

S3
CN

S3CN – 2nd Cross-border meeting of innovation stakeholders Cooperation Potential in Start-up Support

supported by



S3
CN

Welcome! Herzlich Willkommen! Vítáme vás!

Gamze Ilbeyi
Projectmanager *#upperVISION2030*
gamze.ilbeyi@biz-up.at



Welcome	Biz-up
S3 Couple Net – overview of the project	JVPT
Exchange on existing Start-up Support in South Bohemia and in Upper Austria	tech2b & JVPT
<i>10:30 Coffee break</i>	
International Examples of Start-up Support with special focus on Circular Economy	Pöchhacker Innovation Consulting
Interactive Part: Potential cross-border cooperations for the support of Start-ups	All together
<i>Guided Tour of Grand Garage</i>	Grand Garage
<i>13:00 Lunch</i>	
<i>14:00 End</i>	



S3
CN

Introduce yourself:
#name
#organization



S3
CN

S3 Couple Net

overview of the project
what has been done & what comes next

Jan Jareš
analytik RIS3
jares@jvtp.cz

Miroslav Kotoun
RIS 3 manager
kotoun@jvtp.cz



What is S3 Couple Net?

- „Cross-border network for activating the S3 strategy of the South Bohemian Region and Upper Austria“
- Joint initiative of South Bohemian Science and Technology Park and Business Upper Austria
- RIS3 Strategy for South Bohemian region vs #upperVISION2030
- Finally, due to similar structure and methodology, it is possible to meaningfully compare the two strategies
- To identify synergies, overlaps, and potential for cooperation
- 16 months (until 12/22)



- Research of current RDI infrastructure on both sides
- Comparison analysis of both strategies
- Activation of cross border network (key actors, decision makers)
- Analysis of current regional supportive schemes for RDI
- Proposal for cross border synchronization / coordination of the schemes
- RDI services interactive catalogue + S3CN website
- Indicative set of potential cross border projects + partnership proposal



Expectations & Goals

- Platform-like structure of the network
- Defined potential and pool of partners for future cross border projects
- Mutual inspiration / know-how exchange for regional funding of RDI
- Covering for demand of RDI services
- Joint approach / mutual access to data for future update of regional strategies and policies (if needed)



What's done and what's ahead of us?

- ✓ Research of current RDI infrastructure on both sides
- ✓ Comparison analysis of both strategies
- ✓ RDI services interactive catalogue
- ✓ S3CN website
- Activation of cross border network (key actors, decision makers)
- Analysis of current regional supportive schemes for RDI
- Proposal for cross border synchronization / coordination of the schemes
- Indicative set of potential cross border projects + partnership proposal



What's done and what's ahead of us?

Web: s3cn.eu

Facebook: facebook.com/S3CoupleNet

LinkedIn: linkedin.com/company/s3couplenet





Presentation of Start-up Support in Upper Austria

Nina Gruber
Project Manager
nina.gruber@tech2b.at

Lukas Waldenberger
Project Coordination & Community Manager
nina.gruber@tech2b.at



03 OCTOBER 2022

tech2b

Inspiration | Incubation | Innovation

www.tech2b.at



Government-funded through the AplusB
Scale-up program of the Ministry for Climate Protection,
Environment, Energy, Mobility, Innovation and
Technology and Land Upper Austria, processed by AWS.
Basically financed by Land Upper Austria.

03 OCTOBER 2022

Who we are

- Whether spin-offs from universities and research institutions, incubation of start-ups or corporate open innovation through project-related cooperation between young companies and the flagships of the local economy:
- tech2b supports, accompanies and accelerates innovation projects in Upper Austria as a technology location.
- We believe that the solutions to the great challenges of our time
- come from start-ups. We want to support this with our experience!

