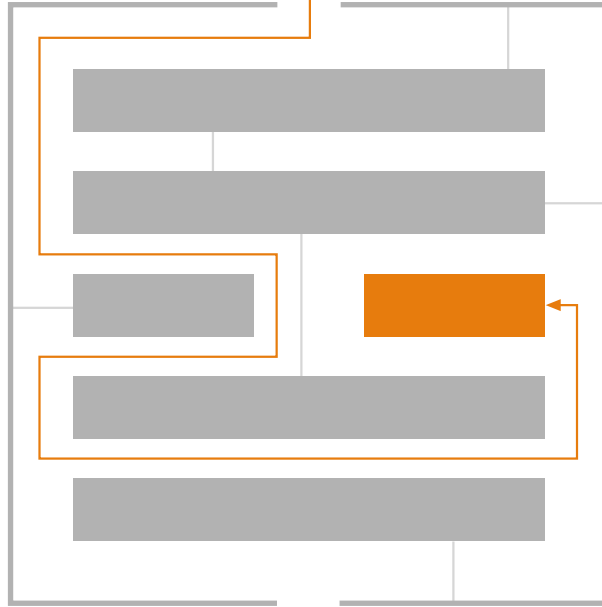


annual report  
2009





## index

Presentation	3
Global Data 2009	5
Support for innovative projects	9
Global support for creation and consolidation of technology based companies - TBCs	15
Bridge to financing	21
Asturias Technology Park Incubator	27
Cooperation Initiatives and Projects	31
CEEI Community	41

EDITED BY: BIC Asturias, Business Innovation  
Center Principality of Asturias

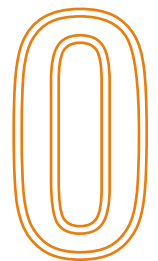
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presentation





## Our Mission

The European Business and Innovation Centre of Asturias –CEEI Asturias– was founded as a non-profit organisation, promoted by the Regional Development Agency (IDEPA) and other important regional economic entities, with the following aims:

- To encourage entrepreneurial and innovative business culture.
- To support new business start-ups, particularly those of an innovative and technological nature.
- To support existing companies in developing innovation and growth.
- To research and develop new business activities that would create employment and innovation.

CEEI Asturias has taken on this mission and provides support to entrepreneurs with a range of high-quality services covering information, training, assessment and financing to help entrepreneurs throughout the set up process of successful business initiatives.

## Vision

- To be the instrument of choice for entrepreneurs and SMEs as support for the creation and development of innovative companies.
- To be recognized for achieving the satisfaction of customers, partners, collaborators and staff.
- To be recognized for our dissemination of entrepreneurial culture and innovation.

- To be among the best Business Innovation Centres in Spain and Europe on the basis of the results relating to our mission.

## Values

CEEI Asturias holds the following values:

- Customer orientation.
- Professionalism, thoroughness and consistency in our work.
- Ethics and confidentiality.
- Continuous improvement aimed at excellence.
- Proactive teamwork.
- Proper and correct image and behaviour.
- Social responsibility.

At the end of 2009 the CEEI team consisted of 22 employees.

18 HIGHLY INNOVATIVE COMPANIES  
LAUNCHED, 11 OF WHICH ARE ALSO  
TECHNOLOGY BASED AND  
2 BIOTECHNOLOGY COMPANIES

635

entrepreneurs  
supported

WE PARTICIPATE  
IN 3 EUROPEAN  
PROJECTS

11 technology  
based companies  
launched, a proportion  
almost equivalent to  
1 BT company  
every month

69 COMPANIES

WORKED WITH  
PROVIDING  
SUPPORT OF  
CONSOLIDATION

+340.130 PEOPLE VISITED OUR WEBSITE

221 press  
appearances

2 investment agreements  
reached by ASBAN,  
Asturias Business  
Angels Network

90% of our companies survive

WE WORKED WITH 406  
BUSINESS PROJECTS

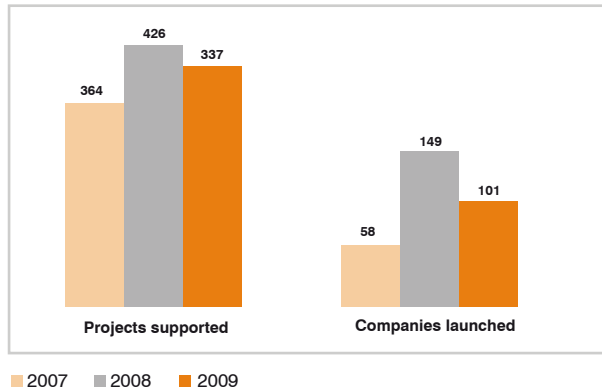
78 OF WHICH ARE TECHNOLOGY  
BASED PROJECTS

3.500.000  
EUROS  
obtained for the  
financing of  
business projects

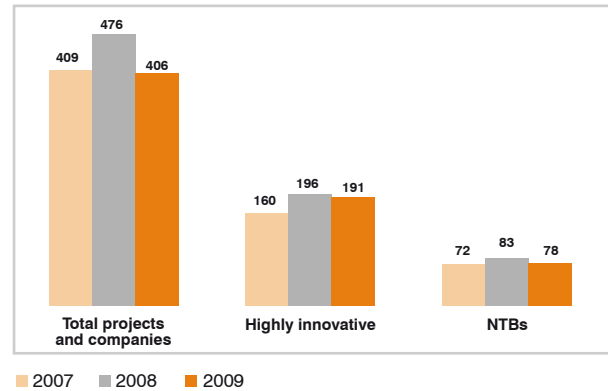
global  
data  
2009

1

**FIGURE 1:** Evolution of CEEI Asturias projects



**FIGURE 2:** Total Projects and companies worked with



### 1.1. Global data 2009

Our activities are focussed on promoting economic growth from the innovation perspective helping industrial sector diversification and employment generation on the Principality of Asturias. Our support ranges from answering inquiries, resolving questions and providing information, to working together with the entrepreneur in the context of itineraries that include counseling, training, support in seeking funding and formalities coming to business project consolidation.

#### Global supports for innovation

In 2009 we attended queries and general information requests from 635 entrepreneurs/ business owners, and 42% decided to develop their project with us after the first contact.

Almost half of highly innovative projects that we work with in 2009 were detected in the same year.

In 2009 we worked with a total of 406 projects and companies, 47% were highly innovative.

We worked with a total of 78 New Technology- bases Project/ companies, 20% were Spin-offs.

*(See figure 2)*

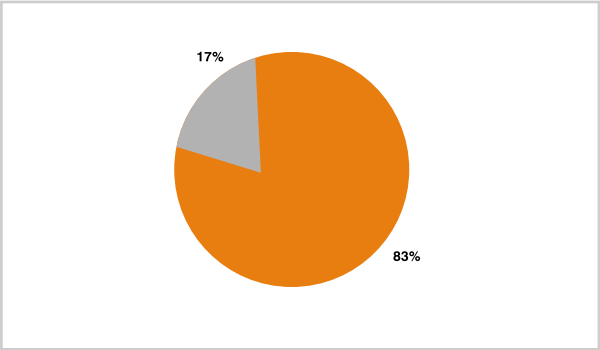
During 2009 20% effort goes to providing services for consolidation of innovative companies.

In 2009, with our help, a total of 101 companies were launched and 18 were highly innovative companies.

*(See figure 4, on the following page)*

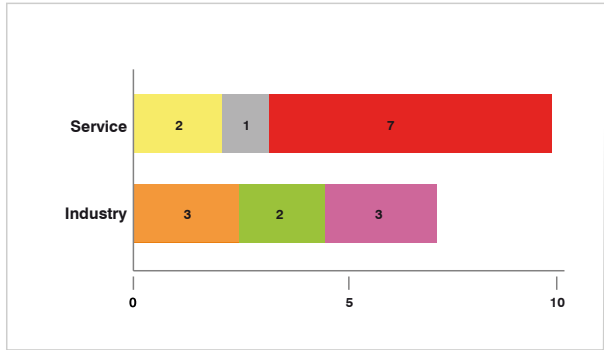
**101 companies were launched with our help, 30% of the total projects worked on**

**FIGURE 3:** Total Projects worked with 2009



■ CEEI Start up projects: 337    
 ■ CEEI Consolidation projects: 69    
 Total CEEI Projects: 409

**FIGURE 4:** Innovative Companies created (by sector of activity)



■ Industry    
 ■ Engineering, consulting, advisory and HR  
■ Product manufacturing    
 ■ ICT/Internet  
■ Real State Activities  
■ Biotechnology



¿UNA IDEA INNOVADORA?  
te ayudamos a ponerla en marcha...



support for  
innovative  
projects



May 7  
Entrepreneurship  
Day. Avilés

2



May 7. CEEI Asturias team and awarded on the IX Award for Best University Business Project, Entrepreneurship Day, Avilés.

## 2.1. Recruitment of target entrepreneurs

In its normal line of work to promote and disseminate entrepreneurial culture, CEEI Asturias conducted an exhaustive search in those environments where there is the potential for innovation, these being par excellence the [University](#), [Technology Centres](#), [Professional Associations](#), etc..

### Students

CEEI Asturias conducted lectures at the university, courses and masters in all aspects regarding business creation, innovation and access to finance, with a range of more than 300 people.

