



**Overview of
BUSINESS INCUBATORS**

Omer OZ

12. June 2012, Ankara

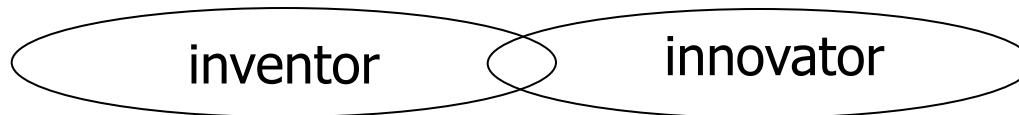
INNOVATION



Definition:

The transformation of an idea into a new or improved product/service introduced on the market;

OECD



new knowledge or
Product without
determining in
advance whether a
market exist or not

existing knowledge and the talents of
others to develop or adapt a product or
service at a volume and cost that can
capture a significant portion of an
identified market.

Timm Berners-Lee inventor of WWW in 1991

Commercializing invention



100 years pedal for bicycle

Over century for photography (1727-1839)

65 years for electric motor(1821-1886)

10 years for nuclear reactor(1932-1942)

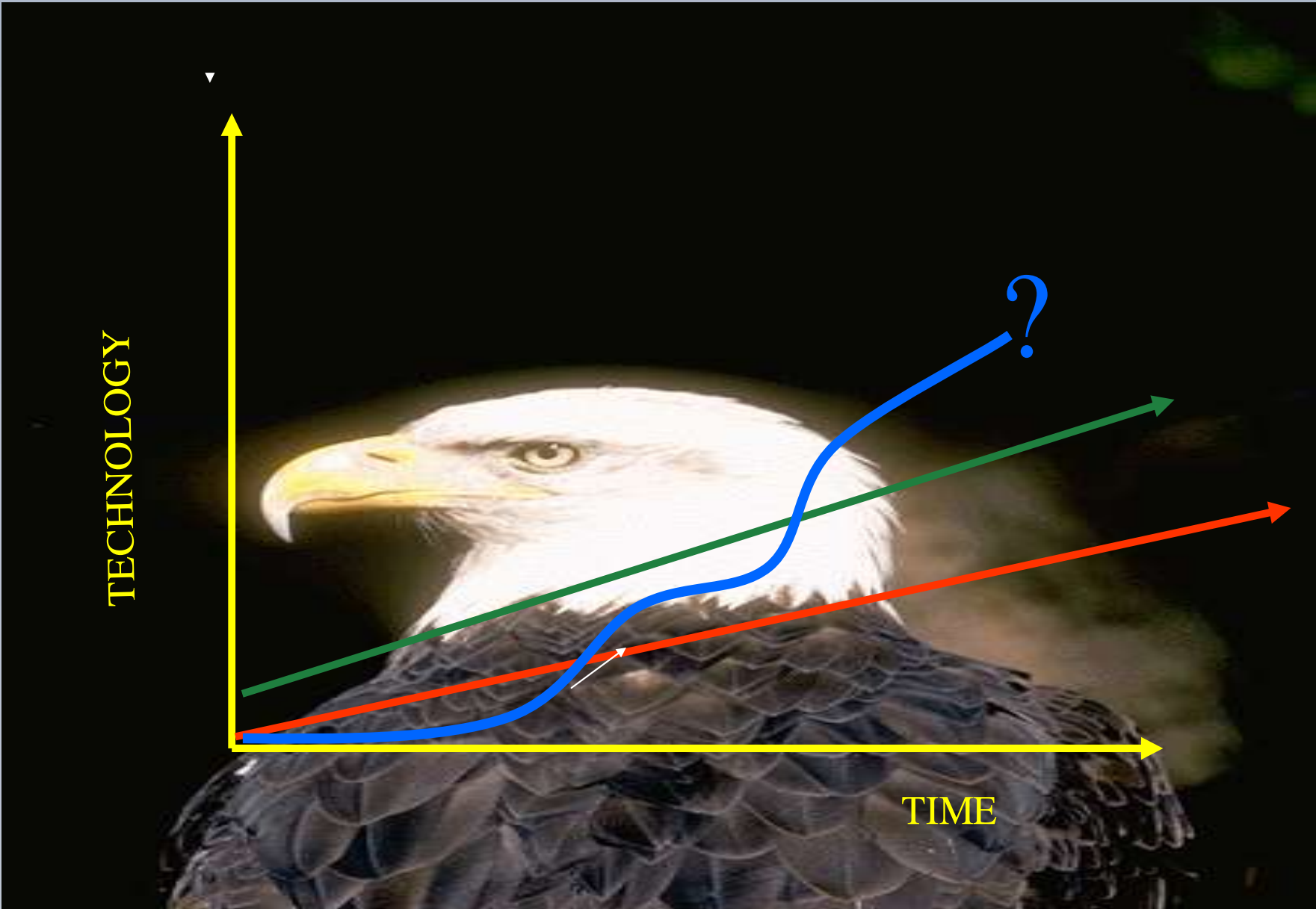
3 years for transistor(1948-1951)