www.tech2b.at



03 OCTOBER 2022

Numbers & facts

- Incubator since
- **2002**

- **400+**

- Projects so far

- **150**

- Mentors

- **40**

- Projects per year

- **50+**

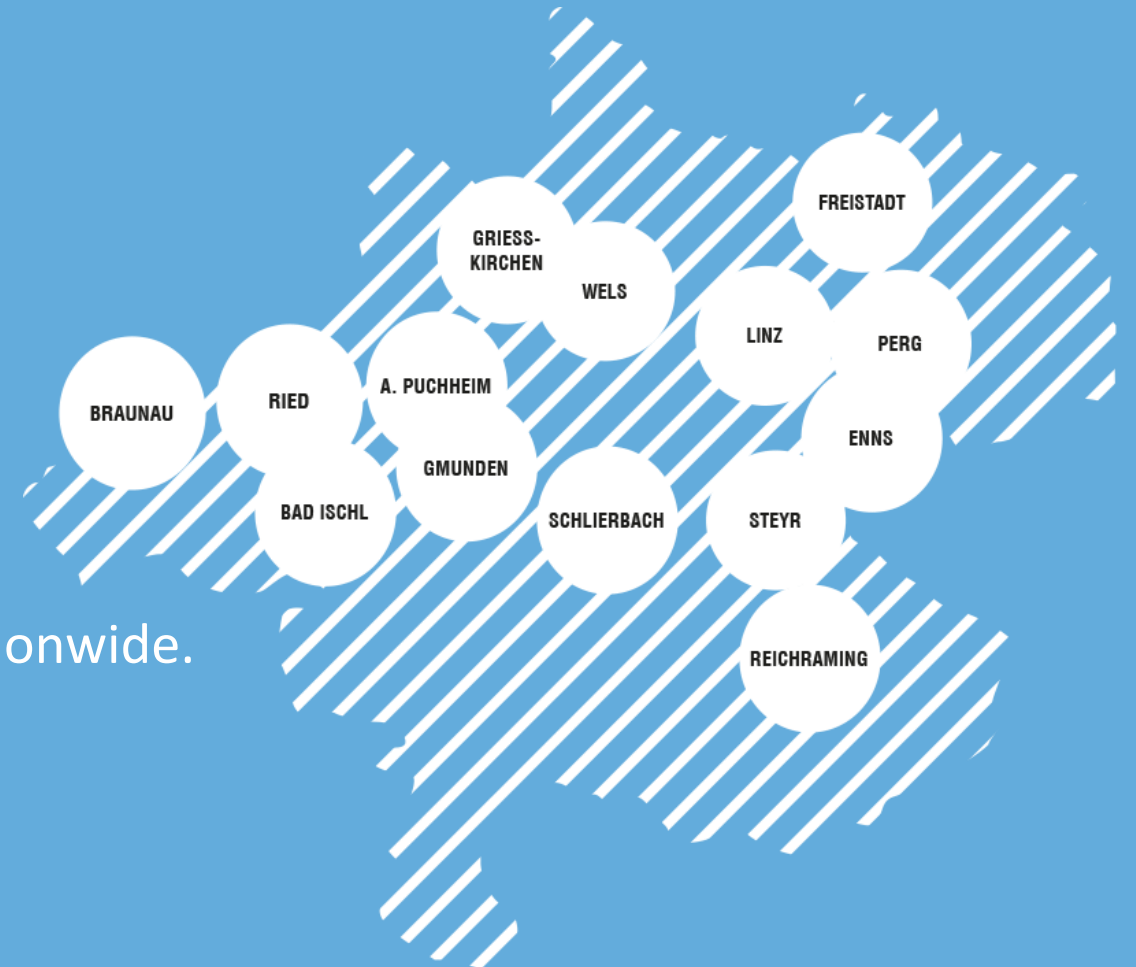
- Corporate partners

Upper Austria, a top state: Schools / Universitys



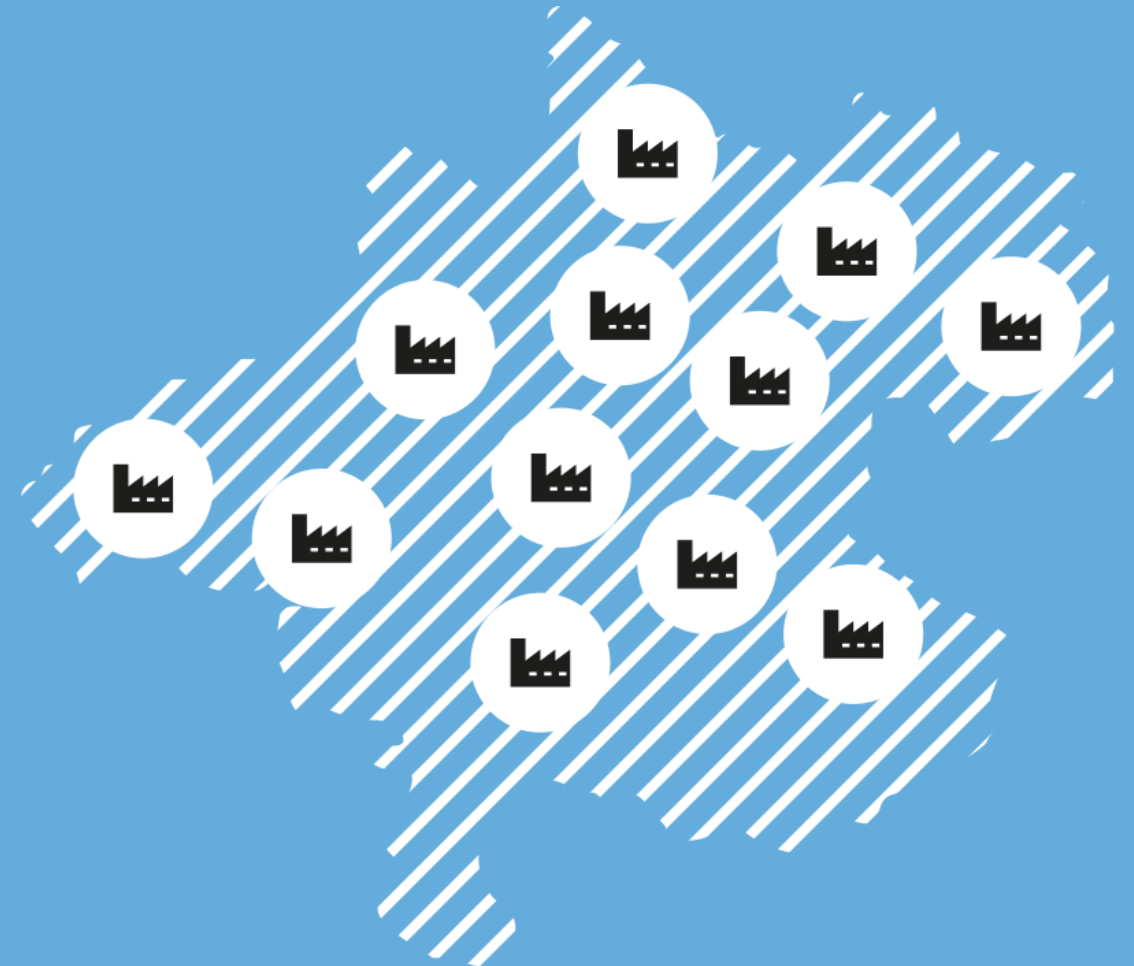
Upper Austria, a top state: Technology Centers

- Good infrastructure on site for founders regionwide.

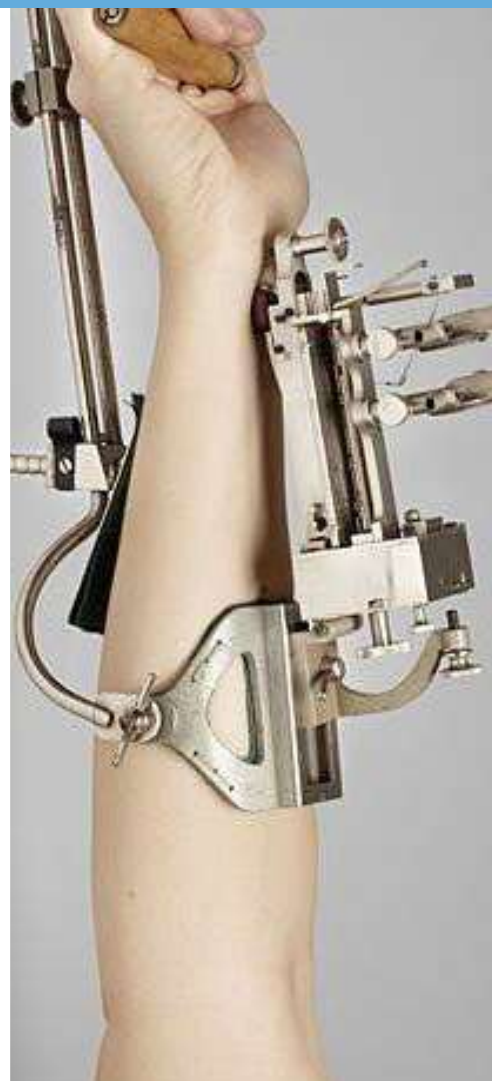


Upper Austria, a top state: Industries

- Number one state of industries.



Challenges



★ TURN ★
IDEAS INTO
REALITY



Solutions

- Cooperation between start-ups and established companies
- Spin-offs from research
- Spin-offs from the industry
- Female founders
- Creative Sector
- Networking with international start-up hubs
- Networking with investors



03 OCTOBER 2022

Our main focus

Diversity. Industry. Internationality.
Sustainability & Green Tech.
Digital Health & MedTech.
Our focus and heartfelt topics.



03 OCTOBER 2022

Diversity

- tech2b supports all founders - regardless of age, gender, origin, level of education or ideology - in the best possible way in implementing their business ideas.
- We remove hurdles and offer networking, training and financial support.
- Our main goal in this work package is to increase the share of female founders and shareholders.



03 OCTOBER 2022

Industry

- tech2b creates awareness and competence building among start-ups for cooperation with leading companies in the No. 1 industrial province.
- We initiate initial cooperations and support the consolidation of relationships.
- We expand our "startup-friendly" network of leading companies.



03 OCTOBER 2022

Internationality

- Tech2b promotes the internationalisation agendas of start-ups. We offer concrete opportunities to reach new markets and customer groups - and we show the startups how.
- Our main goal in this work package is to increase the success on international markets and to make Austria visible as a business location.



