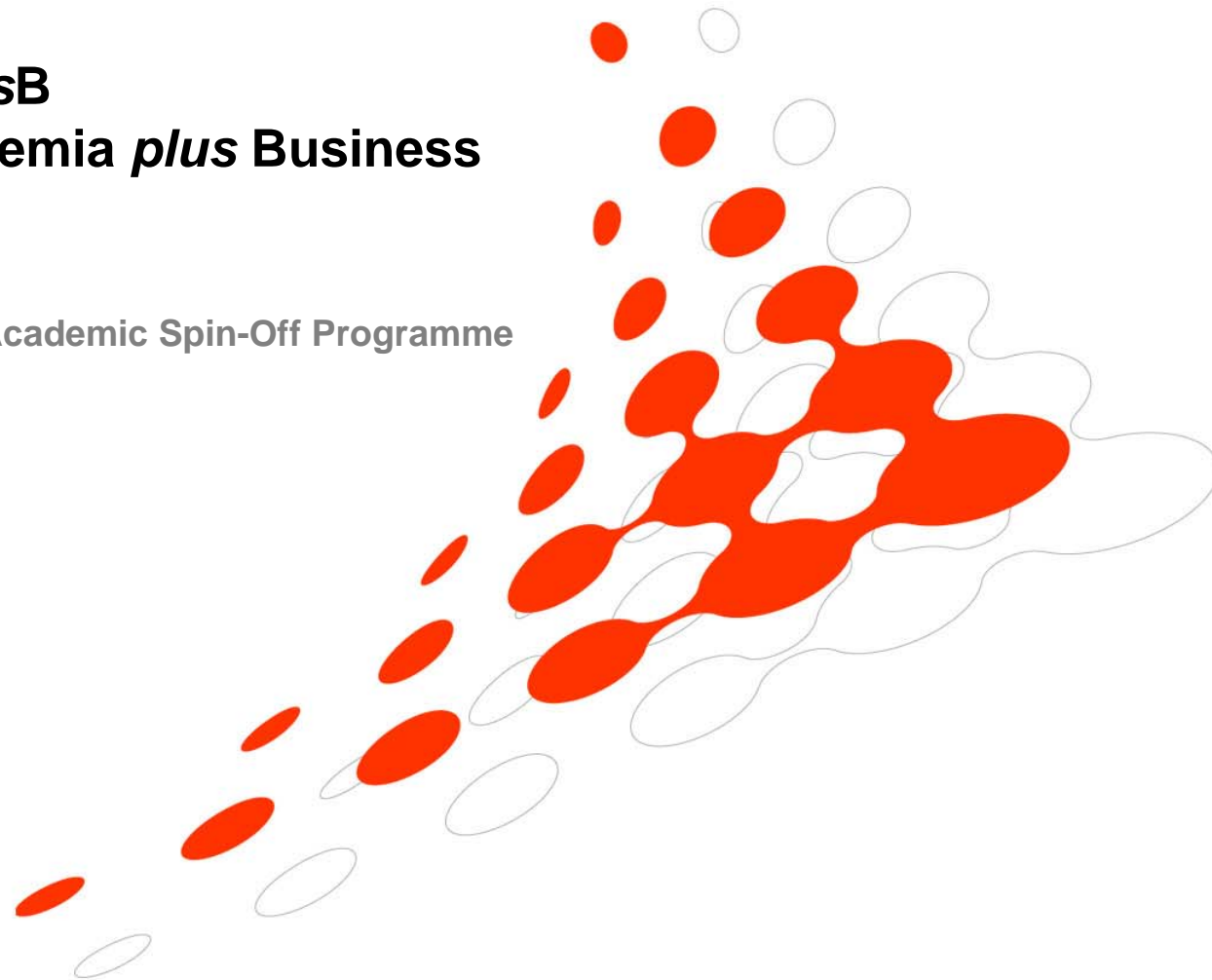




AplusB
Academia *plus* Business

Academic Spin-Off Programme





Experiences of the *AplusB* programme in Austria

- *AplusB* – the programme, motivation & background
- *AplusB* Centres
- monitoring & evaluation



