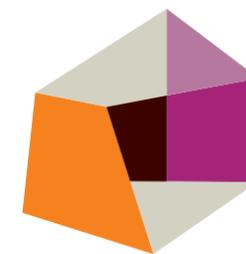
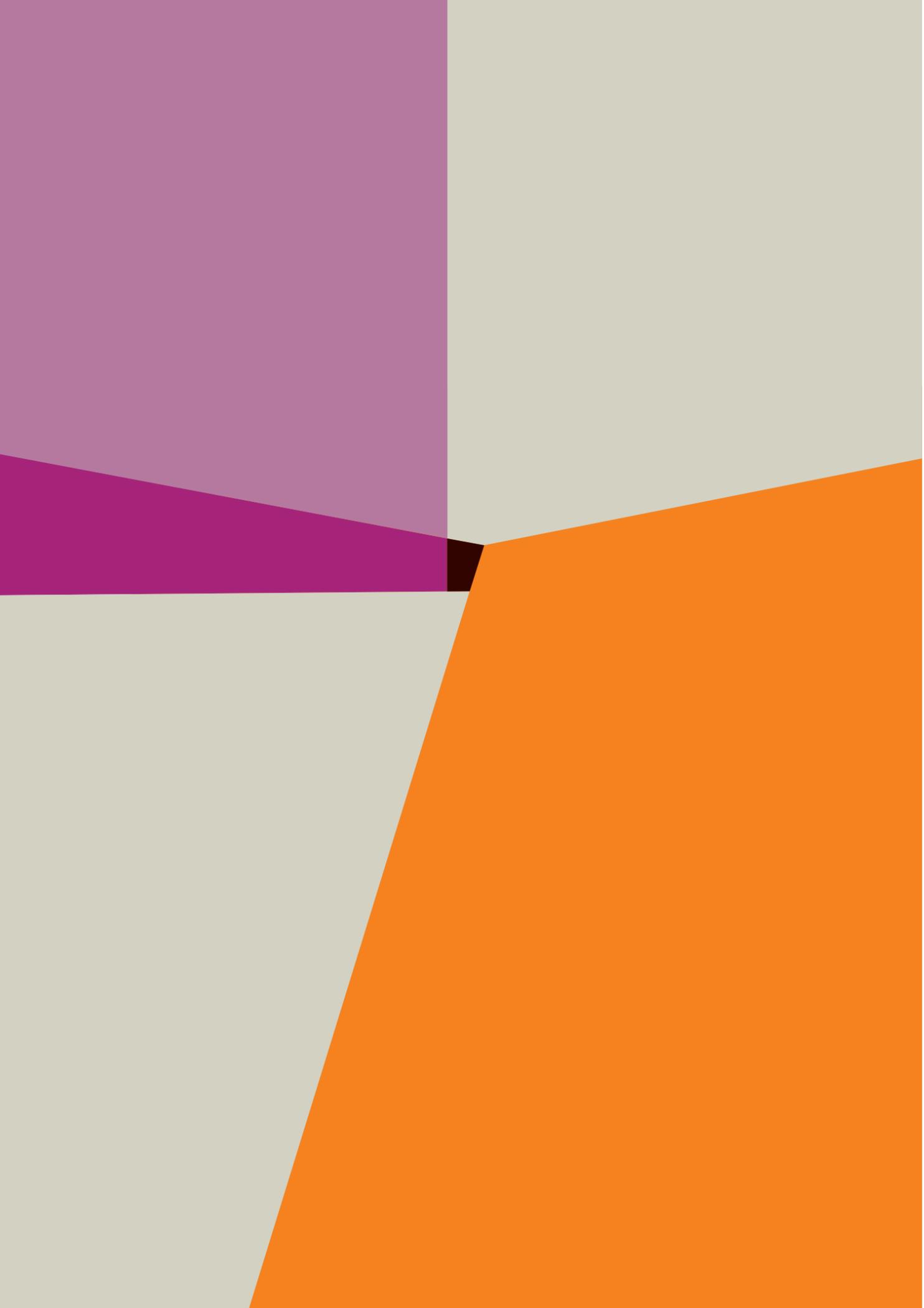


# EIBT SUDOE

innovation is cooperation



**EIBT SUDOE**  
innovation is cooperation

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## WHAT IS EIBT SUDOE?

There can be no innovation without cooperation. That is why the EIBT SUDOE project is aimed at the generation and of development Knowledge Based Company (KBC) and their market integration based on transnational cooperation, within the context of the regions of Southwest Europe

One of the problems of R&D&I in the European Union, and especially in the SUDOE European Area, is the difficulty in transforming research results into profitable innovations that generate new economy, wealth and jobs, thereby leading to an improvement in quality of life in our societies.

