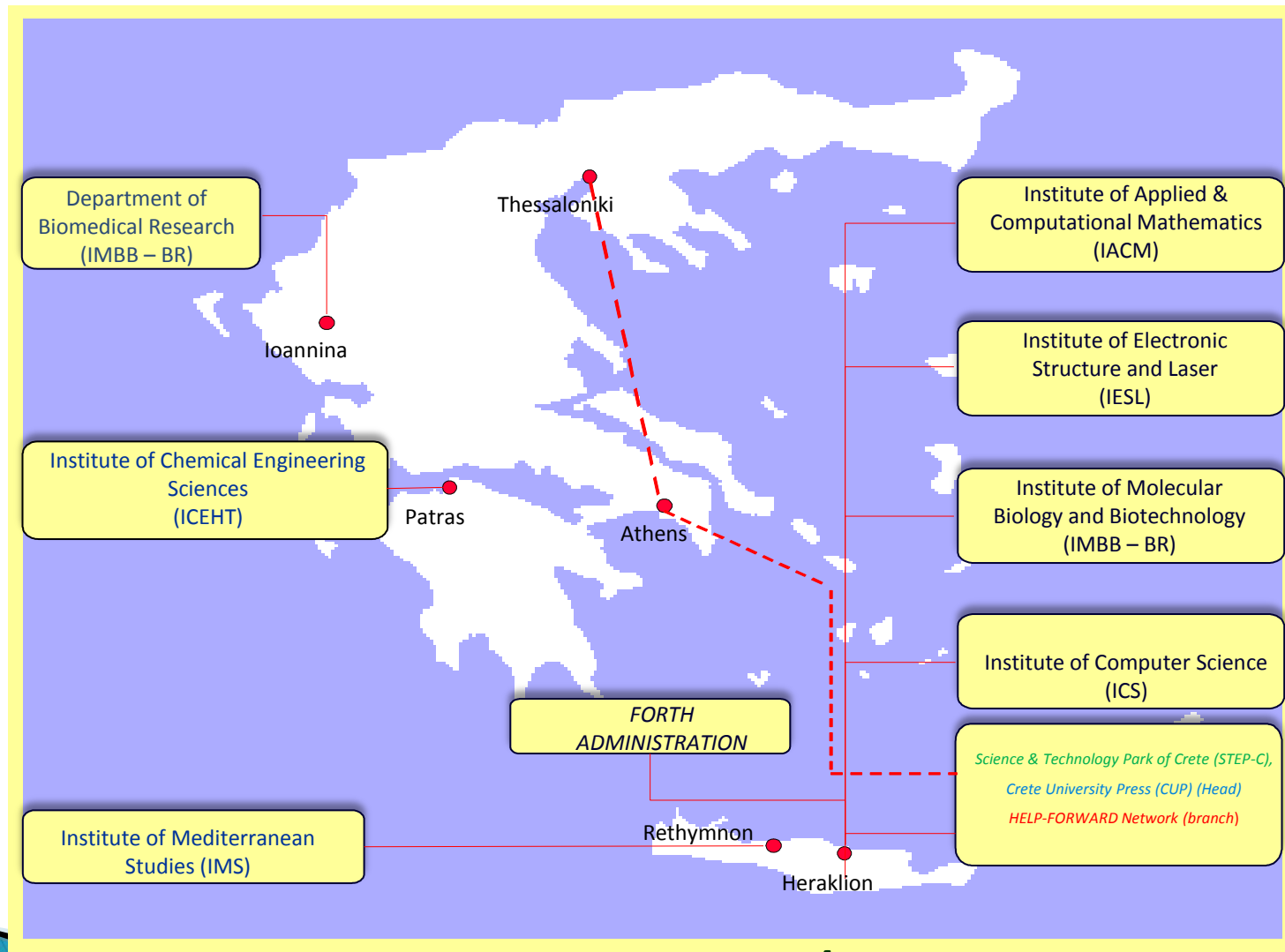
Business Incubation & Entrepreneurship Support