4 months for laser disc 1981

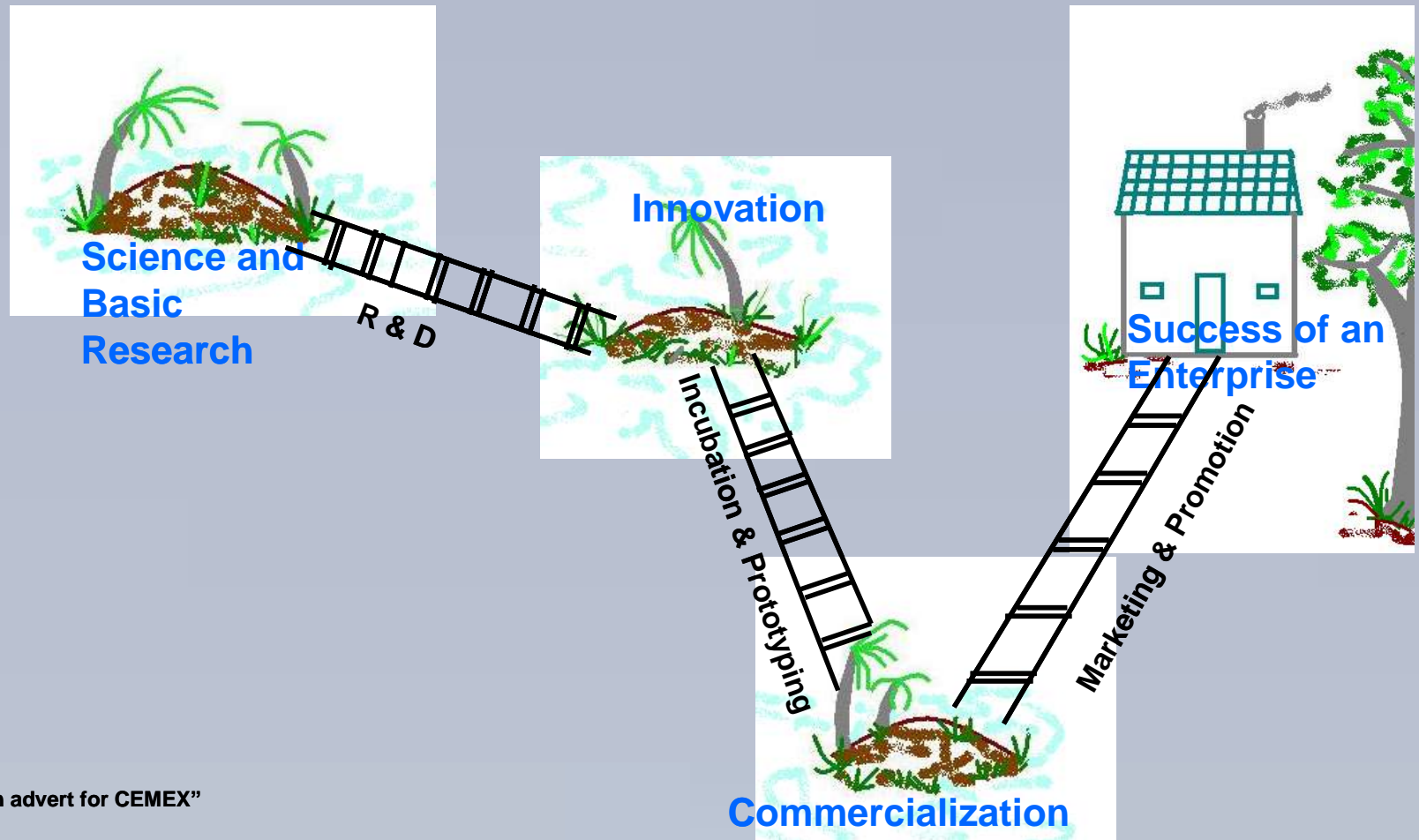
Wright Brothers first flight was in, 1903

