

# Synergies between Clusters and Business Incubation

23<sup>rd</sup> and 24<sup>th</sup> February 2010  
Dortmund, Germany

## The ACHIEVE MORE Partnership

is a collaboration of more than 70 early stage investors, business and technology incubators and ICT clusters.

The ambition is to enable and accelerate the growth of knowledge-intensive service (KIS) companies in the ICT sector through:

Exchanging know-how, expertise and better practice in leading-edge incubation

Learning about innovative coaching tools and methodologies that are proven to accelerate start-up growth globally

Experimenting with new models for seed funds attached to incubators & clusters

The Partnership is one of the projects under Europe INNOVA initiative run by the European Commission's Directorate General for Enterprise and Industry and is funded by the Competitiveness and Innovation Framework

Clusters are important drivers for the competitiveness of SMEs as they offer a favourable business environment that stimulates innovation and growth. They are also an area of increasing interest for innovation policy. Clusters have been seen as potential solution to many of the challenges of globalisation and the increasing importance of knowledge based business in Europe.

Business incubation supports enterprises through the growth process and is a strong instrument to promote innovation and entrepreneurship in service clusters. They are nurturing growth environments, especially designed to 'hatch' enterprises and provide their client companies with an array of targeted resources and value added services, from office space, to management support and knowledge, and increasingly to access to finance.

What relationship do clusters and business incubators have with each other?

This workshop will aim to explore the following:

- The relationship that exists between business incubation and clusters.
- The use of clusters and business incubators to accelerate internationalisation.
- Accessing finance for clusters and cluster SMEs.

Focused presentations followed by related parallel sessions will allow attendees to learn from the experience and knowledge of highly experienced practitioners while the relating breakout sessions will allow delegates to interact to collect relevant information and take part in debate.

Over 50 delegates are expected to attend this event.

## Registration Fees:

- €150 – ACHIEVE MORE members
- €250 – Non-members
- €100 – Entrepreneurs/Students

Register for the event at [www.ukbi.co.uk](http://www.ukbi.co.uk)

If you have any questions please contact Faye Busby [f.busby@ukbi.co.uk](mailto:f.busby@ukbi.co.uk)

## The Event

The event is organised by the ACHIEVE MORE Partnership with the support of the Institute for Work and Technology.

The event will take place over two days:

**Full Day Conference**  
**23<sup>rd</sup> February 2010**

**Full day conference**  
**24<sup>th</sup> February 2010**

## THE VENUE

TechnologieZentrumDortmund  
GmbH  
Emil-Figge-Str. 76 - 80  
D-44227 Dortmund  
Germany  
[www.iat.eu](http://www.iat.eu)

### Full Day Conference

**23rd February 2010**

**9.00AM - 10.00PM**

**9.00am Coffee and Registration**

**9.30am Welcome, Introductions and Aims for the Day**

David Gill, Managing Director, St John's Innovation Centre, UK

**9.45am The Importance of Cluster-Incubator Relationships in Supporting SMEs - Findings from the Achieve More Project.**

PD Dr. Dieter Rehfeld, Institute of Work and Technology, Germany

**10.15am The Cluster-Incubator – Using the Cluster-Incubator Environment to Increase Value towards Return on Investment .**

**10.45am Coffee and Networking**

**11.15am Parallel Workshops**

Topic 1: Using Business Support Tools in Clusters.

Topic 2: Orientating Clusters towards Business.

Topic 3: Stimulating SME Alumni Networks in Clusters and Incubators.

**12.45pm Lunch and Networking**

**2.00pm The Future of Clusters and Incubators as Accelerators of Competitive Internationalisation for their SMEs.**

**2.30pm Parallel Workshops**

Topic 1: The Challenges of Internationalisation in Developing Clusters.

Topic 2: Succeeding in International Relationship Development.

Topic 3: Scaling up from Small SME to International Company.

**4.30pm Coffee and Networking**

**5.00pm Plenary Discussion and Close**

**6.00pm Networking Drinks**

**6.30pm SME Pitches to Invited Venture Capitalists/Angels**

**8.00pm Buffet Dinner and Networking**

**10.00pm Close**

**Full Day Conference**

**24th February 2010**

**9.30am—3.00pm**

**09.30am Access to Funding and Funding Tools for Clusters and SMEs**

**10.00am Parallel Workshops**

Topic 1: Accessing Regional Funding for Incubators and Clusters.

Topic 2: Cluster and Business Incubation/Incubator Managers as Facilitators of SME Funding.

Topic 3: Getting Funding for Internationalisation: SME Success Story

**11.00am Coffee and Networking**

**11.30am Continuation of Parallel Workshops**

**12.30pm Lunch and Networking**

**1.30pm Competitions as an Instrument for Attracting Young, Innovative ICT Companies to the Region.**

**2.00pm Cluster Tools and Best Practice**

Break out sessions of approximately 10 delegates. This session will be lead by Achieve More partners and will allow delegates the opportunity to share their experience and insights as well as identifying better practice to further tool development.

**3.00pm Summary and Report on Action Plans**

Group Facilitators.

**REGISTER** for the event at  
[www.ukbi.co.uk](http://www.ukbi.co.uk)

For any questions contact Faye  
Busby [f.busby@ukbi.co.uk](mailto:f.busby@ukbi.co.uk)

**REGISTRATION FEES\***

€150 – ACHIEVE MORE members

€250 – Non-members

€100 – Entrepreneurs/Students

\* Registration Fee does not include accommodation/travel

Information about arrival into Dortmund Airport and Dusseldorf Airport, train connections to Dortmund, city maps and hotel recommendations can be found at [www.ukbi.co.uk](http://www.ukbi.co.uk)

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