



Innovation support institutions: good practices in managing business incubators and science parks

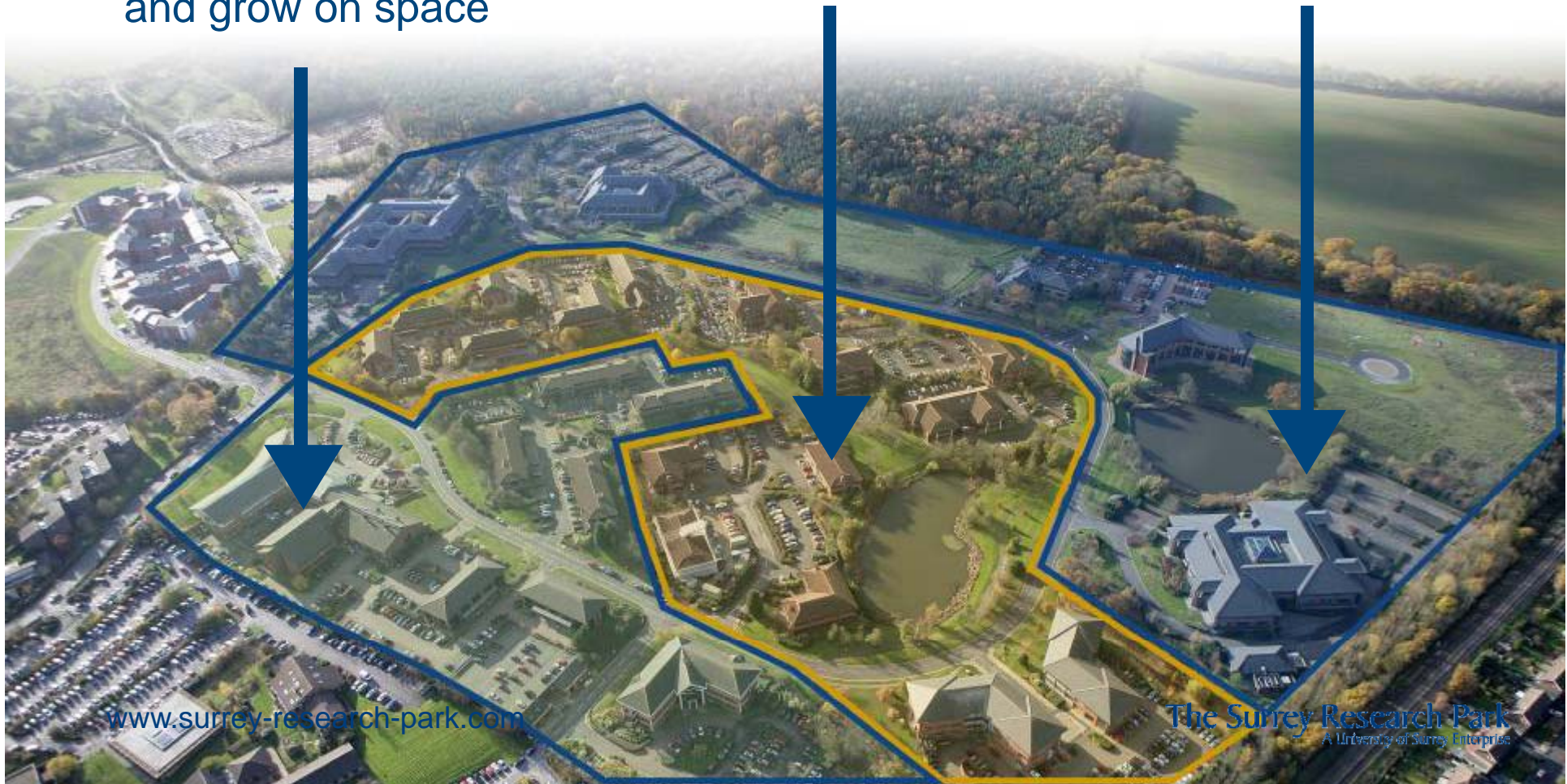
Dr Malcolm Parry OBE
Director and CEO
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University of Surrey, UK

