

# Annual report 2020

European Business  
and Innovation Centre  
of Asturias - BIC Asturias



GOBIERNO DEL  
PRINCIPADO DE ASTURIAS

CONSEJERÍA DE CIENCIA,  
INNOVACIÓN Y UNIVERSIDAD



## Index

1. Impact on society 3

2. Who we are 6

- Innovation and entrepreneurial networks
- BIC Asturias personnel
- Communication

3. Culture of innovation and entrepreneurship 15

4. Innovative and technology-based companies, start-up and growth 22

5. Access to finance 34

6. Incubator, Bio-incubator and Industry 4.0 Incubator 41

7. R&D&i 47

# Impact on society

01



NEW WEBSITE

**www.ceei.es** +300 Media appearances



27 Startups showed us their resilience capacity and solutions for the future.

## CULTURE OF INNOVATION AND ENTREPRENEURSHIP

1.718 people reached with our dissemination activity



284 new entrepreneurs attended

212 new innovative projects

## SECTORAL ECOSYSTEMS



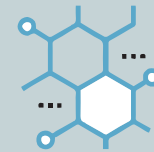
### SUSTAINABLE MOBILITY

27 business projects  
1 acceleration program  
AsMIH



### CREATIVE INDUSTRIES

113 business projects  
1 acceleration program  
CREA&TECH



### INDUSTRY 4.0

80 business projects supported



### BIOECONOMY AND HEALTH

69 business projects supported  
9 business models finished  
BIOCEEI



### AGRI-FOOD

La GRANJA (The FARM)  
New agri-food innovation laboratory

### BUSINESS IDEAS

170 business ideas supported for starting-up  
60 were technology-based

### STARTUPS

31 new highly innovative companies  
16 were technology-based companies (TBCs)

### STARTUPS SUPPORTED FOR GROWTH

< 1 year

63 startups

31 TBCs

> 1 year

225 startups

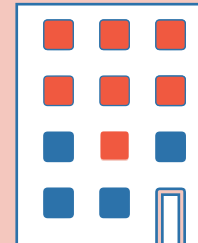
177 TBCs

EIBT

8 companies obtained the EIBT label recognition

### SPACES

59 startups hosted at our Incubator, Bioincubator and Industry 4.0 site



### SURVIVAL RATE

69,04% survival rate to five-year innovative companies, almost 25 points above average



AVANTE program as an anti-crisis formula for business growth

50 companies have been advised .

10 seminars with more than 500 participants have been held.

QUICK GLOBAL New internationalization accelerator 8 startups

### INVESTORS

5 Investment Forums

14 business projects presented to investors

82 members of the 4thF Investors Club

3 Investment agreements 600.000 € finance achieved



129 business projects supported in INVESTMENT READINESS ITINERARY

### FUNDING RAISED

21 business projects financed

2.827.319 €

84% for TBCs



Who we are

02

## WHO WE ARE

We are the European Business and Innovation Centre of Asturias (BIC Asturias), established as a non-profit organisation and endorsed by a pool of private and public organizations under the European Commission's BIC model, to promote the creation and growth of innovative companies in our region.

**“We believe in talented entrepreneurs with initiative, who work as a team and back innovation as the differentiating factor to improve Asturias”.**

### Our mission is to

- Spread and boost entrepreneurial and innovative culture.
- Support the creation and growth of new companies, in special innovative and/or based on scientific and technical knowledge and those related to strategic sectors.
- Assist start-ups through the path to innovation and diversification.
- Research and develop new entrepreneurial activities to boost innovation and employment.

### We aspiere to

- Be the main choice for would-be entrepreneurs and start-ups to create and develop their companies.
- Be recognised by stakeholders for the quality of our services.
- Be among the best BICs by our results.

Our entity supports the start-up and growth of innovative and technology-based companies in Asturias.

## INNOVATION AND ENTREPRENEURIAL NETWORKS

Networking is vital for us. We are linked to sectoral experts and leaders in entrepreneurship, investors, technology centres, universities, entrepreneurial support networks, organizations, leading companies, etc. These partnerships are key to finding a position within the innovative and entrepreneurial ecosystem.

Closely coordinated with the strategies of the regional government, we collaborate in the design and implementation of strategies and new projects to promote entrepreneurship. We lead the framework program for the creation of companies and entrepreneurs of the IDEPA group.

We are associated and hold relevant positions with Government teams from the main entrepreneurial and innovation support networks:

- European Business and Innovation Centres Network (EBN), comprising over 210 members across Europe. We hold Vice Presidency and we take part actively in the strategy, the Business Quality Group and the special interest groups.
- Spanish National Association of European Business Centres (ANCES), which comprises 32 BICs from Spain, and we hold Vice Presidency. We coordinate Ances Open Innovation Program and we are members of three working groups from this association aimed to improve EIBTs Label and Funding.
- Association of Public Business Centres of the Principality of Asturias (ACEPPA), which brings together 14 public business centres distributed across the region, and we hold Presidency.



## BIC ASTURIAS PERSONNEL

Cristina Fanjul Alonso

MANAGING DIRECTOR

Lydia Alonso Díaz

RESPONSIBLE FOR ORGANIZATIONAL INNOVATION

Roberto Parrondo Alonso

COMPANY SERVICES AND EUROPEAN PROJECTS  
COORDINATOR

Alfredo González Arango

CHIEF INFORMATION AND COMMUNICATION  
TECHNOLOGIES OFFICER

Ana M<sup>a</sup> Méndez Rodríguez

BUSINESS CONSULTANT

Belén Flecha Sors

BUSINESS CONSULTANT

Berta García Fanjul

RECEPTION

Cecilia Cachero Crespo

BUSINESS CONSULTANT

Loli Fernández Rodríguez

ADMINISTRATION

M<sup>a</sup> Jesús Nava Fernández

BUSINESS CONSULTANT

Natalia Iglesias Álvarez

ADMINISTRATION

Noé López Alvariñas

BUSINESS CONSULTANT

Pepa Quesada Serrano

INCUBATOR

Soqui Pérez Bruces

BUSINESS CONSULTANT

Tamara Álvarez Fernández

COMMUNICATION AND ICTs

Verónica Álvarez Ayora

BUSINESS CONSULTANT

In addition, Jessica Paola Miño Mejia, student of the International Business Administration program at the University Mariana from Colombia, worked with us during the year to acquire work experience.

## COMMUNICATION

As part of our mission, we contribute to spread innovation, entrepreneurship, information about the services we provide and to promote and gain visibility for our clients.

