Transferring innovation: how the InCompass best practices toolkit can be used in your region

InCompass Interreg IVC Final Conference, Brussels, 18 Nov. 2014

Arie Romein and Jan Jacob Trip
Delft University of Technology,
Faculty of Architecture and the Built Environment
contents

1. project methodology
2. best practices and ‘Best Practices Toolkit’
3. reflections on the transfer and implementation of practices
project methodology
project overview

study visits

reporting, validation and thematic seminars

RIG 1  RIG 2  RIG 3  RIG 4  RIG 5  RIG 6  RIG 7  RIG 8  RIG 9  RIG 10  RIG 11  RIG 12

RIP 1  RIP 2  RIP 3  RIP 4  RIP 5  RIP 6  RIP 7  RIP 8  RIP 9  RIP 10  RIP 11  RIP 12

reporting, validation and thematic seminars
data collection

- assessment of visit proposal by partners
- site visits
- in-depth interviews with managers, policy-makers, start-up entrepreneurs…
- desk research
- external validation
- discussion within project consortium
29 cases in 7 visits
2

best practices and
‘Best Practices Toolkit’
>170 observed ‘good practices’
assessment and aggregation

- qualitative and iterative process

- criteria taken as a guideline
  a) transferable
  b) long-term income generating
  c) clear and manageable risk
  d) contribute to regional incubation system
  e) can be influenced by policy-makers
best practices (1)

1. rent out workspaces to non-start-up tenants to establish cross-subsidy
2. rent out other spaces than workspaces to third parties and for events
3. apply for EU grants
4. financial benefits from public authorities, other than subsidy
5. introduce equity sharing
best practices (2)

6. market consulting services on the basis of incubatees’ knowledge
7. sell incubation program
8. valorise incubator’s relation to neighbourhood
9. relation to higher education institution
10. involve alumni
11. implement a trust to financially support start-ups in different incubators
best practices (3)

12. focus on workspaces and ‘outsource’ support program
13. focus on pre-incubation and raising awareness
14. invest in partnerships
15. apply mix of start-ups and mature firms
16. focus on cluster development
Best Practices Toolkit

- provide dedicated ‘tools’ to local and regional policy-makers and other stakeholders

- present results of InCompass in an accessible way to a broader audience
3 reflections on the transfer and implementation of practices
from research to implementation

- case studies
- good practices
- best practices
- incubator operations
- financial sustainability
- regional incubation system

- analysis
- selection & aggregation
- A) transferability
- B) income-generations
- C) risk
- D) regional contribution
- E) influence of policy-makers
dilemmas and lessons learnt

- interests of incubator versus interests of incubatees
- focus of Interreg on public policy-makers versus implementation of practices by (mainly) incubators
- apply a regional perspective rather than focus on individual incubators
tacit knowledge

- transfer of practices between regions resists simple quantification or codification of practices
- rather, it involves implicit, tacit knowledge from the observed case study incubators...
- ...as well as the regions where practices are to be implemented
- role of face-to-face contact
dual contextualization

- in-depth knowledge needed of both origin and destination regions: of context of origin and context of destination

\[
\begin{align*}
\text{REGION A} & \quad \text{context of origin} \\
\text{in institutional legislative economic cultural spatial etc.} & \quad \text{observed practice} \\
\text{transfer} & \quad \text{implemented practice} \\
\text{REGION B} & \quad \text{context of destination} \\
\text{in institutional legislative economic cultural spatial etc.}
\end{align*}
\]
dual contextualization in InCompass

- 12 Regional Implementation Groups
- project partners + representatives of regional ‘triple helix’ stakeholders
- assess study visit results from the regional perspective
- assess regional incubation system (SWOT, PESTEL, …)
- prepare Regional Implementation Plan
‘afterlife’: beyond InCompass

- how to ensure transfer and implementation of practices after project period and beyond project consortium?
- monitoring (INTERREG Europe) limited to partner regions
- best practice guides etc. can facilitate dual contextualization only to limited extent
- development of dedicated tools - challenge for future projects?
Thank you for your attention!

A.Romein@Tudelft.nl
J.J.Trip@Tudelft.nl

www.incompassproject.eu

InCompass is funded by the European Union through the Interreg IVC programme