After 65 years !!!!

Men set foot on moon , 1968

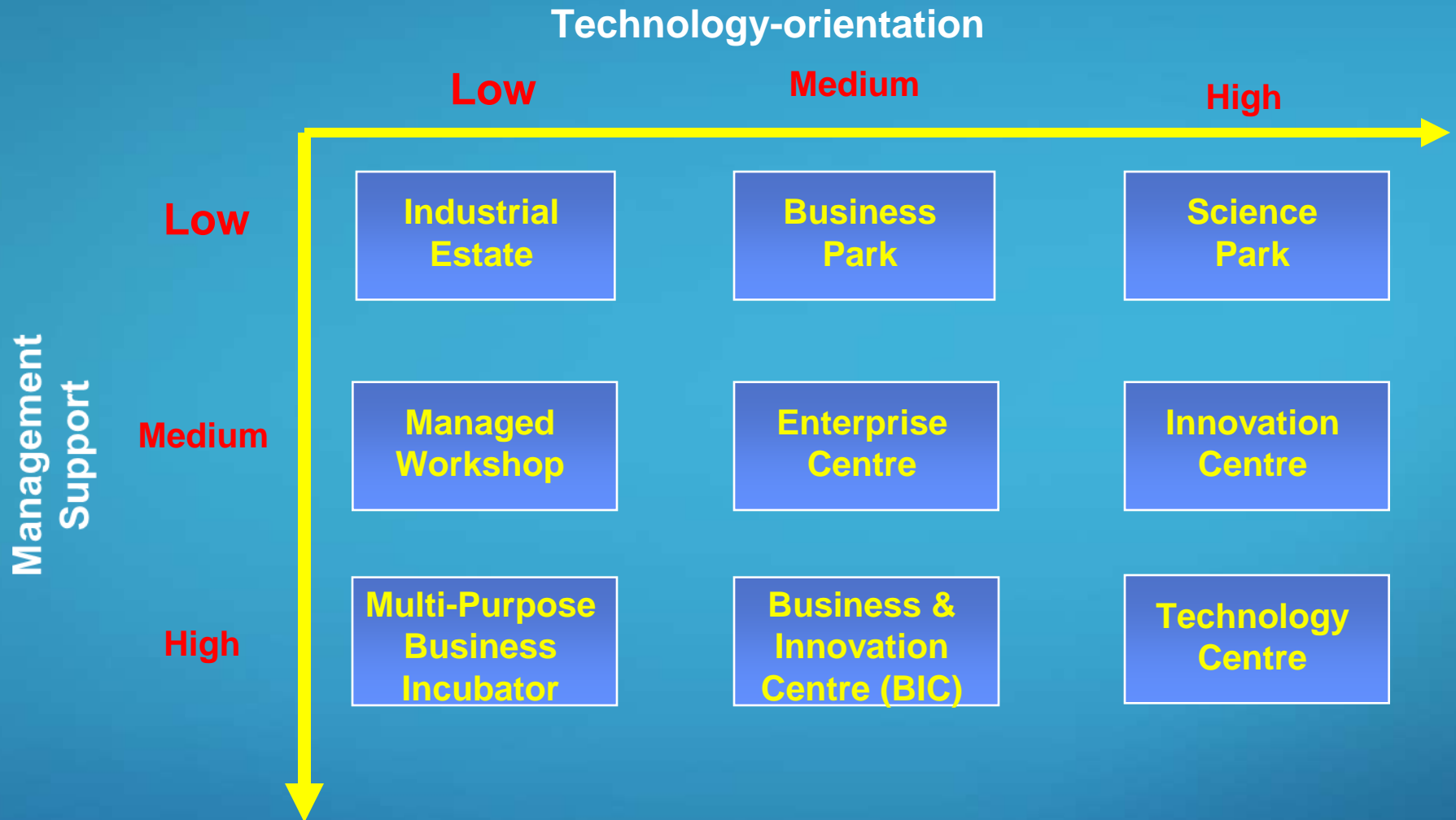


Islands of activity and bridges of accessibility



“from an advert for CEMEX”

Typology of Managed Workspace



Business Incubators are;

Institutions to nurture new private enterprises, by providing them with physical, financial and technical support at affordable costs

Quite Diversified and Non-Standardized



Incubators

Assist entrepreneurs in the formation and development of new enterprises so that those enterprises can survive and succeed.

(with in 3-4 years)





Mission

- Create New Businesses
- Faster growth of Businesses
- Greater survival of Businesses
- Increased competitiveness