03 OCTOBER 2022

Sustainability & GreenTech

- tech2b makes an important contribution to the future of our planet by combining innovation & sustainability (Innovability) through the promotion of projects with a positive impact (Climate, Social and Economy).
- We integrate sustainability aspects in all funded business models (Impact Business Modelling).
- Our priority goal is to significantly increase the share of start-ups with directly climate and environmentally positive products

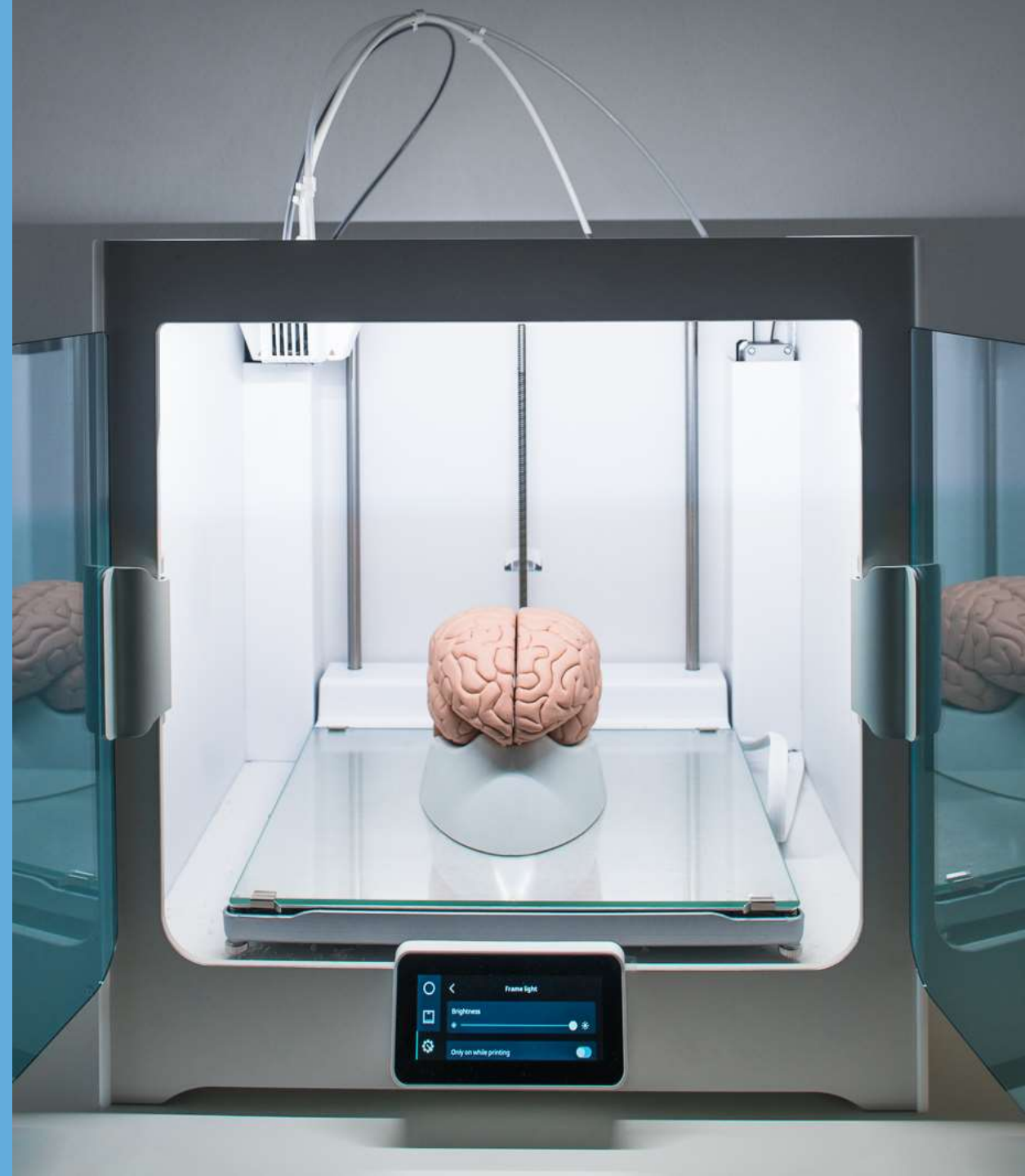


03 OCTOBER 2022

Digital Health & MedTech

- tech2b contributes to the development of technologies for human health. The sector is an important regional growth area.
- We specifically address the potential of start-ups in this challenging field.
- We increase the likelihood of medical technology solutions entering the market by providing additional, sector-specific services.