AplusB – Academia *plus* Business

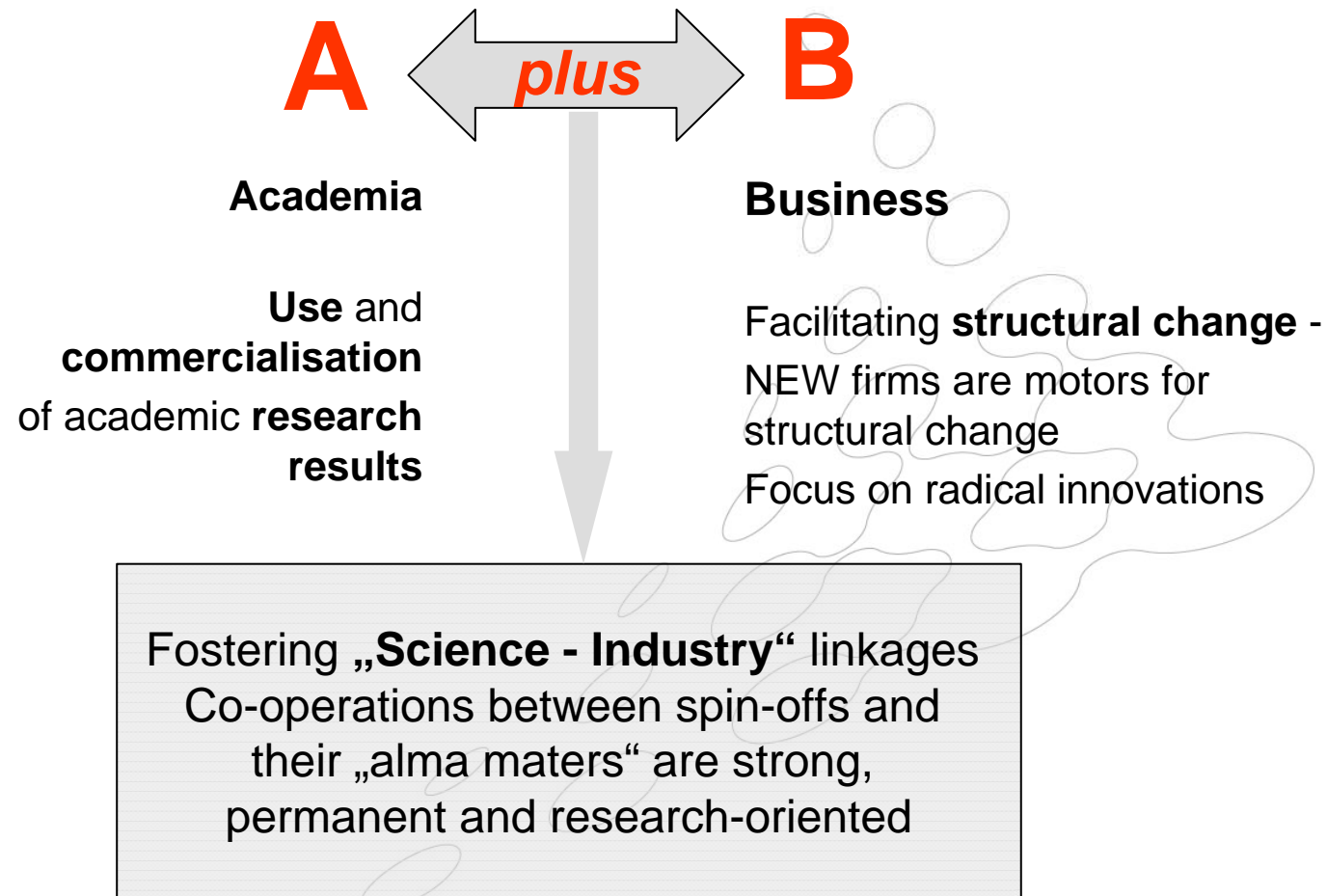
AplusB funds innovative, technology-oriented spin-offs from the academic sector

AplusB is increasing the number of academic spin-offs

AplusB was set up in 2001; two calls led to the establishment of 9 *AplusB* Centres

AplusB is - in commission of the Austrian Federal Ministry of Transport, Innovation and Technology (bmvit) - operated by the FFG/ Dept. Structural Programmes

Why academic spin-offs?





