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New University instruments for spin-offs global growing. The case of Universitat Autònoma de Barcelona Research Park (UABRP) Entrepreneurship and Innovation Programme

Plenary Session 1:
Entrepreneurship as a key value in knowledge economies - role of STPs

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Executive Summary

In this paper I analyze 20 knowledge based spin-offs generated at the Universitat Autònoma de Barcelona (UAB) from 2001 to 2007 and their growing development.
Once analyzed the results of the study I propose different mechanisms and instruments to improve entrepreneurship programs at Research Parks to generate global spin-offs within the support of public and private investment. These mechanisms will act from Research Parks to regional and global level.
Nowadays at the UAB Research Park (UABRP) we are just implementing three new entrepreneurial and innovation instruments and mechanisms: project and product incubators for SMEs, technological antennas in faculty departments and technological centers, technological brokers and UniBA network support just to promote university and industry relations and global growing of spin-offs belonging to the entrepreneurship and innovation UABRP program.

Keywords: UAB Research Park (UABRP), UABRP Innovation and Entrepreneurship Program, spin-off global growing , incubator international networking, technoincubator for SMEs, technological Antennas and Brokers, University Business Angel Network (UniBA),Innovation Airport

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Introduction

Autonomous University of Barcelona Research Park **(UABRP).**

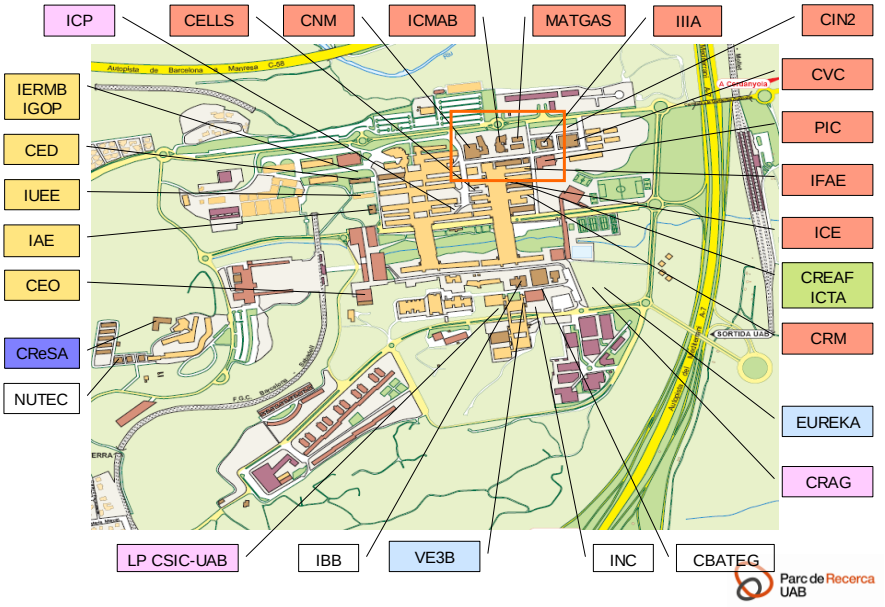
The Parc de Recerca UAB is a university science park set up by the Universitat Autònoma de Barcelona (UAB) with the Spanish Research Council (CSIC), the Catalan Institute for Agrifood research (IRTA) and two private banks.
Located in one of the most powerful business, industrial and knowledge-production centers in Catalonia and Spain, this park is made up of key features that promote and generate technology and knowledge transfer. Set in the high-tech corridor west of Barcelona city, the Park specializes in 'upstream' research collaborations in a wide variety of sectors, powered by strong working relations between faculty and research centers and companies locate here.

The UAB Research Park has grown up around the most characteristic university facilities, each of which has its own distinctive personality adapted to a specific purpose (independent and mixed institutes, Economic Interest Groups, consortiums, etc.). The research activity carried out by a sizable critical mass of researchers and technical support staff is distributed in the following main areas: microelectronics, nanotechnology and materials (CNM, ICMAB, MATGAS), artificial intelligence and vision (IIIA, CVC), human and animal health (CReSA, Hospital Clínic Veterinari), experimental sciences, (IFAE, Synchrotron Light Laboratory, IEEC, CRM, PIC), social sciences (IAE, ICPS, CED, CEOE), environmental sciences (ICTA, CREAF, ETC-TE) and biotechnology and biomedicine on the Biocampus (IBB, CBATEG, INc). The UAB Research Park has its own Innovation and Entrepreneurship Program within twenty five spin-offs generated in 6 years. Spin-offs are located in different incubators inside the park; one Bioincubator (VE3B, Biotech&Biomedicine Incubator), a general incubator for IT companies (Viver d'Empreses UAB) and four more incubators of UAB Research Park Centers. The UAB Research Park interacts with the business and industrial communities through research agreements (Eureka I Building) and by taking part in incubators for spin-offs, consortiums and research institutes, internships, university-cooperation programs and advisory committees

Within the Barcelona Bioregion, biotechnology and biomedicine are key pillars of our research strategy. CBATEG, IBB and INc constitute the core of this activity, enhanced by access to and collaboration with our associated university hospitals and animal health facilities.

> The Park's VE3B bio-incubator provides space for spin-off companies, as an essential part of our technology-transfer mission. Located close to the research institutes and departments for maximum cross-fertilization of ideas, V3B provides all the laboratory and office facilities necessary for a successful launch.