Our channels:

- Website: <https://www.ceei.es>
- CEEI Newsletter
- Social networks



Offer information concerning:

- Services and resources available for entrepreneurs and innovative, and technology-based companies, as well as events and activities.
- Directory of businesses hosted at our incubator and information about the start-ups we assist.
- Tools of interest, like the “Guide for company creation”.

we also deploy other media means, such as television, press and specialized publications

## #CEEIenpositivo

- During the covid-19 state of alarm we worked very closely with our community of startups in order to know their situation and make visible their resilience capacity and solutions for the future.
- Furthermore, we designed the audiovisual campaign #CEEIENPOSITIVO, which has highlighted the crucial role startups play for future employment, social and economic challenges. 27 young companies were involved based on their positive feedback providing videos with optimistic messages in the first months of confinement.



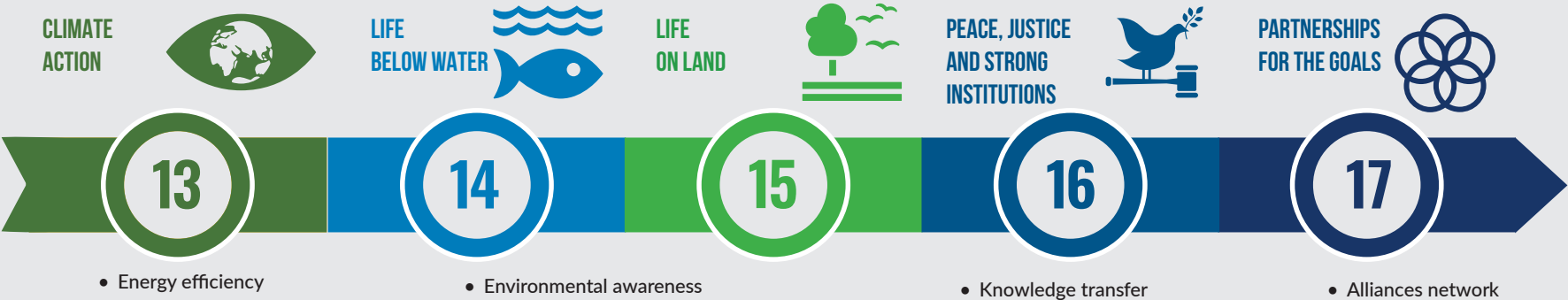
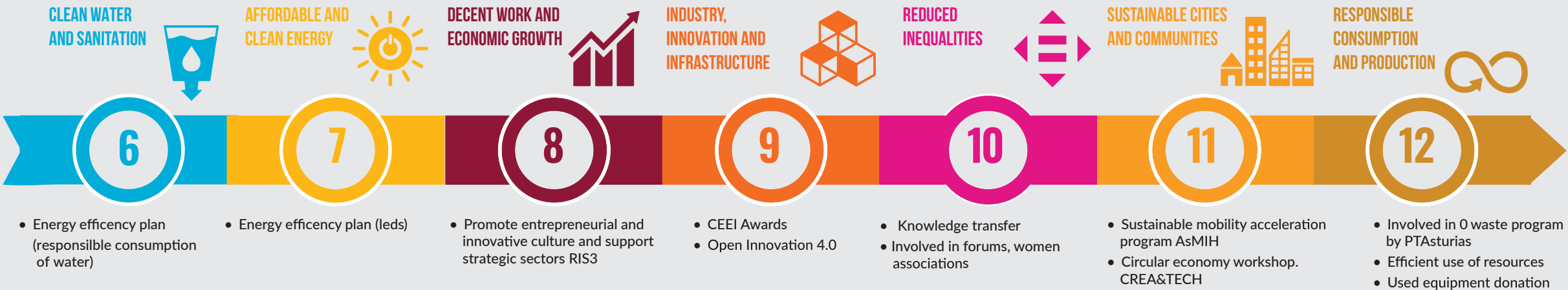
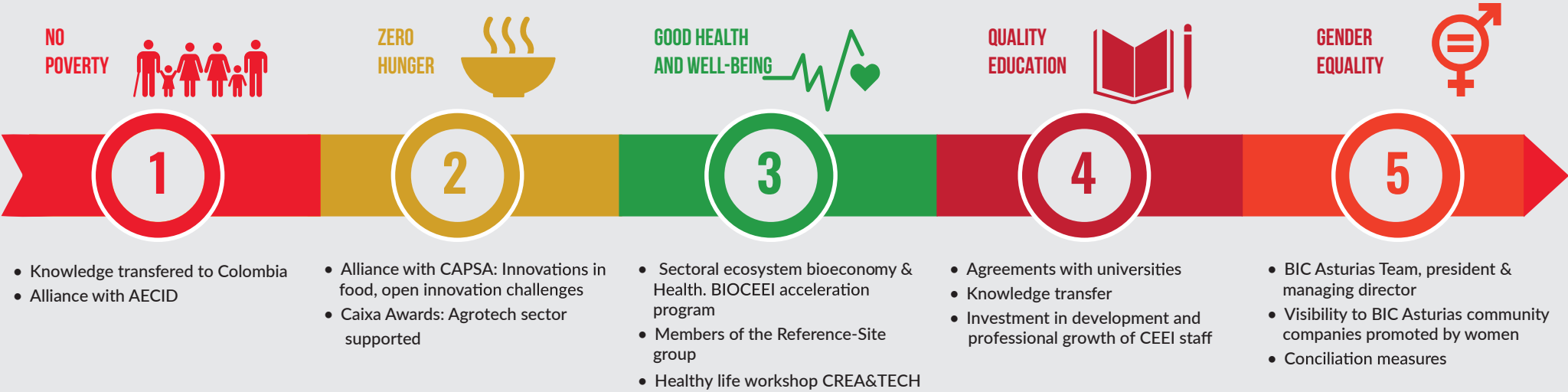
In 2020, we had:

- **2.647** Facebook friends
- **5.541** Twitter followers
- **3.679** Followers in LinkedIn
- **305** Media appearances
- **8** Newsletters sent to 8,121 recipients

As a result of the promotional activity, reports of 45 companies appeared in different means of mass communication



# CEEI COMMITMENT WITH THE SUSTAINABLE DEVELOPMENT GOALS





1. Investment Attraction Office, June 24.
2. EBN Congress, November 4.
3. Board and General Assembly Meeting, May 27.
4. G-25 Transformation Group Meeting, July 30.





1. ANCES General Assembly Meeting, October 8.
2. GT1 Spanish Association of Development Agencies Forum, July 1.
3. Conference Robust Innovation ecosystem for the future of Europe, February 18.
4. Audiovisual campaign #CEEIenpositivo
5. Peer to peer CEEI Asturias.

# Culture of innovation and entrepreneurship

03

### 3. CULTURE OF INNOVATION AND ENTREPRENEURSHIP

Great efforts are made to disseminate and promote innovative entrepreneurial culture and detect and capture projects, in particular those with innovative characteristics.