4,000 Business incubators

450 science/technology parks

300 for-profit incubators

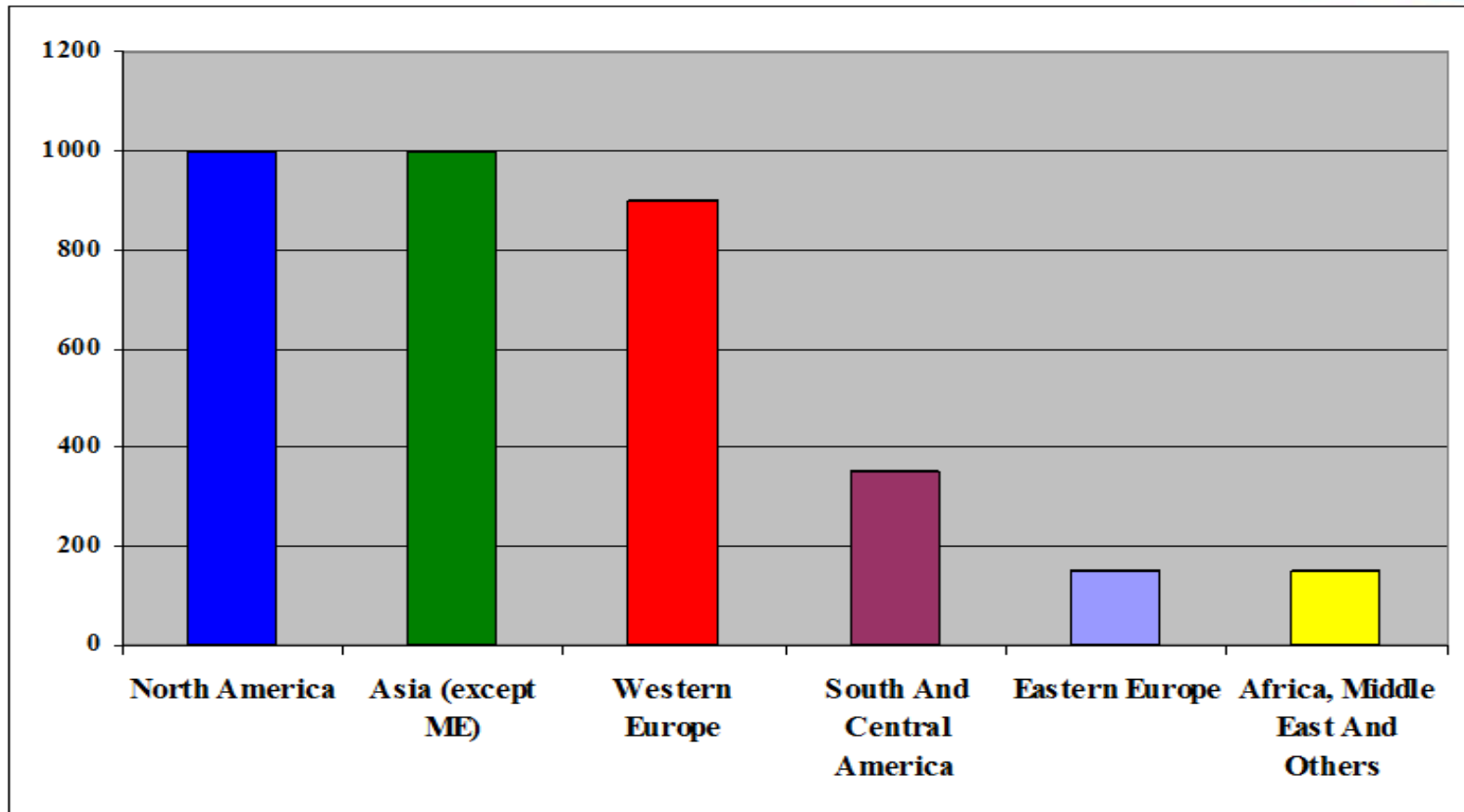
70 countries have 2 or more incubators

60 National and Regional incubator associations

Some countries have 10-20 years of experience in developing and supporting incubators



Geographic Distribution of Incubators



Different Objectives

- US model: Different and wide objectives.
- Chinese model: Technology transfer and promoting innovation
- EU. model: Dealing with unemployment
- Turkish model: technology transfer and networking with universities and research centers
- Bahrain model: Enterprise creation

Tenant Services