THE UAB RESEARCH PARK
MAIN RESEARCH CENTRES AND BUSINESS INCUBATORS



Technology-based firms at the UAB

The growth of research activities at the Universitat Autònoma de Barcelona, changes of attitude within the University itself and in its socio-economic environs with regard to knowledge transfer and the boost provided by new formulae for financing and structuring, both from government and from the business and finance sectors, have facilitated the appearance of a relatively recent newcomer to the University scene, namely incubating firms, also known as "spin-offs" or NTBFs (new technology-based firms).
Setting up an NTBF from a research activity should be seen as a form of transfer from the UAB to society, a firm which comes into being with the intention of, within a limited period of time, eventually becoming a completely independent company. In this sense, it is a very important means of creating a value and of providing society with a return, and not only in terms of jobs filled by professionals, a fact that is part and parcel of the consolidation of knowledge-based firms of this nature. This can thus also be a very positive factor for the research groups themselves generating the initial ideas, in the sense that some of the researchers trained in them can join these firms.

In Catalonia today we have seen the need to evolve towards economic and industrial models that are based less on manufacturing and much more on a network of new firms in which research and innovation are vital components. The universities need to play a major role in such dynamics, as a significant proportion of the knowledge that can be turned into new wealth of this nature, as well as the personnel to do this, is generated by universities. An effort is required to make this leap, and efforts also have to be made to create mechanisms that will facilitate the transfer of knowledge in this way. The UAB has clearly been a university that has focused on backing research and it now also turns to the challenge of transferring the knowledge generated to its socio-economic milieu, as a way of returning to society the investment that society has made in it.

The UABRP's Innovation and Entrepreneurship Program began in 2001, with the backing of the vice-rectorate for strategic projects, within the structure of the Vice-rectorate for Research with the objective of developing and fostering an entrepreneurial spirit within the UABRP by

providing quality, integral support for entrepreneurs from the moment of initial consultation on putting into motion their business ideas to the time when their firm leaves our university program and becomes part of Catalan industry.

An enterprise cycle has been set up at the UABRP based on technological innovation and can be seen in the diagram below (p.6), showing its workflow.

The UABRP's Innovation and Entrepreneurship Program is also responsible for the UAB's Technological Trampoline (TT), which enjoys the backing of the CIDEM.

The Generalitat of Catalonia, within the Innovation Plan 2001-2004, created the Technological Trampolines Network: University Incubators Network, which intends to favour the creation of technology companies. Seven university incubators belong to this network (IESE, ESADE, La Salle-Universitat Ramon Llull, Universitat Politécnica de Catalunya, Universitat de Barcelona, Universitat Autònoma de Barcelona and Universitat de Girona). Five of them have associated Science and Technology Parks. All the aforementioned parks are associated to the XPCAT, Science and Technology Parks Network of Catalonia.

The UAB's TT was accredited in July 2003 by the CIDEM (Centre of Innovation and Business Development, of the Generalitat of Catalonia's Department of Labour and Industry) and became part of the network of technological trampolines in Catalonia (XTT).

The services provided by the Innovation and Entrepreneurship Program are:

- Support for the production of Business Plans. Coaching
- Training
- Search for public and private sources of financing
- Incubation. Management of the UABRP's Business Incubators
- Assistance (Strategic alliances, subcontracting technology, consolidation of personnel...)
- Expansion (projection and internationalization)

Phases in the creation of a spin-off

1.Pre-incubation:
This corresponds to the period of time from the entrepreneur's first visit to the to explain his/her idea UABRP's Innovation and Entrepreneurship Centre to the moment that, following analysis and proposals, we obtain a first draft of the project to be carried out.

During this period of detection, search for projects and ideas is both passive (the entrepreneur comes directly to the Centre) and active (Centre personnel go looking for new ideas within areas of the UAB likely to be most productive. All of the ideas that come to us, whether actively or passively discovered, undergo viability studies (SWOT analysis).

During the pre-incubation period we prepare the entrepreneurs, providing the training they may need in order to be able to handle the different aspects of setting up a firm and of the innovations with which the entrepreneurs may be unfamiliar.

At the pre-incubation phase, a Business Plan is produced, bringing together basically:

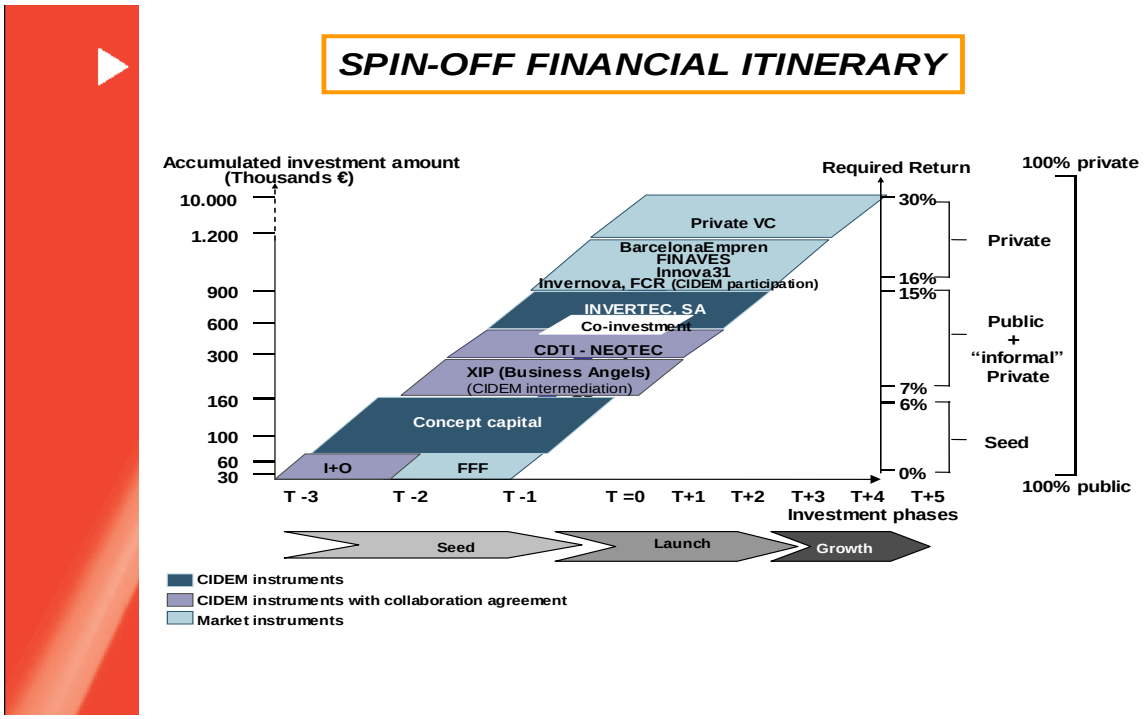
- Legal and judicial aspects

- Product market research
- Marketing plan
- Financing
- Strategic and operational plan

The UABRP Innovation and Entrepreneurship Program provides direct support for the development of this Business Plan in conjunction with the entrepreneurs, principally over financial, legal and judicial aspects and strategic planning.

All of the Business Plans are accompanied by a Technological Innovation Report prepared by the UABRP's expert in protecting and exploiting knowledge. In general, if protection of the knowledge to be exploited is required, this is coordinated from the UAB itself.
It should be noted that the knowledge the entrepreneurs have of the technology to be developed is vital when it comes to being able to evaluate its future possibilities. During the writing of the Business Plan, note is made of the possibility of the project obtaining financing.

A graphic is included showing the different sources of financing that can be requested in order to raise capital for the projects and turn them into true technology-based firms.(Table 1)



2. Incubation period

During what is called the incubation period, from the time the firm is set up to the moment it begins to operate independently, the UABRP sees the NTBFs as it does all the other elements that belong to it, within what is termed the UAB Sphere.

The UABRP establishes 3 years as the incubation period, with the possibility of expanding this to 5 years in duly justified cases.

Definition of the incubation period according to the National Business Incubation Association (NBIA, USA)

Business incubation is a dynamic process of business enterprise development. Incubators nurture young firms, helping them to survive and grow during the start-up period when they are most vulnerable. Incubators provide hands-on management assistance, access to financing and orchestrated exposure to critical business or technical support services. They also offer entrepreneurial firms shared office services, access to equipment, flexible leases and expandable space — all under one roof.

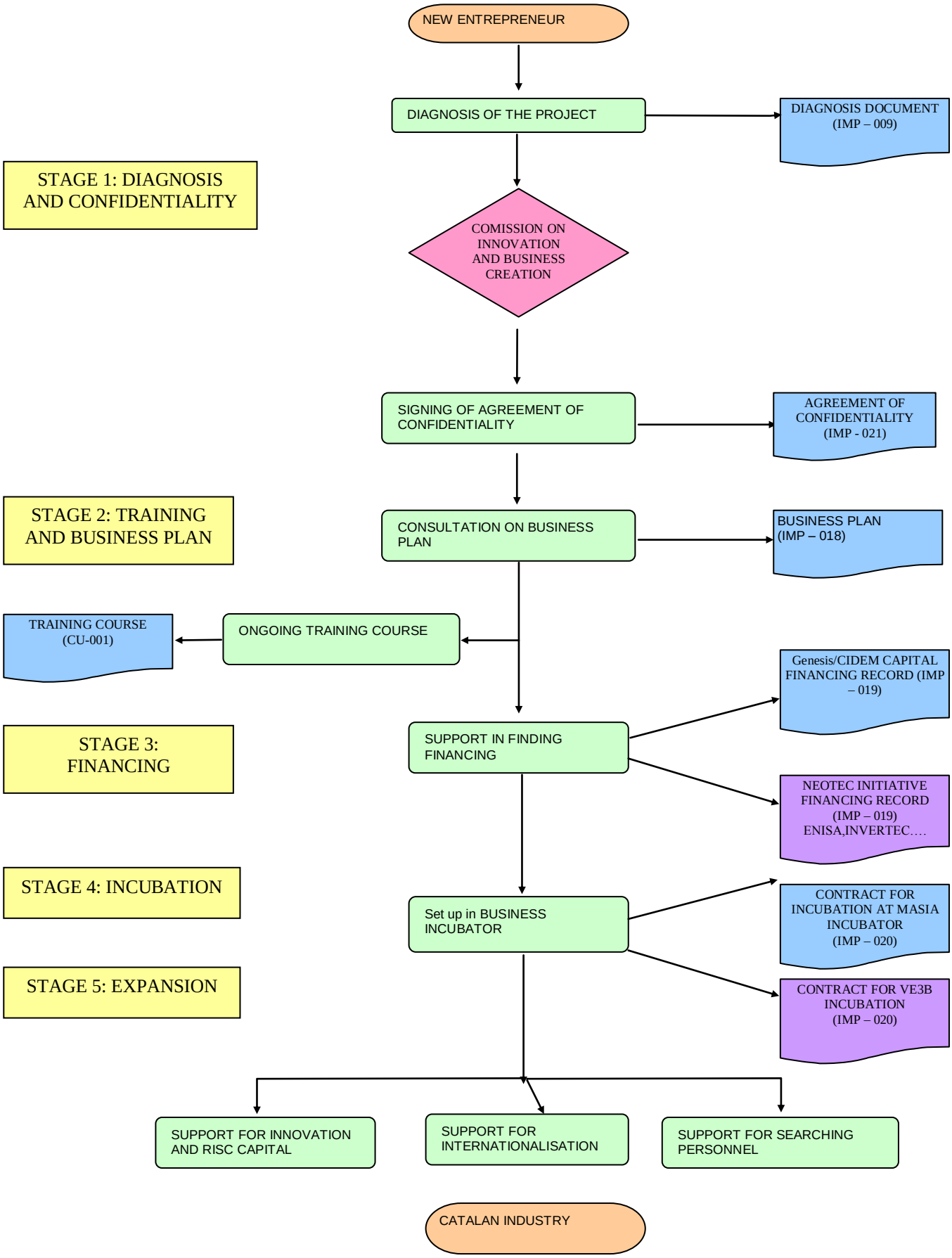
During the incubation period, the spin-off project is consolidated so that there is growth both in financial terms and as a business enterprise.

