

# Technological incubators : A framework model for supporting news companies setting-up

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Sviluppo Italia is the national Development Agency for  
Enterprise and Inward Investment  
D.Lgs. 09/01/1999, n. 1

*"Riordino degli enti e delle società di promozione e istituzione  
della società 'Sviluppo Italia', a norma degli articoli 11 e 14  
della legge 15 marzo 1997, n. 59"*



**The mission is:**

**To promote, speed-up and spread out  
production and entrepreneurial development  
in order to strengthen Italian competitiveness\_**

## Business Start-up and Development

**Sviluppo Italia offers an integrated system of instruments for promoting employment and entrepreneurship through the company start up and growth ...**



**Business  
incubators**



**Young  
Entrepreneurs**



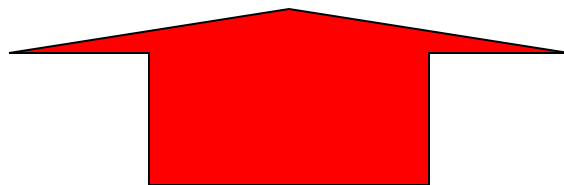
**Self-employment**



**Rehabilitating  
industrial &  
underutilized areas**



**Financial tools**



## Young Entrepreneurs



### Young Entrepreneurs

Financial incentives for start-up and growth of firms owned mostly by young people (max 35-40 years old)

Concessions include also **a dedicated fund of 40 million Euro for the start-up of New Technology Based Firms (NTBF)**

### How it works

Financial incentives (state-aid):

- capital subsidies and soft loans that can cover up to 90% of the investment
- capital subsidies up to 100,000 Euro for operating expenses
- capital subsidies up to 100,000 Euro for training expenses.

Total Investment cannot exceed the amount of 2,582,000 Euro.

# Young Entrepreneurs



## ► Facilitated Industries

The Legislative Decree no. 185/2000 Titolo I encourages the creation and growth of enterprises owned mostly by young people operating in:

- production of goods and supply of business services (Section I)
- supply of services (Section II)
- family succession (Section III, agriculture)
- social cooperatives (Section IV)



## Young Entrepreneurs



### ► Beneficiaries

New enterprises have to fulfil **the following requirements:**

- majority of young people from 18 to 35 years old (40 y.o. in agriculture business)
- residency in the territories where the law is in force
- both the enterprise and its operating office must be located in the same above mentioned territories



## Young Entrepreneurs



### ► Type of grants

The financial coverage could reach, within the limits set by EU regulation in terms of NGE/GGE\*, about 90% of the company total planned investment.

Grants are:

#### **Capital subsidies**

- for investments
- for operating costs
- for general or specialized training and technical assistance

**Soft loans with facilitated interest rate** (36% of EU official interest rate) of a maximum term of 15 years

- for investments

The eligible entrepreneurs must capitalize the firm at least for 25% of the total incentive amount, and have to guarantee the 120% of the total amount of the soft loan

\* Net Grant Equivalent / Gross Grant Equivalent

## Young Entrepreneurs

### ➡ Application Territories



- Territories in the Objective 1 and 2 of EU regulations
  - Territories included in waiver by the art. 87, par. 3, let. c) of Rome agreements
  - Underprivileged areas indicated by the Minister of Work and Social Policies
- 
- Whole territory of Southern Italy (**2.000** municipalities in Campania, Puglia, Basilicata, Calabria, Sicilia, Sardegna)
  - **3.600** municipalities in the Centre and North Italy



## D.lgs 185/2000 Titolo II

### “Self-employment”

- Self-employment
- Microenterprise
- Franchising

# Self Employment

## Self Employment: Requirement

- Being over 18
- Being unemployed at the moment of request
- Living since 1/1/2000 in the eligible area or from 6 months before applying
- Having the legal, administrative or operative offices on spot within the eligible area
- Only initiatives in the form of individual business.

## Self Employment: Unemployment Requirement

According art.17 of D.Lgs. 185/00 employed people means those who are:

- Working as employees (in temporary or non-temporary jobs)
- Entitled of project job contracts or temporary job contracts
- Self employed people
- Entitled of a VAT number account (even if not used)
- Entrepreneurs at familiar level or entrepreneurs' assistants
- Craftsmen and manufacturers.

## Self Employment: eligible activities

**ELIGIBLE:** industrial and manufacturing goods production; services to people and enterprises; commerce.

**NON ELIGIBLE:** production, transformation and agricultural products; transports (goods, + 9 or more people).

MAX INVESTMENT: € 25.823,00+VAT

## Self Employment: financial helps

**Easy mortgage** within 5 years +  
**Grant contribution** up to the fulfillment  
of the investment

**Grant contribution** of administrative  
expenses of the first year max € 5.164,00

advance payment for investment and  
management of 40%

# Micro Enterprise

## Micro enterprise: Requirement

- SNC or SAS having the legal, administrative or operative offices on spot within the eligible area created BEFORE applying
- At least half of the members are:
  - Over 18
  - Unemployed at the presentation of the application
  - Living since 1/1/2000 in the eligible area or from 6 months before applying



## Micro Enterprise: eligible activities

- **ELIGIBLE:** industrial and manufacturing goods production; services to people and enterprises; commerce.
- **NON ELIGIBLE:** production, transformation and agricultural products commerce; transports (goods, + 9 or more people).

MAX INVESTMENT: € 129.114,00+VAT

**Easier Mortgage** in 7 years +  
**Grant contribution** up to the fulfillment  
of the investment

**Grant contribution** of administrative  
expenses of the first year, there is not a  
max limit

*de minimis rule (€ 100.000)*

advance payment for investments of 20%;  
advance payment for management of 30%

# Franchising

## Franchising: Requirement

- **FRANCHISOR:** operating in partnership with Sviluppo italia.
- **FRANCHISEE:** individuals or in company
- At least half of the members, in the case of a company
  - Over 18
  - Unemployed at the presentation of the application
  - Living since 1/1/2000 in the eligible area or from 6 months before applying

## Franchising: eligible activities

- **ELIGIBLE:** industrial and manufacturing goods production; services to people and enterprises; commerce.