www.tech2b.at



03 OCTOBER 2022

Founders

WINDPLUS

www.tech2b.at



S

03 OCTOBER 2022

Founders



BERGARDI

www.tech2b.at



FiveSquare

03 OCTOBER 2022

Founders



BALCOSY

www.tech2b.at



AIRMATE

03 OCTOBER 2022

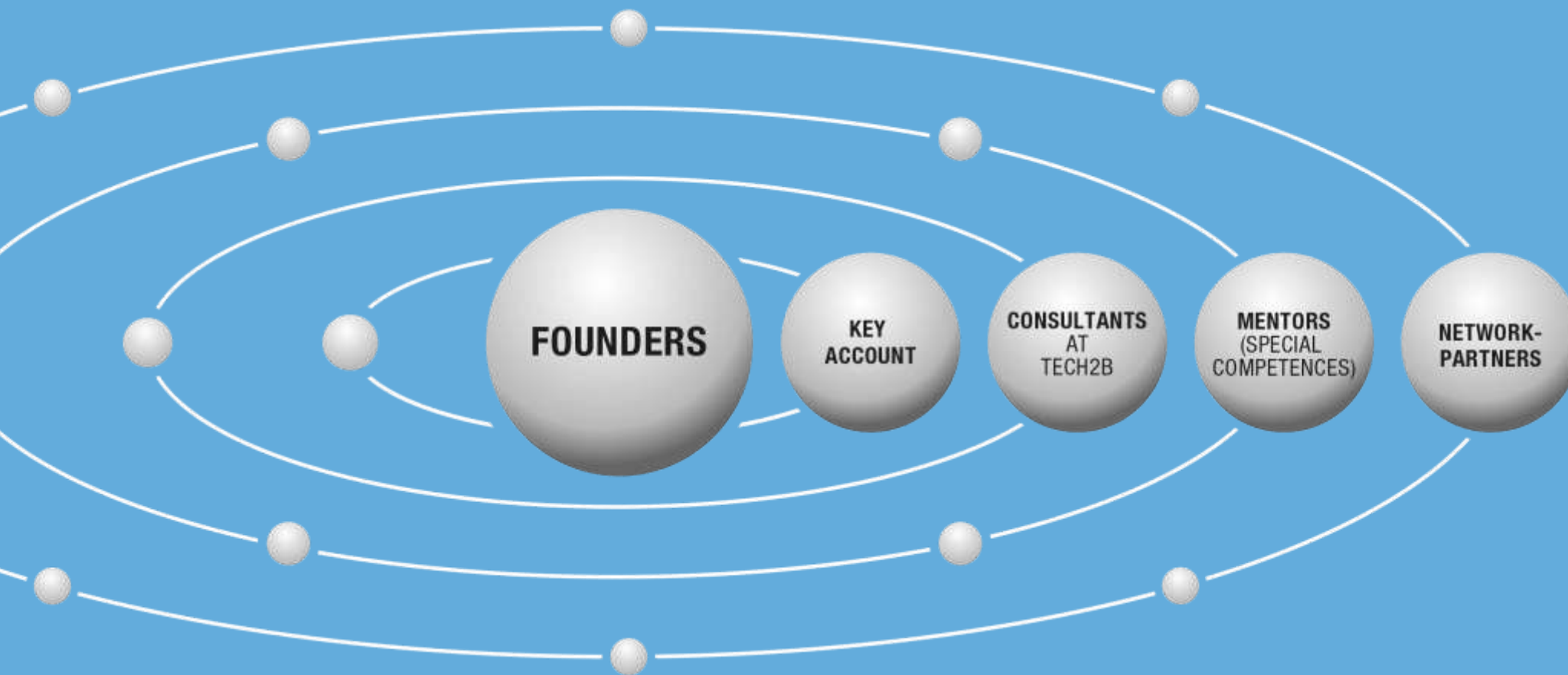
360° Support

Coaching
Mentoring
Infrastructure
Further education
Network
Financial support

www.tech2b.at



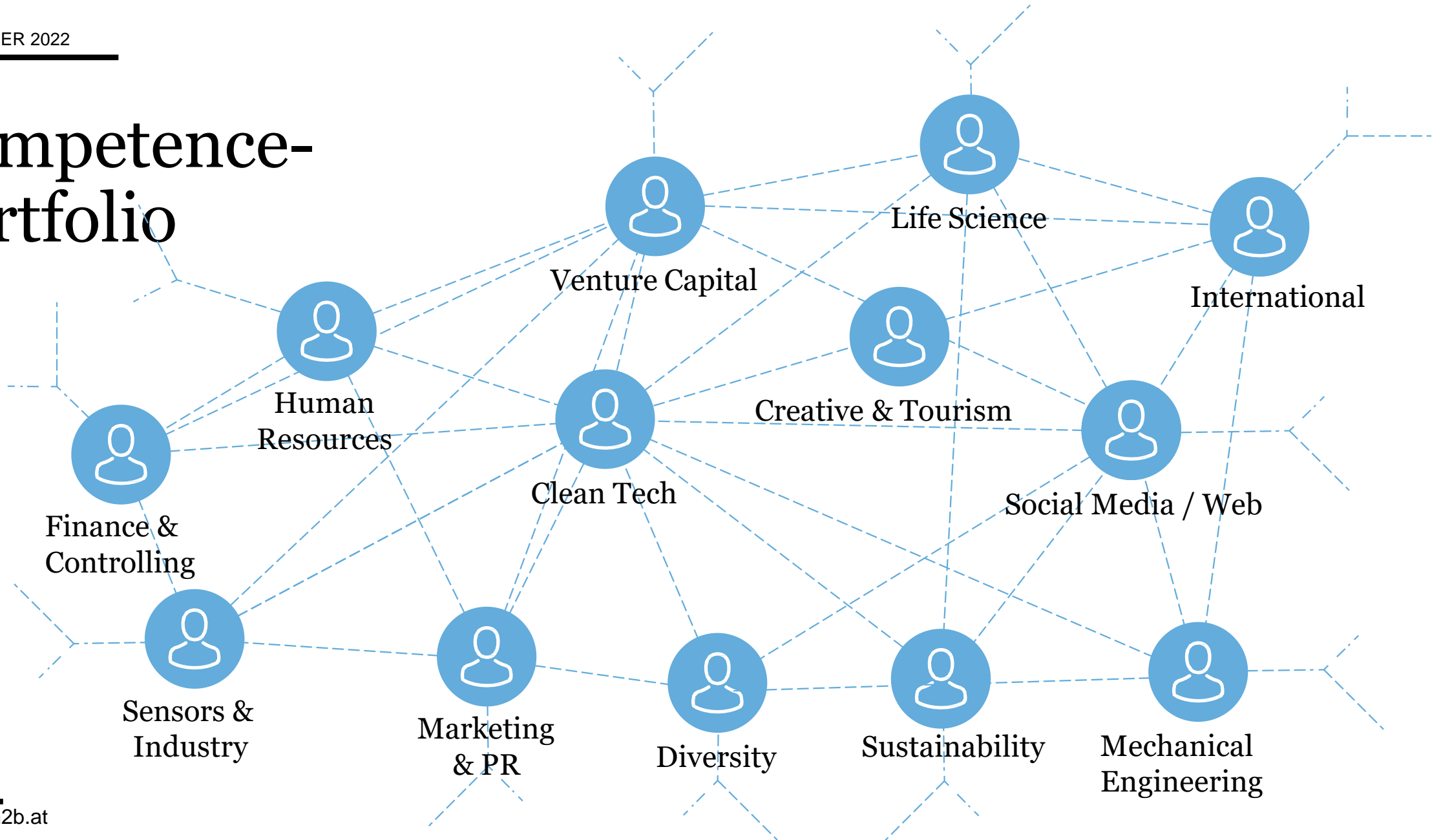
Model of consulting



The tech2b process

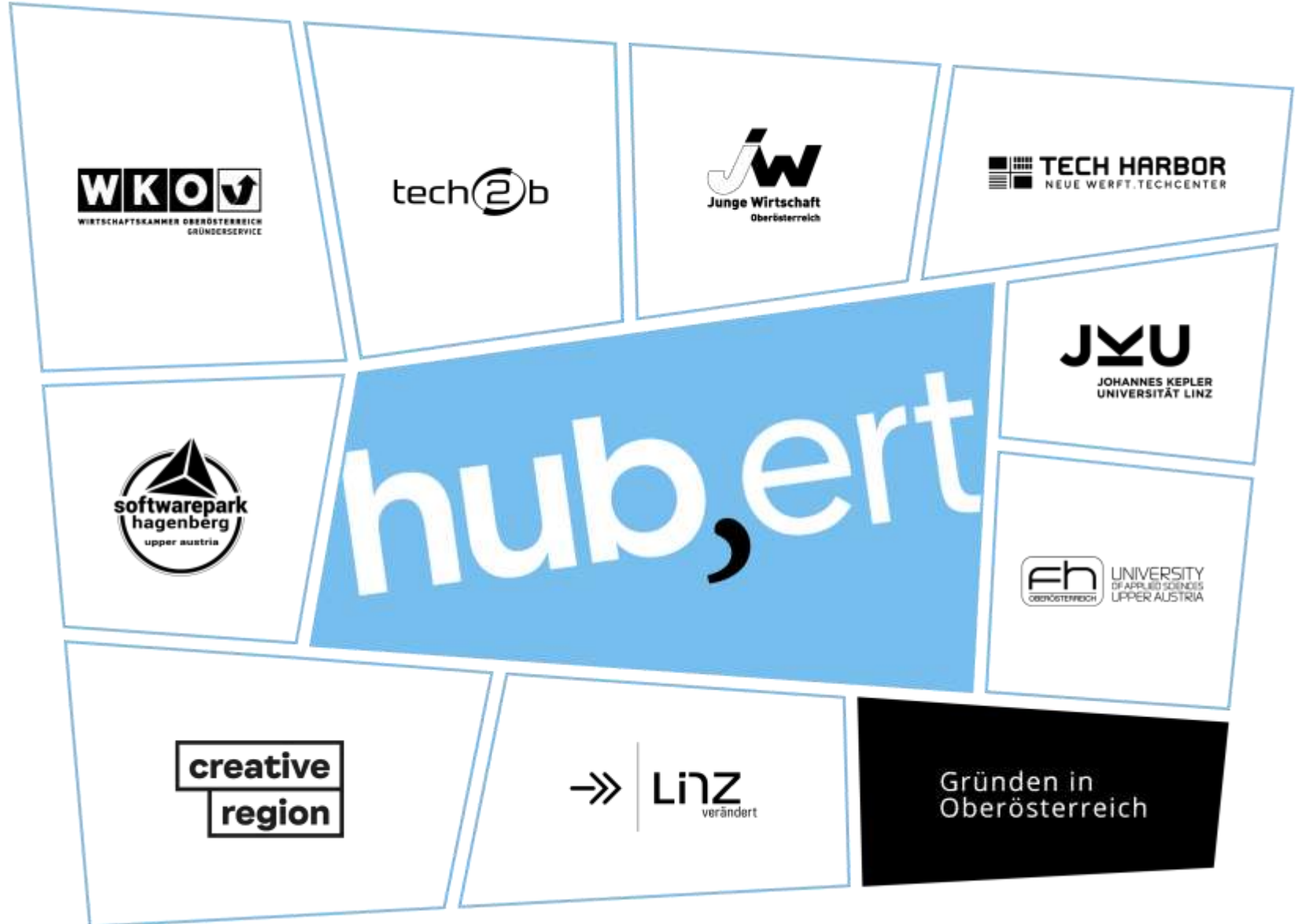


Competence-portfolio



03 OCTOBER 2022

Start-up- Ecosystem in Upper Austria



03 OCTOBER 2022

Our USP

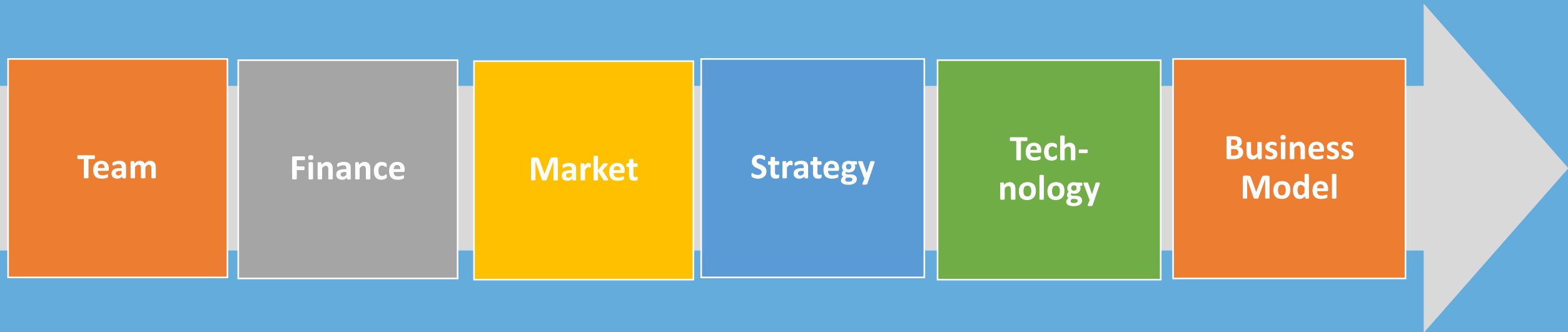
- THE central start-up player in Upper Austria
- Individual, procedural 360° support
- Experts/expert organization
- Largest incubator in Austria
- Max. efficiency
- Enthusiastic founders
- THE hardware Hub
- Top-references: Runtastic, Tractive, Payolution

www.tech2b.at



03 OCTOBER 2022

Building blocks to success



03 OCTOBER 2022

Who I'am?

Nina Gruber

Programm Management Incubate /
Internationality

- Management for several years
 - International sales
- Focus on business model development

Nina.Gruber@tech2b.at

www.tech2b.at



S3
CN

Presentation of Start-up Support in South Bohemia

Jana Moravcová
Project Manager
moravcova@jvtp.cz



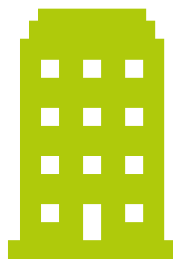
South Bohemian Science and Technology Park



South Bohemian Science and Technology Park, corp. (JVTP)

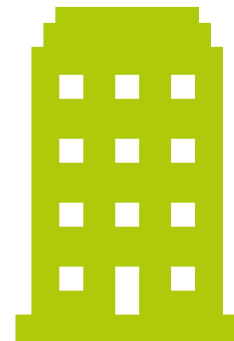
- organization founded by South Bohemian Regional Authority
- supporting intensity, quality and speed of innovation and technology transfer to regional economy
- supporting business activities in the region (innovative businesses, innovative business ideas)