The UAB's Research Park Innovation and Entrepreneurship Centre continues to provide support, principally by seeking financing, negotiating strategic alliances and subcontracting technology, as well as providing further training in any field the entrepreneurs may require.

Once this incubation period is over, the spin-off is considered to have matured and can become part of the world of business with some guarantee of success.

At this stage, the spin-offs decide if they will remain firms within the UABRP either in future buildings that would locate them within the UABRP (EUREKA's Building), in the Alba's Park , in the Tecnològic del Vallès Park or in other nearby zones.

Entrepreneurship cycle in the UABRP



Business Incubators at the UABRP

The entrepreneurial team needs an initial space in which to begin to develop their project. The UAB's Innovation and Entrepreneurship Program provides them with the possibility of doing so in the UAB's incubators, with the cost of rent being subsidized and services shared by all the spin-offs being guaranteed.

It is also necessary for the spin-offs to develop and consolidate in a business environment as after the incubation period they will become part of the world of business.

Business incubators provide the right environment for developing an initial business project without affecting the rhythm of work of the departments the initiatives come from.

The incubators bring groups of entrepreneurs together not only because of the fact that they are together in single space but also because they share ideas and sensations, challenges and problems that they have in common. The synergies established between entrepreneurs working on different initiatives improve their business projects as well as the degree of success spin-offs meet.

Entrepreneurs in their third year of incubation are a reference model for those that have just started and we therefore have to facilitate, with the existence of shared zones in the incubators, and by proposing entrepreneurial activities, their helping each other and explaining the keys to the success of their business model.

As well as being one of the services entrepreneurs value most highly, business incubators make for a nucleus of development in scientific and technological parks.

The incubators at the UAB are:

-The UAB Business Incubator. Masia Can Fatjó. Parc Tecnològic del Vallés. Cerdanyola del Vallés.

As a result of collaboration between the UAB as a scientific and technological park, a generator of knowledge, and the Parc Tecnològic del Vallés, one of the first industrial technological parks in Spain, it was proposed that a university business incubator should be located in a business environment.

The scope of this incubator is limited, nevertheless, to firms in any academic discipline that are neither working with living beings nor require a laboratory in order to develop into a business.

Situated in a privileged location like the Parc Tecnològic del Vallès, the UAB Business Incubator provides both perfect communications for a business activity and the opportunity to share space with a large number of high technology, scientific firms with which synergies of great business interest can be developed.

-Business incubators in research centers on the UABRP

Some of the spin-offs that originate in some of the research centers on the UAB campus, such as the CVC (Computer Vision Centre), the CNM (National Microelectronics Centre), the IIA (Artificial Intelligence Institute) and the IN (Nanotechnology Institute) have space in their own

centers, which is most convenient as we need to use support installations to be found at the centers themselves.
All of these centers incubators are coordinated by The UAB's Innovation and Entrepreneurship Programme