### RD sources in the University of Oviedo

We presented to the Research Results Transfer Office (OTRI) a specific programme for screen and support the creation of Spin-offs from the University of Oviedo, in collaboration with the Vice Rectorate of Research.

We intensify our activity detecting Spin-offs, through a new agreement closed with the Industrial Technology University Institute (IUTA). On October 2 CEEI Asturias participated in their Event about Patents and Intellectual Property, held at Superior Polytechnic Engineering School of Gijón.

We collaborate with the University of Oviedo in the definition of a project which includes various activities of the Cluster of Energy, Environment and Climate Change, as well as the Cluster of Biomedicine and Health, through our future Bioincubator within the framework of the International Campus of Excellence.

We also collaborate in organizing the “Entrepreneur Forum” which coincides with the XXXII Congress of Biochemistry and Molecular Biology, organized by the Spanish Society of Biology and Biochemistry (SEBBM) held on September 23 in Oviedo.

### Professional Associations

A new agreement with the Professional Association of Technical Computer Science Engineers of Asturias (CITIPA) was signed. By means of this agreement, both entities agree to join forces and establish actions aimed at promoting new business initiatives. With this agreement a total of 5 professional associations are involved in our network.

### Spin-off

We consolidated as a reference centre, with a total of 8 new Spin-offs identified during 2009.

### Innovation Forums

CEEI Asturias was present with a stand in 2 Innovation forums; the Asturias Innocámaras Innovation Forum and the IV Business Innovation Forum of FADE (Asturian Federation of Business).

### CEEI 2009 Awards

We convened the CEEI Asturias 2009 Awards, sponsored by IDEPA and other entities, and for which a total of 37 nominations were received. The award ceremony of the IX Award for Best University Business Project was held on May 7, in the framework of the Entrepreneurship Day.

CEEI 2009 AWARDS	AWARDED
IX Award for Best University Business Project	MICRUX FLUIDIC SL. SEXTO SENTIDO (Runner-up)
IV Prize for Best Innovative Technology Based Business Project *	HEALTHSENS S.L. NOESIS TECHNOLOGIES, S.L. (Finalist) IDSEGUR S.L. (Finalist)
III Patents and Utility Models Competition of Asturias *	ADITAS SL. Improved mandible advancement device. TREELOGIC. Improved business card to manage contact information (Runner-up)

**MICRUX FLUIDIC**  
is a biotechnology Spin - off company  
which main activities are focused on research  
development, production and commercialization  
of miniaturized devises for the separation,  
detection, identification and cuantification  
of bioanalytical components for the agrofood,  
environment and clinic sector

### Other awards

CEEI Asturias carried an active participation and project's recruitment for all kind of initiatives and awards organised for other promotion entities:

Entrepreneurship Awards of the City of Gijón, XXI Entrepreneur Award 2009 from La Caixa, Bancaja Young Entrepreneurs Awards 2009, Best Company 2009 ACEPPA, ANCES Awards, AJE Awards, SODECO Awards 2009, Awards Information Society Tecnology in Asturias and the Future Award Avilés, IMPULSO Awards, 8th Forum NEOTEC Venture Capital , Learning to Export Program, MOTIVA 2009 XII Design Conferences, Internet Forum Internet Meeting Point and initiator of Asturias Information Day on European innovation projects, Forum Entrepreneur, Patents and utility models Event, Business Promotion Days Cangas del Narcea, Working Session: on valuation of intangible assets (trademarks and patents).

(\* See chapter 3 on global support for creation and consolidation of Technology Based Companies (TBCs).



October 14. Online Business Creation course Opening Ceremony, Llanera.

## 2.2. Support for the creation of new companies and/or innovative lines of business

Once business ventures are detected, we provide individualized advice to entrepreneurs in order to work on the feasibility of their project. CEEI Asturias offers comprehensive support for the creation of innovative and technology based enterprises in our region.

### Advice on drawing up the Business

CEEI Asturias gave expert advice for the development of the Business Plan through «CEEI Tutora Crea». With this learning pathway, each project is assigned a tutor belonging to the technical team, and together with the entrepreneur a timetable is established for developing the Business Plan within a maximum period of 6 months, extendable depending on its progress. Expert individualized advice is provided in a room reserved exclusively and for a period of approximately 160 hours.

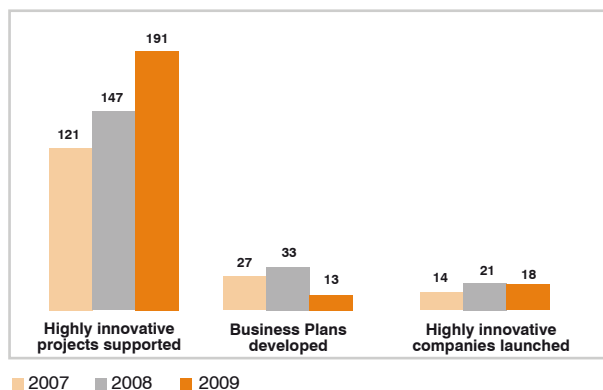
In 2009 through «CEEI TUTORA CREA» advice was given for development of the Business Plan to 57 business projects, of which 29 were technology based.

### Support for company Start-up

This year 22 companies were launched, 18 of which are highly innovative companies and 11 also technology based, belonging to the following sectors: biotechnology, software, technology on the field of food, ICT e Internet, among others.

(See figure 5, on the following page)

FIGURE 5: Evolution of innovative projects



### Advice on legal constitution and industrial property. Telematic processing of Sociedad Limitada (Enterprise Limited Company) and Sociedad Limitada Nueva Empresa (New Enterprise Limited Company) via PAIT (Consulting Services and Initiation of Proceedings Point).

During 2009, the legal staff of CEEI Asturias continued advising on the launch of companies (legal, labour and tax consultations) as well as the legal form most appropriate for their business and the administrative and legal requirements for launching the business. In 2009 legal advice was given to 11 entrepreneurs /business owners in 35 meetings.

CEEI Asturias as a Consulting Services and Initiation of Proceedings Point (PAIT) for New Enterprise Limited Companies and Limited Companies, developed several dissemination activities and dealt with queries regarding these legal formats from 27 entrepreneurs of 11 different business projects, and 3 companies being set up.



Advice was also provided on industrial and intellectual property to 2 entrepreneurs / business owners.

### Online Business Creation course

YEAR	PARTICIPANTS	BUSINESS PLANS DEVELOPED
2009	30	(ending 2010)
2008	50	26
2007	46	22

### Innovative companies launched

2008	2009
21	18

### Business Start-up Training

To complement personalized advice, CEEI Asturias offers training in business creation, oriented towards project development and acquisition of a theoretical and practical knowledge base in key management areas of the future business. *By means of long-term courses, short seminars and/or practical workshops on Business Plan preparation.*

### Online Business Start-up Training Course (300 h.)

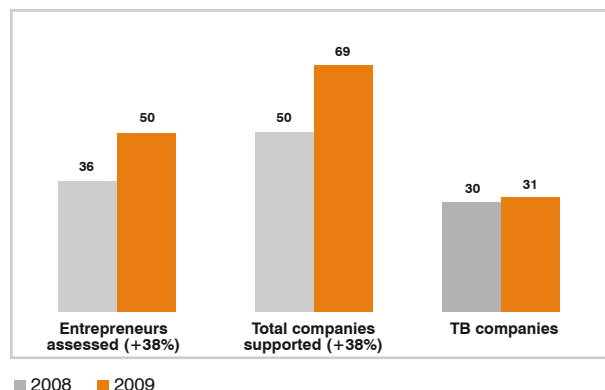
In collaboration with Bancaja and Instituto de Formación Online (IFO) CEEI offers training targeted exclusively at entrepreneurs with an innovative business idea. This training is complemented with a series of personalized tutorials with the final goal of developing a Business Plan.

During 2009 1 online Business Creation course was held involving a total of 30 entrepreneurs with a business idea. This course will finish in 2010.

### Business Plan Development Workshop (30h).

In 2009 two workshops (170 hours of training) were held on Business Plan Development, with a total of 15 entrepreneurs taking part. These workshops, using our own methodology, alternate theoretical and practical sessions with individual counselling by a tutor, and target potential recipients of the Principality's line of Microcredits.

**FIGURE 6:** Companies supported for consolidation



### 2.3 Support for consolidation of innovative companies

Once projects that have received advice are implemented, CEEI Asturias accompanies entrepreneurs at the early stages of the life of their business, identifying their needs and providing the necessary assistance.

#### Advice on preparing Business Expansion Plans

Through "CEEI Tutora Consolida" we help to develop a Business Expansion Plan that sets out the project for expansion, growth and/or diversification.

In 2009 CEEI Asturias worked with a total of 8 highly innovative enterprises in the "CEEI Tutora Consolida" scheme, 3 of which were technology-based businesses.

#### Working on Follow-up and Consolidation of companies installed in CEEI Asturias or created with CEEI Asturias support

In 2009 we support to small and medium businesses through our Program of Growth and Consolidation.

This program aims to support the consolidation of small and medium enterprises in our region, using a diagnose analysis of business, improvement actions, a growth planning and monitoring its implementation.

A total of 10 companies participated in this program (all technology-based). We carried out the diagnosis and the plan of action of 10. It was made the first follow-up to five of them and is planned to make the rest in 2010.

During 2009 we advised consultations from 50 business owners and worked on 69 companies, 31 of which were technology based companies. 19% were detected in this year.

