IPN’s Model to promote Innovation and Spin-offs
Created in 1991 by the University of Coimbra
Promotes innovation
Links university and industry

Congregates 38 associates
- R&D Entities
- Public Organizations
- Municipalities
- Industrial Associations
- Companies

Created in 1991 by the University of Coimbra
Promotes innovation
Links university and industry

Congregates 38 associates
- R&D Entities
- Public Organizations
- Municipalities
- Industrial Associations
- Companies
**IPN CONTEXT**

**Coimbra University**
- 720 years old
- Tradition in Law and Medicine
- Strong in IT & Electronics, Biotech and Materials
- 23,000 Students

**Fac. Science & Technology**
- 8,000 undergraduates
- 1,000 post-graduates
- 650 teaching & research staff

**Business /Institutional Environment**
- Emerging cluster of Tech-based industries
- Excellence in the Health Sector

**IPN location**
- Located in the Technology Campus of Coimbra University (POLO II).
- Very near to the faculties of engineering and other research institutes.
- In front of Politechnic Institute of Coimbra.
- RTD Projects in consortia with industry
- Innovation and Technological Development
- Technology Transfer

- LAS – Laboratory for Automation and Systems
- LED&MAT – Laboratory for Wear, Testing and Materials
- LIS - Laboratory for Informatics and Systems
- LEC – Laboratory for Electroanalysis and Corrosion
- LABGEO - Geotechnical Laboratory
- LABPHARM - Laboratory for Pharmaceutical Sciences
**RTD LABORATORIES – CASE STUDY #1**

**SILVER**

**Need**
Solving the tarnishing silver problem, with particular emphasis on the filigree, which has caused a considerable decrease in Portuguese exports (in Japan, the volume has decreased around 60%).

**Strategy**
R&T&D project in consortia with IPN and filigree producer Ferreira Marques & Irmãos, funded by national Innovation Agency.

**Results**
A type of silver-based coating that can prevent the tarnished surface, chemicals agents action and adds resistance wear. Protection process that does not change the material chemistry base composition. Pieces tests at real scale.
SMARTCATCH – FP7

**Need**
- Development of a novel remote stress sensing system to increase safety, efficiency and to reduce environmental effects in fishing and mooring applications, contributing to improve the sector’s competitiveness.

**Strategy**
- *Research for SMEs:* 13 partners: Instituto Pedro Nunes + HERI (UK) + Tech Institut (Norway) – Univ. de Gdansk (Pol) – Fishing Associations (Scotch, German, Norwegian) + SME producers of ropes and fishing materials (UK, Scotland) + SME from aquaculture sector (Italy)

**Results**
- New products
- Decreases the energetic expenditures of ship
- Increases safety in fishing activities
- Decreases fish losses due to failure of cages anchorage
promotes startup creation supporting innovative and technology-based ideas
INCUBATOR SERVICES

Business Plans
- Technological viability,
- Economical viability,
- Training process

Space and Logistics
- Rooms: 20, 28, 33, 40, 56, 66 m²
- Conference rooms, administrative support, communications, etc

Access to Funding
- National and International Funding Banks, Business Angels, Venture Capital

Management support
- Business development,
- General accountancy,
- Tax planning, etc

Physical Incubation
- Virtual Incubation
  - Start
  - Follow-up

Training
- Science, technology, business
  - Facilities
  - Auditorium

Access to scientific knowledge
- Coimbra University and other R&TD organizations

Networking and Internationalization
- International projects “matching” events

IP management
- Patents, tech transfer agreements
  - Trademarks info, etc
Academic SPIN-OFF (ASO): company created mainly based as a result of research projects or acquired knowledge at Universities and other R&D Institutions.
BUSINESS INCUBATOR – CASE STUDY #1

CRITICAL SOFTWARE
Information Technologies for Critical Systems

PROMOTORS
- 3 PHd students
  Informatics Department – University of Coimbra

CONTEXT
- Software for critical systems
- Projects for industry - national and international (NASA)

RESULTS
- Jobs created > 300
- % exports / Turnover 70%
- R&D Expenses / Turnover 12%
- Nº spin offs created: 5
- Delegations in EUA, UK, Brasil, Roménia, Mozambique, Singapore
BUSINESS INCUBATOR – CASE STUDY #2

PROMOTORS

- 4 researchers
  Electronics Department – University of Coimbra

CONTEXT

- Microelectronics
- controllers for domestic appliances
- Product development

RESULTS

- Jobs created > 80
- % exports / Turnover 40%
- R&D Expenses / Turnover 15%
BUSINESS INCUBATOR – CASE STUDY #3

PROMOTORS
- 2 young entrepreneurs (mechanical eng. and informatics eng.)
- Professional experience at ESA (European Space Agency)

CONTEXT
- Portuguese participation in ESA
- Expertise of the promoters in a very specialized area
- Market knowledge

RESULTS
- 15 high qualified jobs created
- Leadership in European projects
- Several patent applications filed
- Spin-off creation in course
BUSINESS INCUBATOR – RESULTS

16 YEARS OF INCUBATION (1996 to 2011)

- Total firms supported (Dez. 2011): > 180
- % of firms in activity > 80%
- Annual Turnover (2011) > 75 M€  % exports > 35%
- Jobs > 1,700 (direct)
BUSINESS INCUBATOR - AWARDS

IPN – Incubadora

1st place on the international competition “Best Science Based Incubator Award” 2010, by Technopolicy Network

Evaluation by an international jury of scientists and experts from the Centre for Strategy and Evaluation Services (CSES)
Organizes high level specialized continuous training and training directed to young entrepreneurs engaged in the creation of start-up companies.
1) Gives support across all IPN’s units, stimulating cohesion and boosting synergies

Support to spin-offs creation - promotion of tech-based entrepreneurship from researchers and students;

Intellectual Property - Support to firms, researchers and students in Industrial Property issues;

Tech Commercialization - Support in the technology transfer and product development (contract licensing, financial management, etc.);

Funded R&D – National and european R&D project's drafting and management.

2) Management of networks
ENTREPRENEURS
INVESTORS
START-UPS
RESEARCHERS
STUDENTS
BUSINESS SECTOR
TECHNICAL STAFF
PRIVATE AND PUBLIC ORGANIZATIONS
GENERAL PUBLIC
RTD
INCUBATION
TRAINING
NEW PROJECT - BUSINESS ACCELERATOR

Local
- Pólo II - Tech Campus of the University, contiguous to ISEC (Instituto Politécnico)
- High Concentration of Technological Infrastructures (Higher Education, R&DT, Tech Transfer)
- Integrated in town

Construction Area
8.000 m2

Objectives
Accelerate the growth of enterprises through:
- more sophisticated support, after incubation
- access to knowledge
- support to enter international markets
- innovation environment
RECENT COLLABORATION WITH COIMBRA CITY COUNCIL IN MANAGING “COIMBRA iPARQUE”
RECENT COLLABORATION WITH COIMBRA CITY COUNCIL IN MANAGING “COIMBRA iPARQUE”

FIRST PHASE

Total area: 298.108 m²
- Industrial areas: 146.661 m²
- Green areas and services: 71.330 m²
- Parking and streets: 80.117 m²

Number of plots: 18
- Services and management: 3
- Industrial: 15
  (Enterprises and R&D centres)
RECENT COLLABORATION WITH COIMBRA CITY COUNCIL IN MANAGING COIMBRA iPARQUE
VISIT TO INCUBATED COMPANIES

13h50  Take The Wind
14h10  Ciengis
14h30  MedicineOne