- **NON ELIGIBLE:** production, transformation and agricultural products commerce; transports (goods, + 9 or more people)

MAX INVESTMENT: there are no limits

## Franchising: financial helps

**Easier Mortgage** in 5/10 years +  
**Grant contribution** up to the fulfillment  
of the investment

**Grant contribution** of administrative  
expenses of the third year,

*de minimis rule (€ 100.000,00)*

Advance payment of 30%, 1st SAL (30-  
60%)

- Seminars on guidelines for applying
- Periodical meeting planned on accounting after signing the financing contract
- Seminars on management assistance
- Helpdesk line 8 hours a day every working day

## D.Lgs. 185/00 – Titolo II – Timetable

- **6 month** between the presentation of the application, the evaluation and the final communication
- 6 months for the realization of the investments' plan after signing the contract
- 30 days between pre payments' request and the financing
- 60 days between the request of balances investment (within 6 months from the signature) and management (within 18 months from the signature) and their financing



## D.Lgs. 185/00 – Titolo II – Application LA/MI per province

<b>Province</b>	<b>2004</b>	<b>2005 at 17/10/2005</b>
VENEZIA	37	34
ROVIGO	8	16
VICENZA	6	13
BELLUNO	12	12
TREVISO	6	10
PADOVA	6	8
VERONA	3	0
<b>TOTALE</b>	<b>78</b>	<b>93</b>

## D.Lgs. 185/00 – Titolo II – Application LA/MI per measure

<b>Measures</b>	<b>2004</b>	<b>2005 at 17/10/2005</b>
Self employment	55	44
Micro enterprise	23	49
<b>TOTAL</b>	<b>78</b>	<b>93</b>

## Young Entrepreneurs



### Key figures, 2004-2006

	AGRICULTURE	MANUFACTURING	SERVICES	TOURISM	TOTAL
<b>Facilitated companies (n°)</b>	၅၄	၃၀၇	၇၅	၄၅	၄၀၁
<b>New Investment (K€)</b>	၅၇.၇၅၆	၃၅၆.၆၄၃	၃၅.၇၅၇	၃၀.၅၅၃	၄၅၀.၇၀၉
<b>Facilities (K€)</b>	၅၇.၆၇၅	၃၅၃.၅၅၅	၃၆.၄၇၆	၃၀.၃၅၅	၄၇၄.၀၆၁
<b>New employment (n°)</b>	၅၄၇	၃.၅၀၄	၇၇၄	၄၄၄	၄.၂၇၅

## D.Lgs. 185/00 – Titolo II – Application

- Personal data and legal requirement
- Business idea
- Applicant
- Market of the initiative
- Strategical choices
- Production plan
- Investment plan
- Organizational plan
- Financial and economical forecast

# Business Incubators

A Success Story

## Mission

**Sviluppo Italia Sicilia works to increase individual territorial vocations and support regional economical development policies and processes, sustaining the creation, innovation and growth of the SME's**

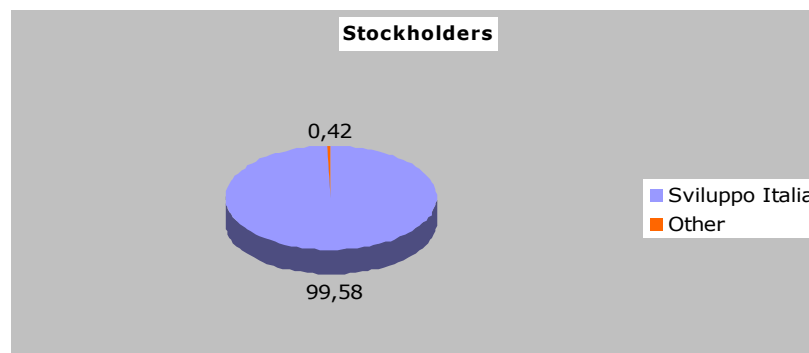
**Sviluppo Italia Sicilia, which is the result of a merger between Sviluppo Italia Sicilia and Bic Sicilia, combines the experience of both company in the field of business culture and local development**

**Sviluppo Italia Sicilia, is a Full Member of the EBN – European Business Innovation Centres Network and a Full Member of the Incubator Forum – the pan european network of the science – based incubators**

# Sviluppo Italia Sicilia



<b>Head Office:</b>	Piazza Ignazio Florio – Palermo
<b>Catania Office:</b>	Catania, Z.I. Pantano d'Arci: incubatore d'impresa
<b>Nr. employees:</b>	55
<b>Stock Capital:</b>	€ 6.816.067
<b>Turnover:</b>	year 2003: k/€ 2.972 year 2004: k/€ 6.556 year 2005: k/€ 5.617 year 2006: K/€ 6.278



# Sviluppo Italia Sicilia: business creation 1



## Young enterprises

Sviluppo Italia Sicilia promotes the creation of new companies made up mostly by young people in the goods manufacturing and service provision sectors. The concessions include financial incentives for investments (35% ESN + 15% ESL equal to the 80% of the Investment required), management and training.



- **1.215** business creation project evaluated
- **189** business project financed
- **216.600 K/€** amount of investment granted

*Data on 31 december 2006*

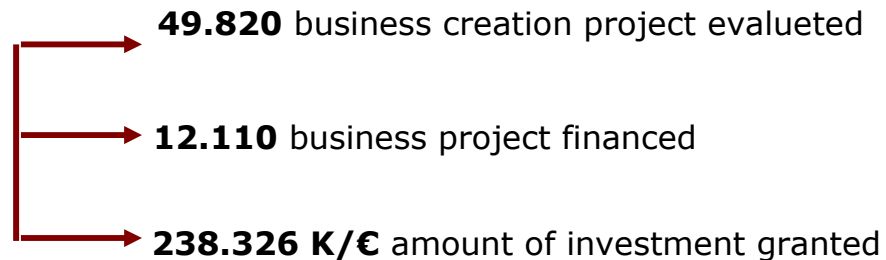


# Sviluppo Italia Sicilia: business creation



## Self employment

The “Self employment” funds are addressed to all that people that are without a job and promote initiative of self employment, microbusiness and franchising activities in the goods manufacturing, service provision and trade sectors. The concessions are financial incentives and free technical and managerial assistance services and are granted only to those who are not yet on the labour market.