*(See figure 6)*

#### Consolidation through Company Training

As additional support to emerging entrepreneurs we offered in collaboration with Fena Business School an intensive workshop titled "Commercial Development Workshop: driving sales" (8 h.). This workshop was attended by 15 entrepreneurs and SMEs sales managers from CEEI Asturias and Technology Park environment.

The joint event for award of diplomas was held in December, in the framework of the IV Cooperation Meeting in CEEI Asturias.

On the other hand we made collaborations with the Regional Ministry of Industry and Employment for the development of a training proposal for entrepreneurs.

**In 2009 we helped 69 companies  
in its consolidation,  
of which 19 %  
were detected in this year**

---

**For the third consecutive year  
we have advised more business owners  
and have supported more companies  
for its consolidation**



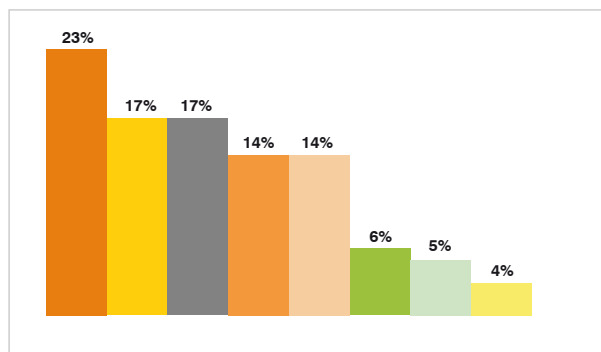


November 24  
CEEI Asturias 2009  
Awards Ceremony

global support  
for creation  
and  
consolidation  
of technology  
based  
companies  
-TBCs

3

**FIGURE 7: TBCs worked with**



Due to the specific support needed by projects of this kind, CEEI Asturias has designed a programme which includes initial guidance, specific training, business plan development, sourcing finance and support for the implementation and consolidation of technology-based companies, including Spin-offs.

HIGHLIGHT PARTICIPATIONS ON TBCs ACTIONS
Business Plan modules for "University Spin-off" training course.
Gamelab 2009
Patents and Industrial Property event (IUTA)
Roundtable "Nanotechnology and Biotechnology as emerging sectors for Asturias" celebrated on XVIII Quality Events form Managers

During 2009 we worked with a total of 78 technology-based initiatives in 8 different sectors: ICT, Software, Biotechnology, High technology capital goods, among others.

(See figure 7)

### For different companies, specific types of support

This programme is itinerary based and applies proven methodologies developed by CEEI Asturias. For entrepreneurs with a high technical and development capability (doctoral students and

- ICT
- Others
- Software
- High technology capital goods
- Biotechnology
- Technologies in the field of energy
- Materials technology with industrial application
- Food Technologies

experienced researchers in technology). For technology-based companies newly established or in their early stages of growth.

### 3.1. Support for creation of TBCs

The Business Plan is the basic tool for the development of a technology-based business concept and to assess correctly its technical, human, economic, commercial and financial viability.

During 2009 we found that more and more technology-based entrepreneurs decide to come to CEEI Asturias for support.

In 2009 we worked with a total of 47 TBC projects. Through «CEEI Tutora Crea» we advice 29 business projects, 10 Business Plans were developed and 11 TBCs were launched.

(See Figure 8 and 9, on the following page)

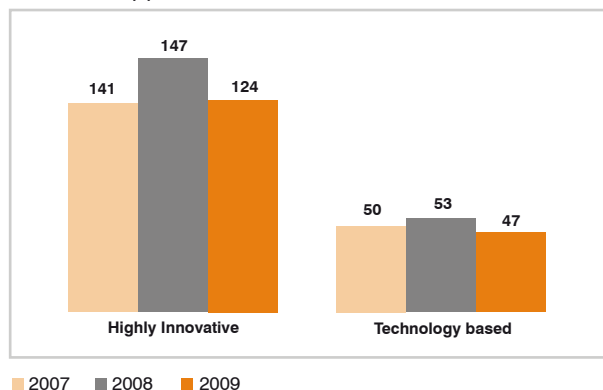
The sectors in which the 11 TBCs launched are involved are: software, ICT, biotechnology, high technology capital goods, among others .

(See Figure 10, on the following page)

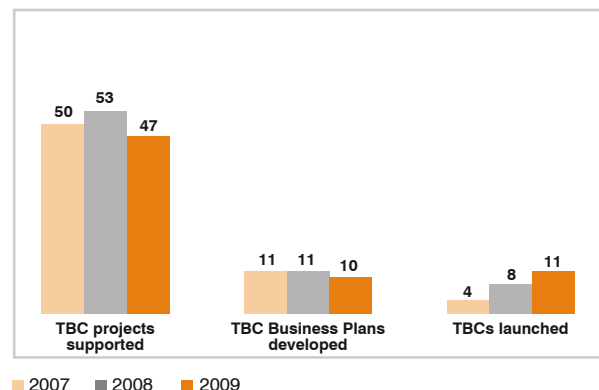
### Evolution of highly innovative companies and TBs supported

Highly innovative companies supported		TBs companies supported	
2008	2009	2008	2009
49	64	30	31

**FIGURE 8:** Innovative of Highly Innovative Companies and TBs support



**FIGURE 9:** Evolution of TBC projects



**During 2009  
11 TBCs have been launched  
with our help,  
a proportion equivalent to  
1 technology based company  
every month**

### Spin-off

During 2009 8 new Spin-offs were detected, we worked on 20 Spin-off projects and 3 Spin-offs were launched.

Since 2001 31 Spin-offs projects have been detected. 15 Spin-offs have been launched with our support, being the following: Cultivos Marinos del Cantábrico S.L., Innovative Solutions in Chemistry S.L., Soluciones Antropométricas S.L., Tesis Telemedicina, S.L., DropSens, S.L., Arandana, ENTRECHEM S.L., Ingen 10 Ingeniería S.L., Micrux Fluidic S.L., Idalia Intelligent Data Análisis S.L., Pulse INGENIERÍA S.L., Oxígeno Empresarial S.L., ADITAS S.L., HealthSens S.L., Bionumeric, S.L.

*(see figure 11, on the following page)*

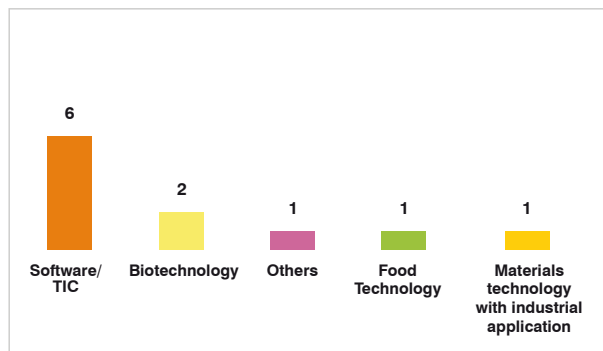
### BioANCES

BioANCES is a specific programme to support business startups in the field of biotechnology. Following the dissemination phase of the programme to the departments related to Life Sciences of the University and university institutes. In collaboration with other CEEIs/BICs in Spain, and through ANCES, CEEI Asturias participated in BioAnces 2009, the fifth of these programmes, financed by Genoma España, as technological partner.



*July 1. Gamelab 2009. Laboral Ciudad de la Cultura, Gijón.*

**FIGURE 10:** Sectors to which the TBCs launched belong



CEEI Asturias usually develops actively work to disseminate this program, like the events held in 2009 with the University Institute of Oncology of the Principality of Asturias-IUOPA, Professional Associations of Chemists and Biologists in Asturias.

This year, after active dissemination of this programme, CEEI Asturias identified 6 candidate business projects that were forward to Genoma España. 5 candidates were accepted and 4 participated in the training programme in business management.

CEEI Asturias tutors monitored students during all the training, advising in developing a business plan and attending to on site workshops (3) that were held in May, July and September in Madrid.

4 Business plans projects were developed. 2 of them, HealthSens and Polimprint, were proposed between 31 candidates to be presented on December 16 to the Forum for Presentation of Biotechnology Projects and Companies –an investors’ forum– in Madrid.

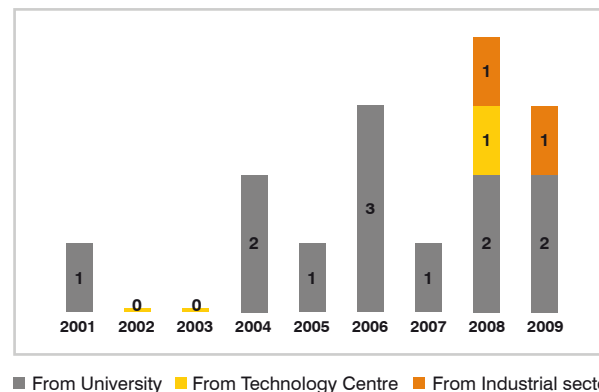
### EIBT Seal (for Innovative Technology Based Companies -ITBC)

CEEI Asturias works together with Asturian technology-based companies, in obtaining the EIBT seal (registered under ANCES), as a means of differentiating these companies and as a communication tool.



In 2009 we worked with a total of 8 companies interested in EIBT Seal. 5 companies were presented in 2 committees.

**FIGURE 11:** Spin-offs launched since 2001



Finally the EIBT mark was obtained by 4 companies in the Creation category (Natec Ingenieros S.L., MicruX Fluidic S.L., ID Segur S.L. and Microdan S.A.); In Consolidation category Natec Ingenieros S.L obtained the seal renewal.