In order to do that we:

- Organise a variety of activities, motivational talks and training courses to stimulate entrepreneurs and business management.
- Collaborate with other entities that promote entrepreneurship as well as with centres of innovation like the University of Oviedo, technology centres or leading companies.
- Contribute to give visibility to entrepreneurs and start-ups with publications and in the means of media available to us.
- Convey the annual BIC Asturias Awards
- Cooperate with others' prizes contests and awards in a regional, national and European level.
- Disseminate entrepreneurs and start-ups activity, innovation and entrepreneurial actions

People reached with our dissemination activity: **1,718**

**284** New entrepreneurs attended- New innovative projects: **212**



## **BIC Asturias Awards 2020**

The companies Seerstems and Suntahlp Engineering, winners of BIC Asturias Awards 2019 received in January the institutional visit of the President of the Principality of Asturias, Adrián Barbón and the Regional Minister of Industry Enrique Fernández.

In order to identify and enhance business projects to stimulate the entrepreneurial fabric and increase qualified employment, we convey annually the BIC Asturias Awards. The 2020 edition aligned with the current economic downturn, was focused on the generation of knowledge and its transfer to the market by giving more prominence to the Radar Spin-off Award.

The new edition of the SPINOFF RADAR AWARD, had this year a renewed commitment, increasing significantly the endowment up to € 18,000 and opening the possibility to grant a second distinction to projects that generate solutions or have a positive impact on the management of the current COVID.

### RADAR SPIN-OFF AWARD

**Objective:** to identify and transfer knowledge from university, technology centres and research to the market.

**Sponsored by:** Ministry of Science, Innovation and University of the Principality of Asturias, IDEPA, ABANCA, BankSabadell, BBVA, Caixabank, Caja Rural, Liberbank, IDONIAL Foundation, CTIC Foundation, Garrigues, CSIC and University of Oviedo.

**Prize value:** € 18,000

**Candidatures received:** 11, from 45 researchers belonging to six Research Centres.

**Winners:** The project “**Neurostech**”, promoted by researchers of the “Diagnostic and Therapeutic Innovations in Neurosciences group” of the Neurosciences Foundation. Neurostech is a medtech&pharma company encompassing the development of innovative medical devices and pharma products for neurological conditions. <https://neurostech.com/>

COVID special mention for “**Teard**” project, an “endogenous test of redox activity” for the detection and diagnosis of covid, promoted by researchers of the Redox Biology group of the IUOPA/ISPA.

Due to the circumstances of this “special” year and the capacity restrictions for security reasons, the awards ceremony was held through private meetings. On December 18, the Minister of Science, Innovation and University of the Principality of Asturias and representatives of the sponsoring entities were able to meet the winners and present them their prizes.



### RADAR SPIN-OFF AWARD

1. Sponsors with "Teard" COVID special mention, December 18.
2. Press conference, September 14.
3. Winners "Neurotech" project, December 18.



1. Jury RADAR Spinoff, November 24.
2. Radar Spinoff awareness program aimed at researchers, October.
3. Private meeting with Radar Spin off winners, December 18.





1. BREAK BIOFILMS Project, Technology Based Companies course in the University of Oviedo, March.

2 y 3. Institutional visit to BIC Asturias Awards 2019 winners, January 20.

Innovative and  
technology-based  
companies, start-up  
and growth

04

## 4. INNOVATIVE AND TECHNOLOGY-BASED COMPANIES, START-UP AND GROWTH

As established in our mission, we offer guidance and tailor-made support to would-be entrepreneurs, with innovative and/or technology-based business ideas and to start-ups to help them:

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- Analyse and develop their business idea
- Business formulate a sound plan
- Online business legal registering, as PAE
- Take part in sectoral accelerating programs and growth entrepreneurial
- Widen networks with other entities, entrepreneurs, companies and potential collaborators. Not only regional, but also in a national and international spheres as we belong to the incubator – accelerator networks, ANCES and EBN.
- Promote and gain visibility for their entrepreneurial initiatives.

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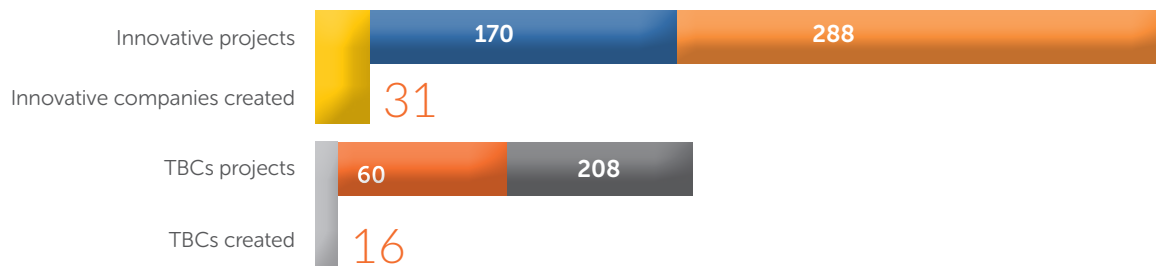
- Plan financial resources needs to carry on the business project
- Get funding; we facilitate access to grants, capital risk, equity loans, private investors, banks, etc.

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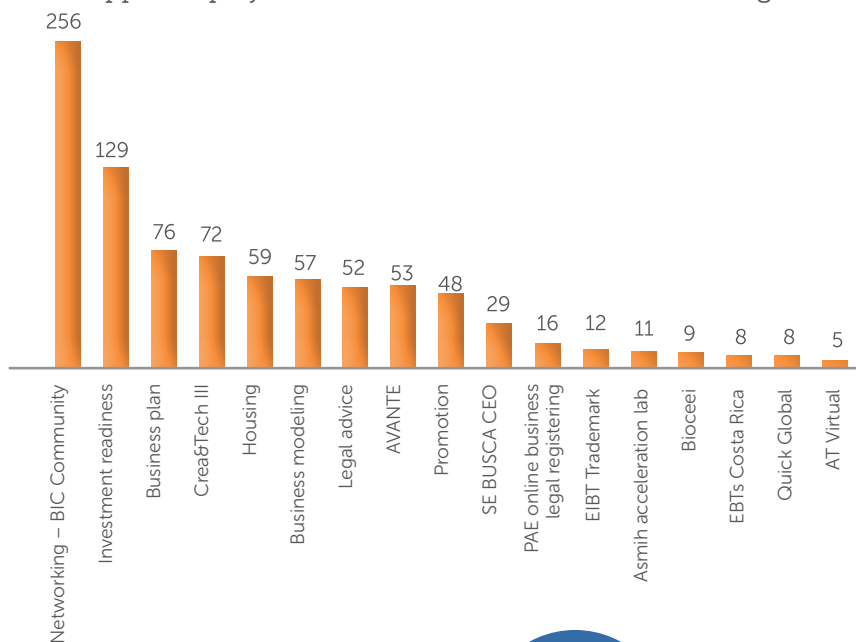
- Accommodate their business in our Incubator and Bioincubator, located at the Technology Park of Asturias, and in the Industry 4.0 Building, in the Science and Technology Park of Gijón, with affordable and adapted offices, working spaces and laboratories.