-VE3B, the UAB's bioincubator

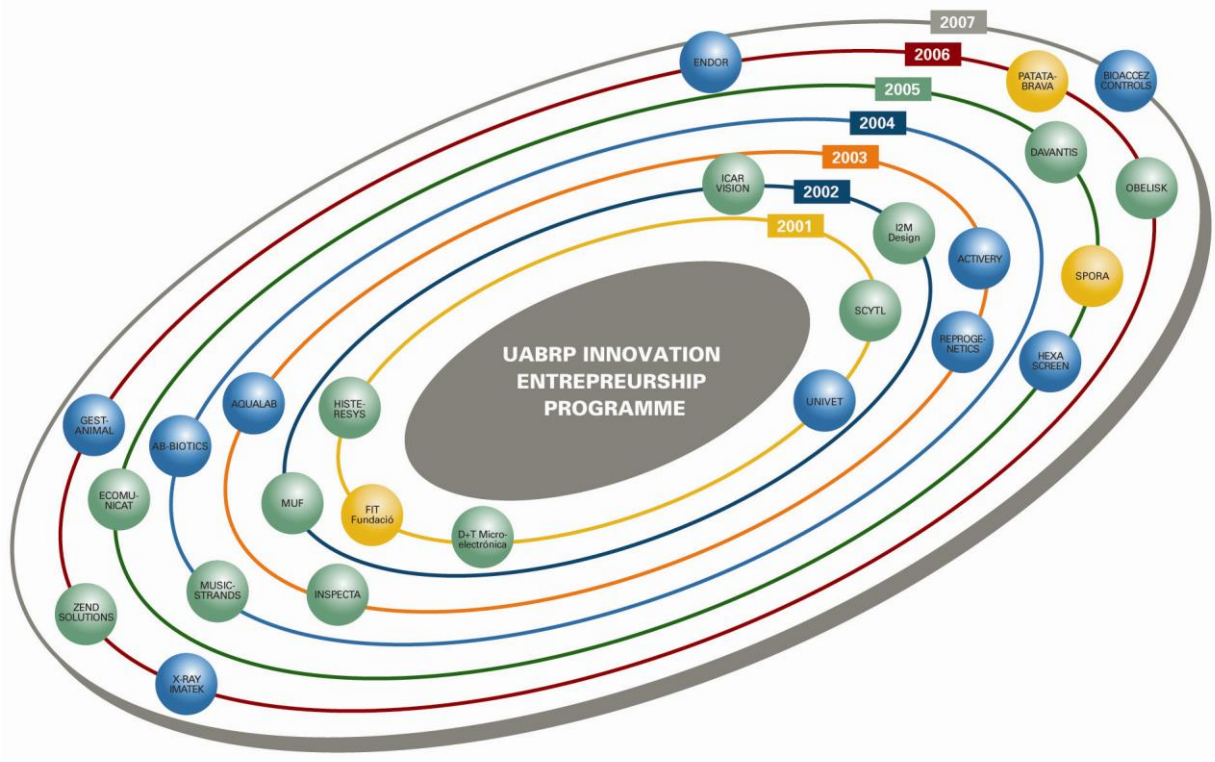
The UAB has defined Biotechnology and Biomedicine as one of its leading lines of research, with the principal assets being the UAB's own Biocampus, with three research institutes, scientific-technical services and close proximity to the Synchrotron Light Laboratory and the UAB's associate hospitals, which account for more than 50% of the scientific production in biomedicine in Catalonia.

A vital element of the design of the UAB's Biocampus, in order to foster the transfer of technology, is the provision of a space in which the spin-offs can incubate. This space is located close to the Centers, Institutes and Faculties in this field, i.e. within the Biocampus itself, in order to ensure the maximum fertilization of ideas and the installation of scientific-technical services and shared technological platforms.

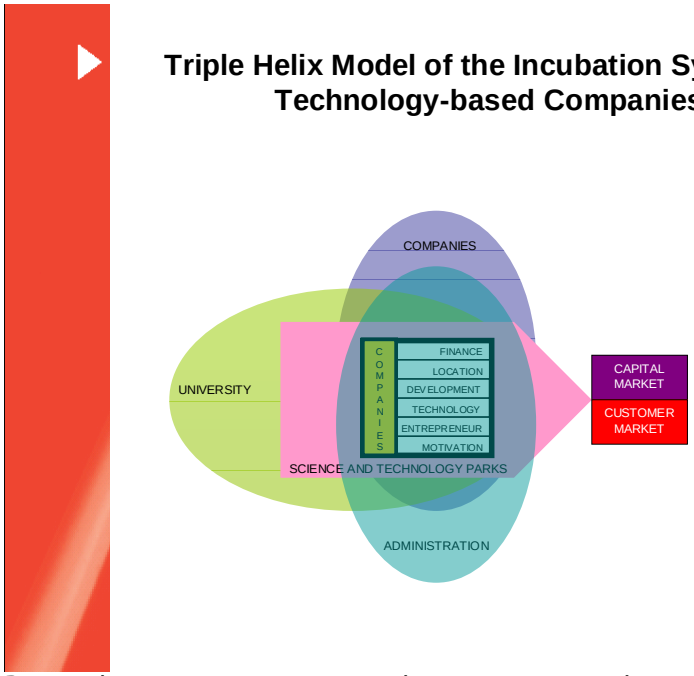
UABRP spin-offs

Entrepreneurial University needs structures that can efficiently mediate between Scientific knowledge and the market. One such structure is the incubation of Technology-based Companies carried out by Science and Technology Parks. The entrepreneurial university turns ideas into innovation, it capitalizes on knowledge, it creates new companies and services, and it manages risks

Some of the spin-offs are based technology but others not. All of them come from research groups of different faculty departments and technology centers of UAB Research Park.



UABRP Triple Helix Model



Regional system promotes the interaction between University (Research Parks), administration (Local Government), and industry.
UABRP applies this Triple Helix model just to close the gap between knowledge and market.
UABRP Innovation and Entrepreneurship Program focus its activity in transferring technology to the market using new mechanism that let knowledge to be used as a product as a new based Technology Company, as collaboration between university and industry or just having industry as a host in the park (EUREKA building).
This is the aim of XPCAT (Catalan Science & Technological Park Network) and we try to implement it all over the parks.