- operating physical infrastructure (building with laboratories, technology halls, conference rooms and offices)
- accredited member of Science and Technology Parks Association of CR

JVTP development



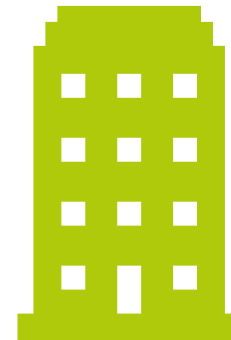
JVTP Stage IIA – basic information about investment project

- Project co-financed by Operational programme Enterprise and Innovation for Competitiveness, sub-programme Prosperity
- Investor: **South Bohemian Science and Technology Park, corp.**
(100 % shareholder Region of South Bohemia)
- Eligible costs: 135 889 056 Kč (**cca 5,56 mil. EUR**)
Subsidy: 101 883 919 Kč (**cca 4,17 mil. EUR**), i. e. 75 % of eligible costs
- Pre-financing by the Region in a form of refunded financial aid



JVTP building:

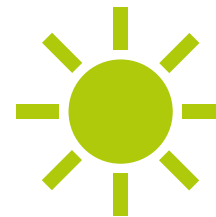
- Total floor area: 3 108 m²
- Area for rent: approx. 2 000 m²
 - Technology halls: 310 m²
 - Laboratory premises: 767 m²
 - Office space: 612 m²
 - Greenhouse / phytotron: 38 m²
 - Seminar rooms: 154 m²
 - Others (+ technical background): 1 227 m²
- Currently rented area: 100 %





Expanding the project with a Smart Energy Point (SEB)

- photovoltaic panels
- energy storage source (battery box)
- charging station for electromobility



JVTP projects and programmes



Regional programmes (financed from regional authority):

- Jihoczech – Regional Business Idea Contest (4 years)
- Cross-border Idea & Start-up Contest – CZ / AT contest (1st year)
- S. Bohemian Business Vouchers – innovation vouchers, creative vouchers (8)
- South Bohemian Digital Hub (registered in EU S3 Platform since 2017)
- New: South Bohemian Acceleration Programme (1st year)

National projects:

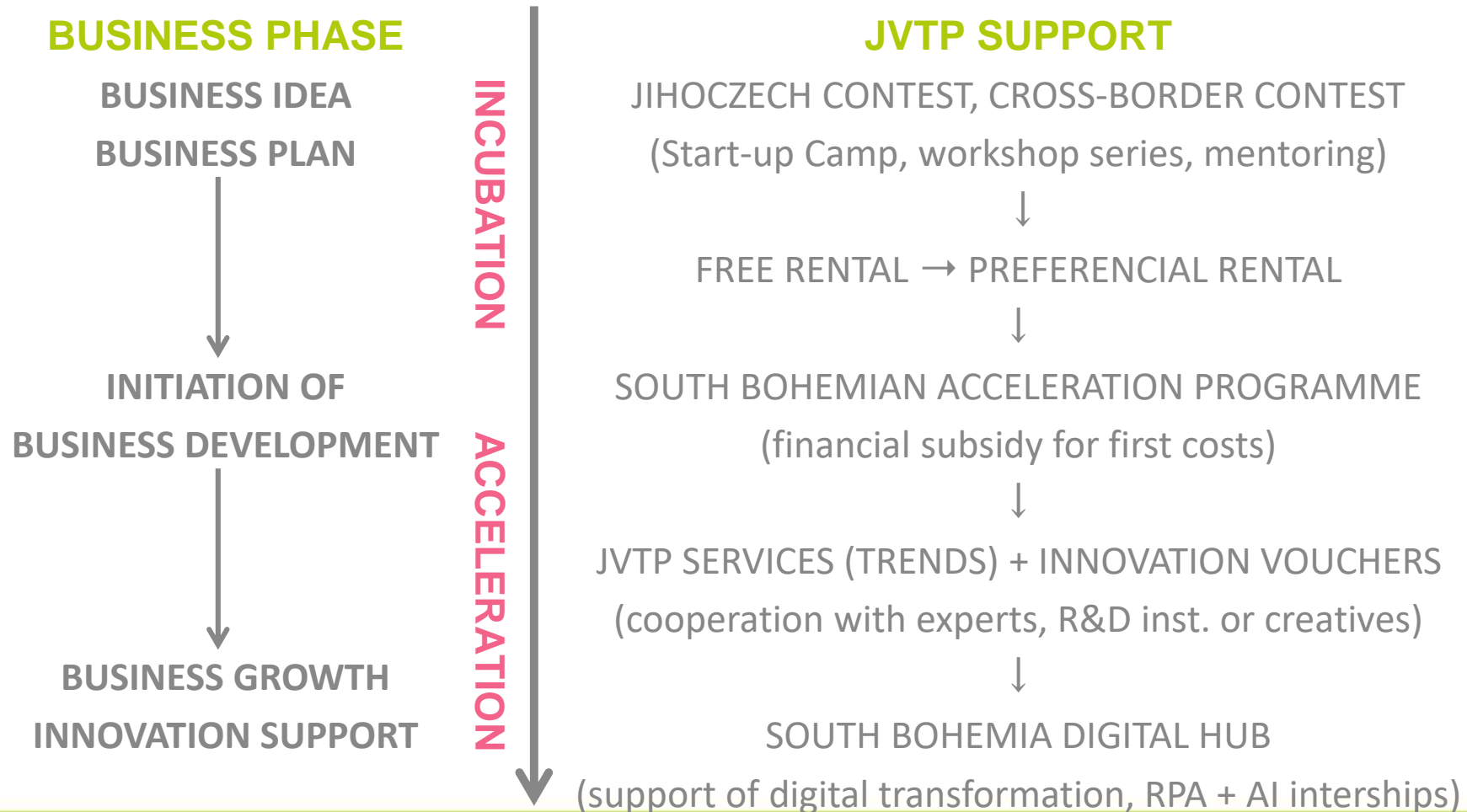
- Smart accelerator 2 v in South Bohemia (OP Research, Development and Education) - system project for the implementation of RIS
- JVTP Services – Support for Trends (OP Enterprise and Innovation for Competitiveness) - a project supporting expert advice for business model innovations, digitization and implementation of Industry 4.0 elements

JVTP projects and programmes

Cross-border projects:

- **VReduNet** (Interreg AT / CZ) – network for implementation VR / AR technology into educational system and business practice
- **S3 Couple Net** (Interreg AT / CZ) - activation of the cross-border network of innovation system actors
- **AI Social Design Thinking Lab** (Interreg AT / CZ) – network for sophisticated and responsible level of implementing AI into business and institutional practice)
- **Creative Border** (Programme for cross-border cooperation CZ / Bavaria) – network for supporting cultural and creative industries in both regions
- **Czech-Bavaria Network for Open Data** (Programme for cross-border cooperation CZ / Bavaria) – development of cooperation and networking of open data owners and digital service providers

Instruments for supporting new business ideas, start-ups and SMEs



Support for start-up development

Cooperation programmes of regional institutions for scouting business ideas



Od nápadu k realizaci
19. května – 16. června 2021
ONLINE
Série webinářů pro lidi s nápadem.

Z nápadu do business reality

Chty' nápad!
Design podnikatelského nápadu
Nastav si cenu!
Tajemství LOVEbrandů

Jhk.cz
CZECHINVEST
JVTP
VÍCE INFO

Soutěž Studentské vědecko-odborné činnosti SVOČ 2021
VŠE FM Jindřichův Hradec
Pořádané dne 23.4.2021

Erasmus pro mladé podnikatele




invest Day

Organizátor soutěže | Odborná porota, investoři | Harmonogram | Pravidla soutěže | Pokyny, výstředky | Přihláška

"INVEST DAY"

MEZIUNIVERZITNÍ SOUTĚŽ PODNIKAVÝCH STUDENTŮ A ABSOLVENTŮ

Nastartuj svůj nápad, ziskej zpětnou vazbu, hodnotné ceny nebo peníze na rozjezd svého podnikání.

Soutěž & Podnikej




ZAUJMI NÁS
(1.4.2021 - 31.8.2021)

JDEME DO TOHO SPOLU
(1.9.2021 - 29.10.2021)

JIHOCZECHEM NANEČISTO
(1.11.2021 - 16.11.2021)

JIHOCZECHEM NAOSTRO
(24.11.2021)



Support for start-up development

JVTP programmes for supporting incubation of business ideas



**HORNÍ RAKOUSKO / JIHOČESKÝ KRAJ
CROSS-BORDER IDEA & START-UP
CONTEST 2022**



Support for start-up development

JVTP programmes for supporting business acceleration

**JIHOČESKÉ
PODNIKATELSKÉ
VOUCHERY**

**JIHOČESKÝ
AKCELERAČNÍ
PROGRAM**

**SLUŽBY JVTP
PODPORA TRENDŮ
PoTr**

 **Jihočeský Digi Hub**



JVTP stories (examples of supported business ideas)

Solar water aerator



Medical chewing gum



Wooden bathroom sinks



Virtual laboratory



Web and mobile applications



Plant protection



Rooty rug



3D printed house



JVTP stories – examples of developed projects



Adventurer

- group of traveling and adventure enthusiasts who created an application to help others discover the world of adventuring (Karel Šimek)
- participant of Jihoczech contest in 2019 (Guide Group project)
- the winner of Jihoczech 2021 🏆
- former student of University of South Bohemia, now operating with his team in JVTP



Virtual Lab

- winner of Jihoczech 2018 🏆 (Virtual Lab project by Holistic management company)
- established new companies – Virtual Lab (4/2019), Virtual Lab Development (7/2019)
- cooperation with number of institutions accross various sectors (healthcare, social services, education, government, business sector)
- running laboratory of VR / AR in JVTP





JVTP

JIHOČESKÝ VĚDECKOTECHNICKÝ PARK

Thank you!

T: +420 383 579 111

E: info@jvtp.cz

www.jvtp.cz

Looking forward to further cooperation.