With these 4 there are already 20 Asturian companies that have gained the seal, registered in the name of ANCES and recognised by the Ministry of Industry, Tourism & Trade. Asturias is the province with more EIBT Seals in Spain.

### 2 Biotechnology companies were launched this year

In addition, Natec Ingenieros S.L. y MicruX Fluidic S.L. were presented as candidates in the third edition of the National Prizes for Creation and Consolidation of Innovative technology Based companies of ANCES.

MicruX Fluidic S.L. was runner-up in the Creation category, «Prize for Creation of Technology Based Company».

Natec Ingenieros S.L. was runner-up in the Consolidation category, «Best Performance as ITBC».

### 3.2. Support for consolidation of Technology Based companies

In 2009 CEEI Asturias worked with a total of 31 technology based companies. Through the «CEEI Tutora Consolida» scheme, we provided support to 3 technology based companies<sup>1</sup>

<sup>1</sup> See Program of Growth and Consolidation in chapter 2.

New EIBT Seal obtained

2008	2009
3	4

Hosted Distribution

YEAR	TOTAL HOSTED	TBCs
2009	32	11
2008	38	12
2007	39	8

### 3.3. Hosting for TBCs

CEEI Asturias has a subsidy programme for TBC hosting, representing a 30% discount on the rent for the first year and 15% for the second.

Of the 11 technology based companies hosted, 8 enjoyed this additional benefit.

### 3.4 Specific Financing for TBCs

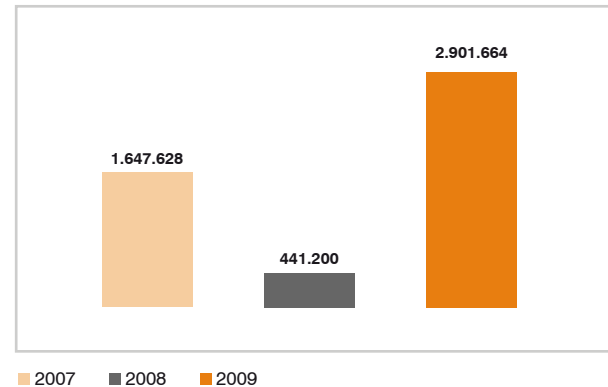
We offer access and facilitate lines of specific funding for TBCs, through bodies or programmes such as the Regional Promotion Agency, SRP, or the Plan for Science, Technology and Innovation, including participatory loans, venture capital, guarantees, grants.

This year 33 projects and technology based companies participated in the "CEEI Financia" scheme in order to access to funding for their Project, 8 more than 2008.

(See figure 12)

**In 2009 we obtained  
2.901.664,16 euros  
in financing  
for TBCs**

FIGURE 12: Financing obtained by TBCs



### 3.5 CEEI Asturias 2009 Awards

In 2009 we also rewarded initiatives concerning knowledge transfer to the market, either through new products or services or the creation of new businesses or the sale of industrial property.

In the current edition of Prize for the Best Innovative Technology-Based Project we introduced an important novelty: the collaboration of the public in the voting process during the award ceremony.

IV Prize for the Best Innovative Technology- Based Project.

On this occasion prizes were awarded to HEALTHSENS S.L. NOESIS TECHNOLOGIES S.L. and IDSEGUR S.L. were finalists.

III Competition for Patents and Utility Models of Asturias.

Aditas S.L. turned awarded for its "improved mandible advancement device". Second prize was awarded to Treeologic SL, for its "improved business card to manage contact information".

**In 2009  
we received a total  
of 37 candidatures  
to our CEEI  
Asturias Awards**



November 24. CEEI Asturias 2009 Awards Ceremony, Oviedo.

**HEALTHSENS**  
 is an Spin-off  
 from the Asturias Central  
 University Hospital  
 (HUCA)  
 which aim is to develop,  
 produce and commercialize  
 electrochemical sensors for its use  
 in the detection  
 of biological markers  
 (biomarkers)  
 for diseases with a high prevalence  
 in the population,  
 allowing early diagnosis  
 and appropriate monitoring  
 along its evolution



III Competition for Patents and Utility Models of Asturias and IV Prize for the Best Innovative Technology- Based Project Awarded.



Healthsens, IV Prize for the Best Innovative Technology- Based Project Awarded.



bridge  
to financing

November 26  
Seminar "Access to  
finance for innovative  
entrepreneurship"  
Risk Capital and  
Business Angel.  
AT Venture Project. Gijón

4

## Evolution of projects in “CEEI Financia” schemes

	2008	2009
Projects and Companies working through “CEEI Financia” schemes	103	100
TB Projects and companies working through “CEEI Financia” schemes	24	33

**The total of businesses that participated in CEEI Financia schemes, obtained 3.576.664,16 € for their projects <sup>3</sup>**

CEEI Asturias acts as a bridge to funding from programmes or bodies such as the Regional Promotion Agency, the Asturian Business Angels Network, the Plan for Science, Technology and Innovation (PCTI), among others.

By means of expert advice in the field of finance, we bridge the gap between the entrepreneur and agencies or bodies that can provide funding. To do so, within our funding scheme (CEEI Financia) we help entrepreneurs to define their needs for funding, we validate the feasibility of their project and put them **in touch with the relevant body, whether private investors, loans, grants ...**

### 4.1. Bridge to financing

During 2009 we carried out 227 consultations from entrepreneurs and business owners interested in accessing to financing. 100 projects and business owners participated in “CEEI Financia” schemes, being 33 technology- based.



<sup>2 y 3</sup> *Employed Ticket not included*

**At the end of the year, the network had a total of 11 investors and 15 projects of entrepreneurs with two closed agreements and an overall funding of 140.000 €**

### With intelligent capital. ASBAN, Asturian Business Angels Network

Following a well-defined method of work, CEEI Asturias identifies innovative projects and provides comprehensive advice to entrepreneurs on the presentation of their initiative and in agreement with investors or Business Angels, who for their part provide funding, but also experience and their network of contacts.



On this network, CEEI Asturias attended 66 entrepreneurs' consultations, and worked intensively with 51 projects, assisting in the development or improvement of the business plan or assessing their suitability to join the network. Training and awareness actions were developed.

In 2009 66 projects were interested in accessing the ASBAN platform.

Of the eight new projects that accessed the platform and made the corresponding blind profiles, 5 were technology based projects.

In just 2 investment forums we have concluded 2 ASBAN investment agreements.

In April and June the first and second Investors' Forum organised by ASBAN were held. A total of 11 projects were presented.

### ASBAN TRAINING ACTIONS

Workshop "Introduction of projects to investors" (Llanera, 16-17.04-2009)

Workshop "Introduction of projects to investors" (Llanera 8.9.10.2009)

Workshop "Entrepreneurship negotiation"

### Through non-refundable Subsidies. Grants for creation and development of Innovative Technology Based Companies

With the new Notification of grants to ITBCs by the Regional Ministry of Education and Science of the Principality Asturias in the framework of the Science and Technology Plan (PCTI), ITBCs access to this line of financial aid, through non-refundable subsidies.

For this purpose, and as defined by the call, the applicant must submit a certificate of validation of the Business Plan delivered by CEEI Asturias.

In 2009 a total of 9 projects were interested in these grants and 5 obtained a certificate of validation from CEEI Asturias as access to grants.

In March and September 2 commissions for award of grants were celebrated and 2 projects were funded for a total of 266.923,64 €.

### Through Microcredits. Principality of Asturias micro-loans for entrepreneurs

Under the agreement signed by the Regional Ministry of Industry and Employment via IDEPA, the Reciprocal Guarantee Agency (Asturgar) and eight banking institutions in the region, CEEI Asturias makes this form of financing available to the entrepreneur or micro-company, up to a maximum of 25,000 euros.

During 2009, CEEI Asturias staff have advised a total of 127 new business initiatives with possibilities under microcredit financing line, of which 37% were advised for developing the business plan.

### Subsidies to create and develop Innovative Technology-Based companies

INTERESTED PROJECTS	VALIDATION CERTIFICATES	APPROVED APPLICATIONS	FUNDING OBTAINED
9	5	2	266.924 €

### Microcredits 2009

PROJECTS SUPPORTED	BUSINESS PLANS ELABORATED	APPLICATIONS PROCESSED	APPLICATIONS APPROVED	FUNDING OBTAINED	JOBS
47	21	6	3	75.000 €	6

In October and November two workshops were held on Business Plan Development, with a total of 15 entrepreneurs taking part.

**43% of microcredits projects developed a Business Plan**

**Since the approval of the call at the end of 2005, a total of 1.454.071 € were obtained on microcredits line**

### Microcredits 2005-2009

APPROVED PROJECTS	EMPLOYMENT GENERATED	FUNDING OBTAINED
61	142	1.454.071 €

## CDTI Financing

PROJECTS	APPLICATIONS APPROVED	FINANCING OBTAINED
6	4	2.330.457 €

**In 2009 we doubled the number of projects we worked with, that were interested in investment capital and participatory loans, compared to 2008**

### **Through financing for innovation. Investment capital and participatory loans for innovative projects**

In collaboration with the Regional Promotion Agency (SRP) we help entrepreneurs with an innovative project, especially those with a Technology Based Project, to access the various lines of financing. Thus, we advise on the development of the Business Plan, we make a preliminary assessment of the project in collaboration with the technical team of SRP and move forward projects that are sufficiently mature and may be suitable for this type of financing.