The science park model - three zones

- Pre-incubation and business incubation and grow on space

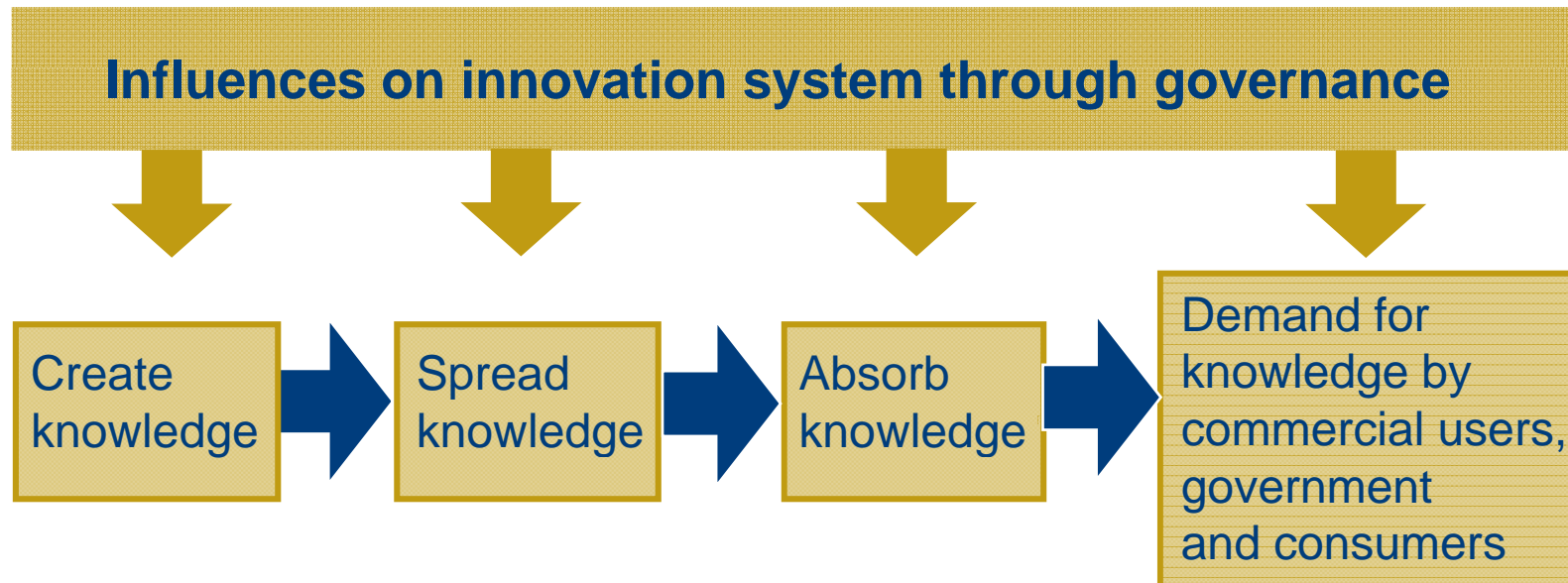
- Medium sized research facilities

- Large research centres and HQ



Evolution of science and technology parks

- Support for business development
- Changes to host organisation
- Management of tech transfer
- More funding intervention for Parks
- Economic development
- Leadership for innovation systems