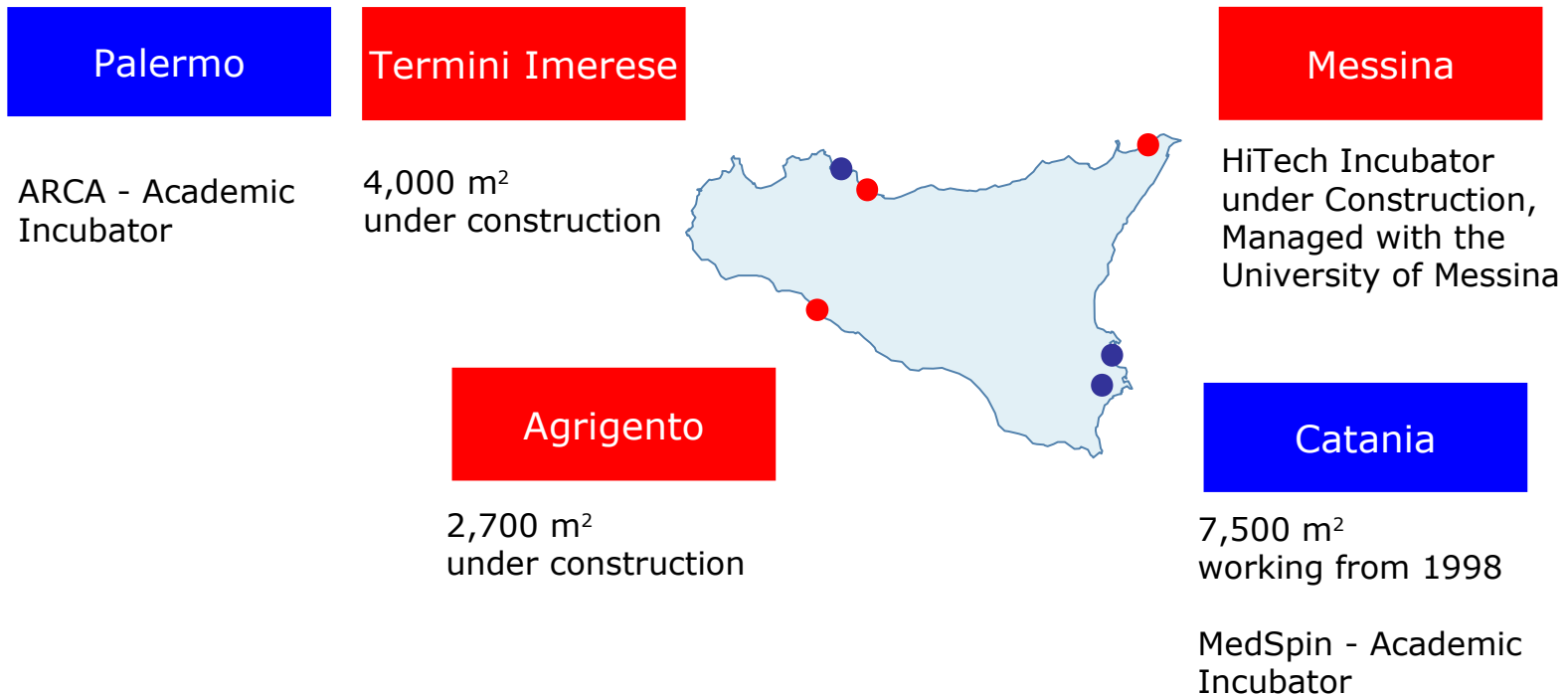
*Data on 31 december 2006*

# Sviluppo Italia Sicilia: business creation

## Incubators

Sviluppo Italia Sicilia strongly believes in the incubation process as mean to improve the local development in Sicily.

### Our Incubator Network:

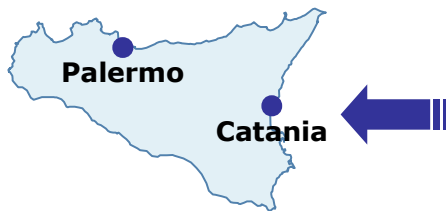


# Sviluppo Italia Sicilia: business creation

## The Catania Incubator

The Catania Incubator was founded in 1998.

It is a fully-equipped facility available to all those who want to seize market opportunities, while reducing their initial investments and the time required for start-up and working in a productive and stimulating environment.

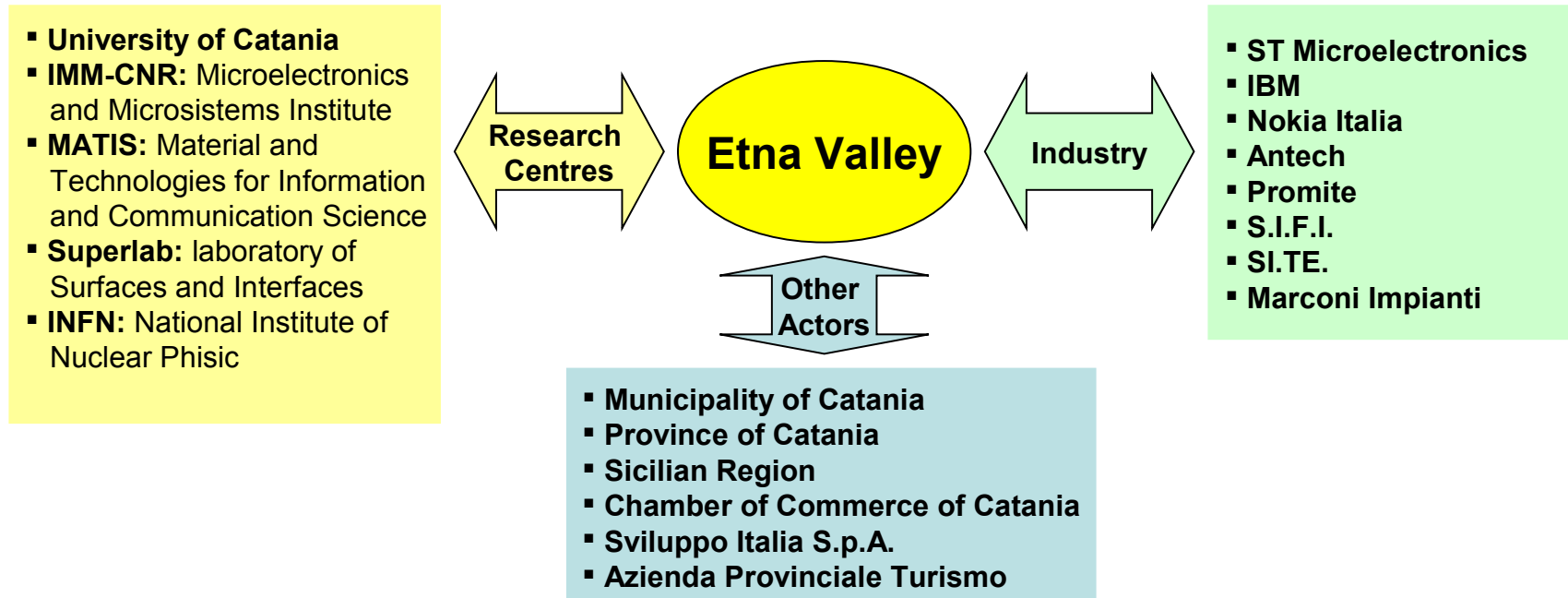


# Sviluppo Italia Sicilia: business creation

## The Environment

The incubator is located in the “Etna Valley” area, where about 1200 enterprises work in the Information and Communication Technology field.

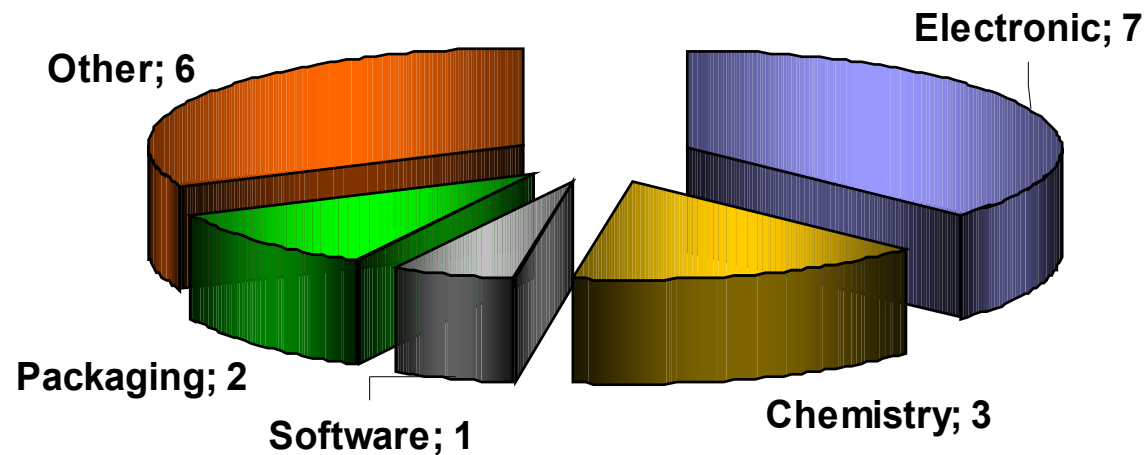
This area has been recognized by the National Government as the Micro and Technology Systems District where several companies and research centres work together.