Objectives of *AplusB*

- ensuring a sustainable increase in the number of academic spin-offs
- enhancing the quality of these new companies, as well as their likelihood to succeed
- increasing the potential for spin-offs from Universities, Universities for Applied Science and non-university research institutions
- enhancing the exploitation of research results by business
- Improve the technology transfer process



You make your own Centre

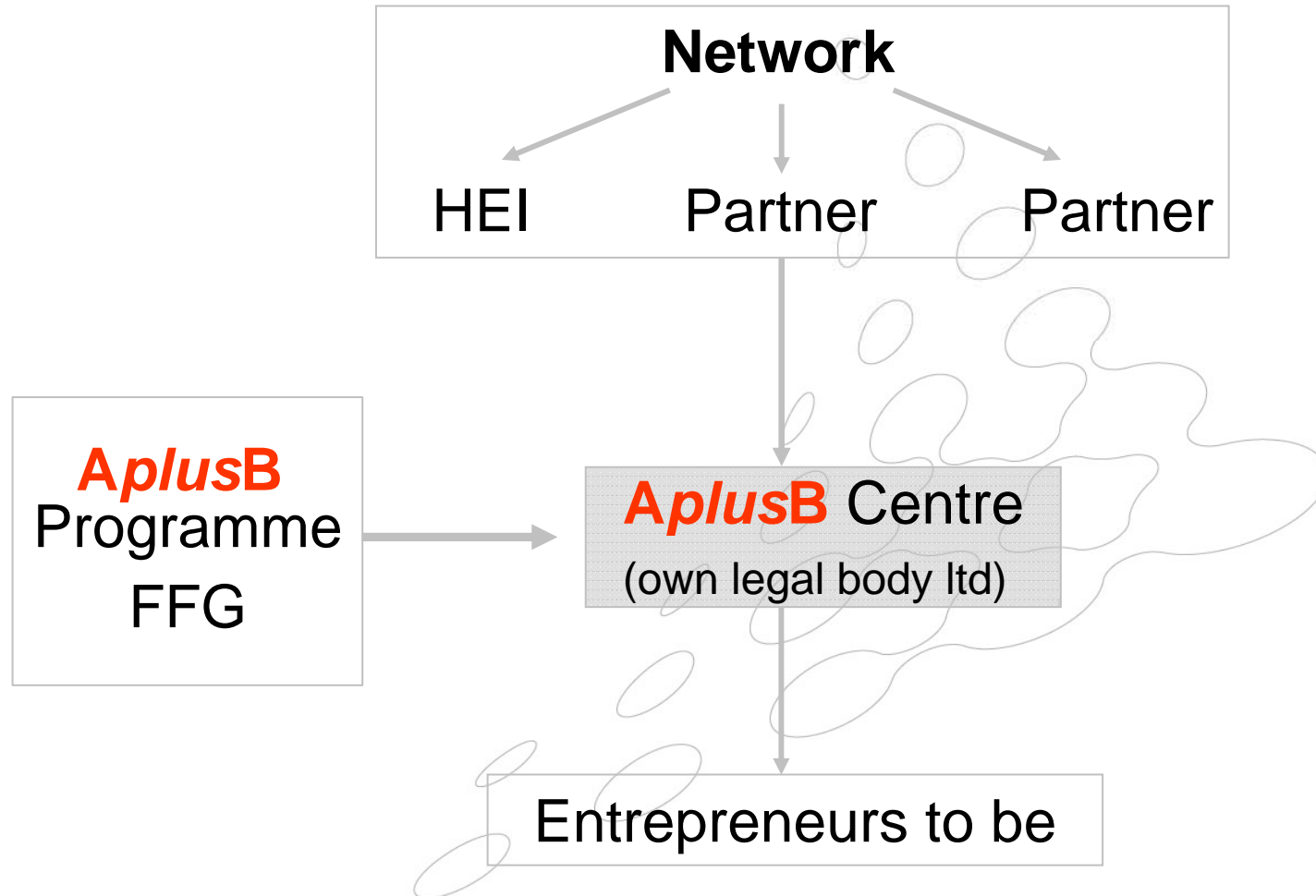
- Bottom-up definition of goals, target groups and measures (guidelines define the framework)
- Design of own profiles under the consideration of:
 - focus of the involved HEIs
 - regional potential
 - existing initiatives (synergies and additionality)