S3
CN

Questions & Answers



S3
CN

Coffee break

15 min



International Examples of Start-up Support with special focus on Circular Economy

Gerlinde Pöchhacker
Managing Director of Pöchhacker Innovation Consulting
gerlinde.poechhacker@p-ic.at

Circular economy: International Good Practices for Start-up Measures

South Bohemian and Upper Austrian Cooperation Potential in Start-up Support
2nd Cross border meeting of innovation stakeholders
September 20th, 2022

Gerlinde Pöchhacker-Tröscher, P-IC

Overview



- ✳ The concept of circular economy & the role of startups
- ✳ Public support instruments to promote the circular economy in companies
- ✳ International examples of start-up support with special focus on Circular Economy
 - EU: EIT Climate-KIC for Entrepreneurs
 - EIT RawMaterials – Booster Call
 - Impact Hub Berlin – Circular Together. Collaborate to innovate
 - DBU: Green Startup programme
 - TESI: Circular Economy Investment Programme (Finland)
 - Startup Norway: Circular Startup: Venture Studio
 - Green Alley Award

The concept of circular economy & the role of startups



* Circular Economy: Economic model of the future – decouples economic activity from consumption of finite resources

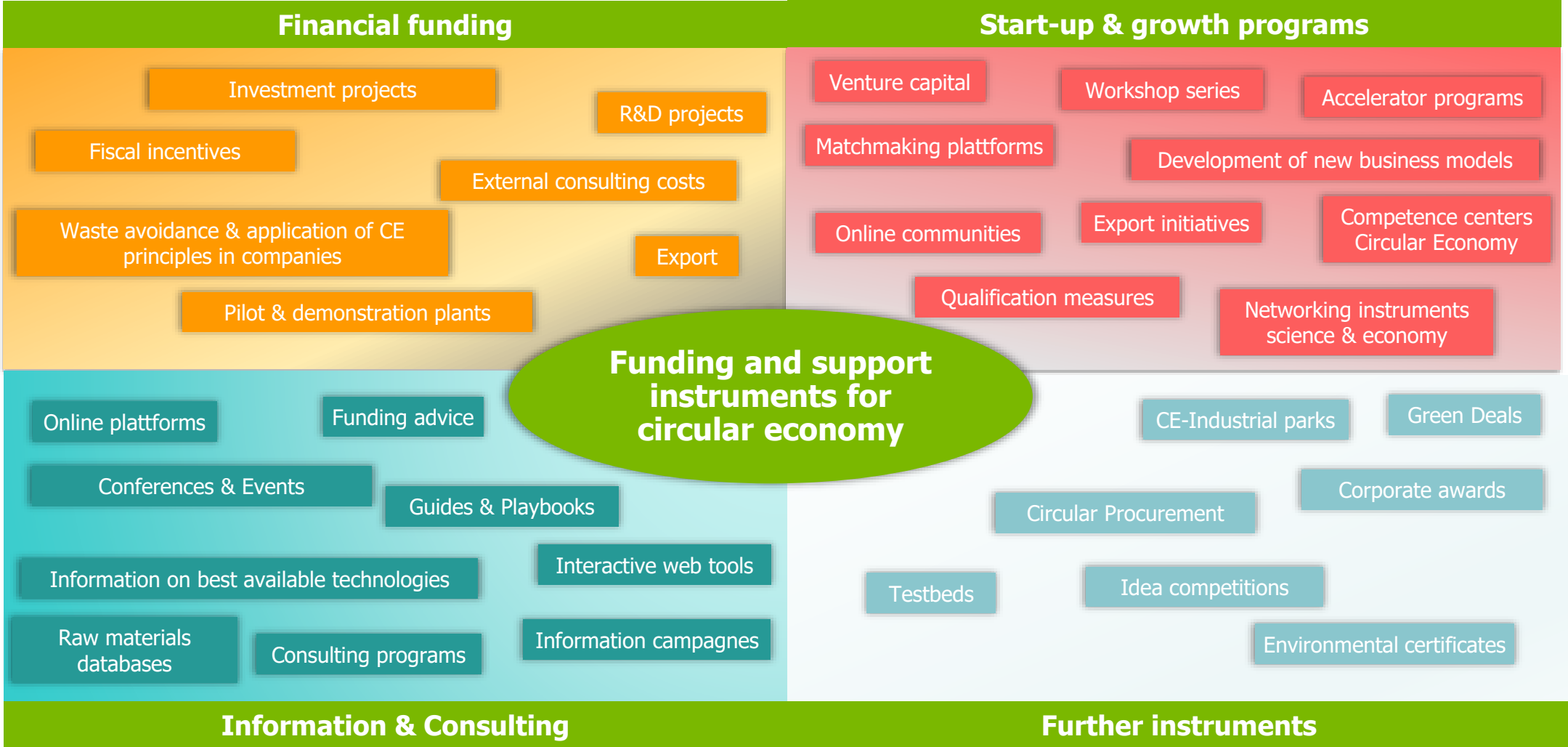
* Circular Economy...

- ... keeps materials, products and services in circulation for as long as possible
- ... is important part of slowing climate change
- ... improves economics and generates new business opportunities for companies
- EU & member states: vast range of strategies, roadmaps and programmes for pushing forward circular transition
- Great variety of support programmes for companies to implement and develop circular solutions and concepts

* Startups:

- Considered as drivers of innovation
- Leading the way in the circular economy
- One major target group of support instruments

Public support instruments to promote the circular economy in companies





International examples of start-up support with special focus on Circular Economy

EU: EIT Climate-KIC for Entrepreneurs



- ★ **EIT Climate-KIC** as Knowledge and Innovation Community (KIC), supported by the European Institute of Innovation and Technology with three channels of startup support.
- ★ **Climathon:** Global 24-hour climate change hackathon that takes place simultaneously in major cities around the world every year
- ★ **Climate Launchpad:** World's largest green business idea competition
 - Competition creates a stage for over 1,000 ideas
 - Partners in 35+ countries offering training, coaching, and financial support
- ★ **ClimAccelerator:**
 - Startup benefits: Coaching, mentoring, and peer-to-peer learning, financial support, networking, access to investment opportunities: ClimAccelerator marketplace
 - ClimAccelerator marketplace: Aim is to bring together innovative start-ups with angel investors and venture capital, the platform offers a comprehensive overview of the investment opportunities into early-stage start-ups supported by EIT Climate-KIC's ClimAccelerator programme
- ★ Over the past 10 years, the EIT Climate-KIC accelerator programme has over supported 1,500 solutions and secured nearly € 1 billion of capital.
- ★ **Web:** <https://www.climate-kic.org/programmes/entrepreneurship/>



EIT RawMaterials – Booster Call



- ✦ Booster Call of EIT RawMaterials gives startups a financial **support of up to EUR 200,000** and access to the EIT RawMaterials partner network to scale up.

- ✦ Besides funding and customised services, the selected start-ups and SMEs will also join the EIT RawMaterials partner network to participate in networking events and gain visibility through EIT RawMaterials network channels.