## Sviluppo Italia Sicilia: business creation

- Number of tenants:  19
- Number of jobs:  240
- Total number of hosted enterprises:  28

### Lines of industrial activity



# Sviluppo Italia Sicilia: business creation

Sviluppo Italia Sicilia manages the **“Incentive investment fund for incubated enterprises”**

It is aimed at :

- helping small enterprises incubatees to move out
- financing investments for incubatees that are not ready to move out and need money for new investments.

According to “*de minimis*” rule, the maximum grant for each incubatee is 100,000.00 € in 3 years and it can be used to cover at most 65% of the total amount of the feasible investment according to a specific rule.

- **Financed enterprises in the last announcement**



**7**

- **New applications for fund**



**4**

# Sviluppo Italia Sicilia: business creation



Sviluppo Italia Sicilia believes that the development of the ICT and the technology transfer could be the keys for the Sicilian growth.

Actually, in 2004 Sviluppo Italia Sicilia promoted and supported two Consortia in collaboration with the University of Catania and with the University of Palermo that manage two Incubators focused on ICT:

**Spin Lab - Technology Incubator  
of “Consorzio MedSpin” (Catania)**



**ARCA - Technology Incubator  
of “Consorzio ARCA” (Palermo)**



# Sviluppo Italia Sicilia: business creation



## SPIN-LAB Medspin

The project consists of the construction of a fully-equipped workshop where businesses created along spin-off paths can receive logistical and consultancy support.

The support services are the answer to the primary objective of reducing the timeframe required to pass from the invention phase to the initiative start-up. They are supplied as and when the needs of the new entrepreneurs require, at different moments on their evolutionary path.

### AIMS

The idea of setting up an advanced technologies academic Spin-off Workshop is to promote the creation of businesses operating in the various business areas of telecommunications, media and information technology.

The primary function of the Workshop is to support the entire process.

After selection and pre-competition analysis of research activities comes the development of business projects, and subsequently the phases of obtaining financial resources and defining market relationships.



# Sviluppo Italia Sicilia: business creation



## RESULTS

After two announcement of competition one in 2004 and another in 2005 29 innovative business ideas had been selected. Five of these ideas are now small companies hosted in the Spin Lab incubator and four other are entering in our structure.

Moreover, in august 2006 a new triennial project, called "**StarNET**", was assigned by the Ministry of Economic Development to Med Spin. The project is the naturally evolution and growth of Spin Lab and it is aimed at the construction of a network between different hi-tech incubators throughout the Country, creating a knowledge community capable of transferring and sharing best practice and assisting new businesses in the ICT, biotechnology and biomedical fields.

Med Spin promote a business plan competition "start Cup Catania" inside the Catania University and participate with the best three business idea selected in the "National Prize of Innovation".

# Sviluppo Italia Sicilia: business creation



## ARCA

The project named “Applied Research and Academic Spin-off Centre” consists in promoting new business initiatives derived from a research spin-off, providing a system of integrated support and consultancy services to encourage the implementation of projects, the objective of which is the economic exploitation of the results of research processes.

The intervention also foresees the setup of a telematics centre for the spin-off, representing an occasion for putting all business experiences on the network and logistically supporting the start-up of new activities.

## AIMS

The aim of the project is to create an Applied Research and Academic Spin-off Centre. This centre should be capable of satisfying the request for technical consultancy and logistical support to start new business initiatives generated from academic spin-offs, and from research bodies, within Sicilian territory.

Activities are foreseen within the context of the project for technical, economic and financial feasibility analyses of business initiatives and to assist companies in their organisational and start-up phase.

# Sviluppo Italia Sicilia: business creation



## RESULTS

Since the project beginning we get in touch with 970 between researcher, professors, doctors and graduates. The groups that asked us an analysis of their business idea were 120, 37 the business ideas assisted in a pre-incubation stage, 12 the companies hosted.

Moreover, ARCA has obtained from the University a fund for the enlargement of their IT equipments destined for the creation of four new thematic laboratories functional for developing the incubatees products and testing the marketability of new spin off products.

ARCA promote a business plan competition "Start Cup Palermo" inside the Palermo University and participate, since 2005, with the best three business idea selected in the "National Prize of Innovation"

ARCA is a Member of the incubator forum, the pan-european network of the science based incubator promoted by the EC inside the Gate2Growth initiative and hosted a European training session in February 2006.

# Sviluppo Italia Sicilia: Support to the Public Administration



Sviluppo Italia Sicilia is the natural reference point for the Regional Government, to which it provides assistance and technical support for implementing programs aimed at maximising local economic development. Actually the Company supports the Public Administrations in defining local infrastructure policies, closely linked to investment attraction.

In particular, Sviluppo Italia Sicilia collaborated with the Sicilian Government inside the **Operating Programme 2004-2006** especially in the:

- **Operating Programme “Advisoring for the development of Feasibility Studies”.**
- **Operating Programme “Advisoring for the improvement in the capabilities and the qualities of the Public Administrations”.**

The 22<sup>th</sup> of December 2006 it has been signed between the Ministry of the Economic Development and Sviluppo Italia the **new Operating Programme 2007 – 2009** that will enable Sviluppo Italia Sicilia to continue its supporting activities.

# Sviluppo Italia Sicilia: Support to the Public Administration



Other actions developed by Sviluppo Italia Sicilia in supporting the Regional Government are:

- **Definition and development of a “Governance model for the Technology Clusters inside the Regional Innovation Strategy Model”**

Sviluppo Italia Sicilia has defined the territorial potential through a mapping of the main actors of the scientific system and an accurate analysis of the productive specialization, defining the governance organizational models, the rules and the procedures that will be applied by the regional Government for the implementation of the technologies clusters.