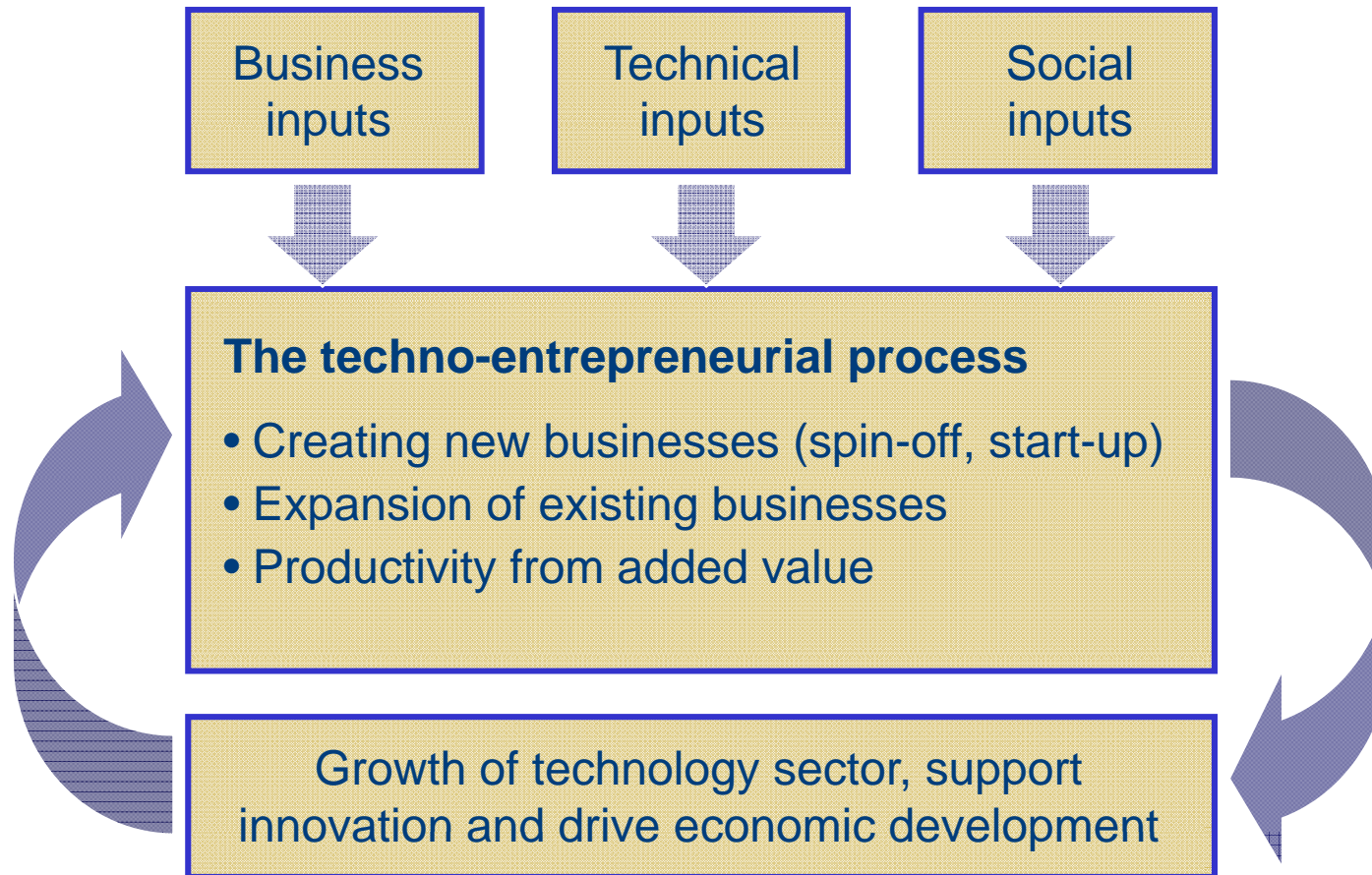
Science parks, innovation

- **Broader approach to innovation**

- New products
- Technological breakthrough
- Services
- Business models
- New business processes
- Import substitution
- Localisation of technology