Selection Procedure of *AplusB* Centres

- Subsidiarity and Competition
 - you make your centre: bottom-up formation of projects
 - FFG launched calls (2001/2004)
 - consortia had to be a partnership of a minimum of two partners; one academia, one had to have know-how in supporting research-intensive start-ups.
- Procedure
 - FFG: Eligibility check
 - Jury of independent experts
 - national and international experts
 - evaluated the quality of the projects submitted
 - drew up recommendations
 - Federal Minister: Decision on subsidies

AplusB-Centres





Financing (year 1-5, year 6-10)

Federal funds	45%
FFG / Structural Programmes	35%
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Federal State funds	35% variable
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own resources (universities, sponsors, private firms, returns, etc.)	20% 25-30%



Experiences of the *AplusB* programme in Austria

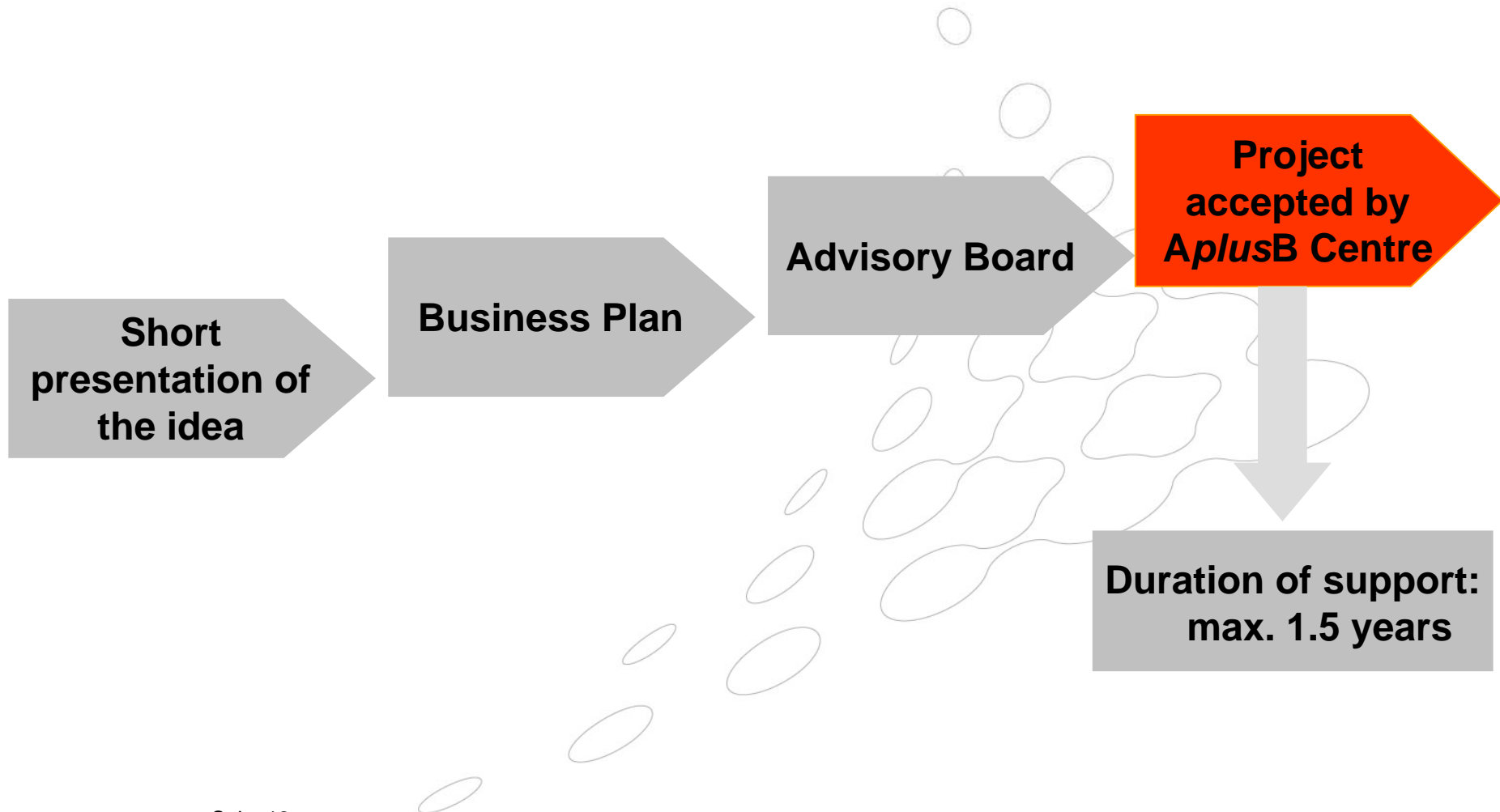
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What do *AplusB* Centres do?