During 2020, we supported 458 innovative business projects, 268 were technology-based business (TBCs), in different stages:

- CREATION / ENTREPRENEURIAL IDEAS 170 potential entrepreneurs that created 31 new innovative companies. 60 were technology-based projects that established 16 new technology-based companies (TBCs).
- GROWTH: 288 innovative companies, 208 were TBCs



The supported projects were beneficiaries from the following services:





## CONSULTANCY FOR INNOVATIVE BUSINESS PROJECTS

We provide personalized assistance and counselling, in all the areas that imply a business, to entrepreneurs with innovative projects for the creation and development of a company.

We advise and help entrepreneurs to define their business model and to develop a sound business plan in such relevant areas as marketing, economy and finance, management, industrial property, legal, production, distribution, etc.

At the same time, we introduce would-be entrepreneurs and start-ups to the business entrepreneurial fabric, experts and innovation centres.

Projects supported for business modelling: **57** projects

Projects supported for business planning: **76** projects

## SECTORAL BUSINESS PROJECTS ACCELERATION

Aligned with the smart specialization strategy RIS3, we offer accelerating programs with sectoral especialization, with experts and personalized support in the development of the business modelling. The fields of work are bounded to the sectors: Bioeconomy and Health, Creative Industry, Industry 4.0 and Sustainable Mobility. Through the sectoral business projects acceleration programs, we bet for the maturation combining formation / training, consultancy, accompanying during the creation and growth, of new business projects or new business lines in existing companies from fundamental sectors.

## BIOECONOMY AND HEALTH



Projects identified: **21** projects

Projects supported: **69** projects

BIOCEEI Program: **9** business projects promoted by **14** bioentrepreneurs.

## CREATIVE INDUSTRIES



Projects identifies: **31** projects  
Projects supported: **113**  
**1** Acceleration program CREA&TECH

## AGRI-FOOD



New agri-food innovation laboratory

## SUSTAINABLE MOBILITY



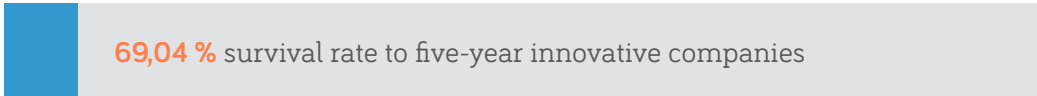
Projects identifies: **7** projects  
Projects supported: **21** projects  
**1** Acceleration program AsMIH Acceleration Lab

ENTREPRENEURIAL SURVIVAL

Survival rate of companies created with our support:

| Companies created with BIC Asturias support | Survive:  |           |
|---|-----------|-----------|
|   | > 5 years | > 3 years |
| Innovative Companies                        | 69,04 %   | 84.55 %   |
| Technology-based companies (TBCs)           | 69,44%    | 88,10 %   |
| National Average (*)                        | 47,07 %   | 66,21 %   |

(\*) Source: Study INE-DIRCE - IDEPA



AVANTE



To support business growth and consolidation and to contribute to the recovery of the business, CEEI Asturias designed the programme AVANTE.

Based on an innovative approach, with agile and personalized services, it is aimed at innovative Asturian companies looking for a solution that allows them to improve their current competitive situation. Actions range from business scalability, selling, financing, improving professional skills or opening commercial channels, among other actions.

**AVANTE** includes microlearnings prepared by the CEEI team and has also involved a dozen mentors of maximum relevance. They are managers of large Asturian companies and entrepreneurs who gave mentorship and training pills during the program.

In 2020, more than **50** companies have been advised and 10 seminars with more than **500** participants have been held.

## QUICK GLOBAL



ASTUREX and CEEI jointly launched the programme **“ACCELERATOR FOR INTERNATIONALIZATION - QUICK GLOBAL”**, an innovative program that seeks to accelerate the internationalization of global young innovative companies.

As outstanding objectives, the program aims to create a culture of early internationalization in the environment of regional entrepreneurship, working collaboratively with other Organizations and Institutions involved in regional economic development, entrepreneurship and internationalization, the integration of various promotion services in a single program as well as the creation of an agile methodology to support the internationalization of young companies, testing their effectiveness and efficiency.

A 6-month program, which provides participating companies with a variety of services: entrepreneurship mentoring, foreign trade, mentoring and support by companies with experience in export, training, service of the Asturex Foreign Network to contact potential clients or prescribers in a specific target market as well as financing if necessary.

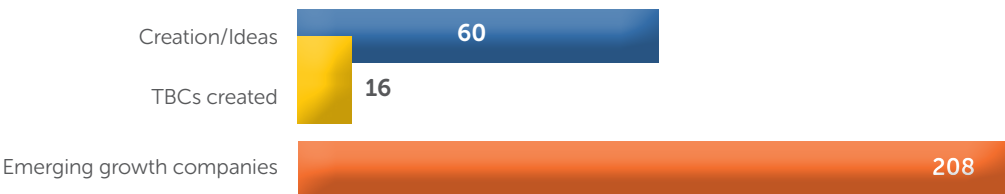
**8** startups participated in the 2020 edition: INGENIACITY, I4LIFE, MICROVIABLE, NEOSENTEC, SINGULARBRAIN, SUNTHALPY, SPODHA and UPINTELLIGENCE.

TECHNOLOGY-BASED BUSINESS PROJECTS

In 2020, we supported 268 technology-based business projects, 58,51 % of the total.

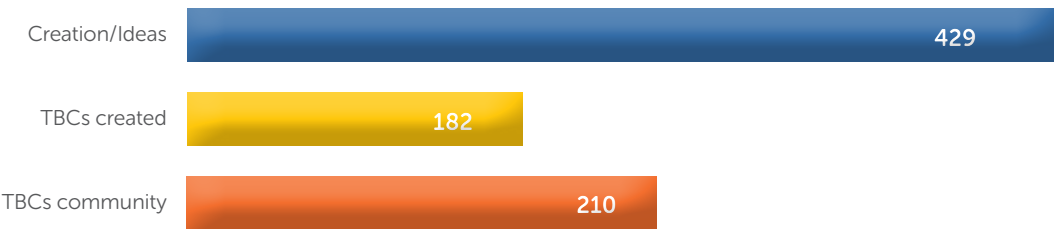
Creation/ entrepreneurial ideas: 60 entrepreneurial ideas that created 16 TBCs.

Emerging growth companies: 208 companies (177 with more than 1 year of entrepreneurial activity).