Methodology and data

I present the result of different interviews with 20 UABRP spin-off during 2006.
We analyze the relation of technology property, protection and financing resources. We see how these spin-offs have developed different financing systems at the early stages and at the growing period. Financial itineraries of the initiatives are analyzed, starting from the public and private funds: Concept Capital, Business Angels, Seed Capital and Venture Capital as we showed in table 1.

We include three tables in reference to TIC (Table 2), BIO (Table 3) and others (Table4) spin-offs.

SPIN-OFF	TECHNOLOGY Property	TECNOLOGY PROTECTION	SECTOR	FINANCING
DAVANTIS (2005) - 8 persons	Own	**PATENT**	Security. Computer Vision	Capital Concepte (02/06),Business angels Caixa Manresa, Ajut R+D+i CIDEM (2006) i NEOTEC (2006).
D+T MICROELECTRONICA (1995) - 2 persons	CSIC(High Research Centre Council)	NO	Microelectronics micro & nanochips	CSIC (82%), Business angels AT&T-5%, Fagor-5%, Alcatel-5% i Biosystems-3%.
ECOMUNICAT (2005) - 2 persons	Own	NO	Telecommunications - hardware &software and wireless systems	Own, Capital Gènesi (11/05) i PROFIT (2006).
HISTERESYS (1998) - 2 persons	Own	NO	Electronics/informatics - hardware/software solutions	Capital Concepte (2001).
ICAR (2002) - 8 persons	ICAR & CVC Software, Point Grey Research digital camera.	**PATENT**	Optic systems for Recognition of identity documents Security and Computer vision 10 partners for commercialisation	Capital Concepte (04/02), 2 Torres Quevedo (2005), Business angels La Caixa (07/05) i NEOTEC (08/05).
INSPECTA (2003) - 6 persons	Inspecta Software - AZEVEDOS INDUSTRI mechanics	NO	Artificial intelligence vision systems. Quality control - Computer Vision Colour recognition	Capital Concepte (03/03), Business Angels (12/04) i NEOTEC (09/05).
I2M-DESIGN (2002) - 2 persons	CISIC (High Research Centre Council)	NO	outsourcing services. Microelectronics	Own
MUF (2002) - 9 persons	Own	**REGISTERED** Marta Toons.	Informatics/audiovisual	Own
SCYTL (2001) - 25 persons	Own and CVC (Vision Computer Centre)	**PATENT**	Security. Computer Vision. Electronics votes	Capital Cocepte (01/02), 2 NEOTEC (04/03 i 05/05), Capital Risk (Webcapital SCR i Spinnaker SCR en 2002, 2003 i 2004), ICF (06/05), ENISA (09/05).
X-RAY IMATEK (2006) - 2 persones	IFAE (High Energy Physics Institute)	**PATENT (Spain & USA)**	Technological partner Digitals sensors for x rays machines	Capital Gènesi (10/06).Business angels. Venture Capital
ZEND SOLUTIONS (2005) - 2 persones	Own	**PATENT**	Electronics/informatics	Capital Gènesi (09/06).

Table 2.UABRP ICT spin-offs

SPIN-OFF	TECNOLOGY PROPERTY	TECNOLOGY PROTECTION	SECTOR	FINANCING
AB-BIOTICS (2004 - 2 persons)	UAB	UAB Rights cession to AB-Biotics	Biotechnology& Food safety &technology	Capital Concepte (11/04) i NEOTEC (2006).Business angels
ACTIVERY (2003 - 4 persons)	C.S.I.C.	Activery's License of CSIC **PATENT**	Nanotechnology - Drug Delivery	Capital Concepte (2004) i NEOTEC (2006).
AQUALAB (2003 - 6 persons)	Own	NO	Health & Environmental. Water analysis Lab specialised in Legionella	Own
GESTANIMAL (2006 - 2 persons)	Own	NO	Animal Health & Food safety	Own
HEXASCREEN (2005 - 2 persons)	UAB	Hexascreen's License of the UAB **PATENT**	Biotechnology - minibioreactors Production & commercialisation	Capital Concepte (02/06) Business angels Genoma España (12/05).
REPROGENETICS (2003 - 2 persons)	Own	NO	Health - preimplantational genetic Diagnostic Laboratory	Own
UNIVET (2001 - 9 persons)	Own	NO	Veterinary . Dermatology & vaccines	Capital Concepte (07/01), ICEX COPCA (06/05), PROFIT (09/05), Ajut R+D+i CIDEM (10/05), 2 Torres Quevedo (2004 i 2005) i Programa Nex-pipe 2000 COPCA.

NOM SPIN-OFF	TECHNOLOGY PROPERTY	TECHNOLOGY PROTECTION	SECTOR	FINANCING
SPORA (2005 - 2 persons)	Own	NO	Psychosocial Research and services	Own
FIT FUNDACIO (2001 - 3 persons)	Own	**PATENT**	Health & Sports	Own

Table 3.UABRP BIO spin-offs
Table 4.UABRP spin-offs from other fields

From the 20 spin-offs only 8 have a patent (3 from Bio spin-offs ,4 from ICT spin-offs and 1 from other areas). We also see that these 8 spin-off have developed financial instruments that let them to be well positioned in global market but it is not the unique factor that help them to be global. We see that there are some other spin-offs without patents that have internationalized its products and they are actually growing.
UABRP foster both, technology and Knowledge based enterprises.
Also we see that research field where spin-offs are generated is not related to its success.