In 2009 we were consulted on 10 projects interested in this line of funding. We worked with 8 projects, 6 of them to access the SRP funding and 2 to access ENISA (National Innovation Company) funding. A project obtained a total of 600.000 € and the resolution is pending in another case.

### **With NEOTEC loans. NEOTEC Programme (CDTI)**

Through the agreement signed between the Regional Development Agency (IDEPA) and the Centre for the Development of Industrial Technology (CDTI), CEEI Asturias is represented on the joint committee that prepares the annual action plan and monitors the above Agreement.

CEEI Asturias channels toward CDTI those projects eligible for financial support through the NEOTEC initiative, i.e. support for the creation and consolidation of new Technology Based companies in Asturias.



*May 7. Knowledge capsule "Spin off". Mr. D. Nabil Khayyat (CDTI) and Mr. Vicente Gotor (University of Oviedo). Entrepreneurship Day, Avilés.*

During 2009 we were consulted on 8 projects interested in accessing CDTI financing and we worked with 6 projects in developing the report to be presented.

In 2009 4 projects supported by CEEI Asturias obtained 2.330.456,54 €.

In September we went to the headquarters of CDTI in Madrid with the aim to select business projects that would participate in the 8th NEOTEC Forum (Oviedo, 12. 11.2009). Neotec is a meeting forum between investors and 16 technological- based companies immersed in technology funding rounds.

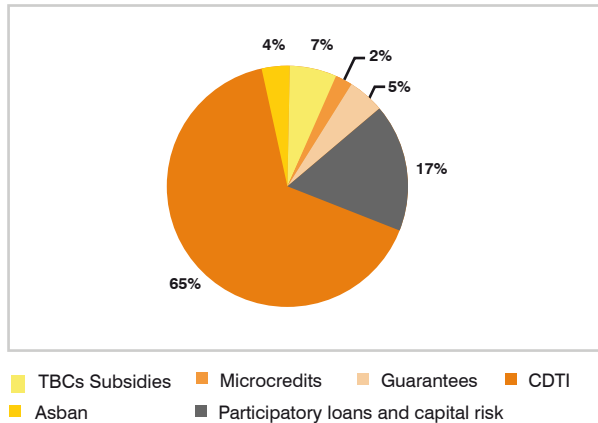
### **Through obtaining guarantees. Collaboration with Asturgar**

During the first quarter we continued collaborating with the Reciprocal Guarantee Agency of Asturias (ASTURGAR), CEEI Asturias helped to launch and process the new line of guarantees for capital.

We recorded and managed documentation requirements of 44 applications, which were developed 40 Financial Statements. Besides 14 financial statements of applications were made, and recorded in December 2008.

In relation to the granting of guarantees, 4 consultations were attended, we worked with three projects and resolved guarantees for 164.284 € for two companies.

FIGURE 13: Bridge to Financing 2009



### With new forms of help for the self-employed: the Self-Employed Ticket

The Regional Ministry of Industry and Employment, through the Directorate General for Trade, Self-Employed, and Social Economy announces grants for initiation of self-employment, the Self-Employed Ticket. These grants in increased quantity introduce a requirement to have a viable Business Plan validated by a business centre.

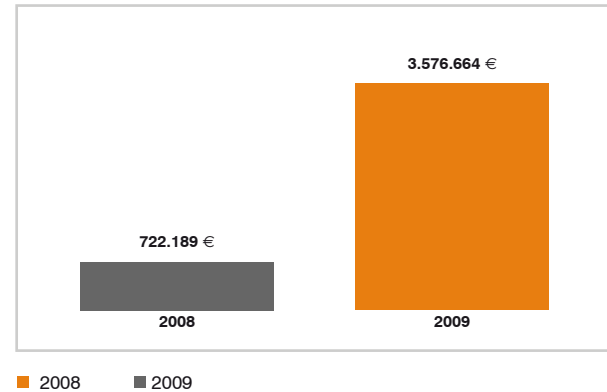


In this initiative we coordinate the rest of the Centres for Enterprise of the ACEPPA Network (Association of Public Business Centres of the Principality of Asturias) by developing a methodology, a web tool for the development of Business Plans and a platform for monitoring the projects.

**In 2009 CEEI Asturias served 177 entrepreneurs, worked with a total of 163 projects whose aim was to access the self-employment ticket funds, and issued 96 favourable reports**

Through CEEI Asturias 55% of the participants in the scheme obtained a favourable report on their Business Plan.

FIGURE 14: Financing obtained



## 4.2. 2009 Results

(See figures 14 and 15)

### Financing obtained

LINE OF FUNDING	FINANCING OBTAINED
TBCs subsidies	266.924 €
Microcredits	75.000 €
Guarantees	164.284 €
Participatory loans and capital risk	600.000 €
ASBAN	140.000 €
CDTI	2.330.457 €
<b>TOTAL</b>	<b>3.576.664 €</b>

**In 2009, CEEI Asturias obtained 3.576.664 € for our projects, five times more than in 2008<sup>4</sup>**

<sup>4</sup> Self-Employed Ticket not included





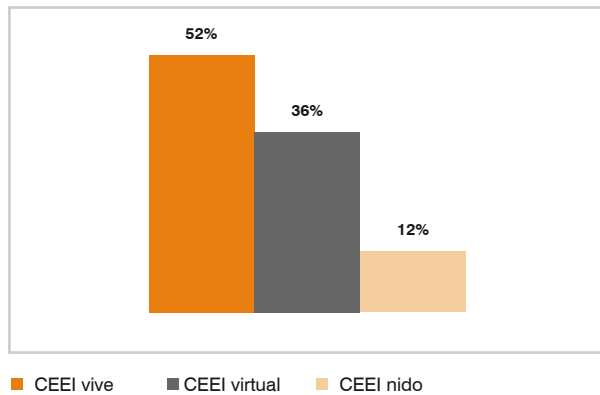
108

CEEI

Asturias  
technology  
park incubator

5

**FIGURE 15:** Distribution of hosting (December 2009)



CEEI Asturias is the public Business Centre and Incubator of the Technology Park of Asturias. We provide hosting, services, resources and drive innovation.

## 5.1. Hosting

We offer space and services tailored to the needs of our companies, with varying forms of hosting or even reduced cost offices. Space for entrepreneurs, innovative companies and TBCs.

**At the end of the year 25 companies were hosted in our incubator, although during 2009 we had 32 tenants**

(See figure 15 and 16)

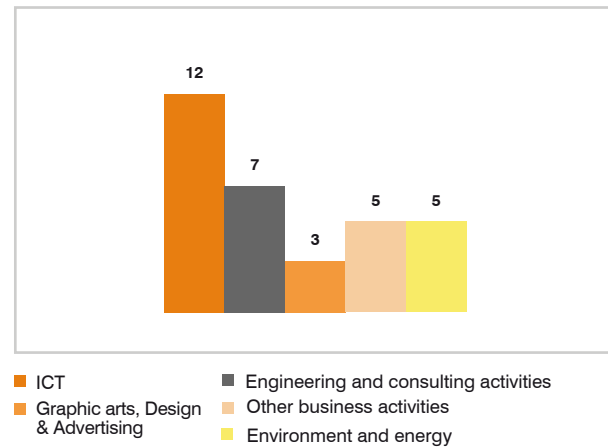
### Providing work space. Incubator: pre-incubation

The Public Business Centre of the Technology Park of Asturias has an area in which a hosting service is provided, aimed at entrepreneurs who did so in the previous 6 months. CEEI Asturias offers fully equipped offices for exclusive used for project development with the support of technical staff. CEEI Nido.

In 2009 a total of 5 companies were installed in our pre-incubation incubator, under the Nido (nest) format. The yearly occupancy rate was 92%.

**Our pre-incubation yearly occupancy rate was 92 %**

**FIGURE 16:** Distribution by sectors

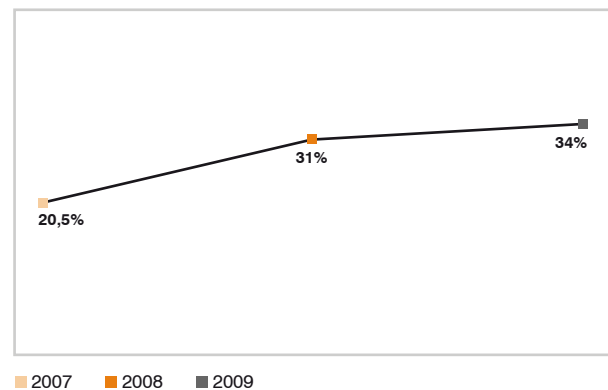


### Providing space for companies. Incubator: incubation

CEEI Asturias offers four different types of accommodation in incubation: CEEI Vive (with the subsidised modality CEEI Vive Plus for technologybased companies), CEEI External and CEEI Virtual.

In 2009 we received 11 new applications for installation in our incubator. Throughout the year there were 32 companies/ projects installed, 11 of them Technology Based.

**FIGURE 17:** TBCs hosted at CEEI Asturias Incubator



Through CEEI Vive Plus we offer a subsidy programme for TBC hosting, representing a 30% discount on the rent for the first year and 15% for the second.