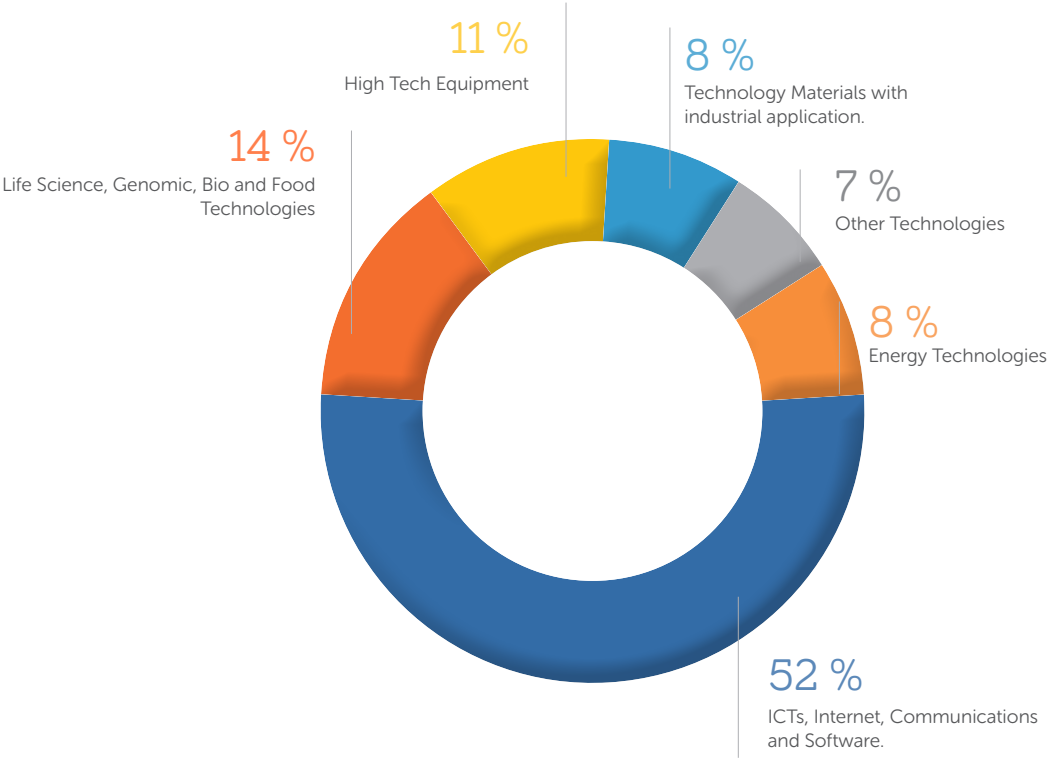


Between 2000 and 2020, we supported 575 TBCs business projects, 429 were of potential entrepreneurs that created 182 new technology-based companies (TBCs), with a rate of conversion of 43 %.

575 TBCs supported 2000-2020



210 TBCs companies of our community (by sector)



## Spin-offs

Greats amounts of resources are put into the detection and promotion of spin-offs, projects that spring from University, Technology Centres and other companies as a means of transferring knowledge and R&D results to the market. In 2020, we supported 10 spin-off of entrepreneurial ideas that created 3 new companies.

During the last years we have been supporting 147 spin-off projects. 122 were potential entrepreneurs that created 41 spin-offs (33.6 % conversion project-company).

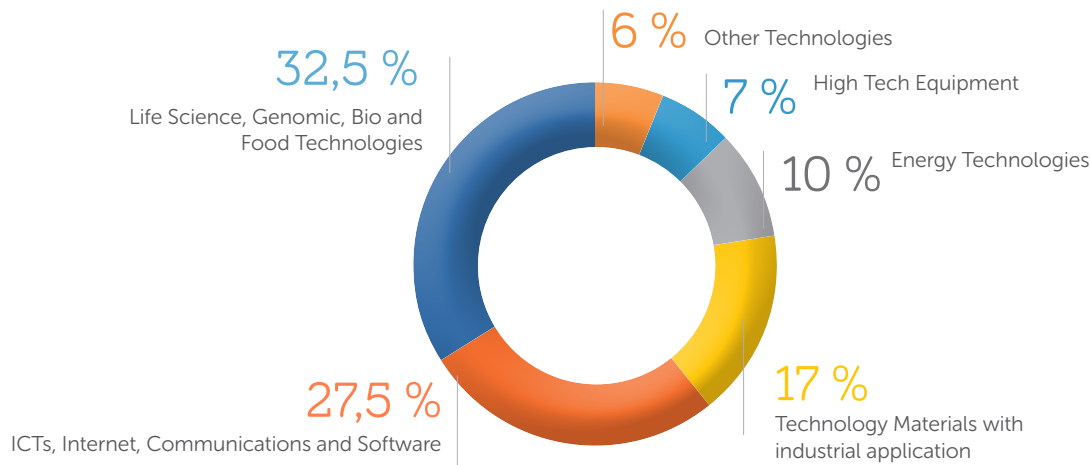
Spin-off Community is formed by 40 companies to which we are still supporting with different services.

The following graph shows the origin and the sectorial distribution:

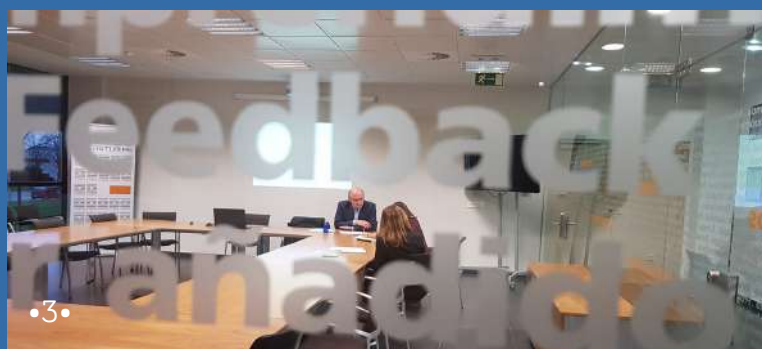
### 40 spin-offs supported / origin



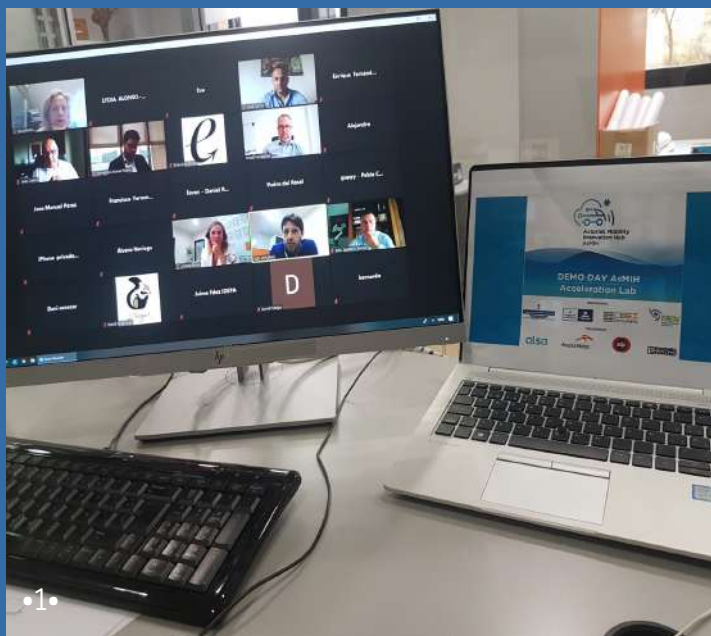
### 46 companies/spin- offs supported / sector