The Tecnology Cluster identified in Sicily are:

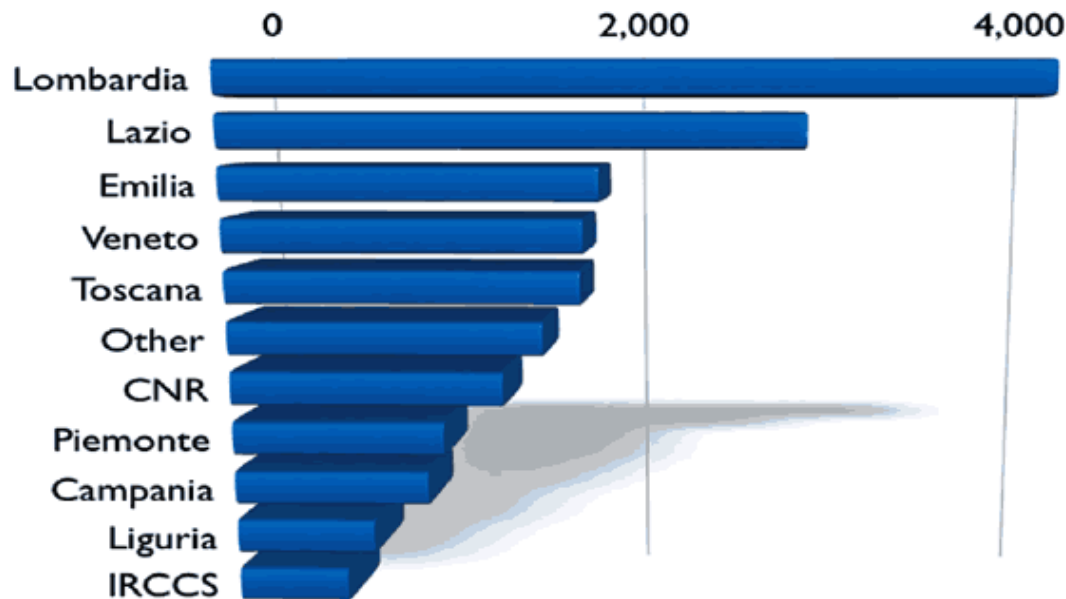
Micro and Nano Systems	€ 16.300.000
AgroBio and fishing enviromentally friendly	€ 42.200.000
Transport by sea both commercial and pleasure	€ 14.900.000

- **Actions for the mesaurment and the “Reduction of the Competitive Gap” between Sicily and the other Italian Regions.**

# Milan biocluster in a nutshell

- >70 biotech companies (34% of Italian total number)
- 3 successful IPOs in 2006
- >5.000 researchers
- 4 large renowned Universities accounting for 30.000 students
- 6 world class research institutes
- 7 hospitals with research facilities
- 17 products are in clinical trials:- 6 in Phase I; 7 in Phase II; 4 in Phase III

# World class research



*The graph shows Italian Regions ranked by number of publications in the top 2000 most cited Life Sciences articles each year (1996-2005). Life Science articles include papers in Biochemistry & Molecular Biology, Oncology, Immunology, Neurosciences, Cell Biology, Hematology, Genetics & Heredity, Endocrinology & Metabolism, Peripheral Vascular Disease, Gastroenterology & Hepatology, Medicine, Research & Experimental, Cardiac & Cardiovascular System, Pharmacology & Pharmacy, Medicine, General & Internal, Chemistry, Surgery, Infectious Diseases, Biophysics. CNR and IRCCS institutes could not account for regional publications and are therefore grouped separately (source: ISI).*

Source: Facts & Trends 2007

# **World class research institutes**

- University of Milan
- San Raffaele Institute
- IFOM-IEO Campus
- Mario Negri Institute for Pharmacological Research
- Fondazione IRCCS National Cancer Institute
- University of Milano-Bicocca
- Institute of Biomedical Technologies (ITB)-CNR
- Humanitas Clinical Institute - IRCCS



# **Growing infrastructures**

- Science Park RAF
- “Renato Dulbecco” Scientific Pole
- IFOM-IEO Campus
- Fondazione Parco Tecnologico Padano

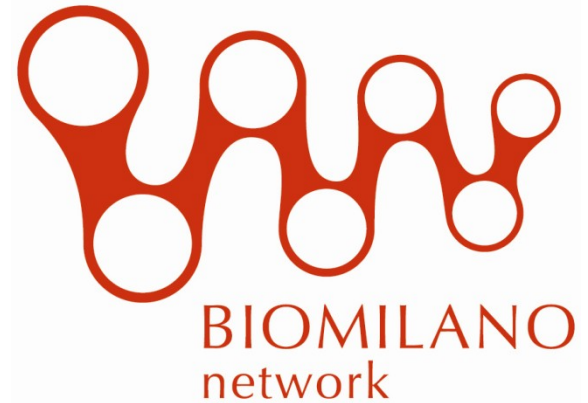
# How it was possible?

- 1970s: beginning of biotech activities
- 1987: first biotech company founded
- mid '90s: Management Buy-Outs from Big Pharma
- 1995: creation of Science Park RAF
- Late '90s: Biosearch Italia and Novuspharma go public (600M€)
- +36% of biotech companies since 2001
- Early 2000s: creation of IFOM-IEO Campus and Humanitas
- 2006: 3 IPOs and start of BioMilano Network

# **The role of local authorities**

- Lombardy Region, Province of Milan, City of Milan, Chamber of Commerce of Milan
- Calls for funding
- Technology promotion (IRC)
- Matchmaking events
- Networking at local and international level
- E.g.: BioEurope Spring 2007 (1200 attendees)

# BioMilano



- Promoted by the Province of Milan
- 19 partners involved in the biotech sector in the Milan area
- The network aims at developing synergies within the sector, partnerships, sharing technological platforms, fostering new companies development, spotting potential funding and marketing activities

[www.biomilano.it](http://www.biomilano.it)


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## Biomilano Partners :

Universities, Hospitals, Research Centres, Science Parks and a chain of Institutions who act as supporters.



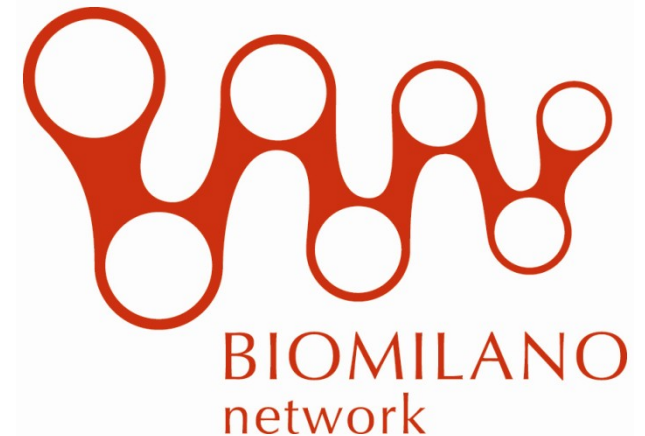
ASSOTEC



# BioMilano – working groups

4 thematic working groups:

- Business development and finance;
- Incubation and technology transfer;
- Human resources;
- Science & society and marketing



# Critical factors for success

- ✓ strong science base
- ✓ entrepreneurial culture
- ✓ growing company base
- ability to attract key staff
- ✓ premises & infrastructures
- finance availability
- business support & big companies
- ✓ skilled workforce
- ✓ supportive policy environment
- ✓ effective networking

# Inter-Regional Networking

- Ongoing collaborations with other Italian bioclusters (Piedmont, Siena,...)
- to achieve critical mass in some areas
- to identify synergies and complementarities
- to collaborate for a global competition



# Examples of Synergies

- **Creabilis therapeutics SRL**: a drug discovery Bioindustry park based company opened a branch at the S.Raffaele Biomedical Science Park in Milan
- **HMGB Biotech**: a spin-off of San Raffaele Science Park is located within the Bioincubator of Bioindustry Park Canavese
- Researchers moving across regions
- Based on proximity and complementarity
- From local to global