## PHOTOS 1 AND 2: Bioincubator



**This year 34 %  
of our companies hosted  
were Technology- based**

### 5.2. Bioincubator

CEEI Asturias was coordinated with the Regional Development Agency (IDEPA) in the development and monitoring of the works of the new building which will host the future Bioincubator. The Bioincubator is addressed for the accommodation of technology-based companies and will be opened in 2010.

*(See photos 1 and 2)*

### 5.3. Technology Park Management Unit

CEEI Asturias established a formal framework for collaboration with IDEPA (the managing body of the Technology Park of Asturias), which marked a new way of working between IDEPA and CEEI Asturias for optimal use of resources available for the Park, through the Management Unit of the Technology Park of Asturias.

During 2009 we have been working with IDEPA in the feasibility study and plan of the future use of the Multiple Services Building PT Asturias located in the Technlog Park of Asturias.

In addition we worked in several directions:

#### Subsidies Management

Through Science and Technology Parks, we have managed national funding programmes: ACTEPARQ 2008, 2009 and Applied Research Collaborative.



*December 18. Prize Presentation, II Photography Competition of the TP Asturias.*

### Promotion of the Technology Park of ASTURIAS

In 2009 was launched [www.ptasturias.es](http://www.ptasturias.es) website, contents and functionality: virtual tour, calendar section, magazines and business directory.

We created PT Asturias profile on the social network Facebook, with 247 fans, as well as the group "I work in PT Asturias" which currently has 90 members.

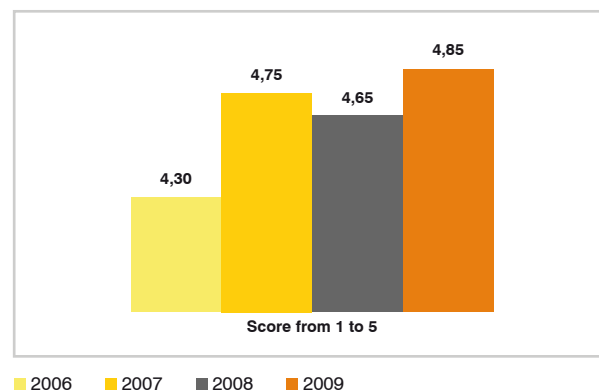
On the other hand 4 issues of PT Asturias magazine were published, incorporating a new section "El noticiero" for the insertion of business news briefs from companies located at PT Asturias companies.

Asturias Technology Park was included in the World Atlas of Innovation, either version online and in the edited. Finally PT Asturias organised PT Asturias Photo Contest, duplicating the first edition number of participants (43) and works presented (110 valid photographs).

**On December 18  
the II Photography Competition  
of the Technology Park of Asturias  
was awarded to  
"Lights of Steel"  
by David Sánchez Álvarez**



FIGURE 18: Satisfaction rating with hosting



### Other notable participations

Cooperation meeting between companies located at Technology Park of Asturias and the Centre for the Development of Information and Communication Technologies in Asturias (CTIC Foundation).

1st Sport Competition of the Technology Park of Asturias, involving 265 workers from 37 companies.

Workshop on “Business models based on Free Software and Free Software Licenses”.

“Stream Development & Management Skills Competences” series of workshops, for companies installed at the Technology Park of Asturias, attended by 35 workers from 13 companies.

Dissemination of “Positive Engineering Awards”, organized by the University of Oviedo, Oviedo University Foundation, Fluor and MBA companies.

Collaborations for technical assistance to Science & Technology Park of Luanda (Angola).

### At international level

At the international level we made the monitoring of the project of the Science & Technology Park of Luanda, and organized visits to the Technology Park of Asturias of a Chilean delegation from the Bio-Bio Region, one from the Government of Angola, under the First Meeting Asturias-Angola, and a delegation from the region of Santa Catarina (Brazil) involved in the ICT Forum Asturias-Latin America.

We also participated in the fist meeting Asturias- Angola and in a meeting with the Technical State University of Voronezh City (Russia).

## 5.4. Technical Resources. Information Systems. Quality

CEEI Asturias has an IT department whose purpose is to provide users with the resources and support necessary for their work and to maintain the IT and communications infrastructure of the Business Centre.

CEEI Asturias works for all companies become end users of such infrastructure as a means to achieve optimization of resources, encouraging and simplifying the development of their activities. The area is responsible for incidents and maintaining adequate levels of security, very important aspect in an incubator.

In 2009 we strengthened the support for users system - Help-Desk –A platform for the proper management of the applications of incidents resolution as well as the assistance in the support works. In addition, we promoted the business extranet aimed to companies hosted. The extranet enables direct diffusion of meetings, conferences, awards, news and all kind of documents of interest for them.

On the other hand, being aware of the importance of providing better facilities and high quality services we strive to improve every day.

(See figure 18)

**In 2009  
we reached  
maximum levels of satisfaction**



cooperation  
initiatives  
and projects

January 22  
Creative Growth Project  
Kick - Off  
Meeting, Brussels

6

At CEEI Asturias we consider cooperation as key to improving the competitiveness of enterprises themselves as well as the organizations that support entrepreneurial initiatives.

## 6.1. Cooperation at Regional level

CEEI Asturias carries out activities related to the creation and consolidation of innovative firms within the framework of the innovation policy of the Economic Development Agency of the Principality of Asturias (IDEPA), is one of 12 members of the Association of Public Business Centres of the Principality of Asturias (ACEPPA), and works with this Association. CEEI Asturias also cooperates with the Regional Ministry of Industry and Employment, the Regional Ministry of Education and Science and other bodies, and is an agent of the PCTI (Science, Technology and Innovation Plan of the Principality).



November 17. Technology Mission to CERN, European Organization for Nuclear Research, Switzerland. "Enterprise Cooperation for International Innovation" Project.

## Helping cooperation between companies. Enterprise Cooperation for International Innovation

CEEI Asturias faced the second phase of the project that had been developed during 2007 and 2008 with the aim to encourage the participation of Asturian SMEs on Technological Business Cooperation Programs.

This new project was funded through the Innovation Support Programme for Small- and Medium-Sized Enterprises (INNOEMPRESA 2008), and funded by the Regional Development Agency (IDEPA), the Ministry of Industry, Tourism and Trade (via DGPYME) and the European Fund for Regional Development ERDF.

The project is aimed to promote the creation of a RTD Business Unit driver for a group of Asturian SMEs with the intention to position these companies as technology partners in projects funded through international technological cooperation programs. This programme took place between December 2008 and November 2009, and it was presented as a good practice in Fez (Morocco), Dubai and the United Kingdom.

The project was structured in several phases:

**Phase 1. Creation of a RTD Business Unit formed by 12 SMEs.** (Alce Calidad S.L., COASA S.A., ENIA S.L., Imagine800 S.L., Ingen10 S.L., Intelmec S.L., Metria Digital S.L., NATEC S.L., Prometeo Innovations S.L., Selfregen S.L.U., Signal Software S.L., Soluciones Antropométricas S.L.)

**Phase 2. Technological diagnosis.** Analysis of SME R&D capacities and interests, in order to detect opportunities and strategic lines in process/product. With this information a technological catalogue and a website, [www.towards7fp.com](http://www.towards7fp.com), were developed and translated into 2 languages: English and Spanish.

**Phase 3. Dissemination of technology offer of the companies between Europe RTD centres of excellence:** technology centres, research centres, universities and large European companies. CEEI Asturias organised 8 technological missions to the following European Union countries: Belgium, France, Ireland, Sweden, Switzerland, Italy and England.

**Phase 4. SMEs participation in European consortia,** in order to develop R&D cooperative projects. New lines of international enterprise cooperation have been approached, such as FP7 Project or international programmes Eurostar, among others.

GLOBAL RESULTS OF “ENTERPRISE COOPERATION FOR INTERNATIONAL INNOVATION” PROJECT	
Sectors involved	<b>6 SECTORS:</b> Agrofood, ICT, Engineering, Biotechnology, Ergonomy, Renewal Energies.
Nº SMEs involved	12
Nº Technological Missions	8
Nº Technological Centres and companies contacted	210
Nº Technological Centres and companies visited	55
Nº European RTD Projects (consortia)	58 proposals to join consortia. 13 projects submitted.
<b>TOTAL</b>	<p>6 projects approved (7 7PM + 1 EUROSTARS)</p> <p>INGEN10: FURNIT-REUSE</p> <p>INTELMEC: SALINITY-SCAM</p> <p>COASA S.A. - BIOSURF</p> <p>ALCE- NASLA</p> <p>METRIA : 3DCOMPLETE and EUROSTARS (in collaboration with Prodintec)</p> <p><b>FINANCING REQUESTED: 1.551.134 €</b></p>

Other qualitative results:

- Consolidation of the innovative activity of the participating companies through the implementation of strategic plans for innovation and developing new RTD projects.
- Establishment of internal alliances within the Business Unit RTD for developing collaborative projects, given the multidisciplinary nature of the participating companies.
- New lines of business and transnational market access through specific dissemination activities and through the access of new cooperation technology networks as the European Enterprise Network, which contributes to an increased international presence of companies from the Unit.
- Leverage to additional RTD funding: Identification of specific funding lines according to company's needs and RTD management support (R & D Grants FICYT, CDTI, IDEPA)
- Business Prestige for participation in this kind of programs in addition to the inherent competitive advantage due to knowledge and technology generated in the project development

### **Finding a partner. Asturian. Business Angels Network, ASBAN**

The Asturian Network of Business Angels (ASBAN) is created upon the initiative of the Asturian Federation of Entrepreneurs (FADE), the Association of Young Entrepreneurs and the CEEI Asturias has been working in 2009 on its consolidation. The CEEI Asturias has developed an important activity in both awareness and dissemination activities and recruiting and training innovative

entrepreneurs.