1. AVANTERS, AVANTE program mentors.
2. ANCES Open Innovation final event, September 29.
- 3 y 5. BIOCEEI program advisory sessions.
4. Microlearnings AVANTE program.







1. DEMO DAY AsMIH Acceleration Lab, July 10.
2. Results II Edition Open Innovation program, December 3.
3. Launch "Accelerator for Internationalization- QUICK GLOBAL ", January 28.
4. SE BUSCA CEO, Companies and CEO participants, February 13.



**Access to finance**

**05**

## 5. ACCESS TO FINANCE

One of our main tasks is to act as a bridge to financing for entrepreneurs to start up, run and grow innovative and technology-based companies.

We perform as a link between entrepreneurs and different sources of financial resources such as private investors, seed and risk capital, equity loans, grants for TBCs, investors forums, NEOTEC – CDTI, ENISA, EIC Accelerator H2020 and crowdfunding platforms.

With the Investment Readiness itinerary, we advise, guide and help entrepreneurs and novel companies analyse their business projects financial feasibility, identify financial needs, prepare financial proposals and access private and public sources of financing. Moreover, the Investment Readiness Workshops (IRWs) reinforces individual support by training entrepreneurs abilities in search of financial resources.

In addition, we organize investment forums and through our private “4thF Investors Club” we offer access to the investable startups with the greatest growth potential of Asturias, through a simplified investment process based on highly affordable tickets, favoring co-investments.

During 2020:

- We validate 25 business plans for access to Technology-Based Companies – (TBCs) subsidies (promoted by IDEPA).
- We prepare group and individual meetings between entrepreneurs/companies and entities/organizations supporting financing.
- We contribute to the dissemination of funding sources and entities for entrepreneurs and companies, through several conferences and events.

INVESTMENT READINESS AND FINANCING OBTAINED

Bussiness projects supported in investment readiness itinerary: 129

Business projects financed: 21

Funding obtained: 2.827.319 € euros

Investment readiness workshops: 2

Participants: 16

Projects presented to investors: 14

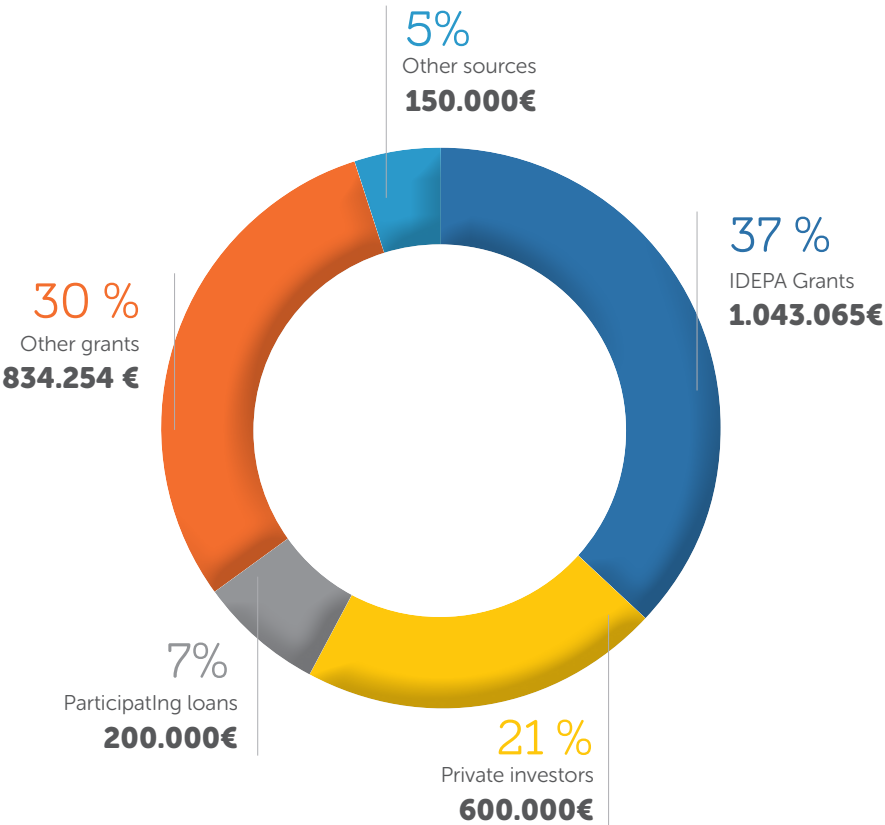
Investment agreements: 3

Finance raised: 600.000 €

Funding obtained(€) by type of source



Financing obtained € / source



Total: 2.827.319€

Acces to finance

## The “4thF Investors Club”



“4thF Investors Club” was launched, to facilitate and simplify the seed investment in Asturian startups. A Club that brings together people with an interest in starting up a business but who lack the project, young professionals looking for an opportunity for their savings or even professionals with long trajectories and not only money, but also contacts and experience. In conclusion, profiles that want to bet on the future Asturias business and innovation. The 82 members of the Club receive periodically proposals of investment

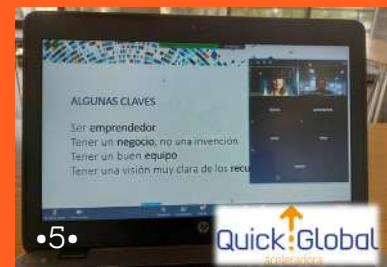
in innovative Asturian start-ups with great potential for growth, having the possibility of acquiring tickets around 5,000 euros, in the companies selected.

During 2019, there were 9 startups in the club with active investment proposals and 7 of them were presented at the 4 Demo days meetings held on May, June, October and December.

Partners: **82**

Investment Forums: **4**

Startups in the club: **9**



- 1, 2 y 3. Conferences on financing of Technology-Based Companies.
4. "4thF Investors Club" meeting, May 28.
5. Webinar "Elevator pitch in 1.5 minutes", September 23.





1.

