WBC**Inno**

– *Trenutno stanje u biznis inkubatorima i naučno-tehnološkim parkovima u regionu Zapadnog Balkana i izazovi sa kojima se suočavaju –*

Gordana Danilović Grković

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Tempus

Biznis inkubatori i naučno tehnološki parkovi

- Biznis inkubatori su strukture dizajnirane da podrže razvoj preduzeća u ranoj fazi

- Biznis inkubatori su instrumenti regionalnog razvoja

- Naučno tehnološki parkovi su komleksi koji omogućuju saradnju univerziteta – industrije – vlade

- IASP – NTP su organizacije kojima upravlja profesionalan menadžment čiji je glavni zadatak da poboljša blagostanje zajednice, promovisanjem kulture inovativnosti i konkurentnosti i povezivanjem preduzeća i istraživačkih institucija

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Važne smernice

- BI su instrumenti regionalnog razvoja i modeli variraju od zavisnosti od problema u regionu koji se želi rešiti

- BI su organizacije za podršku start up preduzećima za potencijalom za rast i razvoj

- Pojedine institucije treba obeshrabriti da same osnivaju BI (NTP su znatno kompleksniji)

- BI treba da raspolazu sa preko 2000m² – da bi postigli ekonomiju obima

- BI i NTP nisu izdavanje prostora

- Uspeh BI/NTP se meri razvojem i uspehom kompanija

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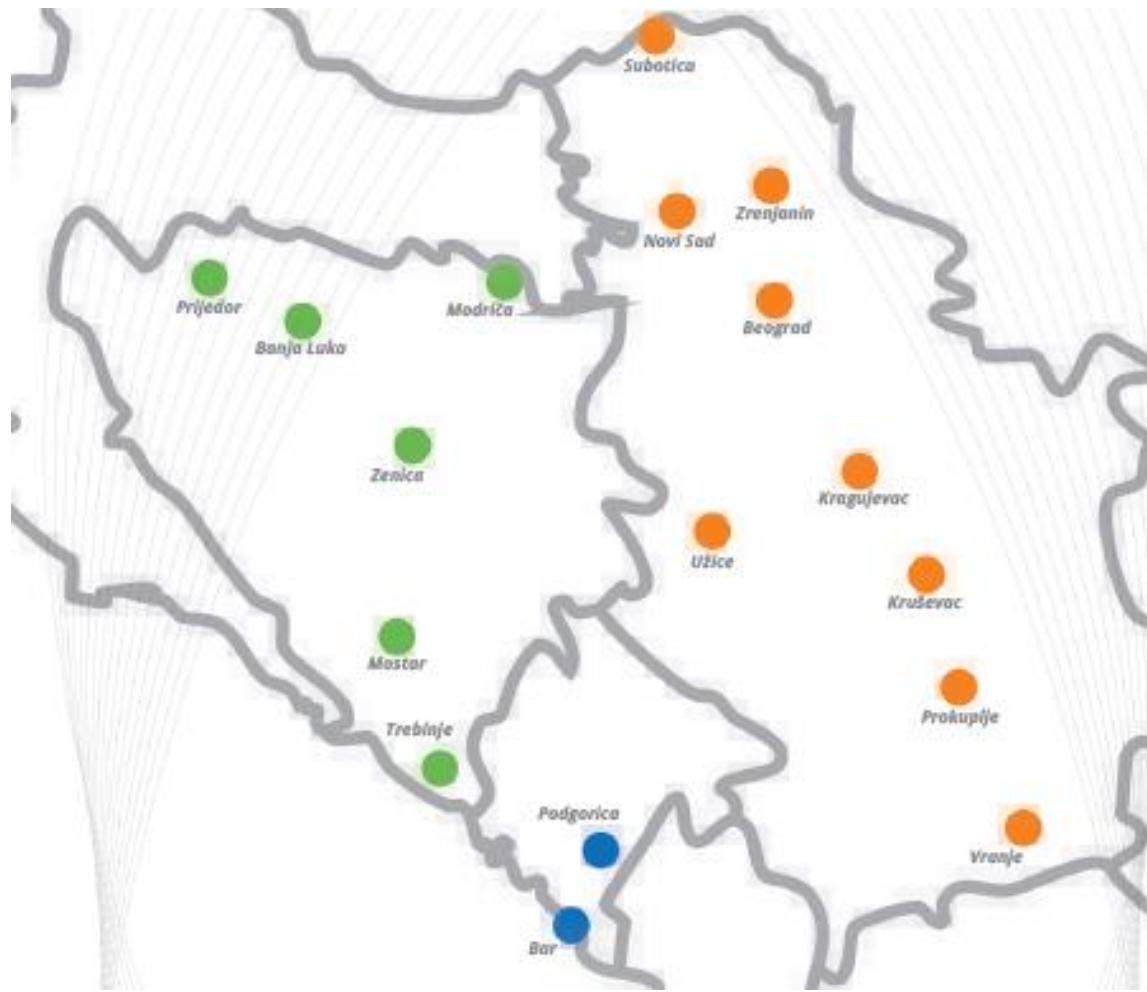
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Zašto BI i NTP u našem regionu?