ARTEMIS SAITAKIS
DIRECTOR, SCIENCE & TECHNOLOGY PARK OF CRETE

FORTH: A national Research Centre in the periphery of Europe

www.forth.gr



Est. 1983, 1300 employees

Science and Technology Park of Crete (STEP-C)

www.stepc.gr

- **FORTH's conception of the Park: Late 80s**
- **Construction of the buildings : 90s**
- **Managing Company : Established Dec. 1993**

Mission:

- **Make available FORTH's and other academic communities significant research deliverables for the development of the region and become the 3rd development pole next to agriculture and tourism**
- **Encourage companies to join the Park and become major vehicles of the Technology Transfer process**
- **Become a Center of Learning**
- **Contribute to regional development**



Main competences:

ICT

Biotechnology/Biomedicine

Materials & Laser applications

Services



**Since 2005, STEP-C hosts "ENISA" the EU
"European Network Information Security Agency"**

www.enisa.europa.eu



Science and Technology Park of Crete (STEP-C)

Incubator

- ▶ *More than 100 offices and flexible lab space constructed (~4000 sq.m)*
- ▶ *Financing: EU, National & Regional funds*
- ▶ *Incentives offered by FORTH*
- ▶ *Incentives offered by the National Government (spin-offs, Incubators, Technology Transfer)*
- ▶ *March 2016 : 22 tenants (~130 employees, 50 % ICT)*

Since 1995 :>60 new companies established and supported so far, >1500 new jobs created

PARK MANAGEMENT COMPANY S.A. (EDAP S.A.)

- ▶ *Est. 1993, 22 shareholders*
- ▶ *Main shareholders: FORTH*
Bank of Piraeus
- ▶ *Staff: 4 people*



Science and Technology Park of Crete (STEP-C)

INCENTIVES OFFERED

- ▶ **LOW RENT:** Start-up ~ 8 Euro/sq.m-month, increase up to 16 Euro after 5 years of stay)
- ▶ **COMMON EXPENSES:** Cleaning of space, security, electricity, parking space
- ▶ **INTERNET SERVICES:** Free e-mail και web hosting, high speed Wi-Fi
- ▶ **MEETING ROOMS:** Free use + equipment
- ▶ **SECRETARIAT SUPPORT:** Use of fax, photocopy, collection and distribution of mail, switchboard etc
- ▶ **SCIENTIFIC LIBRARY & RESTAURANT**

SERVICES OFFERED TO TENANTS

- ▶ **ACADEMIC:** Links with academic and research labs , participation to research projects
- ▶ **TECHNOLOGICAL:** Access to FORTH Institutes, to University Labs and to Technology Transfer mechanisms
- ▶ **BUSINESS:** Business planning, market research, business development
- ▶ **FINANCIAL:** Information and support to financial issues, links with business angels and financial organizations
- ▶ **LEGAL:** Legal support, Intellectual Property Rights Management and Protection services



STEP-C ACTIVITIES FOR THE PROMOTION OF ENTREPRENEURSHIP

INTRODUCTION OF ENTREPRENEURSHIP COURSES IN CRETE

UNISTEP Project (2004-2006)

***(STEP-C, University of Crete, Technical University of Crete
Training of 80 students
20 Business Plans
3 start-up companies)***

UNISTEP+ Project (2007-2008)

***(STEP-C, University of Crete, Technical University of Crete, TEI of
Crete
Training of 80 students
17 Business Plans
2 start-up companies)***



STEP-C ACTIVITIES FOR THE PROMOTION OF ENTREPRENEURSHIP

TRAINING IN ENTREPRENEURSHIP

Leonardo da Vinci Projects: PREMIO, ENTER (2008-2009)

www.premio-project.eu

www.enter-project.eu



MESUP Project: Mentoring start-ups (www.cycrete-mentor.eu) (2011-2013)

