

PUBLIC

QUESTIONS

Izmir Enterprise Development Center (İGEM)

Trabzon Enterprise Development Center (İGEM)

Konya Enterprise Development Center (İGEM)

1 Does a business incubator need to have a business plan prior its establishment?

Yes

Yes

Yes

2 What are the criteria of success of a business incubation process?

The criteria are determined by KOSGEB Strategic Roadmap

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3 What kind of services should a business incubator provide?

(See Table 20)

(See Table 20)

(See Table 20)

4 How long incubation period to chose for a tenant?

Maximum 18 months

Maximum 18 months

Maximum 18 months

5 How many incubator place do you need and what kind of facility?

Insufficient place

6 Who are the stakeholders/local alliances of the business incubators?

KOSGEB

KOSGEB

KOSGEB

7 How to finance business incubators?

Financed by KOSGEB

Financed by KOSGEB

Financed by KOSGEB

8 How to create clusters and network of enterprises?

Tenants are grouped by field research
 Clustering studies are planned to be implented in our region.

No

No

9 How to select the best possible incubator manager?

Appointed as KOSGEB

Appointed as KOSGEB

Appointed by KOSGEB

10 How to select the business incubator supervisory board?

No

No

11 How to evaluate the activities of the business incubators, science and technoparks?

Evaluated accprding to the realization of determined 3-month-targets

Evaluated by realization of KOSGEB criteria

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12 What are the criteria of the sustainability of business incubators, science and technoparks?

Effectiveness of provided services to SMEs
 Evaluation of KOSGEB Directorate

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Ankara Cyberpark

Esas Holding

PRIVATE
Van İŞGEM

Yes

N/A

Yes

- Annual Audit Reports and Business Plans
- Three-months Enterprise Activity Reports
- Connections & interaction among enterprises
- Number of patents acquired by enterprises
- Publications of enterprises
- Investment return of enterprises

- Sales and profit target
- Expense targets
- Cash flow targets
- Investment targets
- Control of investments return period
- Control of investments internal rates of return
- Achieve targeted firm value

- Meeting employment targets
- Rate of capacity utilization
- Monthly comparison of endorsements
- Rate of export targets realization
- Product and institutional image of the enterprises

- Incubation center
- Consultancy for access to financial and grant resources,
- Consultancy for business law, brand and patent
- EU Center
- Life-long Learning Center
- Convention and Exhibition Area
- Communication and Synergy Platform
- Uluslararası Deneyim ve Yurtdışı Staj Bursu (International Experience and Scholarship for Intern Abroad)
- Project competition among students
- 2 years

- Corporate governance support
- Financial support

- Workshops with completed infrastructure
- Decrease of the rental cost by 40%
- Access to financial resources
- Marketing
- Office equipment & facilities (secretary, fax, etc)
- Demanded Trainings (preparing work-plans, strategic roadmaps, etc.)
- Consultancy services

3 to 5 years

Insufficient place

Have sufficient place

Insufficient place

Bilkent Holding & Bilkent University

The founder and main shareholders of the enterprise are Mr.Şevket Sabancı and his family members.

Van Industrialists and Businessmen Association

- 250.000 USD donation from World Bank “InfoDev Incubator Initiative” program
- R&D support of KOSGEB due to TIW status of Cyberpark
- Equity capital
- Free training
- Cyberpark Communication and Synergy Platform
- Social activities

- Equity capital
- Long-term credits

- World Bank
- Rental fees

No

- No clustering networks
- Periodical meetings are held with tenants in order to establish cooperation networks

Appointed by General Manager.

- Experience with NGOs
- Good dialogue with public institutions and NGOs at the local level
- Knowledge of the region the center founded in
- Foreign language skills
- Successful personal relationships
- Knowledge and experience in trade regulations and production
- Computer skills

No

No

- Success rate in different technological areas within the body of technopark
- Proportion of R&D personnel to production personnel
- Connection of the enterprises in the region with the outside R&D centers and other technological regions
- Mutual interaction and cooperation among enterprises
- Number of publications and patents acquired by enterprises
- Encouraging innovative enterprises to increase their number in the region
- Innovative activities of enterprises
- Mutual cooperation of enterprises working on same technological areas
- Satisfaction of enterprises from Cyberpark services and facilities
- Investment returns of enterprises in the cyberpark
- The need of the enterprises to additional workforce and thus hire new employees
- The proportion of R&D expenditures to total sales
- The proportion of net cost of Cyberpark (infrastructural&superstructural expenditures, location, development of the region, transportation, general expenses, etc.) to general revenue of Cyberpark (revenues from enterprises and other resources)

- Annual Audit Reports and Business Plans
- Three-months Enterprise Activity Reports
- Connections & interaction among enterprises
- Number of patents acquired by enterprises
- Publications by enterprises
- Investment return of enterprises