AEBAN (Spanish Association of Business Angels Networks) was constituted of which ASBAN is a founding partner and board member. On the other hand some cooperation agreements were signed with the College of Economists of Asturias and FENA Business School.



In 2009 "Espacios de Encuentro" Series of Workshops were organized. In addition, three seminars (two targeted to entrepreneurs and one to investors) were held in collaboration with the IESE Business School. Finally ASBAN participated in other forums and events of interest.

### **"Meeting Spaces" series (Espacios de encuentro)**

I Lecture "Legal and fiscal aspects of the investment"  
(Oviedo, 22.04.2009)

II Lecture "Entrepreneurial and business opportunities"  
(Avilés, 7.05.2009)

III Lecture "9 Factors that made an idea's success in the Internet"  
(Oviedo, 23.06.2009)

IV Lecture "Private investment in startups (angel investing)"  
(Oviedo, 8.07.2009)

ASBAN WAS THERE:
"Commercial Development for technologists" Course. FENA Business School, (Gijón, 19.03.2009)
Entrepreneurship Day 2009 (Avilés, 7.05.2009)
ASBAN Presentation at the Avilés Development Agency (Avilés, 22.05.2009)
Financing Tools, FENA Business School (Gijón, 25.06.2009)
Conference "Challenges and opportunities for financial instruments: Business Angels and Venture Capital" (Évora, 09.10.2009)
Clinic Joven Emprend@ (Gijón, 22.09.2009)
ASBAN Presentation at Obanca Business Center (Cangas del Narcea, 13.10.2009)
III National Working Days of CEEI business advisors (Málaga, 11-15.10.2009)
ASBAN Lecture: First Success Case (Avilés, 22.10.2009)

### Returning to Asturias as an entrepreneur. **DEVA Project, Desarrollo Empresarial Vinculado a Asturias (Business Development Linked to Asturias)**

DEVA, as an initiative of the Regional Ministry of Industry and Employment of the Principality of Asturias led by IDEPA, offers to entrepreneurs of Asturian origin or roots working outside the region the option of returning to Asturias for entrepreneurial or business purposes.



In collaboration with IDEPA, FADE, Valnalón, Cajastur and the Council of Asturian Communities, CEEI Asturias as a body specializing in company creation offers participants the advice and technical assistance necessary to analyze the viability of their business projects and to return to Asturias as entrepreneurs.

In 2009 CEEI Asturias advised 11 Deva projects.

### Dedicating a day to the Entrepreneur. **III Entrepreneurship Day**

CEEI Asturias was part of the Technical Secretariat again for organization of the Entrepreneurship Day in Asturias, commissioned by the Regional Ministry of Industry and Employment of the Government of the Principality of Asturias, held on May 7 at Avilés, with 2.000 participants.

Deva

	CONSULTATIONS ATTENDED	PROJECTS ASSESSED	COMPANIES LAUNCHED
<b>2009</b>	12	11	1
<b>2008</b>	14	11	3

In this event CEEI Asturias and ASBAN attended the "CREA Island", and organised three "knowledge capsules", "Business Angels", "Protection of Innovation" and "Spin off".

In addition, CEEI Asturias organized the «Area of Inventions» in which 6 inventions were presented.



May 7. "Area of Inventions" Entrepreneurship Day, Avilés.

The verdict and prizegiving ceremony of the IX Best University Project Prize was held and the prize "Premio Emprendedor XXI" was regionally awarded to Tesis Telemedicina S.L., company supported by CEEI Asturias.

### **Valuing Innovation. Call for «Assessment of I+E projects and companies»**

CEEI Asturias works with the Regional Ministry of Industry and Employment of Asturias in the assessment of initiatives for employment (I+E) projects and companies, as a prerequisite for obtaining certain employment subsidies.

In 2009 2 assessment commissions were held for evaluation of I+E companies. CEEI Asturias developed the technical report and made the innovation evaluations to 5 companies that were presented to the call.

### **Joining forces. Coordination of Business Centres for management of financial support for the selfemployed**

The Regional Ministry of Industry and Employment, through the Directorate General for Trade, Self-Employed, and Social Economy announces grants for initiation of self-employment, the Self-Employed Ticket. These grants in increased quantity introduce a requirement to have a Business Plan validated by a business centre.

In 2009, in collaboration with DG Self-Employment, CEEI Asturias continued performing the role of coordinator of Business Centres in the framework of this new financial aid, through its methodology for coordination, developed in 2008, as well as a Web tool used by all the Business Centres belonging to the ACEPPA Network and other bodies.

CEEI Asturias has been reporting its activity on Self-Employed Ticket to the Directorate General for Trade, Self-Employed, and Social Economy. In addition, CEEI Asturias provided continued technical assistance to all Self-Employed Ticket users both by telephone and via the HelpDesk system. In the last quarter changes were made to the platform in accordance to the new subsidy call.

It also held a meeting in Cangas del Narcea and an Information Day on 4 June on the online application of this subsidy, with the assistance of 27 people.

**A total of 41 entities,  
almost 100 technical  
users and 1.441 entrepreneurs  
from all over Asturias used  
these applications during 2009**

## **6.2. Cooperation at National level**

In this regard we can highlight the active role that CEEI Asturias plays within ANCES, the National Association of Spanish BICs (known in Spain as CEEIs), which enables participation in initiatives of interest through which the exchange of information and experiences are facilitated among the 23 CEEIs of which it is composed.

We signed an agreement with the National Association of Spanish BICs (ANCES) to develop dissemination activities of the Structural Funds (ERDF), running up four information and awareness



September 29. Round table "ICT Tools applied to creativity". Laboral Ciudad de la Cultura, Gijón. Creative Growth Project.

campaigns during the year. With ANCES support in 2009 we submitted two supraregional projects in the framework of Technology-based and Biotechnology companies consolidation.

### 6.3. Cooperation at European level

The European vocation of CEEI Asturias has been present from the moment of its inception through its membership in the European Business and Innovation Centre Networks (EBN), which brings together more than 250 partners distributed throughout Europe.

During 2009 CEEI Asturias has been participated on the European Projects Working Groups and the elaboration of an European public consultation about innovation services from EBN.

CEEI Asturias participated in the study carried out by EBN about business networks centres with the participation of 14 business centres selected as examples of best practices, being one of them CEEI Asturias. The objective of this study was the identification and exchange of good practices of business centres (for the creation of innovative companies and the promotion of innovation among business sector) and dissemination of results and success stories. The study involved Tesis Telemedicine as a success innovative company supported by the CEEI Asturias.

CEEI Asturias collaborated with Leonardo da Vinci Project C2C (Collaborating to Compete), which the participation of EBN; we made a questionnaire targeted to collect information about SMEs attitudes and barriers, which was filled in by three companies. The C2C project objective is to promote and transfer cooperation materials for SMEs.

CEEI Asturias attended the second consecutive year the "Euroleader Awards" promoted by EBN, in the category "Innovation management tools", ending up finalists and being considered one of the best European incubators with the best practices for the services we provide to Asturian companies aimed to its participation in European cooperation projects.

Finally, we participate in ICT Working Group, held at United Kingdom and we present our "Enterprise Cooperation for International Innovation" Project as best practice.

### Establishing new strategic alliances. Participation in European programmes and other international cooperation actions

#### CREATIVE GROWTH. INTERREG IVC

Creativity is a rising value, especially for those entrepreneurs and companies that are committed to innovation, considering creativity as a tool to improve competitiveness.

Due to the importance of creative sector potential, CEEI Asturias participates in INTERREG IVC Creative Growth Project.

[www.creative-growth.eu](http://www.creative-growth.eu)



With the aim to analyse the potential of creative sector, each participating region has made a regional "mapping" of the creative sector, based on a joint standards and a joint interregional analysis, that includes quantitative and qualitative information.



These results will enable to make a interregional comparison between participating regions between 2002 and 2006. The work developed by CEEI Asturias and the Regional Development Agency (IDEPA), will draw important lessons and conclusions for the future of creative sector in our region.

Additionally, in collaboration with the Center for the Development of Information and Communication Technologies in Asturias (CTIC Foundation) a qualitative study "ICT Tools in creativity sector in Asturias), focused on the use of ICT by Asturian companies. In this context a questionnaire was designed and sent to 30 Asturian companies. The questionnaire results were complemented with the creative companies contributions collected during two working days held in Gijón (29.09.2009) and Llanera (6.10.2009).

Finally, in relation to another main activity of the project, a benchmarking on business support services and solutions to improve the competitiveness of creative industry, CEEI Asturias is participating in thematic working groups on topics so relevant as cluster developments, incubators and business networks. CEEI Asturias as regional referent in supporting the access to finance, is leading the thematic working group "Access to Finance", aimed to research the best existing funding lines to support creative sector in Europe.

#### AT VENTURE. ATLANTIC ARC

CEEI Asturias, is the lead partner of this Project " Venture Capital in European Atlantic Regions" – AT Ventures- financed by Atlantic Area Programme.