- *AplusB* Centres support scientists even before starting the enterprise and develop integrated bundles of measures
 - providing counselling, know-how and support (subject-specific tutoring and coaching, management consultancy, further training)
 - providing infrastructure facilities (laboratories, offices, etc.)
 - financial support (loan, subsidy)
 - providing optimal start-up conditions for the new companies by co-operating with potential investors and with other programmes
 - awareness-raising, mobilisation and stimulation of start-up activity (events, information campaigns, professorships for entrepreneurship, etc.)

How to get support by *AplusB* Centres?



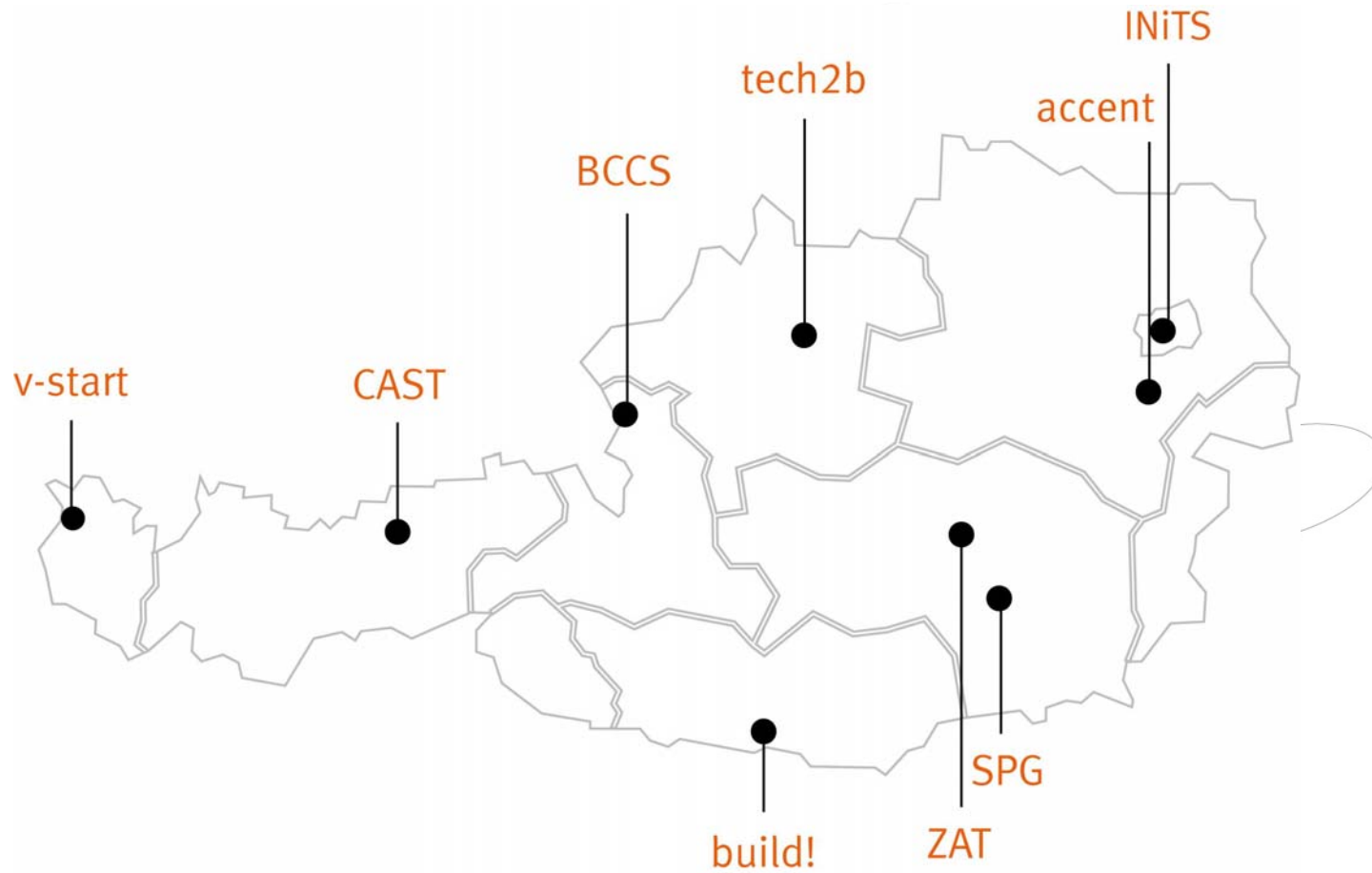


***AplusB*: Facts and Figures (since 2002)**

- 9 Centres in operation
- 180 projects supported in the *AplusB*-Centres
- 121 Companies founded
- 91 Spin-offs left the centres already
- > 650 new highly qualified jobs
- > 37 mill. Euro additionally financial resources generated (equity, private equity)
- 96 patents

- Total volume for the first 5 years: 44.5 mill. Euro
- Public funding 33.9 mill. Euro (18.5 mill. Euro from FFG)

The *AplusB*-Centres





Experiences of the *AplusB* programme in Austria

- *AplusB* – the programme, motivation & background
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The Monitoring System

- Reporting to the FFG (two times per year)
 - One single document for monitoring and financial controlling
 - Public and private funding: use of funds
 - Comparison between planned activities and results
 - characteristics of the start-ups
 - Strong feedback:
Funding is linked to acceptance of report
- Periodical audits by FFG