- **Open innovation**

The operational environment for science parks



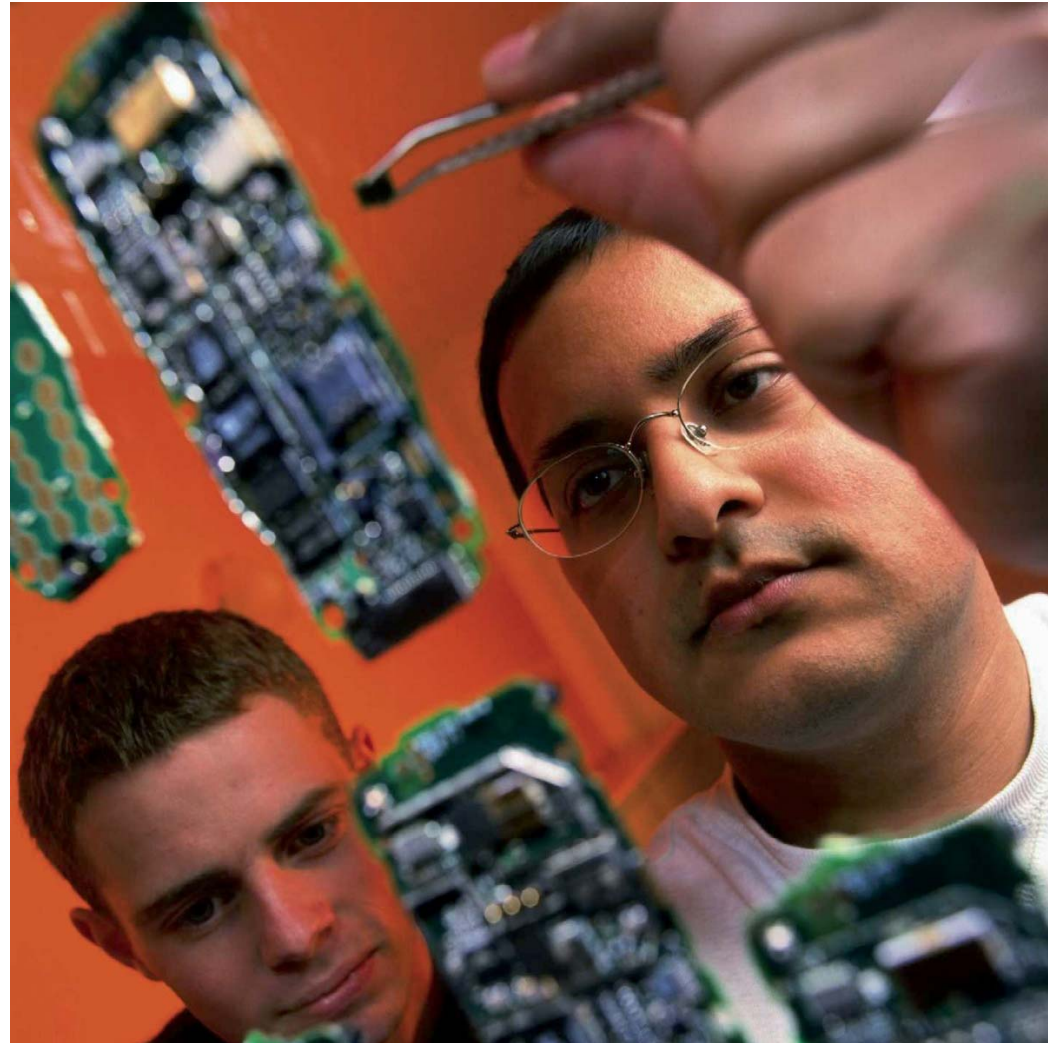
High growth companies

- Education and experience
- Hold IP
- Need finance
- Build relationships

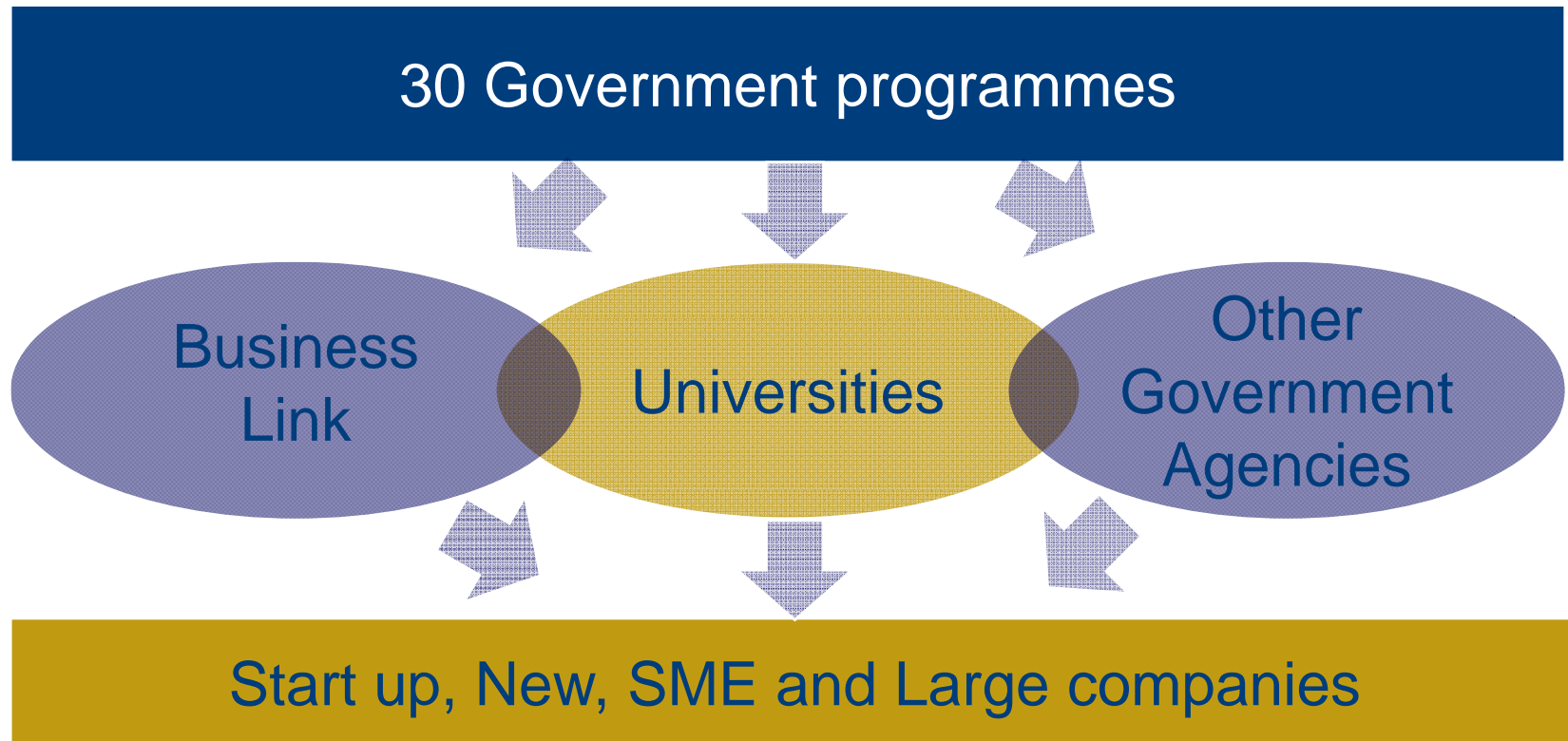