# Going global from “day one”

- The biotech industry is global by definition
- Networks with national clusters are not enough
- Looking for international partners is a must
- An international gateway for companies is needed
- [NetBioCluE](#)

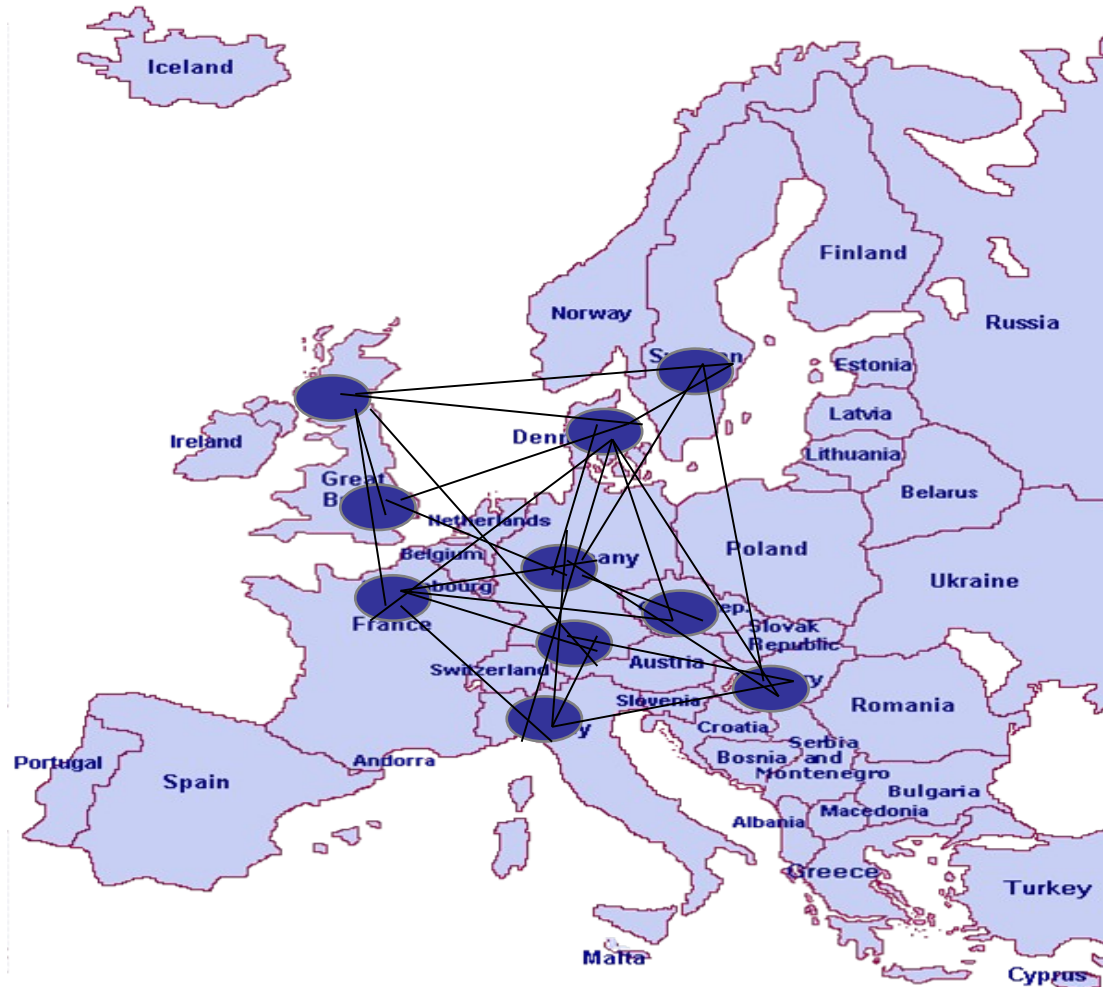
# NetBioCluE: what is it?

- A gateway to all European companies within the involved clusters
- A qualified channel for identification of partners for business and research cooperation in biotech
- It aims at understanding the dynamics inside and among clusters
- Identification of policy recommendations for biocluster development
- Concrete cooperation and exchange for companies belonging to different bio clusters.