 - center is visited by our financial officer



The Spin-off monitoring

- Purpose of the Spin-off monitoring
 - the set-up of an *AplusB*-Spin-off database,
 - in order to have an efficient instrument to gain an overview of the actual status of the *AplusB*-Spin-off projects at any particular time
 - as well as the statistical analysis of Spin-off data
- very effective basis of information for the every day handling
- plausibility check of annual reports
- resulting awareness gains can be put to use for further development of the programme and for the evaluation of the *AplusB*-Centres and Programme

Questionnaire	time	When fill in the form?
I	when entering the centre	when entering the centre, latest 2 weeks after
II	formation of the company	when forming the company, latest 2 weeks after
III	when leaving the centre	when leaving the centre resp. expiration of the funding contract with the centre, latest 2 weeks after
IV	in the companies	one questionnaire each after 1, 2, 3 and 4 years after forming the company (that is after the date of forming the company resp. Filling in questionnaire II)



The Evaluation System

	<i>Ex ante appraisal</i>	<i>First interim evaluation</i>	<i>Second interim evaluation</i>	<i>Ex-post-evaluation</i>
Point of time	ex ante	during year 3	during year 5	during year 10
Subject	proposal for year 1-5	centre (organisation and management)	centre start-ups proposal for year 6-10	centre start-ups
Character	selection of winners	formative, qualitative concept- and design evaluation	summative and formative, qualitative and quantitative incl. impact evaluation	summative
Consequence	Go or Non-go	recommendations	Stop or Go	-

