SINTEF – Balkan activities

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Technology for a better society
The SINTEF Foundation

- Founded by Norwegian University of Science and Technology (NTNU) in 1950. Close cooperation.
- Vision: **Technology for a better society**
- Scandinavia’s largest independent **R&D institution** with 1800 employees.
- Execute more than 4000 projects every year. 90% commercial contracts. Participates in more than 50 EU projects and networks. 15% international projects.
- Focus on applied R&D for **industrial development** and commercialisation
- Experience from operates national technology transfer program (TEFT) and Innovation Relay Centre (IRC) in Norway.
- Strategy for **internationalisation** and one focus area is Central and Eastern Europe.
The SINTEF Group’s turnover in 2003, by institute and research company

Gross operating income in NOK 1.7 billion
Main academic partners in Norway

- The Norwegian University of Science and Technology, NTNU:
  - 20000 full-time students
  - 973 scientific employees

- University of Oslo, UiO,
  Faculty of mathematics and natural sciences:
  - 4500 full-time students
  - 518 scientific employees

NTNU and the SINTEF Group Collaboration in R & D

- NTNU personnel working on SINTEF projects
- SINTEF employees teach at NTNU
- Joint use of laboratories and instruments
SINTEF in commercialisation of R&D results in Norway

- About 100 spin-offs from SINTEF and NTNU, with about 2000 employees, in the last 20 years
- Three successful examples:
  - Powel ASA ([www.powel.com](http://www.powel.com))
  - FAST ([www.fastsearch.com](http://www.fastsearch.com))
  - Ergo Runit ([www.ergorunit.no](http://www.ergorunit.no))
- SINVENT
  - SINTEF’s own investment company
- Participation in domestic incubators:
  - Leiv Eiriksson Nyskaping (Innovation Centre)
  - Gløshaugen Innovation Center ("on campus" business incubator)
- But most of our contribution to innovation and commercialisation is in existing companies.
- Last 15 years participated in Technology Transfer Program for SMEs
International contracts were responsible for 15% of our turnover in 2003
SINTEF in Europe

- R&D in Industry
- TT SMEs
- Applied R&D for industry
- Capacity Building
- EU R&D

European Union

- Members
- Future members, and when:
  - Members in 2004
  - Hoping for 2007
  - Yet to begin negotiations

Map of Europe with labels marked on specific regions.
SINTEF involvement in EU 6FP
(35 million euro in 44 projects)
Innovation Relay Centres (IRC)

Objective
- "Enhance European Business Competitiveness by strengthening technology and the innovation base of Europe's SMEs"

Main tasks
- Promote the transnational technology transfer of technologies, whatever their origin
- Promote the transnational dissemination and exploitation of the results of Community research

IRC Norway (SINTEF)
- Hans Jørgen Flor – Project Manager and National coordinator
- [http://irc.indman.sintef.no](http://irc.indman.sintef.no)
- [http://www.irc.cordis.lu](http://www.irc.cordis.lu)
"Ambitions and Strategy – Central and Eastern Europe”

- **Vision:** Technology for a better society (in a global and sustainable perspective)

- **Focus Area:** Balkan and Poland

- **Goal:** Contribute to Local Economic Development by making R&D more applicable for Business Development

- **Strategies:**
  - Technology Transfer and Capacity Building
  - Local presence (office/staff) as facilitators for increased R&D cooperation between local partners and SINTEF

- **In addition:** Become a more attractive partner for Norwegian industry and investors abroad
Status SINTEF presence in Balkan

■ Macedonia
  ■ Presence since 2002
  ■ Local Foundation/Office with 5 employees
    ■ CEO: Nevenka Pendevska, np@mir.org.mk
    ■ WEB: www.sintef.org.mk
  ■ Projects:
    ■ SME-ART (Capacity Building University-SMEs)
    ■ Macedonian-Norwegian Business Matchmaking
    ■ Teteks (Business development large textile company)
    ■ Youth Entrepreneurial Services (training, competition and business incubator), www.yesincubator.org.mk
  ■ Partners: Universities, National Authorities, SOROS, UNDP