Supporting business development

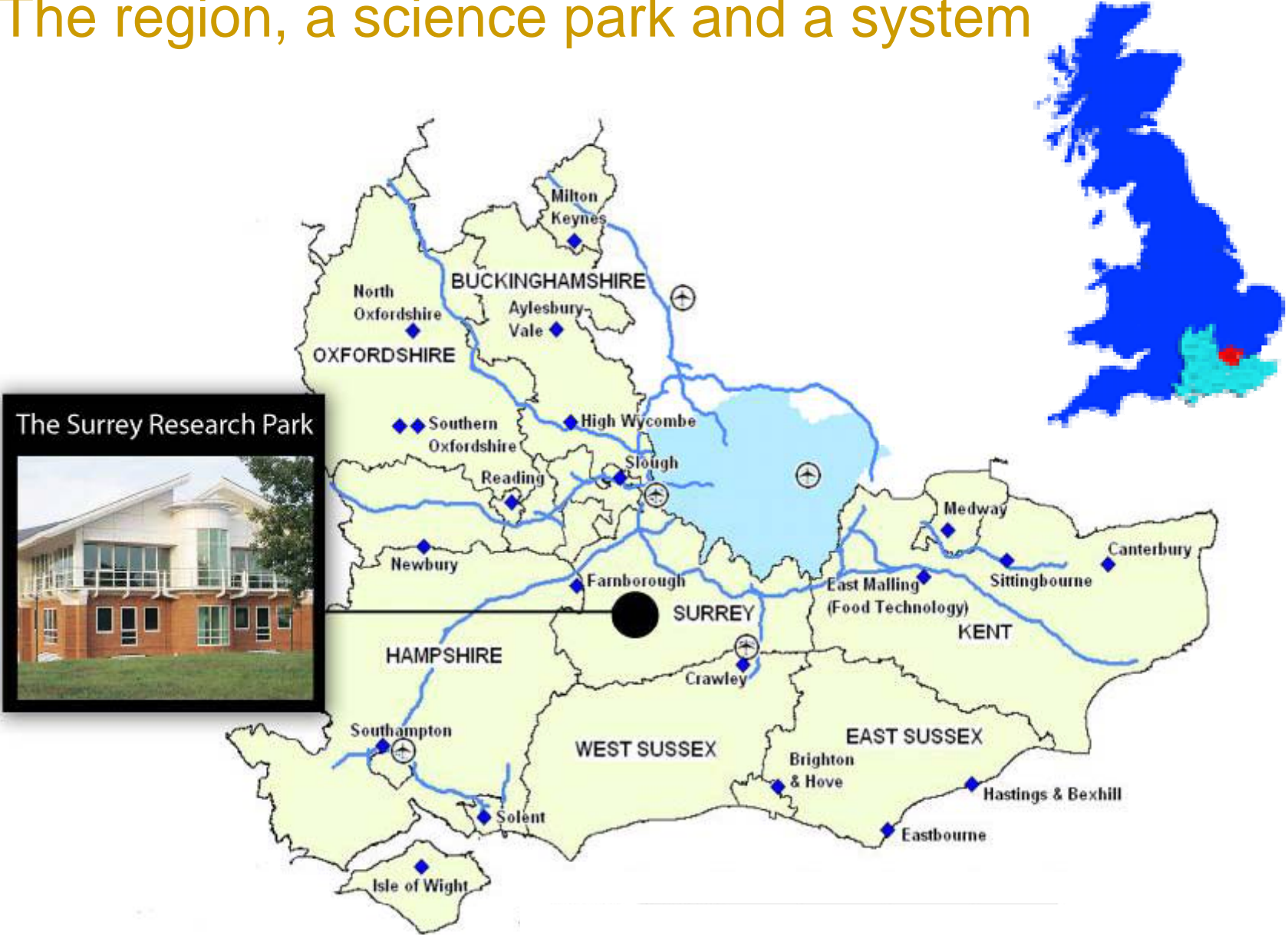
- High growth start-ups and scalable micros
- Step changes from small to medium
- Step change medium to large
- Building large knowledge generators