In recent years, numerous agencies (BIC, technology centres, Regional Development Agencies...) have put in place a number of programmes supporting the creation and consolidation of Knowledge based companies (KBC). However, these initiatives are still insufficient and do not reach the whole research community; moreover, they are not achieving the desired results, since the innovative economic fabric is not growing at a fast enough pace.

The project aims to harness the drive of some of the more innovative regions within the SUDOE (Navarra, Basque Country, Aquitaine) and extend it to the rest of the regions, through the promotion of inter-regional cooperation networks between KBC and leading companies.

## THE IMPORTANCE OF KBC

- » Technology or scientific results are the core of their business idea.
- » KBC are essential companies given their capacity to generate high-added-value products and services.
- » They allow the capacity for innovation and technological development of a region to be translated into business activity.
- » They operate in strategic future-based sectors and generate wealth, quality employment.

## VISION

Translate R&D&I results into profitable innovations, thereby generating greater business activity

## WHAT IS THE SUDOE PROGRAMME

The SUDOE Programme seeks to reinforce the position of Southwest Europe as a space for territorial cooperation in the spheres of competitiveness and innovation, environment, sustainable development and spatial planning, thereby contributing to ensure a harmonious and balanced integration of its regions, in accordance with EU economic and social cohesion objectives

The public agents of the Spanish, French, Portuguese and British (Gibraltar) regions can contribute to the growth and sustainable development of this European space by developing transnational cooperation projects in the spheres of innovation, the environment, new information technologies and sustainable urban development.

By working together, these regional agents contribute to ensure that Southwest Europe fulfils EU growth, employment and sustainable development strategies. Transnational cooperation within the Southwest Europe space began with the EU initiative INTERREG III B SUDOE. Within the context of the European regional policy objective, the Territorial Cooperation Programme is its direct successor.

This new generation of the SUDOE Programme has been prepared by the four member states -Spain, France, Portugal and Gibraltar as part of the United Kingdom- and hence forms part of the European Territorial Cooperation Objective co-financed by the FEDER structural funds for the 2007-2013 period.

### SOUTHWEST EUROPE

AUTONOMOUS REGIONS AND CITIES: 30  
SURFACE AREA: 770.120 KM<sup>2</sup>  
POPULATION: 61,3 MILLION PEOPLE



## CONTEXT OF THE EIBT SUDOE PROJECT

The project is framed within a regional context characterised by the following factors:



- » Predominance of activities with low added value and scarce technology content.
- » Scarce development of advanced services to businesses, causing the SUDOE region's economic profile to be strongly influenced by traditional activities.
- » Low level of R&D spending and insufficient development of the Information Society.
- » Increasingly competitive global environment.
- » Risk linked to the region's peripheral position within the EU.



- » Significant increase in R&D workforce.
- » Sustained public effort to provide suitable infrastructure.

## MAIN AIMS OF THE PROJECT

The EIBT SUDOE project aims to adequately meet the existing needs in the region as regards KBC at both the creation and development stages

- » Transform the SUDOE region into an innovative economic area, narrowing the existing gap with respect to other spaces in the European Union.
- » Obtain the maximum advantage from the effort carried out in recent years in SUDOE regions as regards the creation of R&D infrastructure, optimising the results obtained.
- » Contribute to the creation and growth of KBC by generating high technology content business activities and incorporating them to the traditional economic fabric.
- » Improve the support methodology for identifying, creating and developing spin-offs, so as to obtain better results, both quantitative – number of companies created and of research results transformed into profitable innovations – and qualitative – spin-offs with better skilled promoters, better financing and greater development potential –.
- » Help spin-offs to develop and blend in with the regional and transnational economic network.
- » Develop a “KBC community of the SUDOE” to facilitate the relationship of these companies among each other and with the pre-existing economic network, as well as enhancing inter-regional and transnational cooperation.
- » Contribute to a more innovative economic fabric through cooperation between KBC and companies throughout the entire SUDOE region.

## WHO IS IT ADDRESSED TO

The project seeks to provide and disseminate new methodological tools and promote networking among KBC support agencies in order to help establish a more innovative business fabric in the SUDOE region as a whole.

The project likewise aims to develop a KBC community of the Sudoe to facilitate the relations of these companies with each other and with the pre-existing economic fabric, as well as to enhance inter-regional and transnational cooperation.