Collaboration with the Incubator of the University of Cyprus

Business Plan competition between new entrepreneurs from Crete and Cyprus

Participation in Balkan Venture Forum, 1st prize



STEP-C ACTIVITIES FOR THE PROMOTION OF ENTREPRENEURSHIP

Beyond Silicon Valley: Entrepreneurship in Transitioning Economies

www.alba.edu.gr/mook

- ▶ ***Massive Open Online Course (MOOC) on the Coursera platform was enhanced with content designed for a Greek audience (for the first time)***
- ▶ ***Collaboration with ALBA Graduate Business School, American Embassy of Athens, Case Western Reserve University***



STEP-C ACTIVITIES FOR THE PROMOTION OF ENTREPRENEURSHIP



Together at the start line

*Collaboration with the Association of Greek Industries
Identification of “would-be entrepreneurs” among students,
researchers and research groups*

Personalized mentoring and counseling

Incubation facilities

Training

Networking

Implementation

Athens (8 Universities)

Volos (University of Thessaly, Municipality of Volos)

Heraklion (FORTH, University of Crete)

Nov 2015: 6 (2+4) promising start-ups out of 8 projects



*Chair of Economics and Economic Education
at the University of Duisburg-Essen
(Germany)*

*Institute for Work Science at the Ruhr-
University of Bochum (Germany)*

*The Economic Seniors (The old aged assist
the young) NRW (Germany)*

*German-Baltic Chamber of
Commerce (Lithuania)*

*Chamber of Commerce and
Industry Pécs-Baranya
(Hungary)*

*Centro Europeo de Empresas e
Innovación de Murcia (CEEIM) (Spain)*

*Eniochos
Consulting
(Greece)*
*Science &
Technology Park
of Crete (Greece)*

*Gabrovo Chamber of
Commerce and Industry
(Bulgaria)*

Potential analysis

- Assessment tool
- As detailed as an Assessment-Centre providing a detailed feedback concerning entrepreneurial skills

Aim: Reveal students' potentials concerning entrepreneurial skills

Mentoring

- *Coaching for students by experienced executives (Alt hilft Jung NRW e.V.)*

Aim: develop entrepreneurial skills by applying them in a real self-established company

Development of self-learning-material

Topics:

- *Potential analysis for students*
- *Management: from companies run by students to founding projects*
- *Networking for student entrepreneurs*
- *Entrepreneurship as reasonable option for students*