### IV VENTURE ON THE ROAD

*Asturias*

"De emprendedor a inversor: todos mis errores."

**Iñaki Arrola**  
General Partner en Kfund

2 de diciembre de 16:30 a 18:00

Evento retransmitido en streaming

Organizan:

**SeedRocket** **Sabadell BStartup** **W wayra**  
a Sabadell company

Colabora:

**aws** **ASTUR VALLEY** **ECEI ASTURIAS**

Partner local:



4.



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1. TBCs launch meeting, January 27
- 2 y 3. Investment Forum, December 2.
4. Investment Readiness Workshop, February 27.

# Incubator, Bioincubator and Industry 4.0 Incubator (I4.0)

06

## 6. INCUBATOR, BIOINCUBATOR AND INDUSTRY 4.0 INCUBATOR (I4.0)

We provide accommodation for companies and entrepreneurs with innovative business projects, in an innovative and cooperative context where mature the business model, supporting them to launch, develop and position their business initiatives in the market.

We manage the Incubator and Bio-incubator at the Technology Park of Asturias for innovative and technology-based entrepreneurs and companies under different incubation models. We also manage the Industry 4.0 Incubator (I4.0) located on the Mille of Knowledge of the Science and Technology Park of Gijón.

Through different types of accommodation and modern facilities we facilitate tailored services adapted to the specific needs of entrepreneurs and startups so they can mature their business projects. Hosted companies, entrepreneurs and the start-ups that we support make up BIC Asturias Community.

Huge amounts of resources are invested in promoting its members visibility, stimulating synergies among them, facilitating their access to experts and networking. The incubator spaces thrive with events, networking activities, media presence, entities and other companies visiting our premises and tenants. Meeting rooms, spaces and equipment are also available for not hosted companies to hire for meetings, training activities, interviews or events (both face-to-face and virtual).

## BIC Asturias Building

In the BIC Asturias building you can find:

- The Incubator for innovative and technology-based companies and projects. There are coworking spaces, equipped offices and common areas where to organize events or hold meetings.
- The bio-incubator provides 6 fully equipped laboratories office with an integrated office, and shared equipment, an effective way to launch a Life Sciences business. On the basis of their characteristics and specific demands, entrepreneurs and companies can choose between different types of accommodation.

During 2020, in view of the unexpected situation caused by COVID 19, several actions were implemented to meet the needs of CEEI clients in the new scenario. Investments in equipment and infrastructure conditioning were done in the building for the implementation of hygienic and sanitary protocols and adaptation of spaces to the new protocols.

## Industry 4.0 Incubator (I4.0)

We manage the Industry 4.0 Incubator (I4.0), a new entrepreneurial space situated in the Mile of Knowledge at the Science and Technology Park of Gijón.

The I4.0 site is aligned with Asturias smart specialization RIS3 aiming to generate entrepreneurial initiatives to explore and exploit technology 4.0 business opportunities. I4.0 welcomes entrepreneurs and start-ups that are innovative and Industry 4.0 enablers, in a variety of fields such as 3D printing, robotic, sensor, cybersecurity, virtual and intelligent reality, cloud computing, connectivity and mobility, solutions applied to the process, drones and big data. The I4.0 is an open and collaborative space, with private and communal areas, a show centre for technology potential, a venue that holds an array of activities and events related to industry 4.0.

During the year, it was maintained a 100% occupancy rate, 6 companies in the field of Industry 4.0 & digitalization.

ACCOMODATION IN THE INCUBATOR, BIO- INCUBATOR AND INDUSTRY 4.0 INCUBATOR (I4.0)

COMPANIES HOSTED IN 2020

59 Innovative companies

51,7 % are TBCs

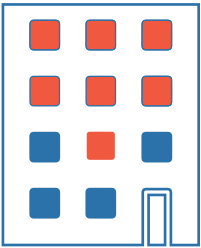
Occupancy rate:

Incubator / BIC Asturias building: 62,54%

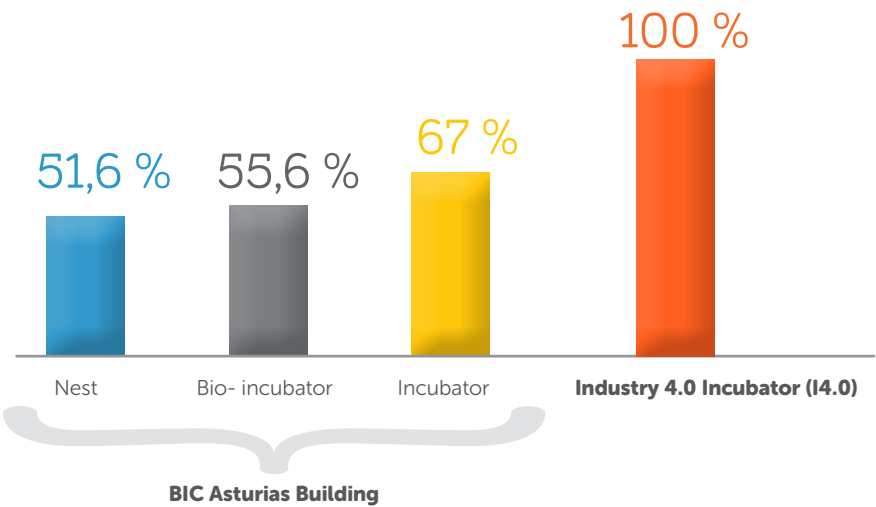
Industry 4.0 Incubator (I4.0): 100 %

Hosting applicants: 36

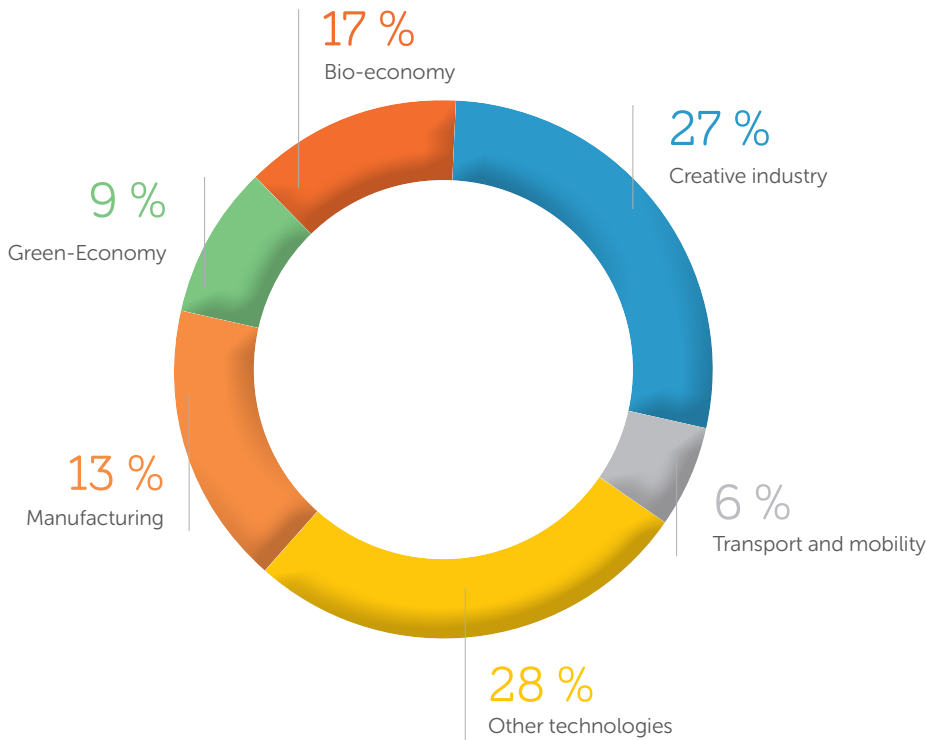
New tenants: 9



CCUPANCY RATE BY HOSTING MODEL



Hosted start-ups by sector







1. Event in the Industry 4.0 Incubator (I4.0)
2. BIC Asturias Building



R&D&i

07

## 7. R&D&i

Research and development of new methodologies are our main way to improve and increase the portfolio of services provided to clients.

At the same time, we pursue to identify and make the most of national and international programs of interest to accomplish our mission.

Besides, we are committed to share and transfer knowledge, methodologies and managerial tools to support entrepreneurs and other entities, either national or international, through technical assistance and taking part in joint projects.

Through an internal work group “Think Tank” we carry out the conception, analysis and development of proposals for the achievement of new international cooperation projects, such as the INTERREG SUDOE or H2020 calls, also to other national and regional calls. We continued the execution of the ongoing projects AT-VIRTUAL and Project to promote the development of new technology -based companies in Costa Rica.

In 2020, we submitted in association with partners **3** proposals for international, national and regional projects.

## CEEI ASTURIAS leads the European project AT-VIRTUAL



AT-Virtual is financed through the Territorial Cooperation Program INTERREG Atlantic Area (2014-2020) under the European Regional Development Fund (ERDF). The aim of the project is to improve the operability of the Maritime

Safety Training Centers from Atlantic Area by accelerating their digitalization through the introduction of emerging technologies in the field of Industry 4.0 (Vision Technologies - Big data / Analytics - IoT). This process will be carried out through an open innovation methodology in collaboration with startups in the Atlantic Area.

During 2020, CEEI Asturias participated in the 3rd Steering Committee celebrated in Cork (Ireland) in February 26th and 27th in which the results for the digitalization diagnosis were presented and the challenges defined. In October, the first call in the field of IOT was launched and addressed to startups to solve the challenges proposed by SASEMAR and CIT-NMCI. After the closure of the call, 8 proposals were received, 5 by startups from Asturias. In November, AT VIRTUAL participated in the Business2Sea Forum do Mar where it took place the 4th Steering Committee in which there were analysed in detail the proposals received in the call.

<https://www.at-virtual.eu/>

**1st Call IoT- 5 proposals by startups from Asturias**

## Project to promote the development of new technology-based companies in Costa Rica

In collaboration with the European Business network EBN, we collaborate in the transfer of knowledge to promote the development of new technology-based companies in Costa Rica, a project promoted by the MICITT (Ministry of Science, Technology and Communications).

The program establishes two specific objectives:

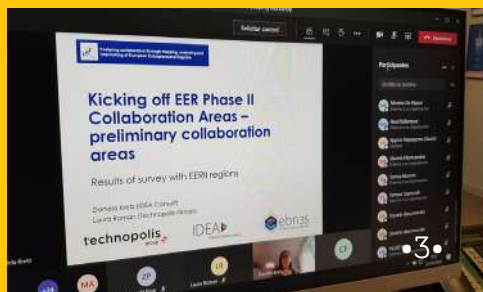
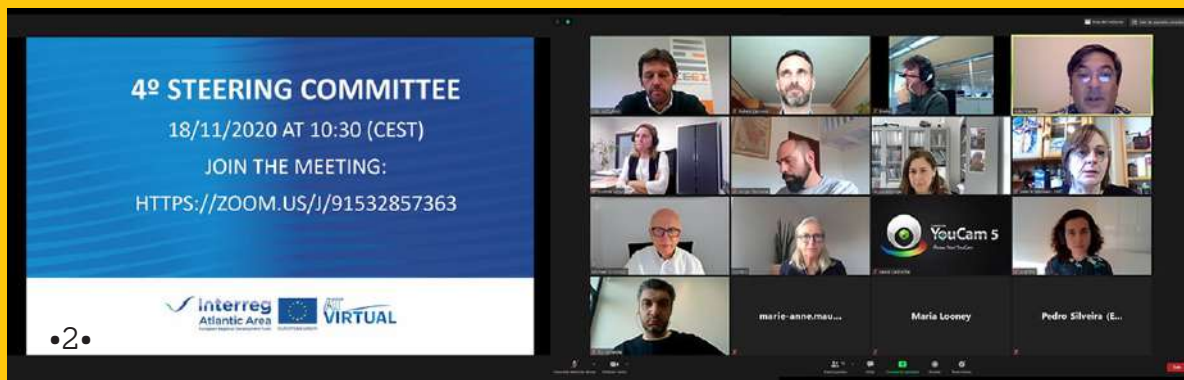
- Strengthen the capacities of the 17 Costa Rican incubators, which are part of the National Network of Incubators and Accelerators (RNIA) of the Ministry of Economy, Industry and Commerce of Costa Rica (MEIC).
- Provide 30 high-potential entrepreneurs with training and support at the same level as their counterparts in advanced ecosystems.

In this sense, the 5 international mentors from CEEI Asturias involved in the project gave 146 international mentoring sessions to the incubator PARQUE TEC and to the 8 technology-based companies assigned. Also, on June 30 through the “Webinar on open innovation mechanisms”, CEEI Asturias shared its expertise in open innovation models with the Costa Rica network of incubators.

In December was confirmed the start of the second phase of the project, which includes a softlanding program at an international global innovation center. In this context, TAU TECHNOLOGIES will participate during the first quarter of 2021 in the international softlanding program in Spain and its assigned global innovation center is CEEI Asturias.

**5** International mentors

**146** Mentoring sessions to 8 TBCs and **1** incubator from Costa Rica



- 1 y 2. AT-VIRTUAL 3er Steering Committee , Cork (Ireland) February, 26 and 27; 4th Steering Committee, November 18.
3. Kick-off EER phase II, October 22.
4. AT VIRTUAL. 1st Call for TBCs in the field of IoT, November 18.