Possible agents of the project:

- » Science and technology producers: technology centres, universities, research groups, company RD&I units
- » Potential technological entrepreneurs: private individuals as well as business initiatives (spin out)
- » KBC support agencies, institutions and bodies: EBIC, regional and local development agencies, business incubators
- » Prescriptors in the private sphere: patent and brand agents, consultants, professional associations and colleges
- » Financial players: venture capital firms, business angel networks, private investors, financial institutions
- » Existing KBC
- » Leading companies within the region

## WHAT ACTIONS WILL BE CARRIED OUT



Development of tools to facilitate the work of KBC support agencies in the SUDOE region, including a **Good Practices Inventory**



Writing a **Methodological Guide** for monitoring the creation and development of KBC



Creation of a **Network of KBC Support Agencies** in each region



Creation of a Transnational **Business Cooperation Web Platform**



Holding of five **Business Meetings** bringing together KBC, agencies and leading companies from each of the five regions.



Holding of an **European Seminar on KBC Support Systems and Policies**

## WHO PARTICIPATES IN EIBT SUDOE?

The Consortium is made up by 6 partners operating in 5 different regions of Spain (Navarra, Basque Country, Asturias), France (Aquitaine), and Portugal (Alentexo)

Their profiles complement each other: 2 are European Business and Innovation Centres (CEEI or BIC), 2 are Technology Company Incubators and 2 are agencies devoted to adding value to research results.

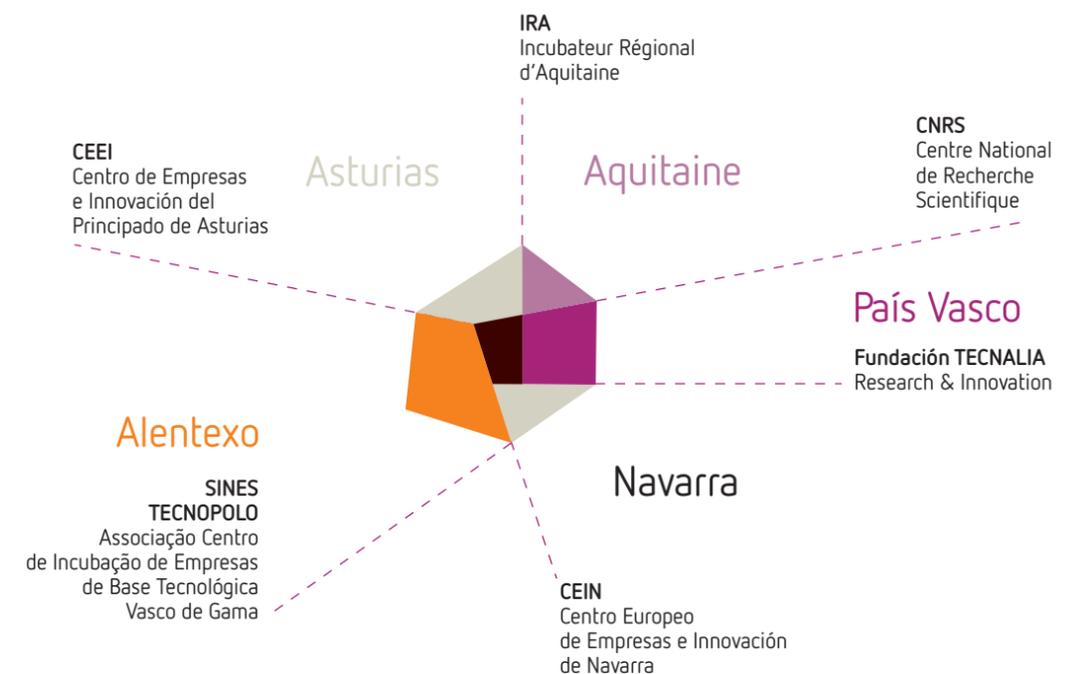
All have experience in supporting the creation and/or development of KBC, though from different viewpoints and in different environments, which enriches the outlook and development of the project.

The common trait shared by all the partners forming part of the Consortium is that supporting KBC constitutes an important activity within their organisations and they share a common interest in transnational cooperation to share their experience and develop common instruments. In addition to this common interest, the Consortium is further enriched by the complementary outlooks and experiences contributed by the partners:

**Fundación TECNALIA** and **CNRS** focus more on the preliminary stage of identifying and stimulating the creation of KBC (pre-incubation).

**SINES** and **IRA** SINES and IRA focus on the creation and monitoring of KBC (incubation).

**CEIN** and **CEEI Asturias** focus both on the creation and monitoring stage (incubation), and on the development stage (consolidation).



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