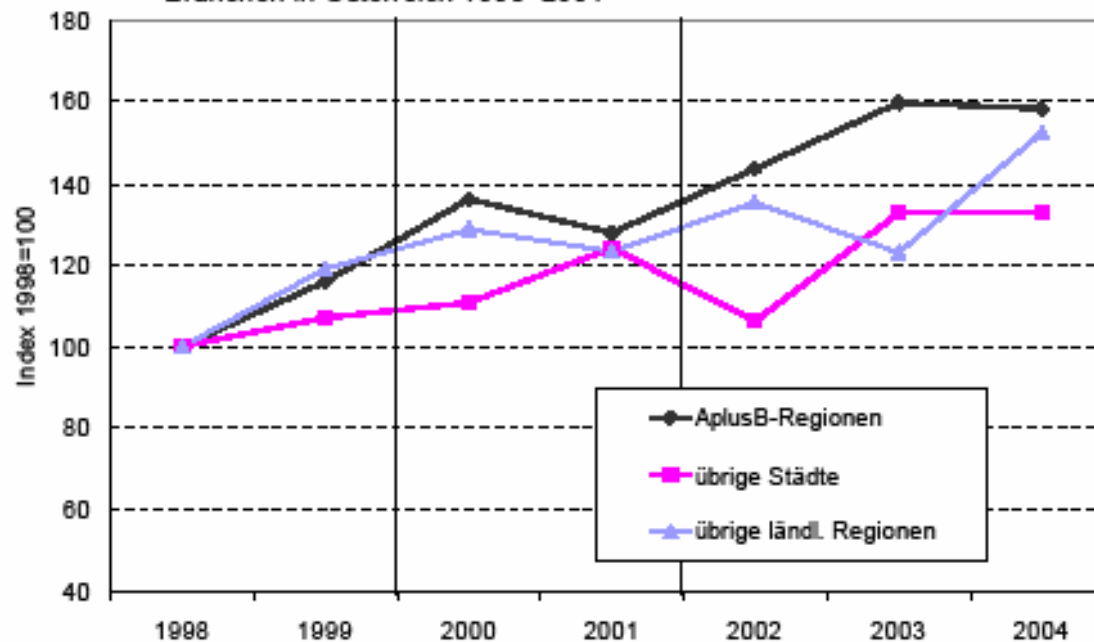


Quantitative Evaluation

- Criteria:
Number & development (survival & growth) of
High-Tech Start-ups
- (1) Region vs. Non-exist region
- (2) Development of Start-ups relative to other start-ups
(within and outside of AplusB-Regions)

Quantitative Evaluation

Abbildung 1: Entwicklung der Gründungszahlen in forschungs- und wissensintensiven Branchen in Österreich 1998–2004



Übrige Städte: Salzburg, Bregenz, St. Pölten/Krems.
Quelle: ZEW-Gründungspanel Österreich.

No. of spin-off companies supported

Tabelle 4: Regionale Verteilung der durch das AplusB-Programm unterstützten Unternehmen (Untersuchungsgruppe)

AplusB-Zentrum	Programm	n	%
Wien	INITs	49	34,3
Graz	Science Park Graz	27	18,9
Linz	tech2b	25	17,5
Innsbruck	CAST	20	14,0
Klagenfurt	build!	22	15,4
Gesamt		143	100

Quelle: FFG AplusB-Gründungsmonitoring.

**Tabelle 12: Kausale Effekte der Unterstützung durch das AplusB-Programm:
Gruppe der Spinoff-Unternehmen**

		Untersu- chungsgr.	Kontroll- gruppe	Differenz	Std.abw.	
Inputvariablen						
Patentnutzung	vor Matching	31	7	24		***
	nach Matching	32	5	27	12,0	**
FuE-Aktivitäten	vor Matching	87	50	37		***
	nach Matching	87	75	12	16,4	
FuE-Intensität	vor Matching	49	28	23		**
	nach Matching	49	27	22	17,9	
Anteil Beschäftigte mit Hochschulab- schluss	vor Matching	82	47	35		***
	nach Matching	82	80	15	18,3	
Performancevariable						
jahresdurchschnittl. Beschäftigtenwachs- tum	vor Matching	83	23	60		***
	nach Matching	60	27	33	20,9	*

Anmerkung: Alle Angaben in Prozent; * 10% Signifikanzniveau, ** 5% Signifikanzniveau, *** 1% Signifikanzniveau
Angaben nach Matching basierend auf Monte-Carlo Simulationen mit 50 Wiederholungen.

Quelle: ZEW-Spinoff-Befragung Österreich 2003 und 2006, FFG AplusB-Gründungsmonitoring, ZEW-Gründungspanel Österreich, eigene Schätzung.



Results of the 3 & 5 Years Evaluation

Targets are fulfilled; centres are focal points for innovative and technology- oriented start-ups

Potential has been mobilized, some times even more than the predicted potential

Tailor made support packages for entrepreneurs

Good Practice Models could be established

- Mentoring concept
- Selection procedure via advisory boards
- Business Development Activities



Conclusion – *AplusB* ...

... raises awareness for entrepreneurship in the academic field

increasing number of patents

commercialisation of patents

... increases the number and quality of academic start-ups/spin-offs

... generates additional money which is again invested in R&D

... creates regional innovative „hot spots“

... improves the technology transfer from universities to business

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