Aim: Enable to pursue the concept

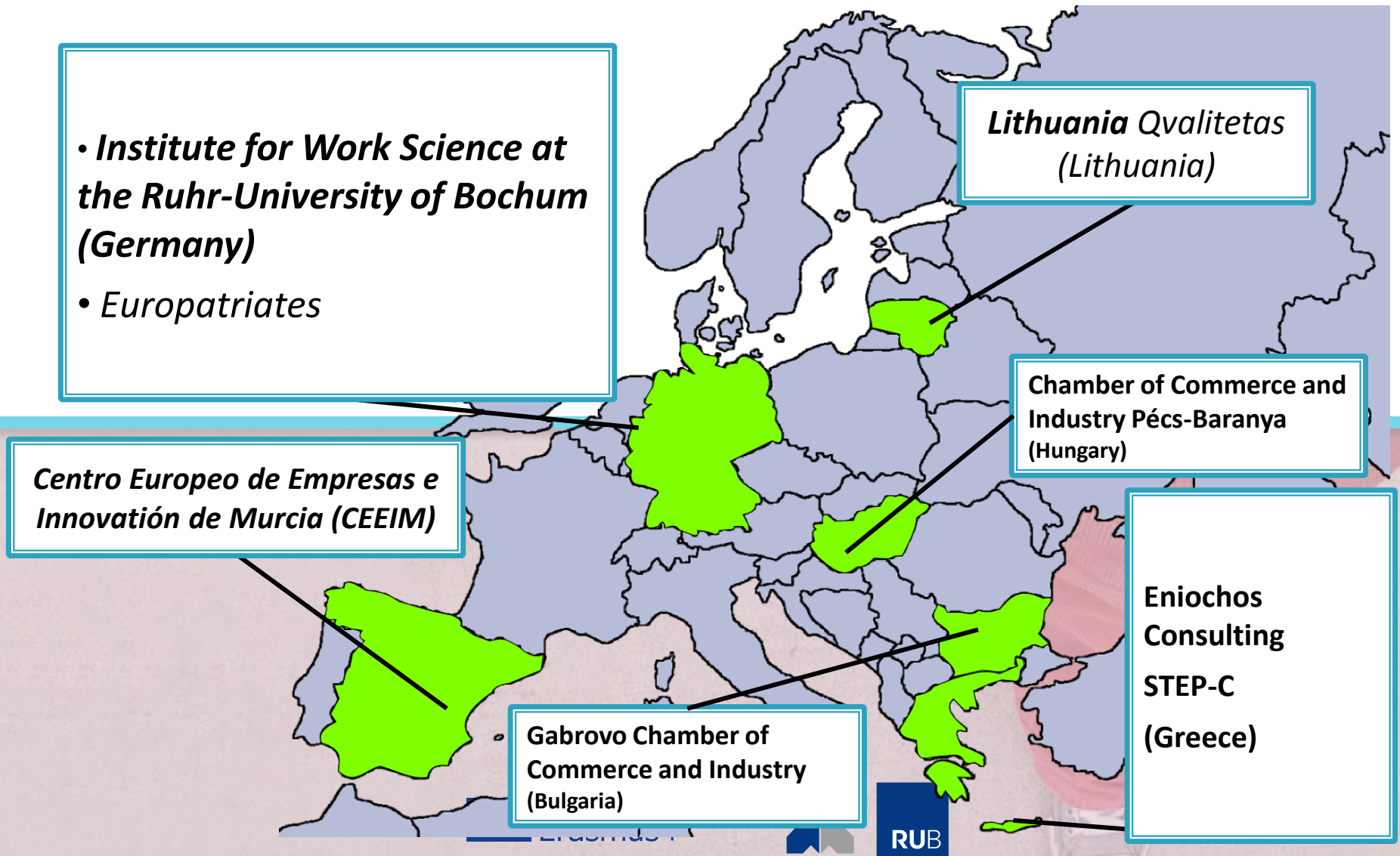
Target groups

- *Young people (16 – 25) from the secondary & tertiary school system plus young unemployed or people interested to participate*
- *Mentors (former managers who have social competences concerning the contact with young people)*