What is a key factor for spin-offs is to be well connected with global market because all of them are global knowledge based. UABRP support them to access to international networking, to place and distribute its products in an effective way.

Global multidisciplinary teams are also very important to know about introducing products in new markets and looking for new financial instruments. It is important that global entrepreneurs share the company to make it global growing. We are speaking about **Professional Entrepreneurs** rather than Technology protection.

UABRP spin-offs are located in different incubators depending on technological clusters inside the park. This is also a key point for growing because they get resources and services at lower cost and at the same time they set up new projects together with other spin-offs and research groups of the same cluster at the early stages. When they have one or two products in the market they begin cooperating with different **UABRP technology clusters**.
Technology clusters convergence is also a key factor for spin-of growing. This is why we have developed a UABRP Technology Cluster's Map just to promote **cooperation** between them in order to generate new projects, new spin-offs and new services and instruments.

UABRP New Instruments for Growing and Innovate

We just propose five mechanisms to implement in Research Parks not only for helping new based technology companies to grow and innovate but for cooperation between industry, university and administration.
UABRP is in this moment developing the five instruments. The common factor for the five mechanisms is just **to cooperate in an open innovation Research Park**.

1. Networking between world wide incubators

In order to give a response to the demand for increased efficiency of new based technology companies we believe in cooperating with world wild incubators. This cooperation could be performed in different ways.
We differentiate different geographical levels of cooperation:

- In the same region
- In the same country
- In Europe
- World

The size of the network varies depending on the level you operate.
Networking will focus on incubation and that would mean benchmarking, transfer, internationalization and mainly cooperation in financial, physical (Landing & Distribution & Production) and qualified people hunting circuits.
This is why the UABRP is member of international Associations and Consortia just to make agreements in this direction.

In that sense we are now developing a **strategic map of cooperation areas between incubators** involved in networks that feed with our research fields.
The aim of this world wild cooperation is to contribute to improved efficiency, innovation and growing of new based technology companies and the UABRP itself.
UABRP also has agreements with international institutions like Barcelona Chamber of Commerce and Industry that offers the possibility to entrepreneurs of introducing and even producing new based technology a product in emergent markets (India and Asia).Barcelona Chamber of Commerce and Industry organizes Innovation Bridges for spin-offs and start-up just to help them to internationalize in different countries during the year.

The UABRP is member of XPCAT (Catalan Science and Technology Park Network), APTE (Spanish Science and Technology Park Association) IASP (International Science Park Association), ECIU (European Consortia of Innovative Universities), IRC Catalonia (Innovation Relay Centre. Europe) and other international organizations.

2. Technoincubator for SMEs and spin-offs

If we analyze the innovative ability of the corporate sector, we find that Spanish small and medium-sized companies are in a situation in which, due to their size, they cannot invest in having their own department of experts dedicated to innovation. This lack of investment does not only affect the resources for innovation within SMEs. It also distances them from the latest technological innovations and the opportunities such innovations provide.

Technology is being continuously and effectively researched and created in Spanish universities and research centers. However, such research and technology has not always reached the Spanish corporate sector with the same degree of efficiency. In particular, it is not always effectively transferred to small and medium-sized companies.

Recently, instruments such as technology transfer centers and business incubators have been created. These have significantly improved the process of research and technology transfer.

Likewise, local, regional and national authorities have raised awareness and created instruments to encourage SMEs to innovate.

The creation of the **TechnoIncubator** means that a service is provided to link the supply of universities and technology centers with the demand of SMEs in Spain.
The TechnoIncubator is a place where SMEs can carry out the entire innovation process. It consists of: a certified innovation process; coaching throughout the process; a technological monitoring system and access to technological, business and market experts.
SMEs currently have two problems with innovation:

- The cost of maintaining an innovation department or seeking expert advice.
- A lack of knowledge about research advances and the available innovation infrastructures.

The TechnoIncubator gives SMEs the following advantages:

- A reduction in the time it takes to create new products
- A reduction in risks associated with launching new products
- Efficient use of resources and innovation infrastructures
- A reduction in their organizational costs

The TechnoIncubator is located within La Salle technology and Business Park and UAB Research Park. Once its effectiveness has been proven, it will be introduced into the entire network of XPCAT parks.

In this way, there will be one interconnected system for incubating products. This will help to contribute to the incubation process regardless of the location.