- Zato što smo tu gde jesmo:
  - Nekonkurentna ekonomija,
  - Slab prirast start up preduzeća,
  - Odliv mozgova,
  - Slab transfer znanja i tehnologija iz R&D.
- Zato što postoji potencijal u istraživanju
- Iskustvo razvijenih zemalja

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BI u Bosni i Hercegovini

- 2001. početak razvoja BI kao zajednička inicijativa nevladinog sektora i lokalnih samouprava

- 2004. Zenica

- 2005. prvi institucionali pristup u Tuzli (osnovan inkubator u Tuzli u partnerstvu opštine Tuzla, Univerziteta, SiNTEF i SIVA)

- 2010. - Centar u BanjaLuci

- 2012. - INTERA – Tehnopark Mostar

- Ukupno 11 BI

BI u Srbiji

- BI u Srbiji počinju da se razvijaju 2004/2005 (ENTRANCE program i OSCE) u Nišu i Knjaževcu

- 2006/2007 – eksplozija osnivanja BI (Beograd, Subotica, Vranje, Užice, Prokuplje...)

- NIP ulaže u izgradnju novih zgrada ili adaptaciju postojećih i time se praktično završava podrška države BI

- 23 BI su pokrenuta u Srbiji ali nisu svi funkcionalni

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BI u Crnoj Gori

- 2009 osnovani su inkubatori u Podgorici i Baru

- Ukupno – 2 inkubatora

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Razvoj NTP u ovoj regiji

- U dokumentima se može naći više NTP u ovoj regiji, ali činjenica je da još uvek nemamo ni jedan pravi NTP

- Najpribližnije:
    - BIT Centar Tuzla / TP Mostar, BiH
    - Kompleks na Zvezdari u Beogradu, Srbija
    - Tehnopolis u izgradnji u Nikšiću, Crna Gora

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Table 1: *Number of tenants and employees in business incubators*

Country	Incubator	No. of tenants	No. of employees (tenants)	No. of staff[1] (academy)	No. of staff[2] (tech.)	No. of employees[6]
SRB	Subotica	14	52	5	30	3
	Novi Sad	10	35	5	30	2
	Zrenjanin	13	32	21	9	2
	Beograd	20	50	50	45	5
	Kragujevac	11	50	5	12	7
	Užice	12	60	-	15	4
	Kruševac	21	39	14	22	5
	Prokuplje	11	41	13	12	5
	Vranje	24	198	5	3	3
MNE	Podgorica	12	40	20	30	2
	Bar	39	120	20	30	3
BIH	Banja Luka	32	130	-	-	7
	Modriča	11	202	-	3	3
	Prijedor	7	36	-	-	-
	Zenica	29	129	-	-	3
	Mostar	4	28	11	19	7
	Trebinje	8	27	15	15	1

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Table 2: Performance since establishment

Country	Incubator	Year of establishment	No. of firms incubated	No. of new businesses created and supported	No. of jobs created at client or graduate companies
SRB	Subotica	2006	32	32	60
	Novi Sad	2010	12	13	43
	Zrenjanin	2005	24	30	82
	Beograd	2006	35	35	200
	Kragujevac	2008	31	9	100
	Užice	2008	32	6	80
	Kruševac	2008	51	-	-
	Prokuplje	2007	11	13	45
	Vranje	2006	24	20	123
MNE	Podgorica	2009	15	12	30
	Bar	2009	-	-	-
BIH	Banja Luka	2010	32	-	-
	Modriča	2005	11	-	-
	Prijedor	-	7	-	-
	Zenica	2004	56	40	500
	Mostar	2011	4	-	-
	Trebinje	2009	8	6	12

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Table 3: Other key figures

Country	Incubator	Occupancy rate [%]	Length of tenancy [months]	Survival rates of tenant firms[1] [%]	Patents[2]
SRB	Subotica	70	36	70	-
	Novi Sad	60	36	-	1
	Zrenjanin	75	36	85	0
	Beograd	100	36	95	5
	Kragujevac	70	28.5	90	-
	Užice	100	24	97	-
	Kruševac	90	24	82	-
	Prokuplje	90	24-48	90	-
	Vranje	80	36	93	-
MNE	Podgorica	100	48-60	90	-
	Bar	100	36-60	95	-
BIH	Banja Luka	60	36	-	3
	Modriča	95	36	60	-
	Prijedor	-	-	-	-
	Zenica	100	60	81	-
	Mostar	-	-	-	-
	Trebinje	-	-	-	-