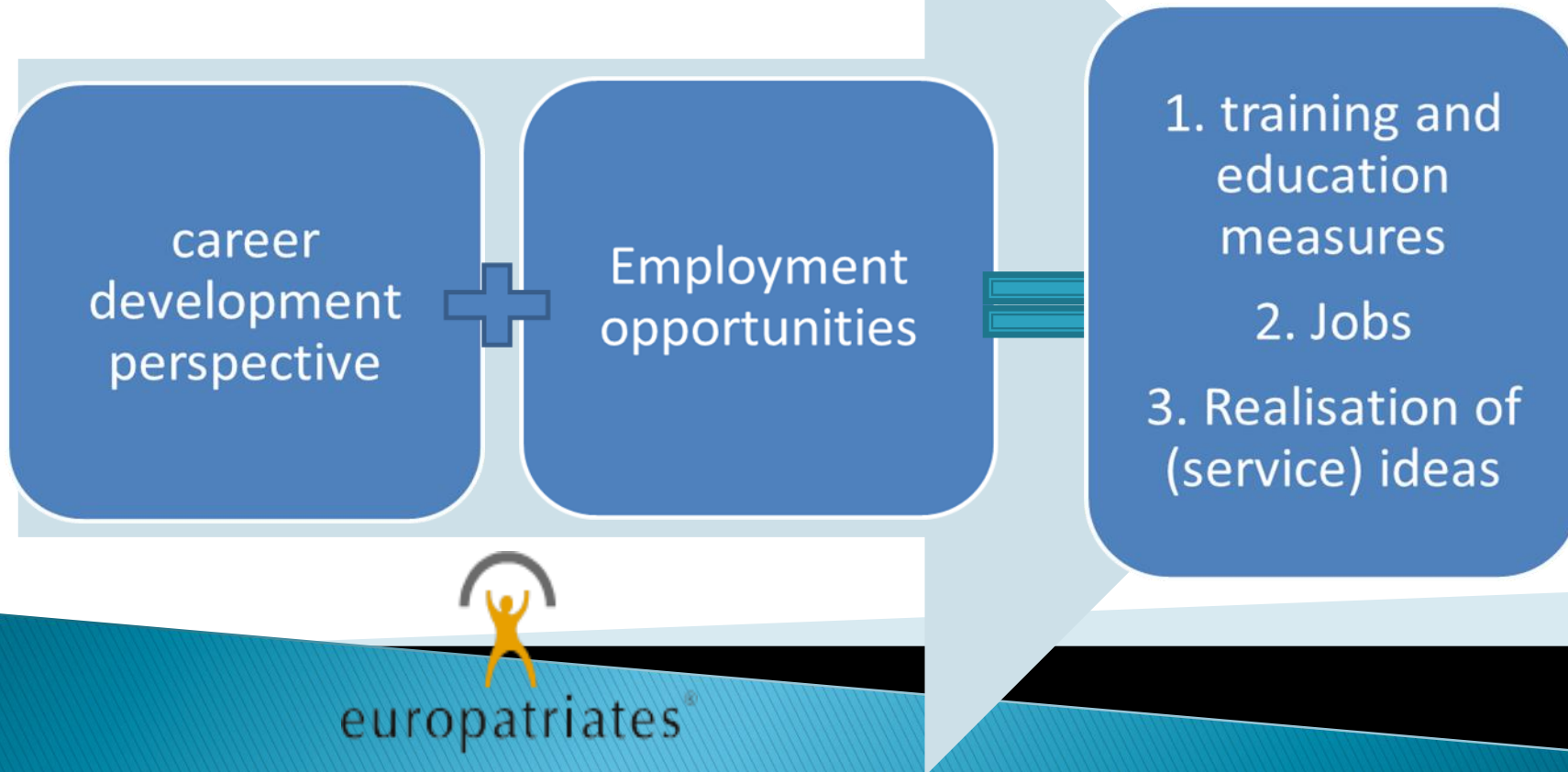
Actors

- *Responsible contact persons of the project partners*
- *(Vocational) schools, Universities*
- *Companies*
- *Employment Agencies*





„Minipreneure“ concept:



Erasmus for Young Entrepreneurs

EU cross-border mobility programme

www.erasmus-entrepreneurs.eu

... to facilitate exchange of experiences, learning and networking for new EU entrepreneurs through periods spent at SMEs of experienced entrepreneurs in another country.

Official launch 19 February 2009

-  ***Fostering of Entrepreneurship & Internationalization***
-  ***Competitiveness of start-up Entrepreneurs and newly established SMEs in the EU***

Erasmus for Young Entrepreneurs

EU cross-border mobility programme



Who can participate?

New entrepreneurs (NE): entrepreneurs active for less than 3 years (start-ups/business transfers) or Wannabe

(receiving a monthly financial assistance from the programme to cover travel, housing and subsistence expenses during the time of the stay with the host entrepreneur)

Host entrepreneurs (HE): experienced entrepreneurs active for more than 3 years

Erasmus for Young Entrepreneurs

EU cross-border mobility programme



*New
Entrepreneur*

*Spends from
1 to 6 months
abroad*



*Host
(experienced)
Entrepreneur*

Facilitators: Intermediary Organisations (*currently not in Luxembourg, Israel, Norway, Liechtenstein, Iceland, Montenegro, Albania, Serbia*), **Support Office, EASME**

Benefits of New and Host Entrepreneurs

Benefits for Host Entrepreneurs

- *Access new skills and innovative knowledge*
- *Work with a young fresh mind contributing new ideas*
- *Gain knowledge and intelligence about the foreign markets*
- *Opportunity to establish new business partnerships with entrepreneurs from other countries*

I would like to expand my company, but I need some fresh ideas.