■ Serbia
  ■ Projects:
    ■ National Entrepreneurship Program, www.entranse.org
    ■ IMOD-X (Capacity Building in Ministry of Capital Investment)
  ■ Two Project Offices in Belgrade
  ■ Country Manager: Morten.Muus.Falck@sintef.no

■ Bosnia & Herzegovina
  ■ Project:
    ■ Business Innovation Centre – BIT Center, Tuzla, www.bit.ba
    ■ 4 year project
    ■ Partners: SIVA, Tuzla Municipality and University
    ■ Project Office in Tuzla
  ■ Country Manager: Torkel.Ystgaard@sintef.no
ENTRANSE – Serbia&Montenegro

**ENTRANSE 2005**
- Initiated/managed by national authorities
- Development of national Entrepreneurship Program
  - Institutional Building
  - Multidonor coordination initiative
  - Concept Development
- Development of Inhouse one-to-one training
- Nis Industrial Incubator Pilot

**ENTRANSE 2006**
- Establish donor consortium (Norway, Sweden, Denmark, Switzerland, Austria, Netherlands)
- Establishing National Program
- Implementing 2-3 incubators
- Benchmarking of Incubators in Transition Economies (partnership with ERENET)
- Startup planning in Montenegro together with Japanese project

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The Core Values Concept

- Perspective
- Relations
- Timing
- Loyalty
- Action

The Entrepreneur – Competence

The Business – market

Licensing

Embedded Training

Training packages, Concepts, Methods, Practical tools
Nis Industrial Incubator

- Pilot incubator for ENTRANSE program
- Location: Mechanical Industries (MIN), Nis
- Size: 9000 m² refurbished of which 2000 m² for training/adm.
- Target groups: Mechanical production +
- Opened October 2005
- Tenants Jan 2006: 13 entrepreneurs selected, 9 moved in.
- Formal structure: LLC owned by City of Nis (51%) and Regional Agency for Entrepreneurship (49%)
- Implementation support: SINTEF
- Funding: City of Nis and NMFA*

* NMFA = Norwegian Ministry of Foreign Affairs
BIT CENTER Concept:
Support start-ups and young businesses. Facilitates dynamic R&D networks.

- Centre for New Technology
  - Project initiation & management to larger co-operative projects
  - Initialisation of co-operative research activities
  - Mach-making and technology transfer services

- Business Incubator
  - Idea development and entrepreneurial coaching (one to one)
  - Incubator services for start-up companies
  - Modern facilities for growing companies and international branch offices or projects

- Seed capital Investment fund
  - Pre-seed capital for idea development
  - Convertible loans for Incubated start-up companies
  - Equity investment for young growing companies

BIT Center creates positive attention
The young entrepreneurs love it

BIT- Center, Tuzla
Has grown to a dynamic innovation Center connected to an International network in one year
SME-ART Macedonia

**Overall goal**
- Capacity building for sustainable SME sector development in Macedonia

**Project Objective**
- Strengthening the competitive advantage of SME sector
- Capacity building and applied R&D at academia and SME level
- Strengthen the cooperation between SME sector, academia, government
- Increase of economical cooperation between Norway and Macedonia
YES project at a glance

- **Mission**
  - To provide young people in Macedonia with entrepreneurship skills, stimulate the development of business ideas and support the realization

- **Target group**
  - Young entrepreneurial people 18-28 year having business ideas with high growth potential

- **Integrated support system for realization of new businesses through the means of three independent but synergetic components**
  - Entrepreneurship Training
  - Business Plan Competition
  - Business Incubator in Skopje

- **Main stakeholders**
  - Foundation Open Society Institute - Macedonia (FOSIM) and SINTEF

- **Donors**
  - SOROS and Norwegian Ministry of Foreign Affairs

- **Project period**: 2004 (pilot); 2005-2008 (main project)
GOALS

- Creation of a profitable, dynamic and modern industrial park
- Creation of new employment, targeting 5000 people in TE park within 2015
- Creation of a service oriented sustainable Business Incubator
- Creation of attractive industrial investment prospects (Teteks factories ++)

TE Park & TE Incubator
Industrial estate and business development
Our ”Support Logic” in Macedonia