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Table 4: Main economic activities of BIs in WBC

Country	Incubator	Main economic activities of the tenants								
		Sales, marketing and distribution	Business and financial services	Advanced manufacturing	Information and Communication Technology	Research and Development (for others)	Biotechnology / Pharmaceuticals	Knowledge based industries	Other manufacturing activities	Other service activities
SRB	Subotica	15%	4%	43%	0%	4%	0%	4%	15%	15%
	Novi Sad	10%	0%	0%	80%	0%	0%	10%	0%	0%
	Zrenjanin	10%	10%	0%	60%	0%	0%	10%	0%	10%
	Beograd	0%	0%	14%	43%	6%	3%	23%	0%	11%
	Kragujevac	0%	12%	0%	45%	0%	0%	18%	0%	25%
	Užice	0%	0%	0%	0%	0%	0%	17%	83%	0%
	Kruševac	9.6%	14.2%	0%	19%	4.7%	4.7%	9.6%	14.2%	24%
	Prokuplje	25%	25%	0%	0%	0%	0%	0%	0%	50%
	Vranje	0%	0%	60%	0%	0%	0%	5%	35%	0%
MNE	Podgorica	10%	0%	0%	50%	10%	0%	0%	0%	30%
	Bar	0%	30%	0%	30%	0%	0%	0%	0%	40%
BIH	Banja Luka	no valid data								
	Modriča	no valid data								
	Prijedor	no valid data								
	Zenica	0%	0%	39%	43%	0%	0%	0%	0%	18%
	Mostar	0%	0%	0%	50%	0%	0%	0%	0%	50%
	Trebinje	no valid data								

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Table 5: *Infrastructure and "hard" services of BIs in Serbia*

Country	Incubator	Available space in m²	Building arrangement incubator (m²)	Physical and industrial infrastructure	IT Services	Offices services, usage of equipments	... other "hard" services
SRB	Subotica	1600 m²	Office 300 m², production 1300 m²	-	ADSL	Copy, printer	Van, forklift
	Novi Sad	800 m²	24 offices (12-26 m²), 4 meeting rooms	-	Servers, storage, ...	Copy, printer, scanner	-
	Zrenjanin	900 m²	22 offices (13-30 m²), 2 meeting rooms	-	Servers, storage, ...	Copy, printer, scanner	-
	Beograd	570 out of which 300 is available for incubation office space	2nd floor in the old building or Faculty of Mechanical Engineering, campus of technical faculties	Office space, training hall, joint meeting room, kitchen	Broadband internet connection	Office space, printer, scaner, copy	Reception area, telephone network, and hardware, car park, security system
	Kragujevac	2690 m²	-	4500 m²	IT training center	PC, personal lap top for each tenant, copy, scanner, multimedia equipment, telephone, internet, fax	-
	Užice	-	1650 m²	1650 m²	IT training center, Broadband internet connection	PC, printers, copy, telephone, fax, multimedia equipment (video projector and screen, smart board)	-
	Kruševac	1632 m²	971 m²	-	Broadband internet connection	PC, printers, copy, telephone, multimedia equipment (video projector and screen)	Fire alarm system, video surveillance, parking space, cafe for tenants and guests
	Prokuplje	1300 m²	-	-	IT training center, internet connection	PC, printers, copy, mail, telephone, fax, multimedia equipment (video projector and screen, smart board)	Fire alarm system, parking space, dressing room, restaurant
	Vranje	2690 m²	-	4500 m²	IT training center	PC, personal lap top for each tenant, copy, scanner, multimedia equipment, telephone, internet, fax	-

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Table 6: Infrastructure and "hard" services of BIs in Montenegro

Country	Incubator	Available space in m²	Building arrangement incubator (m²)	Physical and industrial infrastructure	IT Services	Offices services, usage of equipments	... other "hard" services
MNE	Podgorica	200 m²	All office space	-	Broadband internet connection	Office space, printer, scanner, copy	telephone network and hardware
	Bar	1100 m²	Whole 5th floor and 50% of the 2nd floor in the 30 year old building, reconstructed in new office spaces	Office space, training hall, joint meeting rooms, computer rooms, small cafe	Broadband internet connection	Office space, printer, scanner, copy	Reception area, telephone network and hardware, car park, security system

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Table 7: *Infrastructure and "hard" services of BIs in Bosnia and Herzegovina*

