

# 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 Programme (CIP).

To follow Partnership's progress, visit our online social platform the **Entrepreneurship and Innovation Exchange (EIX)** on

[www.EandIX.ning.com](http://www.EandIX.ning.com)

Although business incubation environments and clusters are both important players in the innovation arena, the potential for cooperation between the two is underestimated. A close working relationship holds huge possibilities that can ultimately benefit the SME's that we are all trying to support and grow.

Few too many tools and processes have been adopted to exploit this potential and this workshop aims to explore and debate 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.
- The tools and processes available to enhance and enable a productive working relationship between clusters and business incubation environments.

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 VENUE

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

## Full Day Workshop 23<sup>rd</sup> February 2010

## Full Day Workshop 24<sup>th</sup> February 2010

## Full Day Conference 23<sup>rd</sup> 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 Sessions  
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 Sessions  
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 Workshop**  
**24th February 2010**  
**9.30am—3.00pm**

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

**10.00am Parallel Sessions**

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 Sessions**

**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)

**REGISTRATION FEES\***

For any questions contact Faye Busby  
f.busby@ukbi.co.uk

€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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