I would like to start my own business, but there are so many risks involved. I need some guidance.

I have developed my business and I am also ready to explore other European markets.

I now have the knowledge to set up my own business!

Host Entrepreneur

New Entrepreneur



Benefits for New Entrepreneurs

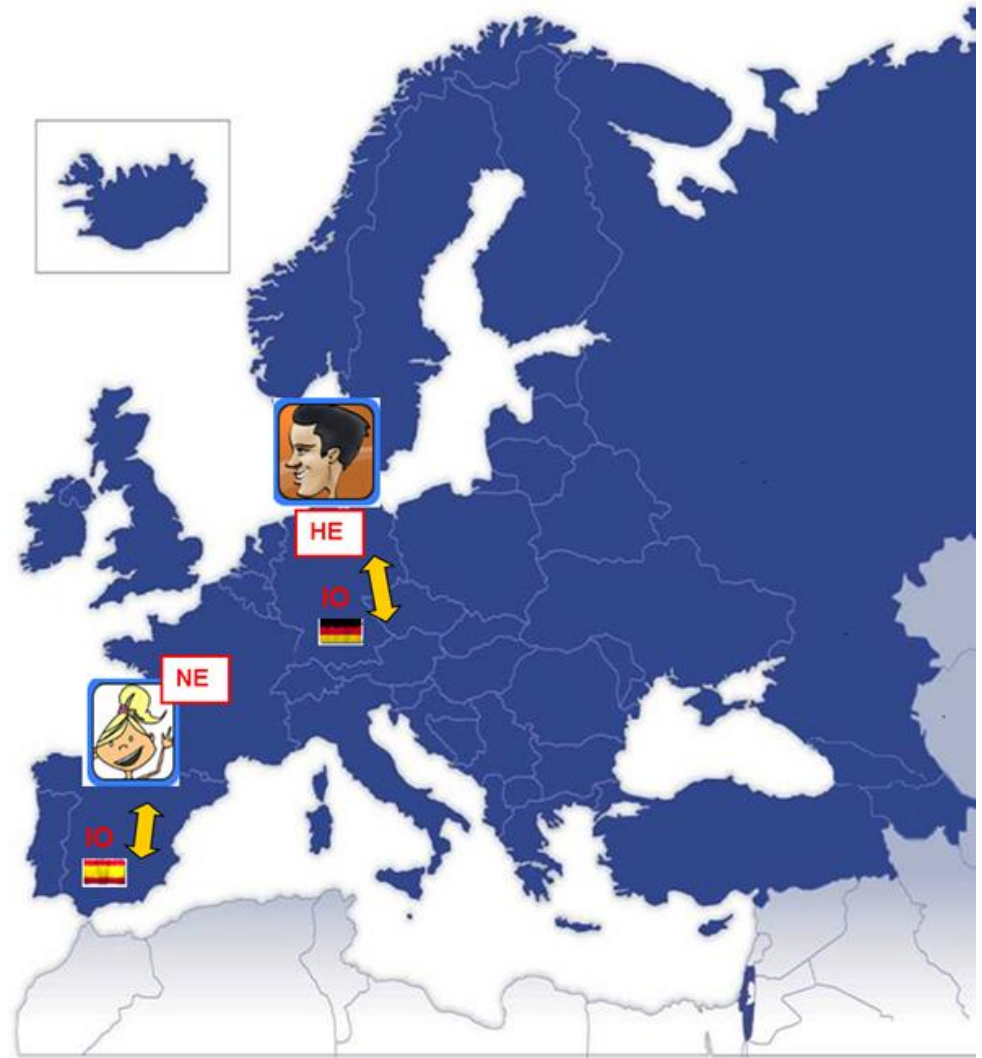
- *Get experience & advice from seasoned entrepreneur*
- *Develop international contacts*
- *Get knowledge about foreign markets*
- *Providers, clients, co-venturing opportunities*

How to apply?

www.erasmus-entrepreneurs.eu

STEP 1: Online application

1. Application from NE
(business plan, CV,
motivation)
2. Application checked by IO
3. HE states interest to
participate (CV and
motivation)
4. File is checked by IO.