Country	Incubator	Available space in m²	Building arrangement incubator (m²)	Physical and industrial infrastructure	IT Services	Offices services, usage of equipments	... other "hard" services
BIH	Banja Luka	900 m²	Offices 30m²	-	-	-	-
	Modriča	2760 m²	-	-	-	-	-
	Prijedor	1381 m²	-	-	-	-	-
	Zenica	3000 m²	BIZ buildings: 25 of manufacturing premises, 8 offices	Parking places, toilets	Broadband internet connection	PC, printers, copy, telephone, multimedia equipment (video projector and screen)	Fire alarm system
	Mostar	2300 m²	690 m²	-	Data center with cloud infrastructure, optic fiber internet connection	Audio - video equipment, video conference equipment	-
	Trebinje	535 m²	Ground floor with exterior	Office spaces	Full IT services	Available	-

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Table 8: "Soft" services provided by BIs in WBC

Country	SRB									MNE		BIH					
Incubator	Subotica	Novi Sad	Zrenjanin	Beograd	Kragujevac	Užice	Kruševac	Prokuplje	Vranje	Podgorica	Bar	Banja Luka	Modriča	Prijedor	Zenica	Mostar	Trebinje
General start-up advice	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓
Business plans	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
General advice	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓					✓	✓	✓
Assistance in the preparation	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
Market analysis	✓	✓	✓					✓				✓					✓
Search for personnel	✓	✓	✓			✓									✓	✓	✓
Technology consulting	✓	✓	✓							✓				✓			✓
Identification of cooperation partners	✓	✓	✓				✓		✓	✓	✓	✓		✓	✓	✓	✓
Legal advice	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓						✓
Patent Advice				✓				✓				✓		✓			✓
Financial Advice	✓	✓	✓	✓				✓	✓	✓	✓	✓		✓			✓
Insurance advice										✓			✓	✓			✓
Search for funding	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
Public funding	✓	✓	✓	✓	✓	✓	✓	✓				✓			✓	✓	✓
Equity	✓	✓	✓	✓				✓		✓		✓					✓
Borrowing					✓	✓	✓	✓	✓	✓	✓	✓					
Accounting	✓	✓	✓	✓			✓			✓			✓				✓
Marketing consulting	✓	✓	✓		✓	✓	✓			✓		✓			✓	✓	✓
Exhibition organization	✓	✓	✓	✓	✓	✓	✓	✓			✓				✓	✓	✓
Organizational consulting	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓					
Outsourcing of certain work areas		✓	✓			✓	✓	✓	✓	✓	✓	✓			✓		
Public relations	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓					✓	✓	✓
Framework contracts										✓	✓						
Further education	✓	✓	✓	✓	✓	✓	✓			✓	✓				✓	✓	✓
... other "soft" services (Joint promotion)				✓						✓	✓						

"Soft" Services

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IZAZOVI

- *Unaprediti nivo razumevanja uloge i važnosti BI i NTP u državnim i lokalnim strukturama. Povećati nivo razumevanja važnosti inovacija za razvoj nove ekonomije zasnovane na znanju*

- *Motivisati mlade obrazovane ljude da svoju energiju usmere u pokretanje svojih biznisa u lokalnim sredinama (prevencija odliva mozgova)*

- *Pripremiti i prilagoditi pravne okvire za ubrzan razvoj inovativnih kompanija*

- *Jače umrežavanje (BI, STP, BI/STP-univerziteti)*

- *Bolja promocija kroz elektronske medije i socijalne mreže*

- *Razvoj preduzetničkih obuka i treninga kroz saradnju sa univerzitetom*

- *Uspostavljnje grupa za kreativni razvoj i razvoj mentoring program za studente-potencijalne preduzetnike*

- *Uspostavljanje sistema za monitorin BI i NTP*

- *Organizovanje zajedničkih takmičenja i izbora:*
  - *Za najbolje Bi u zemlji/regionu*
  - *Za najbolju ideju stanara na nacionalnom/regionalnom nivou*

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MERE

- M1 Unapredjenje organizacionog i finansijskog okvira za BI/NTP
- M2 Razvoj infrastrukture koja može odgovoriti potrebama start up i spin off kompanija
- M3 Primena ICT alata za unapredjenje komunikacija
- M4 Unapredjenje servisa za stanare BI/NTP
- M5 Dodatni razvoj virtuelne inkubacije
- M6 Povezivanje sa obrazovnim institucijama
- M7 Kreiranje mehanizama i struktura za high tech inovacije u saradnji sa univerzitetima i istraživačkim centrima
- M8 Organizacija takmičenja za najbolji biznis plan, najbolju studentsku inovativnu ideju
- M9 Unapredjenje vidljivosti, promocije i internacionalizacije za BI/STP
- M10 Umrežavanje BI/STP

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WINNERS

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