Facility Services

Business Management Services

Networking Services

**Stimulate enterprise culture
And
Encourage innovation**

**BIC offers a menu of integrated
range of services from which
tenants can select the options
they require**

Cristof Colombo, had to wait 7 years
(1485-1492)

for the permission to travel to new world
from Queen of Spain

Wright Brothers first flight was in,
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After 65 years !!!!

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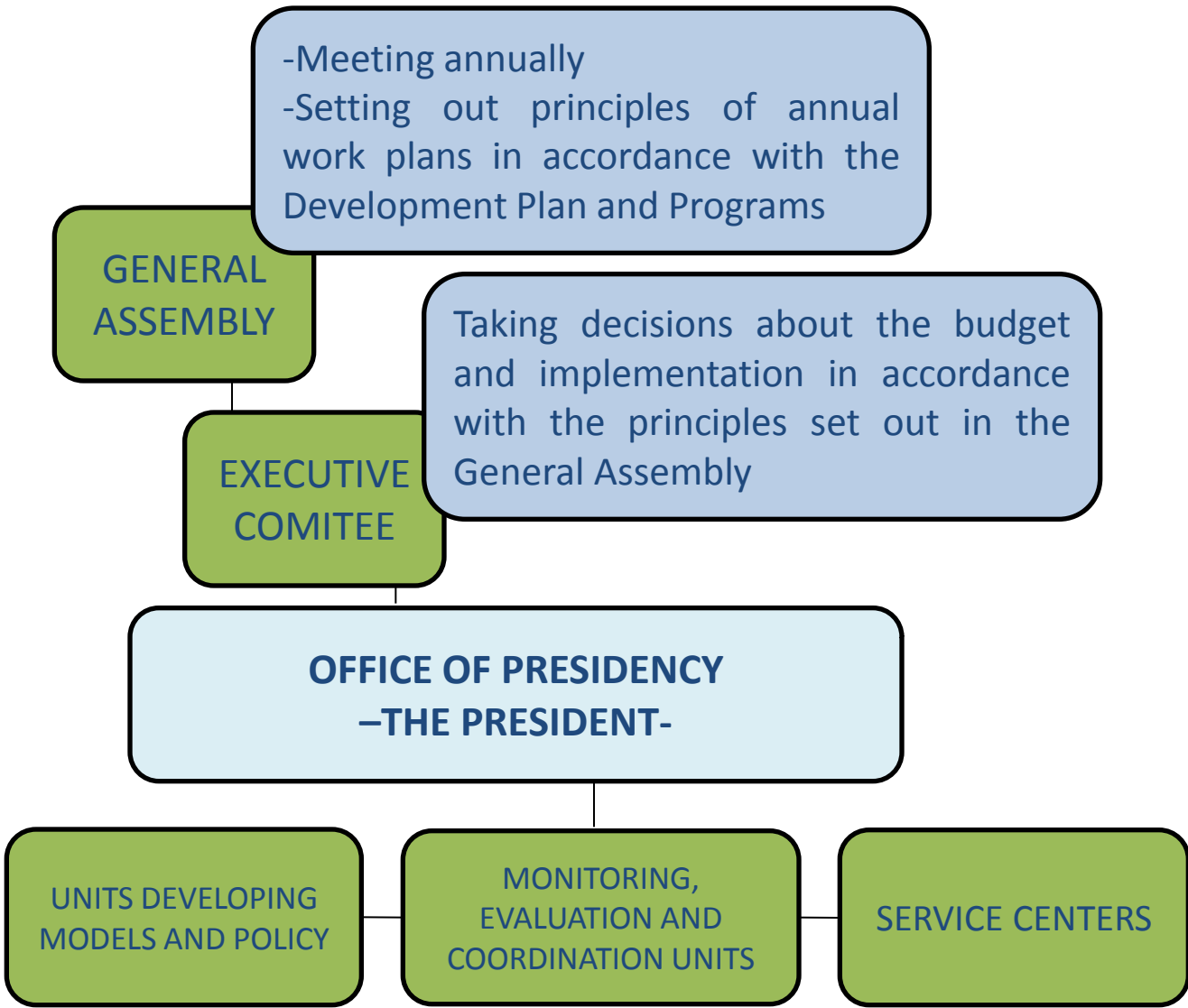
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Success. = Knowhow + know who