NetBioCluE is a project cofinanced by the European Commission DG

enterprise

# NetBioCluE: The Consortium

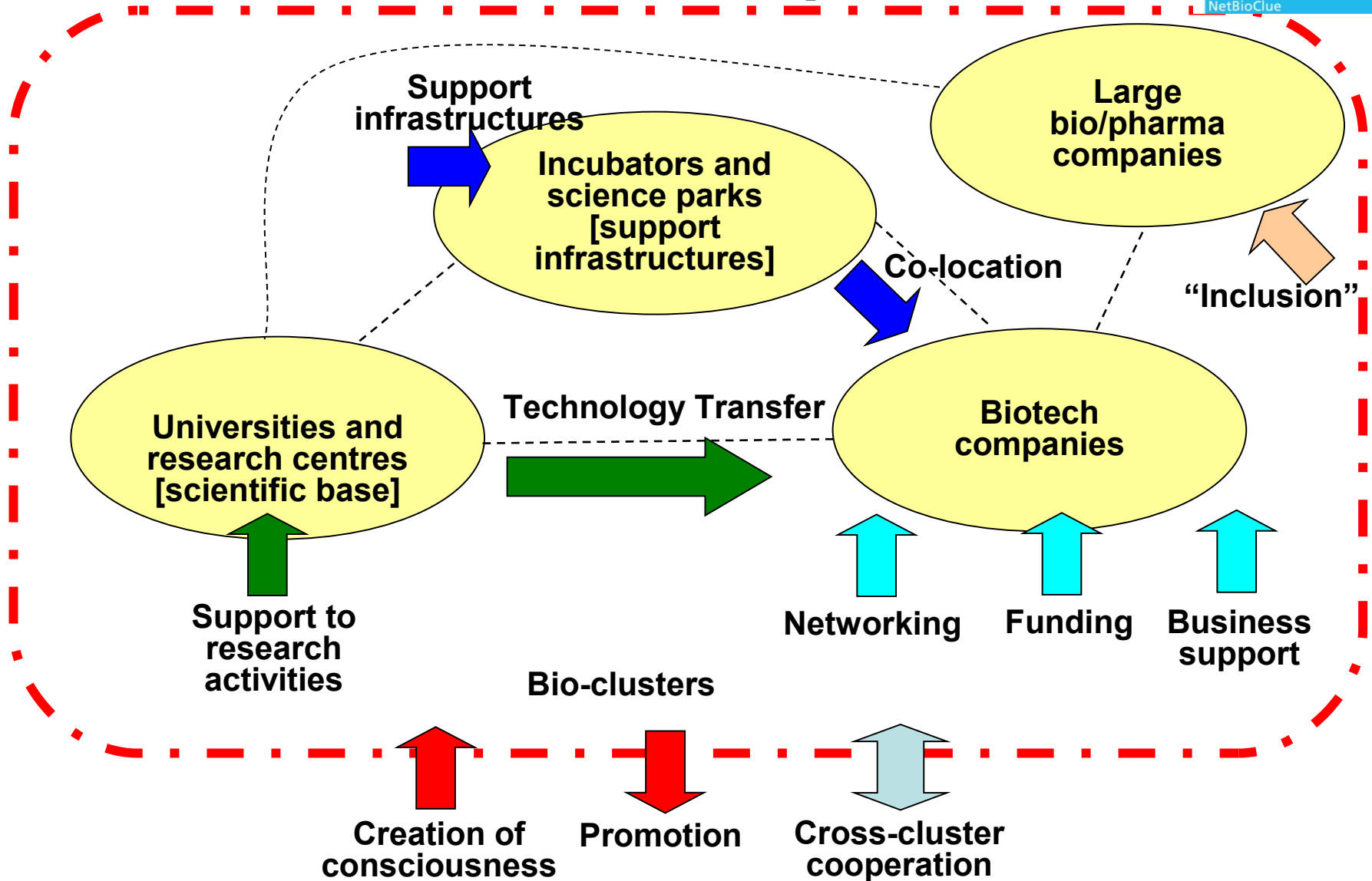


# NetBioCluE - First Results

- Mapping of 16 European clusters (quantitative analysis)
- Field work of qualified interviews with biotech actors (qualitative analysis)
- Identification, collection and evaluation of good practices for clusters development
- Partnering activities
- Matchmaking and partner search



# NetBioCluE- Good practices for cluster development



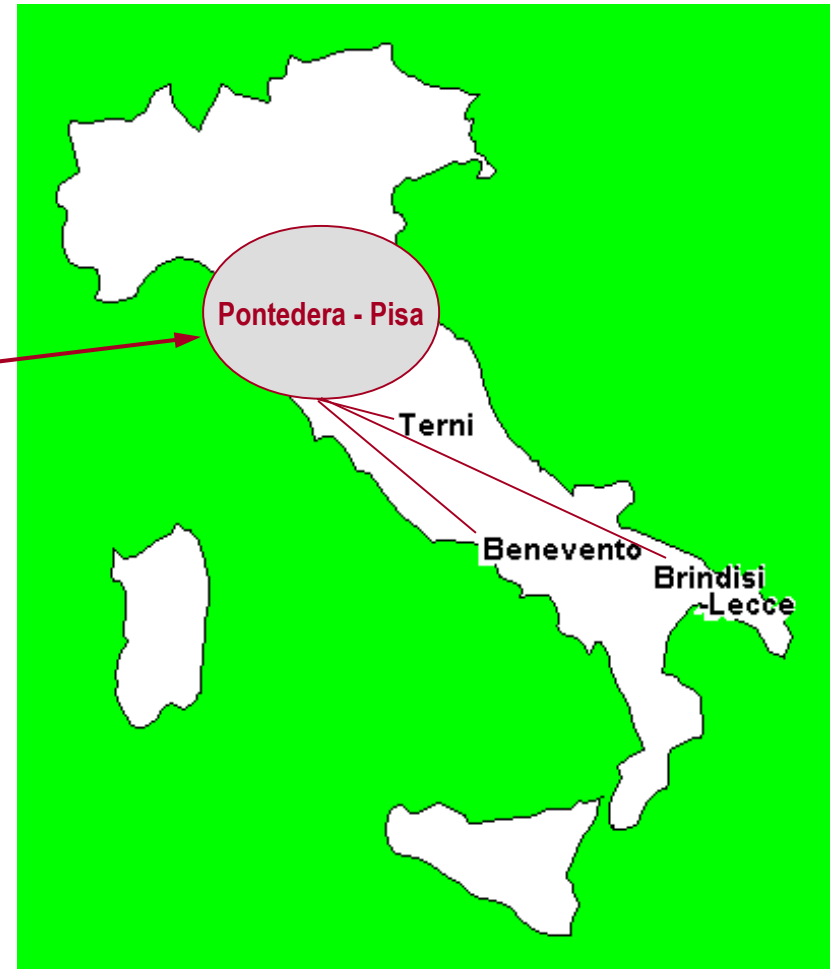
# PSV Origins: The “LINK” Project

## **Polo Sant'Anna Valdera**

the Science & Technology Park  
realised in **Pontedera** by the  
Scuola Superiore Sant'Anna  
is the main result of the  
“Plan to Strengthen the Network  
of Research and Regional  
Economic Development”  
or

## **“Link Project”**

(1998 - 2001)



*Mid-sized Cities Technology Development Initiative -  
Atlanta-Augusta, June 9-13, 2003*

# WHAT IS Polo Sant'Anna Valdera (PSV)

The Science & Technology Park in Pontedera



The Polo Sant'Anna Valdera (the Science and Technology Park in Pontedera) is a UNIT of **Scuola Superiore Sant'Anna in Pisa**, a public Research University with a special status in the world of Italian Universities. Having started its activity on November

2002, PSV is the *University-rooted* heart of a network of research centres, excellence laboratories, incubators, infrastructures aiming to stimulate innovation, R&D spillover, enterprise start-up and spin-off firms.

PSV operates jointly with **Pont-Tech**, a consortium for industrial research and technology transfer resulting from a joint initiative of public and private partners. **Scuola Superiore Sant'Anna (SSSA) is one of Pont-Tech main shareholders and its leading scientific partner.**





## **Polo Sant'Anna Valdera (PSV) The Science & Technology Park in Pontedera**

**Valdera** (a large area in western Tuscany, whose main town is Pontedera) represents one of the most relevant areas from the economic and industrial development viewpoint in Tuscany and the whole Central Italy.

It has a secular industrial heritage, mainly in mechanical industry. The main firm is Piaggio Co., known all over the world. Its origin dates back to the 1920's at first in aeronautical, later in motorcycle production.

**Piaggio is the only large company in the area.**

Its standing presence in the territory bears witness to the industrial vocation of the area and **(but)** deeply marks its production system, where most of firms belongs to the **Piaggio suppliers network.**

## **Polo Sant'Anna Valdera (PSV)**

### **The Science & Technology Park in Pontedera**

At the end of '90s Valdera was classified by EU as an **Area marked by Industrial Decline** (EU Structural Funds, Ob.2), owing to a constant decreasing in Piaggio production, that reflected upon the whole Local Production System.

The strict relations and dependence between the suppliers and **one only** main Firm revealed to be an obstacle to the autonomous growth of small firms and to frustrate many attitudes to process and product innovation.

**Traditional industry in Valdera forms a Local Production System where the positive effects of agglomeration and scope are captured more by the Main Large Firm than by Small and Medium Enterprises or the Production System as a whole.**

New pathways to post-industrial development had to be open, based on the growth of **professional services** and **high-technology based activities**. **The enhancement of knowledge economy was needed.**

**Polo Sant'Anna Valdera (PSV)**  
**The Science & Technology Park in Pontedera**

**THE REALISATION OF THE RESEARCH PARK IN PONTEDERA  
CAN BE THE STARTING POINT OF A NEW STRATEGY FOR  
LOCAL DEVELOPMENT**

The choice of Sant'Anna School to create in Pontedera within the **LINK Project** a new Research and Education Centre of excellence was, in that situation, a main chance, a basis for a new regional politics for industrial innovation and local economic development.