- ✦ **Booster Call provides established companies with support to:**
 - Speed up a technology challenge to bring solutions closer to the market
 - Accelerate market entry by dedicating financial resources for a specific segment or target market
 - Facilitate product portfolio diversification, enabling product adaption or new product features to address a concrete market need

- ✦ Current Call 2022 seeks solutions in three dedicated fields:
 - Circular Societies (new circular business models)
 - Sustainable materials
 - Responsible sourcing



✦ **Web:** <https://eitrawmaterials.eu/booster-call/>

Impact Hub Berlin – Circular Together. Collaborate to innovate



- ★ Circular economy-focused incubator programme by Impact Hub Berlin
- ★ Target Group: Early stage startups with a ready / almost ready prototype
- ★ Application process
- ★ **Support schemes:**
 - **Access to partners and networks:** Access to local ecosystem and global Impact Hub community with more than 24,000 members; Exposure trips to conferences, events or other Impact Hubs
 - **Individualised coaching:** Customised curriculum specifically suited to each venture developed in collaboration with participants; Expert advisors from a range of industries can be activated in accordance with each tailored growth plan
 - **Financial support:** Each founder receives a monthly stipend of € 2,000 (two entrepreneurs per team are sponsored); Impact Hub does not take equity
 - **Community and coworking space:** Founders gain access to Impact Hub Berlin's local community and coworking facilities; Members also have access to the consulting office hours partners, including Boston Consulting Group and VDI/VDE-IT
 - **Expert masterclasses:** Teams participate in expert masterclasses focusing on important business topics, such as sales, funding or pitching, as well as industry-relevant skills like impact measurement or circular design
 - **Mentoring:** Founders are matched with mentors offering advice, know-how and introductions to relevant contacts
 - **Visibility and marketing:** Publicity on Impact Hub Berlin's website and public channels and strategic marketing support and a provision of a demo video
 - **Events** such as Circular Together Demo Day (Final pitches of six teams of incubator programme), Hackathons
- ★ **Web:** <https://circulartogether.impacthub.berlin/>

DBU: Green Startup programme



★ The German Federal Environmental Foundation (Deutsche Bundesstiftung Umwelt DBU) supports start-ups at developing solutions for the environment, ecology and sustainability with the Green Start-up programme.

★ **Funding modalities**

- Project based support
- Support for entrepreneurs in founding phase as well as start-ups up to 5 years of age
- Maximum funding amount of € 125,000 total.
- Duration up to 24 months

★ **Three funding instruments** that can complement each other:

- Activity as a founder: Founders own work on the project is supported with up to € 2,000 euros per month
- Equipment: Up to € 40,000 of material costs of the project are funded
- Know-how: Strengthening entrepreneurial skills with experts from the DBU and Mentoring with experienced entrepreneurs; Voucher for consultations with lawyers or tax advisors

★ **Building entrepreneurial competencies and skills**

- Support by experts of the German Federal Foundation for the Environment
- Support from volunteer mentors from the DBU network
- Coaching seminars to promote entrepreneurial skills
- Integration in competence network nachhaltig.digital

★ **Web:** <https://www.dbu.de/startup>



TESI: Circular Economy Investment Programme (Finland)



- ✦ Circular Economy programme of Tesi (Finnish Industry Investment Ltd.) to promote the achievement of Finland's climate targets through **investments in funds and directly in companies**.
- ✦ Potential investee companies for the programme range from small startups right through to large industrial players.
- ✦ The programme provides **financing of altogether € 75 mn** to companies in the circular economy sector.
 - € 50 mn is intended for direct investments, and € 25 mn for creating VC funds investing in Finland's circular economy.
 - Each project has private co-investors.
 - As an active owner, Tesi contributes experience and networks to companies, in addition to money and risk-taking capability
- ✦ Tesi supports entrepreneurs in developing business models towards enhancing the efficient use of energy and resources.
- ✦ At the end of 2020, the Circular Economy programme had made fund commitments of € 5.5 million (ETF 3 fund) and direct investments amounting to € 18 million
- ✦ Web: <https://www.tesi.fi/en/article/tesi-finances-the-circular-economy-through-companies-and-funds/>



Startup Norway: Circular Startup: Venture Studio



- ★ **Circular Tech Venture Studio** of Startup Norway is intended for prospective founders with the target to create circular startups.
- ★ Entrepreneurs develop innovations and circular business models together with other participants from different Nordic countries and guidance from industry experts and business professionals.
- ★ The program is structured into a **3-month venture**, where founders receive support in validating and assessing business ideas and understanding circular economy:
 - **Team Canvanising:** Participants build teams to work on solutions together.
 - **Challenges:** Corporate partners provide real life circularity challenges that they are facing and need solving.
 - **Solutions:** Teams develop solutions to these problems that could be turned into full-fledged startup companies.
 - **Action:** Participants validate the ideas and present their solutions to the corporates to gauge their interest and plan for the future
 - **Support:** Participants will be supported throughout the entire process by industry experts and business coaches

★ **Web:** <https://www.startupnorway.com/circular-startup-venture-studio>



Green Alley Award



- ★ Green Alley Award created by the Landbell group (Germany) established in 2014 as **Europe's first startup prize for the Circular Economy**.
- ★ Award as stage for circular economy start-ups – **over 200 participants per year**, nearly 1,400 over 8 years from more than 30 countries
- ★ 6 startups compete in a „Grand Finale“ – one of which is selected by open public voting, the remaining five by a committee of circular economy experts.
- ★ Most-promising startup takes home a **prize money of € 25.000**,
- ★ Startups are promoted to companies for cooperation.
- ★ Award is dedicated to **three thematic fields**:
 - Recycling
 - Waste Prevention
 - Digital Solutions
- ★ **Web:** <https://green-alley-award.com/>





Thank you for your attention!



**Mag. Gerlinde
Pöchhacker-Tröscher**
Managing Director
gerlinde.poechhacker@p-ic.at



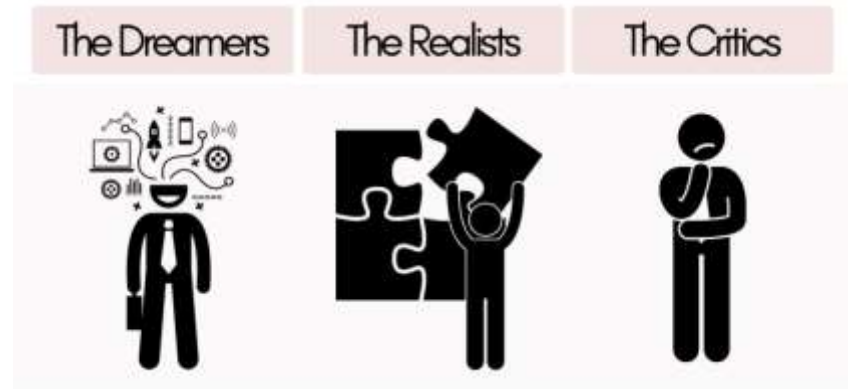
Johannes Scherk, B.Sc
Consulting & Research
johannes.scherk@p-ic.at



Hofgasse 3 , 4020 Linz
Tel: +43-732-890038-0
E-Mail: office@p-ic.at; Web: www.p-ic.at

Interactive Part – Potential cross-border cooperation for the support of start-ups

Creative Brainstorming – Walt Disney Method



S3
CN

Guided Tour GRAND GARAGE

60 min

Hildegard Greco
Project Manager @Grand Garage



S3
CN

Lunch
60 min



S3
CN

Thank you!