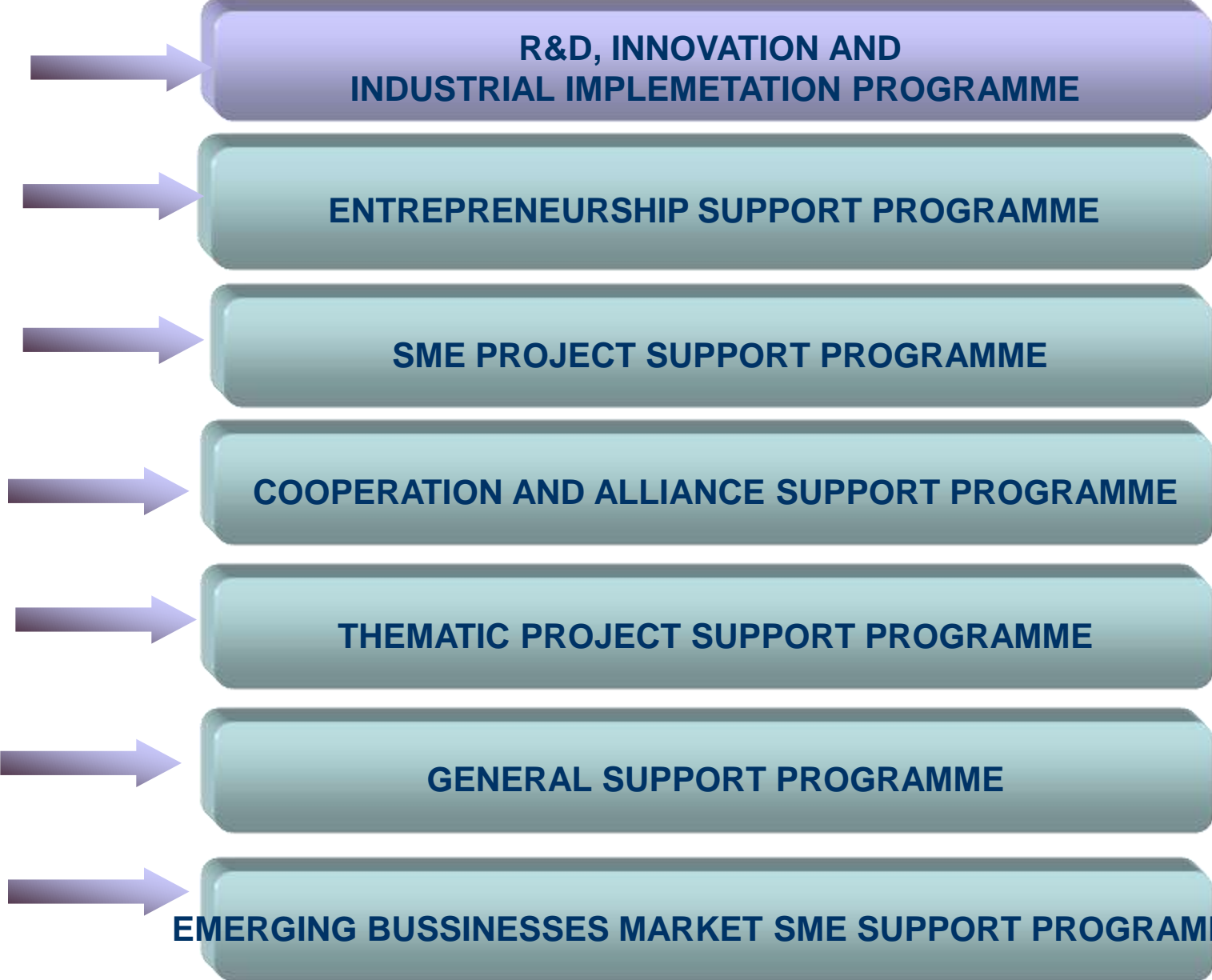
**KOSGEB
ADMINISTRATIVE
STRUCTURE**



KOSGEB

SMALL AND MEDIUM ENTERPRISE DEVELOPMENT ORGANIZATION

**KOSGEB SUPPORTS
WITHIN THE FRAMEWORK OF
KOSGEB SUPPORT
REGULATION**



KOSGEB Operates two types of Incubators

- **TEKMER (Technology Incubators) Nr. 28**
- **ISGEM (Business Incubators) Nr. 22**
- **Women Incubator Nr. 4**



Incentives Given to Tenants in Turkish Technology Incubators

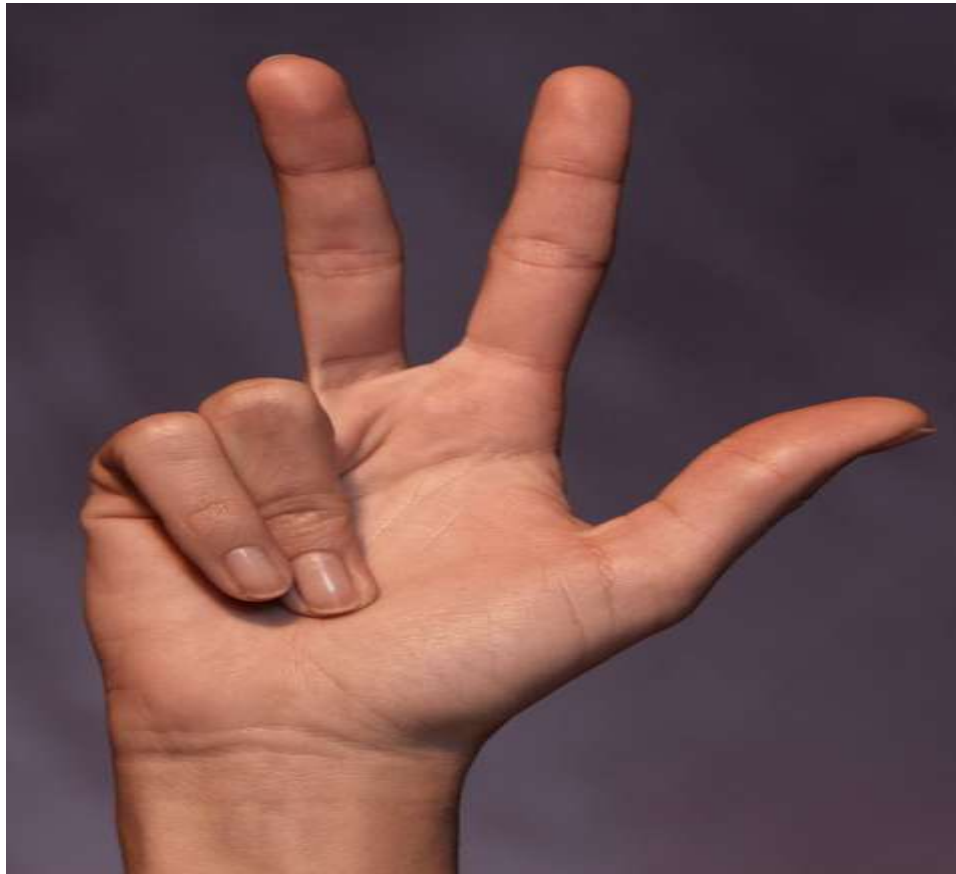
		Upper Limit(TL)	Support Ratio (%)
R&D INNOVATION SUPPORT PROGRAMME			
Workshop Allocation Support		No Charge- Totally Free	
Rent Support		12.000	75
Machinery, Equipment, Raw Material, Software & Service Costs Support (Grant)		100.000	75
Machinery, Equipment, Raw Material, Software & Service Costs Support (Soft Loan)		200.000	75
Staff Costs Support		100.000	75
Seed Capital Support		20.000	100
Project Development Supports	Consultancy Support	25.000	75
	Training Support	5.000	
	Industrial and Intellectual Property Rights Support	25.000	
	Project Publicity Support	5.000	
	Foreign Fair, Congress, Conference, Technological Cooperation Support	15.000	
	Test, Analysis and Calibration Support	25.000	