How to apply?

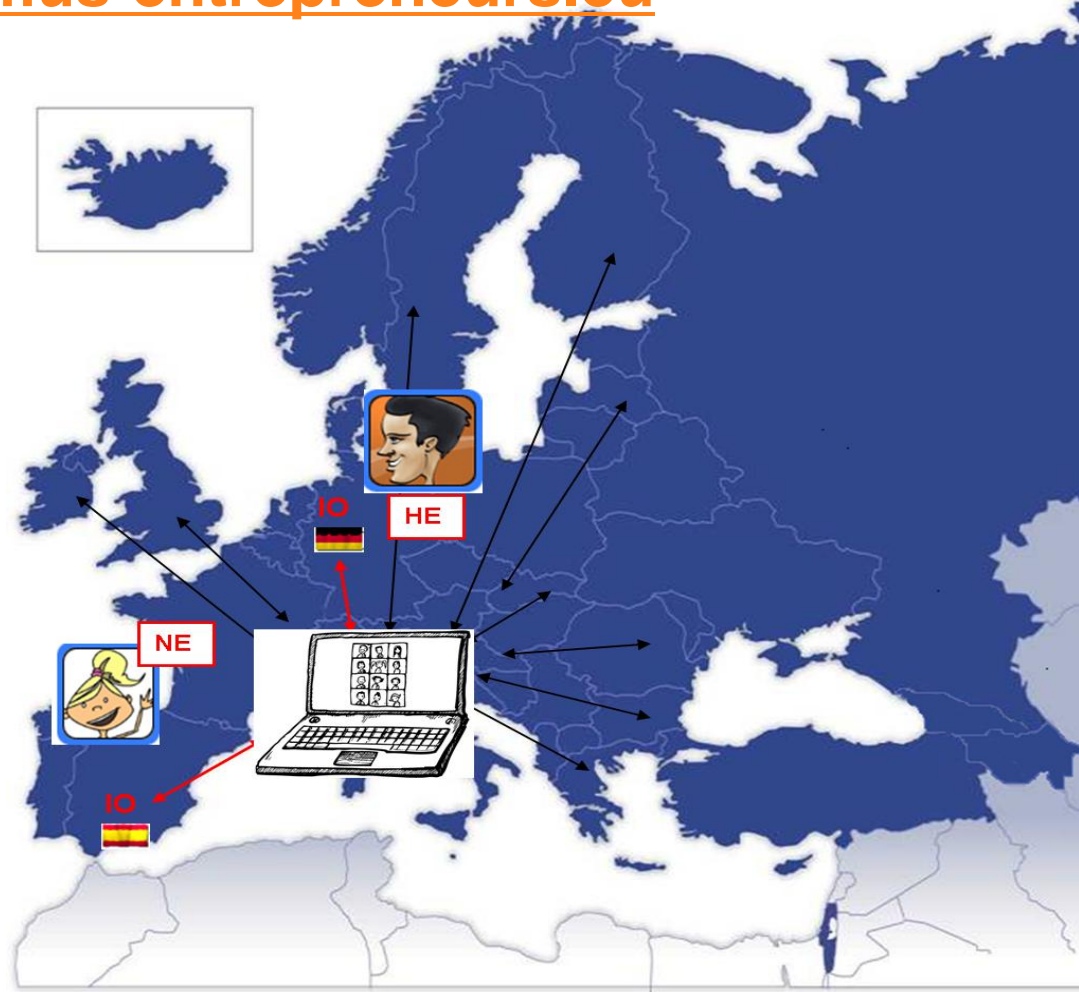
www.erasmus-entrepreneurs.eu

STEP 2: Matching

Matching of NE and HE with
the help of the 2 IOs

STEP 3: Contracting and preparation

1. HE, NE and IOs establish
agreements
2. NE does pre-departure
induction
3. NE receives a grant.

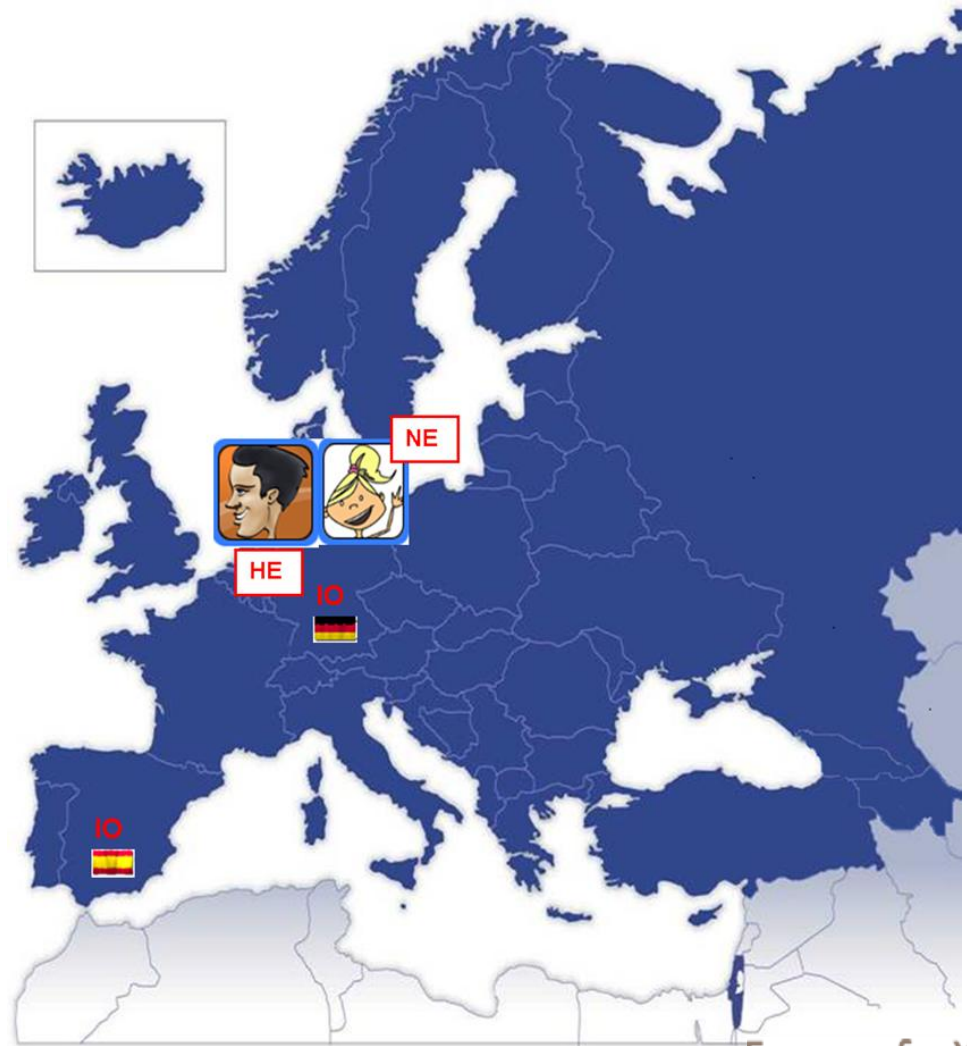


How to apply?

www.erasmus-entrepreneurs.eu

STEP 4: Stay abroad

1. Duration: 1-6 months
2. On-the-job training, work on concrete projects
3. On-site support provided to the NE by the Host IO
4. Reporting about the exchange.



Thank you for your attention

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