Solutions for business – funded by government



The region, a science park and a system

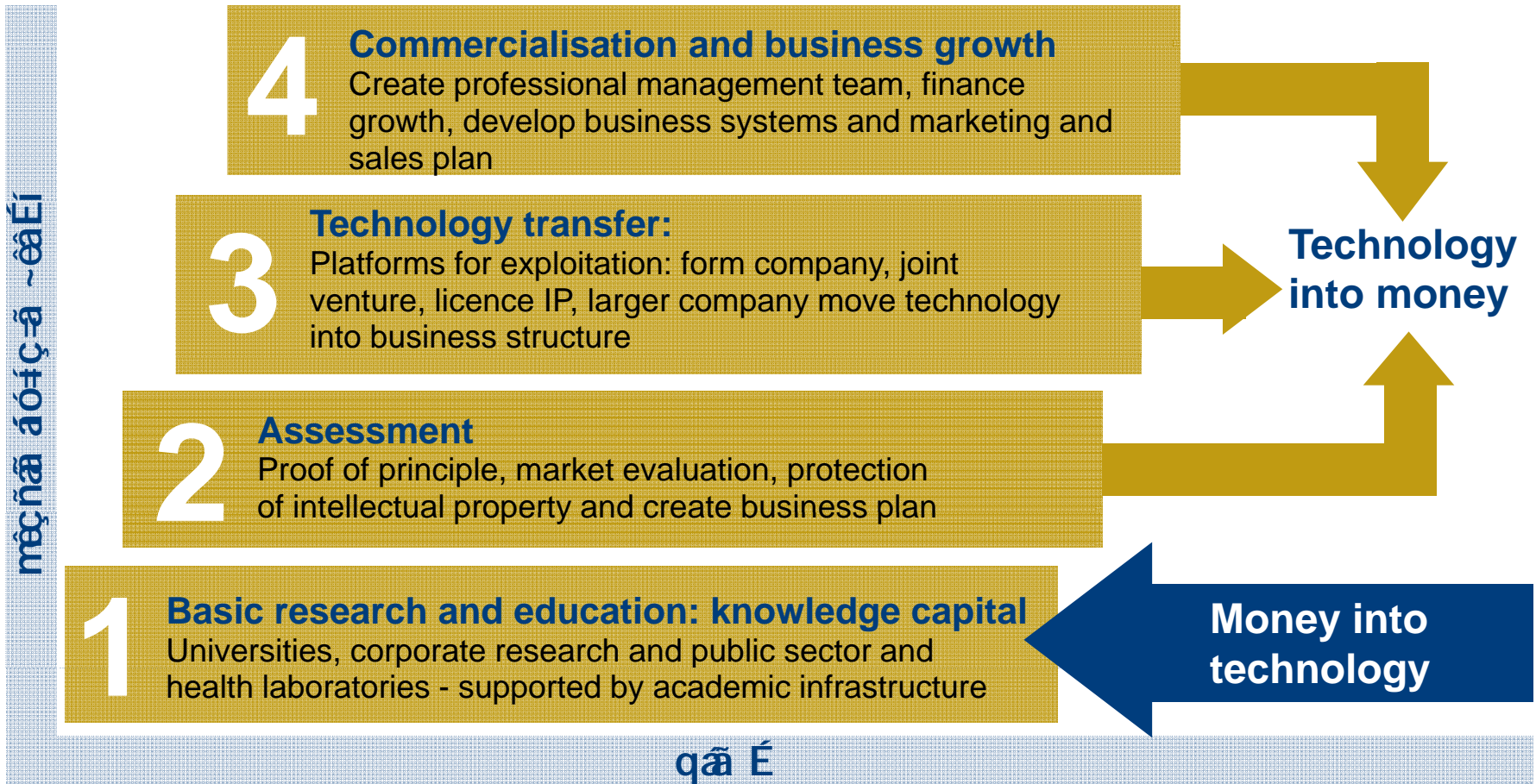


Pre start up and scaleable micro companies

- Finance for business
- Starting a high growth business
 - Mentor allocated
 - Develop route map
 - Practical and specialist help:
 - IP
 - Marketing
 - Fund raising
 - Management team
 - Access to markets and major customers
 - Business education programmes