	Upper Limit(TL)	Support Ratio(%)
INDUSTRIAL IMPLEMENTATION PROGRAMME		
Rent Support	18.000	75
Staff Costs Support	100.000	75
Machinery, Equipment, Raw Material, Software And Service Costs Support (Grant)	150.000	75
Machinery, Equipment, Raw Material, Software And Service Costs Support (Soft Loan)	200.000	75

The Technology Development Zones Law

- Income tax exemptions are given to r&d staff
- Income tax and corporate tax exemptions are given to the companies in the region
- Incentives provided for the academic staff working together with Technopark companies
- Foreign investors and companies are eligible for all incentives

Three Main Criteria In The Firm Selection Process



**Entrepreneurial
potential**



**Commercial
feasibility**

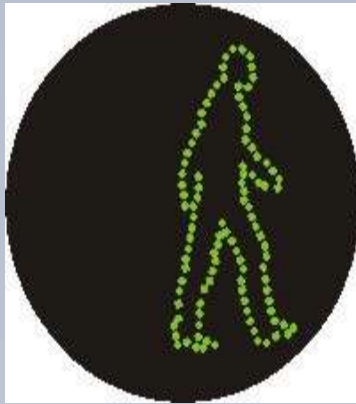


**Good business
idea**



ortana







Omer Oz – BBIC Manager



32.300 m²

120 companies





Sophia Antipolis



Aston Bilim Parkı



Surrey Arařtırma Parkı



Oulu Technopolis ve Medipolis



Tsukuba Bilim Şehri



Hsinchu Bilim-Tabanlı Endüstri Parkı



Kerala Technopark



**But...let's not do TOO much for the
Entrepreneurs and Innovators...**

...Once a little girl saw a Cocoon.

**She was watching it for many hours as the butterfly inside
was struggling to come out.**

**Then it got stuck...wanting to help the butterfly, she cut open
the cocoon and freed it.**

But, it could not fly...and never would.

*(The butterfly's struggle to get through the small
opening is nature's way of forcing fluid from the body to its
wings, so it would be ready for flight.)*



**The next day the same thing happened...
She saw another butterfly struggling to come out.
She cannot do anything.
She stood there shouting and yelling
“Come out”... “Be careful”... “Don’t get hurt”... “Keep it
up”... “No-No”... “Yes-Yes”... “Prepare a Business
Plan”... “No, a good strategy”... “Where is your market...”
Finally the butterfly came out and started flying beautifully.**

**She was in laughter and tears
The Butterfly came, sat on her shoulders and said...
“Thank you, I became a butterfly only because of you!”**



“Business Incubation is one of the single most important global innovations of the 21st Century...”

**Jiang Zemin
Chinese President 1993-2003**