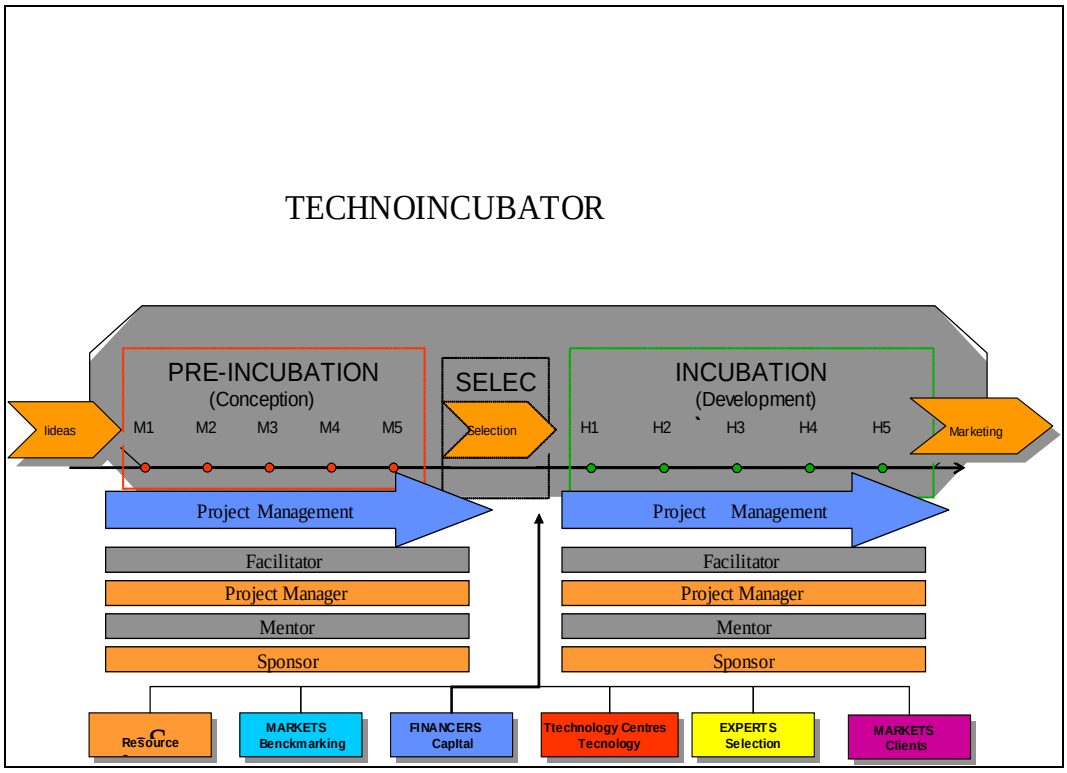
Aims of the TechnoIncubator :

The TechnoIncubator's main objective is to become a mechanism enabling small and medium-sized enterprises to create technology-based products rapidly and effectively. Such products will increase these companies' competitiveness.

Breakdown of the aims
A.- To create a certified process for incubating technology-based products
B.- Create a system of Technological Monitoring
C.- Create a process of coaching and project management
D.- Facilitate access to existing finance resources
E.- Create a system of technological monitoring

The incubation process is made up of three stages:

- Pre-incubation stage: a set of phases that will take us from ideas or opportunities to the definition of a collection of innovative pre-projects. Each one of these are evaluated for technological and market risks and to obtain details of possible funding sources.
- Selection stage: the different scenarios, resources, costs, impact on the market, success factors and expected profits are evaluated.
- Incubation stage: a group of phases in which the selective innovative project will be carried out, until a new product is obtained and marketed.



The location of the Technoincubator within the XPCAT parks network will bring it into close contact with the entities that are most closely linked to innovation.

Dissemination will be carried out through companies that are linked to the XPCAT parks network.

3 Common University Business Angels Network (UniBA Catalan University Business Angels network)

In September 2006, five Catalan universities (Universitat Autònoma de Barcelona, Parc d'Innovació La Salle, Universitat de Girona, Universitat de Barcelona and Universitat Politècnica de Barcelona) decided to create together with the local government (Cidem Departament d'Innovació, Universitats I Empresa. Generalitat de Catalunya..) and private partners a Business Angels University Network named UniBA in order to give support to the entrepreneurial initiatives at early stages.
This is the first European initiative to promote privet investment together with 5 universities.
UniBA network play a new role within spin-off growing development because its connection with other players in global markets.

4. Research Park Technological Anthenes and Brokers

This is the most recent instrument that we are developing now in UABRP.
In order to make more effective the process of technology transfer we have define two new profiles in the knowledge-technology value chain.
In general words **Anthenes** will play its roll focused in technology offer (push) and at the same time in technology demand (pull, market).
Anthenes will be professors that know perfectly the UAB research state of the art and also which is the industry demand.
We have defined seven prior UABRP knowledge areas and now we are just hunting the technological Anthenes.

Technological Brokers will commercialize this UABPR technological offer going directly to visit enterprises and industry at regional, national and global markets.
UABPR Brokers will know witch is the global industry demand, the fields they are working on and future research directions and projects they are interested in or they are going to develop.
Obviously technological Anthenes and Brokers will work together.
Brokers will contribute to the Technology commercialization of research groups as well as spin-offs.
We are sure these actions will position in a global market our spin-offs and its products and will help them to open new project and financial markets.

With these new profiles we hope to close the gap between university and industry promoting and fostering technology transferring to the society.

5.UABRP Technology Innovation Airport

Even UABRP Technology Innovation Airport is in this moment a conceptual term we are just working to develop it as a strategic project.
UAB RP is understood as a live project where research groups, spin-offs, start-ups and large companies share synergies to grow in an innovative and a knowledge based environment.
In 2009 Eureka I building will host enterprises that want to develop R&D projects by themselves or together with UABRP research groups. EREKA I will offer technological platforms and scientific services to these enterprises. We are offering a professional knowledge based landing.
For those companies that after developing R&D projects in EUREKA I, wanted to scale their results into the market we propose to locate them at EUREKA II (ALBA PARK) which will be close to UAB RP.
EUREKA I is located in the same area where incubators are. In this way spin-offs, start-ups and large companies are living together (Landing and Jumping) and furthermore where venture capital will be also placed in the near future. This is a key factor for entrepreneurs. That's why we talk about Innovation Airport .
Professional Entrepreneurs and companies will have also business services for coaching new projects.

Eureka I – UABRP Innovation Airport

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