Commercialising science and technology



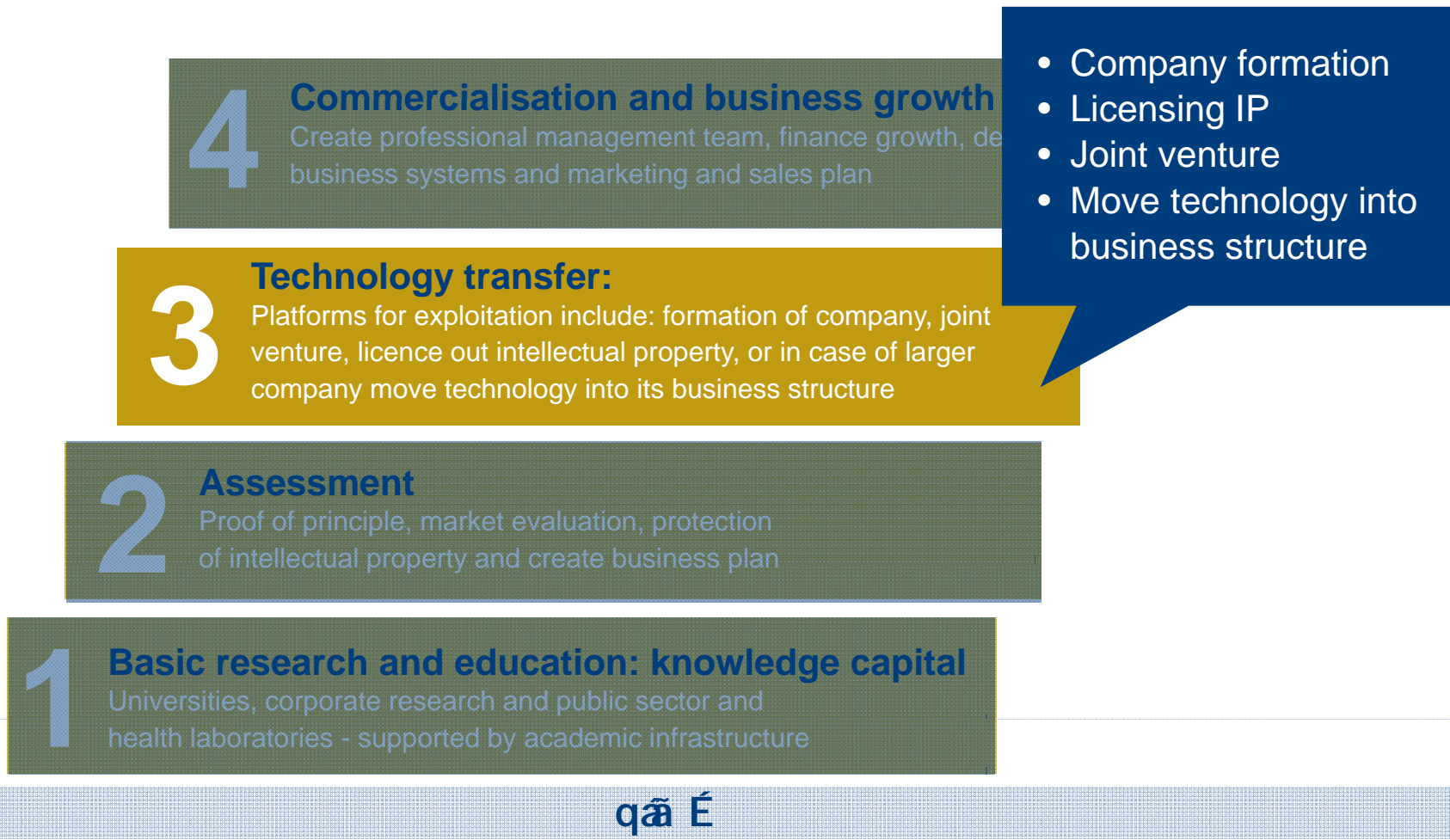
Commercialising science and technology

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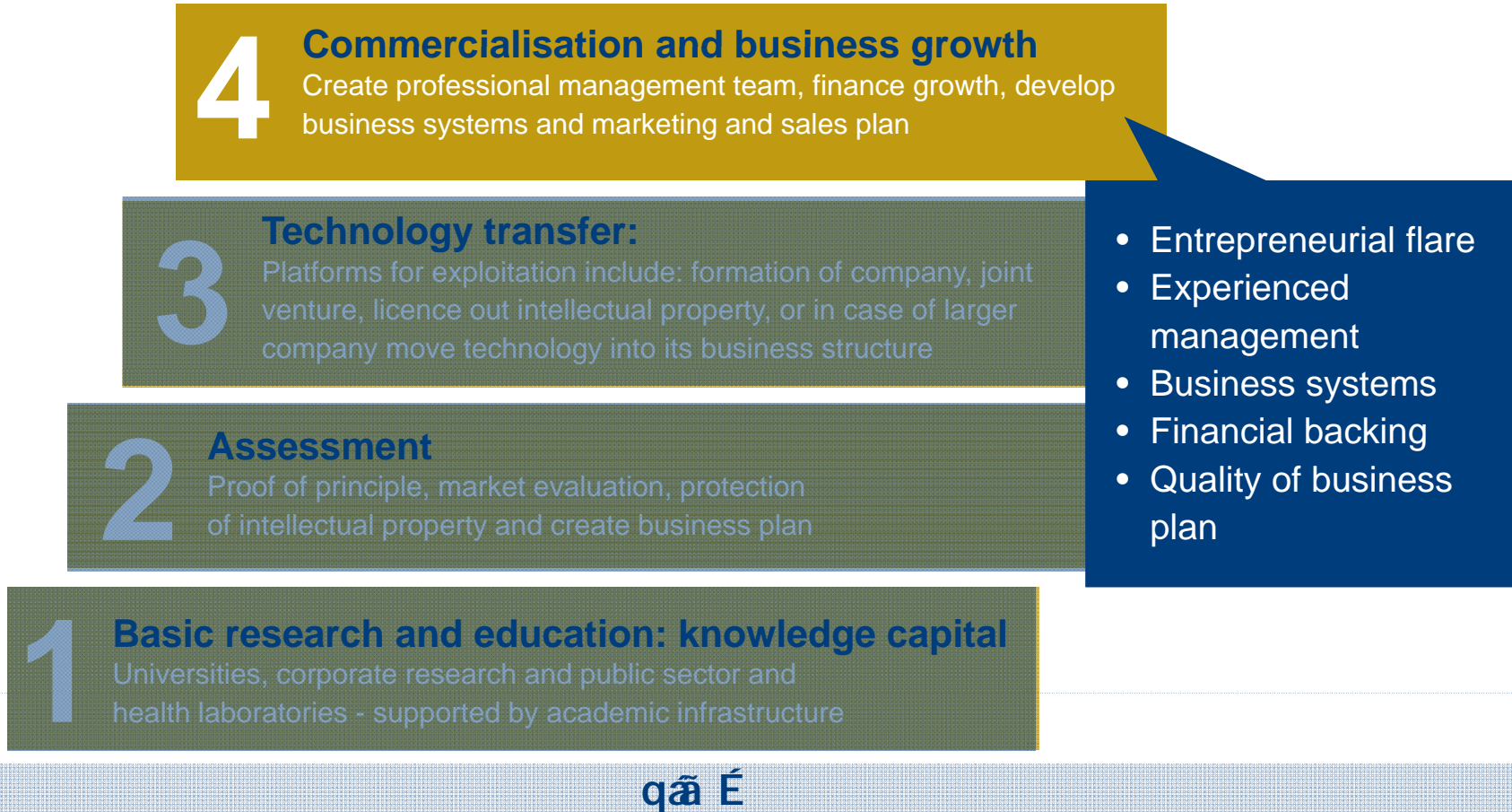
Commercialising science and technology