- Success of the center is positively correlated with the success of participant enterprises

- Success rate in different technological areas within the body of technopark
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- Satisfaction of enterprises from Cyberpark services and facilities
- Investment returns of enterprises in the cyberpark
- The need of the enterprises to additional workforce and thus hire new employees

- Success of the investments
- Internal rates of return of the investments on developing enterprises to be more than those of other investment instruments in the market

- Appropriate project applications to the center
- Solution of financial problems of the center
- Completion of the legal procedure for the business development centers and thus exemption from high taxes

Ereğli İŞGEM (ERİŞGEM)

Adana İŞGEM

Eskisehir İŞGEM (ESİŞGEM)

Yes

Yes

Yes

- Annual income tables, balance sheets, and cash flows
- Capability to produce on their own
- Cretion of markets
- Having regular customers
- Capital situation and access to credit resources
- Export capacity

- Employment opportunities provided
 - Sales
 - Profitability
- are the basic criteria.

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 - Sales
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- Eğitim
- Danışmanlık
- İş yeril
- Ofis hizmetleri (telefon,faks,internet vs.)
- İş yeri kira yardimi,
- Döner fondan avantajli kredi kullanım imkani
- Reklam ve tanitim faaliyetleri
- Demirbaş eşya tedarigi

- Coaching services
- Trainings demanded (Manaegement, Marketing, etc.)
- Common office facilities

- Rental support
- Office facilities
- Training
- Consultancy support
- Micro credit opportunities

Maximum 5 years

3 years

3 years

Have sufficient place

Have sufficient place

Ereğli Business Development Center (İŞGEM) – Zonguldak Ereğli and Environs Developmental Association

Adana Industrialists and Businessmen Association

Eskişehir Businessmen Association

- Project Funds
- Rental Fees

World Bank PSSP Fund

- World Bank
- Rental Fees

Integration with the existing enterprises is sought for.

Lines of communication are explored for cooperation with universities, big ICT companies (Microsoft, etc.), other technoparks and NGOs.

By means of our website

- Competence to prepare and evaluate business plans
- Ability to organize and mentor
- Strong personal relationships with the local administration, NGOs, and other industrialists
- University graduate
- Foreign language skills

- Experience in the sector
- Communication skills and Management experience

Yes?

Yes

Yes

- Sustaining income & expenditure balance
- Numbers of employment and enterprise created
- Number of enterprises graduated

- Number of enterprises accepted and graduated
- Annual endorsement
- Numbers of employment
- Created added value

- Number of employment opportunities
- Survival of min. 90% tenants for one year
- Annual endorsement

- Sustaining income & expenditure balance
- Production of profitable projects

- Proprietoring the project
- Graduation of successful tenants

Siemens Business Accelerator

Mersin İŞGEM (MİGEM)

Yes

Yes

- Work Plans conducted with enterprise
- Project Plans
- Achieving Milestones

- Employment opportunities provided
 - Sales
 - Profitability
- are the basic criteria.

- Office facilities
- IT infrastructure
- Coaching and mentoring services
- Technical and Managerial Consultancy services
- Human resources
- Legal and procurement services
- Consultancy in sales and marketing activities and physically attend customer visits

- Low rental cost
- Office facilities and equipment for common use
- Management Consultancy
- Training and support in preparing and writing of workplans

Depends on project and work conditions Projeye ve iş modeline göre değişmektedir.

3 years to maximum 5 years

Have sufficient place

Have sufficient place

Siemens AG

Founding partner is MESİAD (Mersin Industrialists and Businessmen Association)

Siemens AG

- Project fund
- Local partner contribution

Cooperation with the other Accelerators and Technology Development Centers within Siemens AG, as well as with Siemens organizations in other countries

No clustering

Appointed by Siemens AG regarding his/her familiarity with Siemens and market conditions, experience within sector, innovative character, and ability to take risk

- University graduate
- A powerful relationships network with local business environment and institutions
- Successful background in business administration
- Interested in Creative Industrial Sector, new enterprises, and business development
- Capability to establish sound communications and business relationships with entrepreneurs, and new-establishment owners, as well as senior administrators, academicians, and politicians,
- Capacity to quickly diagnose and analyze the problems and various situations in client enterprises
- Ability to establish and endure close personal relationships;
- Capability to prepare diligent reports, presentations, financial projection tables, and business plans
- Computer skills
- Additional criteria can be added if needed

No Supervisory Board

- Financial targets
- Success of tenants
- Finish up of the projects on time and their penetration to the market
- Follow up of the graduates and their successes

Depends on the turn out tenants, through a healthy establishment process, to be successful and sustainable enterprise

In accord with the philosophy of business development, a suitable place that can derive income. Therefore, public buildings out of use should be reserved to the center without demanding a payment.