The partnership includes 7 partners from 4 EU Atlantic Area countries. The partnership is composed of the four Regional Development Agencies in Spain (CEEI Asturias), IGAPE (Galicia),

#### ANALYZING THE FUTURE OF CREATIVE SECTOR: CREATING AN EUROPEAN CREATIVE REGIONS NETWORK

- Creative Growth Kick- Off Meeting (House of Asturias, Brussels, 22 - 23.01.2009)
- Steering Committee Meeting (House of Dinamarca, Brussels, 21- 22.04.2009)
- Steering Committee Meeting (House of Hungary, Brussels, 15 - 16.06.2009)
- Creative Growth European Conference, (Edinburgh, 23 - 24.09.2009)
- Steering Committee Meeting (Edinburgh, 24.09.2009)
- Round table "ICT Tools applied to creativity"  
(Laboral Ciudad de la Cultura, Gijón, 29.09.2009)
- Round table "ICT Tools applied to creativity" (CEEI Asturias, Llanera, 06.10.2009)
- Working meeting with partners (Lithuania Offices, Brussels, 2 - 3.12.2010)

SODERCAN (Cantabria) and ADE (Castilla y León) and the Regional Development Agency of the Portuguese region of Alentejo (ADRAL), the Irish South West Regional Authority (SWRA), and Shetland Islands Council, from the United Kingdom.

The project aims to improve Venture Capital (VC) and Business Angel (BA) instruments in regions outside main financial centres and their use and contribution to innovation and RTD activities.

AT Venture kick off meeting was held at CEEI Asturias. During this period project Website was finished. [www.at-venture.org](http://www.at-venture.org)

During 2009, on the project framework a report on "Analysis of VC instruments and BA networks in the Atlantic Area Regions" was launched. The Report objective is to identify best practices on the participants regions on Capital Risk and Business angels activities, particularly focussing on public management policies related to these financial instruments.



During 2009 meetings, events and study visits to innovative companies participated by Venture Capital, at Spain and Portugal were organised .

The objective is to exchange best practices and work on the improvement areas of public-private venture capital instruments and optimizing the management of business angels networks. The purpose of the study visits is to share success business case stories in the Atlantic regions and other European regions concerned.



### COPIE PROJECT

CEEI Asturias collaborates with the Regional Ministry of Industry and Employment as an expert in the "Integrated support to the Business Advisors Services" action, aimed to support enterprise consolidation in our region, as well as to develop several activities within the regional Programme for Promotion Entrepreneurial Culture.

To this objective, CEEI Asturias business advisors have conducted an analysis of existing support mechanisms at European level, and a diagnosis on this subject in the European regions participating in Project.

Futhermore, CEEI Asturias staff along with the Directorate General for Trade, Self-Employees and Social Economy, has facilitated meetings with the signatories of ACEBA (Agreement for the Competitiveness, Employment and Welfare of Asturias 2008-2011), and has attended the conferences held in Brussels on 24 and 25 June as well as the one held in Berlin, December 11, which were presented both the results of the work done, as the proposed action for the rest of the project.

### OTHER PROJECTS

In our search for new lines of work, CEEI Asturias became involved in the production of a new project to Arco Atlantic and participated in various European seminars and events for searching new partners.

### INTERNATIONAL NETWORK OF INCUBATORS

In 2009 an agreement with Asturex (Principado de Asturias Foreign Promotion Society) was signed, which covers services pro-

**LEARNING TO SEARCH FUNDING: FROM VENTURE CAPITAL TO BUSINESS ANGELS**

- AT Venture Kick Off Meeting. (Llanera, 05 - 06.05.2009)
- Training workshop Collaborative Communication Platform, PCC (Oporto, 02- 03.06.2009)
- Steering Committee Meeting (Évora, 9 - 10.09.2009)
- Seminar Business Angel and Venture Capital. What are the opportunities in the Atlantic Area Regions? (Évora.10.09.2009)
- Study Visit Viveiros Plantel y Biomehora (Évora, 10.09.2009)
- Steering Committee Meeting (Gijón, 25.11.2009)
- Study Visit IDESA (Gijón, 15.11.2009)
- Seminar "Access to finance for innovative entrepreneurship" Risk Capital and Business Angels: finance solutions (Gijón, 26.11.009)

vided as part of an international network of incubators in order to facilitate the exchange of innovative companies. We also have been working on the design of the arrangements and agreements to be offered to potential strategic partners, such as Bio-Bío (Chile) or ITM (Mexico)

### Recognition of our work. EuroLeaders Award. Category "Innovation Management Tools"

CEEI Asturias was a finalist for the EuroLeaders award in the category «Innovation Management Tools" being considered one of the best 3 European incubators with the best practices in the support of SMEs for the international technological cooperation. We presented our candidature in Fez (Morocco) on June 26.







CEEI  
community

July 3  
Event CEEI – IUTA.  
Gamelab 2010.  
Laboral Ciudad de la  
Cultura, Gijón

7

## COOPERATION MEETINGS 2009

**I COOPERATION MEETING.** Held on 19 March with 9 companies attending, which had the collaboration of ThyssenKrupp Elevator (ES/PBB).

**II COOPERATION MEETING.** Held on 11 June with 12 companies attending. In this framework, with the collaboration of Clarke Modet & Co. a workshop of internalization of innovation was held.

**III COOPERATION MEETING.** Held on 24 September with 14 companies attending. In this meeting FADE (Asturian Business Federation) presented the Innovation Business Network in Asturias as well as RD financial sources of FYCIT (Science and Technology Research Development Foundation).

**IV COOPERATION MEETING.** Held on 16 December with 14 companies attending. In this opportunity ERDF Supports and Galantea Plus Consortia were presented.

CEEI Asturias in its effort to support companies located in its facilities, their cooperation, consolidation and growth, has set up the CEEI Clients Community. Likewise, through the CEEI Agents Community, CEEI Asturias collaborates and actively participates in various cooperative networks, both at European and national and regional levels, which is also to the benefit of our clients.

### 7.1. CEEI Community “Clients”

In order to foster and maintain relationships among firms in our incubator, every year we hold Cooperation meetings. At these meetings hosted companies are introduced and meet other lines of business. 4 Cooperation and networking meetings were held in 2009 among hosted businesses.

### 7.2. CEEI Community «Agents»

In 2009 we continued working on the dissemination and revitalization of entrepreneurial culture and innovation by consolidating and expanding our Community of Agents. Under this heading come those entities and organizations with which CEEI Asturias cooperates by integrating common knowledge and work, thus optimizing resources and enhancing continuous improvement that will generate jobs, wealth and innovation in Asturias.

#### Agreements

This year we have joined out network the University of Oviedo-Campus of International Excellence, Principado de Asturias Foreign Promotion Society- ASTUREX, Centre for the Development of Information and Communication Technologies in Asturias- CTIC

Foundation, Clarke, Modet & Co., Women Enterprise Association-ASEM, Official Association of Technical IT Engineering Of Asturias and the Industrial Technology University Institute- IUTA.

**CEEI Asturias  
sponsored Gamelab 2009,  
an event catering for the  
sector of video games,  
which in this  
fourth edition took place  
on July 1-2  
in Laboral Ciudad de la Cultura, Gijón.  
CEEI Asturias  
was a pioneer in supporting  
this event,  
which is gaining in scale  
and consolidating its position  
as a meeting point for the industry  
and is one of the biggest Interactive  
Leisure events in Europe**

#### At European level

As a member of the European Business and Innovation Centre Network, which comprises over 250 partners, CEEI Asturias took part in the Annual EBN Congress held on 24-27 June in Fez (Morocco) where it was presented our candidature to the EUROAWARD 2009 in the category “Innovation Management Tools” becoming a finalist.



March 19. I Cooperation meeting. ThyssenKrupp Elevator (ES/PBB) presentation, Llanera.

This EBN recognition of CEEI Asturias good management led that the CEEI Asturias Managing, Ms. Eva Pando, was appointed as evaluator of those centres that choose to obtain the "BIC" trademark; in 2009 CEEI Asturias Managing Director conducted the audit of the BIC KYMI (Finland) and visited the finish institution Lappeenranta Innovation Oy as a possible candidate to obtain the "BIC" trademark.

The CEEI Asturias participated in working groups of European projects, as well as in the EBN study on 14 European business center for the identification and sharing and dissemination of results, good practices and success stories. In this study also participated Tesis Telemedicine, as an success innovative company supported by CEEI Asturias.

Finally, our Project "Enterprise Cooperation for International Innovation" was presented as a good practice in Fez (Morocco), Dubai and United Kingdom.

### OTHER PARTICIPATIONS AT EUROPEAN LEVEL

Executive Agency for Competitiveness and Innovation of the European Commission- EACI. (Brussels, 23.01.2009)

Workshop "Innovation management tools series" (Fez, 26.06.2009)

Working group "European Enterprise Network"

### We were also visited by

University of La Laguna. Spain. (22.01.2009)

Vice Rectorate and Head of Internarional Relationships of the State Technical University of Voronezh. Russia. (02.07.2009)

Delegation from University of Bio-Bio. Chile. (13.07.2009)

Delegation from Santa Catarina region. Brazil. (03.12.2009)

Ms. Gigi Wang, Board Member & Chair Emeritus of MIT/Stanford Venture Lab. Silicon Valley. USA. (23.06.2009)



June 29. Ms. Gigi Wang. Board Member at MIT/Stanford Venture Lab (VLAB). Silicon Valley. (USA)