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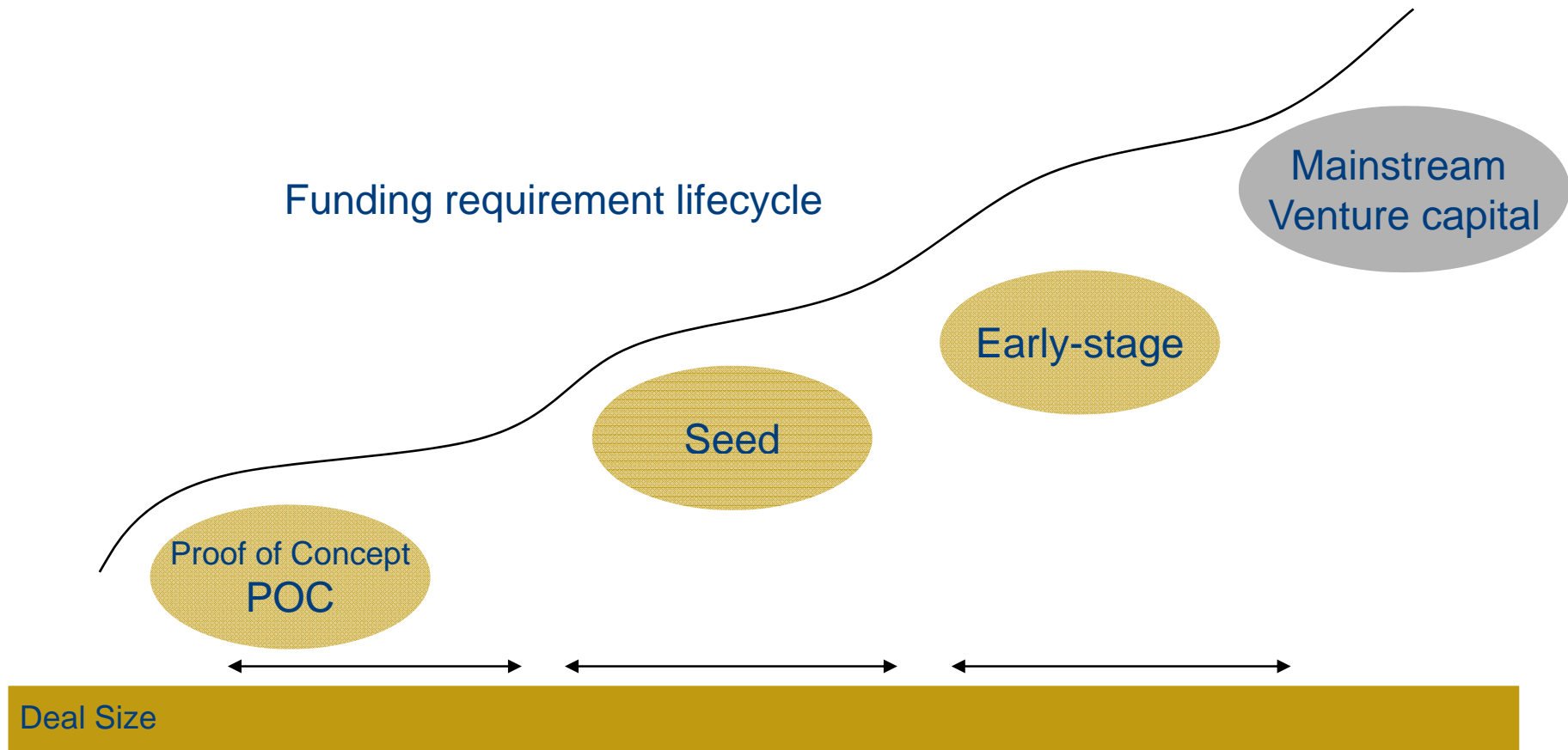


Commercialising science and technology

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The continuum of finance from concept to growth



Government support – new companies

- Access to finance
- Grants for R&D
- Designing Demand
- Networking for Innovation
- Business Collaboration Networks
- Manufacturing Advisory Service



Government support for small and medium enterprises

- Knowledge transfer partnerships
- Innovation vouchers
- Innovation advice and guidance
- Grants for R&D
- Coaching for high growth

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Step change small to medium

High growth business coaching:

- Leadership
- Professional managers
- Company and share structures
- Raising external funding
- Business models
- Internal processes
- Collaboration partners
- Access to major markets and specific global customers



Step-change: medium to large

- £10m + turnover significant employer
- 10 years trading history
- Experienced management team
- Strong commercialisation capabilities
- Mature core products, trading overseas, good market reputation, trusted
- A wider impact through supply chains
- Potential to be a £50m+ company
- Need to improve innovation performance
- Link to innovative companies
- Link to research base



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Large firms

- £100m + turnover
- Important to the region
- Operate in competitive global markets
- Highly innovative
- Can be constrained by culture
- Allocate resources for open innovation
- Difficult to identify and work with the right SMEs
- High potential to impact positively on other businesses in the region

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People – the entrepreneur, competence and capital

Competence

- Leadership
- Industry experience
- Track record
- Marketing and sales experience
- Organisational ability
- Product and market understanding

Capital

- Business model
- Exit strategy



Science Parks – supporting regional growth

- 25 years of development
- Leadership and investment
- Focal point for innovation systems
- Government support refined
- Regional delivery for step change
- Innovation and growth teams





Thank you!

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