Two were the focus points of this strategy:

- **Offering the Local Economic System resources and services by means of highly qualified researchers, dedicated infrastructures, instruments and devices of the highest quality;**
- **Fostering and sustaining both the innovation in existing industry and the start-up of firms in new emerging sectors**

**Polo Sant'Anna Valdera (PSV)**  
**The Science & Technology Park in Pontedera**

**HOW TO PROMOTE AND SUSTAIN A NEW LOCAL  
ECONOMIC DEVELOPMENT?**

**THE KEY THINGS THAT SUCCESSFUL FIRMS DO BETTER:**

- **utilise Information Technology**
- **are keen to innovate**
- **are well networked**
- **are export oriented**
- **are focused on marketing**
- **invest in management and skills development**
- **have sound financial controls**
- **are open to equity finance**

**Polo Sant'Anna Valdera (PSV)**  
**The Science & Technology Park in Pontedera**

**THE THINGS THAT THE SCIENCE & TECHNOLOGY PARK IN VALDERA AND ITS NETWORK CAN OFFER TO FIRMS:**

- **Research, Concept, Prototyping, Demonstration, Realisation of Pre-competitive Series** (through the Research Centre and the Labs)
- **Engineering, Assistance on Patenting**, (through dedicated Units at PSV)
- **Technology transfer, Strategy for diversification and Search for new markets** (through Labs & Pont-Tech joint actions)
- **Fostering firms clustering and networking** (through Pont-Tech)
- **Higher Education for the Management and Skill Vocational Training**
- **Contacts for searching Venture capital and private equity** (through a network of local and national investors).

# WHAT IS Polo Sant'Anna Valdera (PSV)

The Science & Technology Park in Pontedera

- 12,6 Millions EURO investment
- 6.300 mq (7.535 sq.yd.) extension
- 4.000 mq (4.784 sq.yd.) useful cov. area
- 4 Lecture Rooms (190 seats)
- 20 guestrooms
- 600 mq (712 sq.yd.) to incubate new **university spin-off** firms



- 5 Laboratories
- 2 Research Units
- 120 People (av. age: 28 years; 95% graduated)
- 14 research spun off firms
- 10 patents

# WHAT IS Polo Sant'Anna Valdera (PSV)

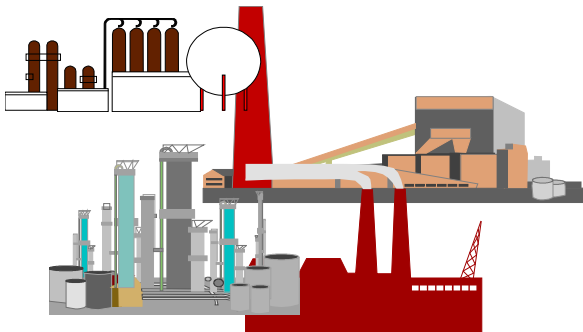
The Science & Technology Park in Pontedera

## The PSV system of Incubators

At Polo Sant'Anna Valdera: 600 mq to incubate new **University spin-off** firms



At Pontedera, in an area near Polo Sant'Anna Valdera will rise a Research Centre on Technological Innovation and the Technology Transfer with 2860 mq for new start-up firms in **Mechatronic, Micromechanic, Biomedical, ICT, Food and Environmental** sectors



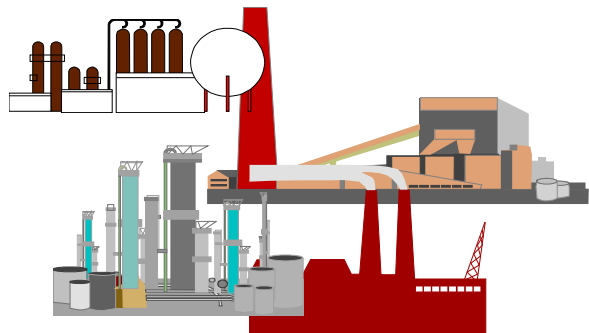
At Peccioli (inner Valdera) after a common project of that Municipality and Scuola Superiore Sant'Anna is being realised a 3.000 mq incubator for start-up firms in the **Biomedical** and **Gerontechnological** sectors



# PONT-TECH: a new incubator and research centre in Pontedera



<b>Offices:</b>	<b>2.860 mq</b>
<b>Canteen:</b>	<b>670 mq</b>
<b>Congress Centre:</b>	<b>695 mq</b>
<b>Parking lots:</b>	<b>1.540 mq</b>
<b>Green area:</b>	<b>950 mq</b>





# **WHAT IS Polo Sant'Anna Valdera (PSV)**

**The Science & Technology Park in Pontedera**

**The PSV system of Incubators rests on the competence, technical capacities and equipment of Laboratories and Research Centres of Scuola Sant'Anna and PSV itself**

## **LABORATORIES AND RESEARCH CENTRES AT PSV**

- **ARTS Lab - Advanced Robotics Technology and Systems**
- **CRIM Centre for Research in Microengineering**
- **PERCRO - PERCeptual Robotics Laboratory**
- **BIOLABS - BIOLogical Laboratories**
- **RETIS LAB - Real-Time Systems and Computer Science Engineering**
- **EZ Lab - Research Centre on products and services for aged people**

## **LABORATORIES AND RESEARCH CENTRES AT SCUOLA SANT'ANNA**

- **LINK Research Centre on Innovation and Territorial Systems**
- **LEM Laboratory of Economics & Management**
- **Photonic Network Laboratory**
- **Interdisciplinary Research Centre on law and social sciences**
- **ADATTI Research Centre for the Analysis of Agro-environmental Data with Innovative Techniques**

# Laboratories in the PSV

## **ARTS Lab** Research areas:

- **Sensors, signals & systems for Rehabilitation**
- **Biomechanic and Neural Control of the movement**
- **Biomechatronic**
- **Biomedical Robotic**
- **Bioengineering of rehabilitation**
- **Domotic House in Peccioli**

# Laboratories in the PSV

Centre of Applied Research in Micro e Nanoengineering

## **CRIM** Research Areas:

- Endoscopy
- Minimally invasive Surgery
- Environmental Technologies
- Sensors



# Laboratories in the PSV

## **BIOLabs** Research Areas:

- Biochemistry
- Biotechnology
- Cell vegetable Culture
- Ground Water Analysis
- Entomology

**BIOLABS**

# Laboratories in the PSV

## **PERCRO** Research Areas:

- Telepresence
- Virtual Reality
- Aptic Interfaces
- Perceptive Robotic
- Telesurgery

**PERCRO**

# Laboratories in the PSV

## **RETIS** Research Areas:

- Real-Time Operation Systems
- Embedded Systems
- Information Systems

# Laboratories in the PSV

**Research Centre  
on Technologies and Services  
for Aged People**

## **EZ Labs Research Areas:**

**Application fields include all the  
functional living environments:**

- **Home and working Environment**
- **Territorial and individual Services**
- **Private and public Mobility**
- **Personal Connectivity**