



*The 21st Issuance of
Asian Association of Business Incubation*

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Vietnam Climate Innovation Center business plan now available

infoDev's Climate Technology Program is proud to share its business plan for the launch of a Climate Innovation Center (CIC) in Vietnam. The business plan is the result of a 2-month market analysis which engaged over 100 local stakeholders to determine the focus, implementation strategy, investment requirements and impact of the CIC.



The new technologies, financing sources and business models addressing climate change create an historic opportunity for economic growth and job creation. infoDev worked with more than 200 Vietnamese stakeholders to design a Climate Innovation Center (CIC) that will accelerate the domestic development, deployment and transfer of climate technology solutions. infoDev's Anthony Lambkin led the 6-month market analysis and stakeholder engagement efforts to tailor the CIC to the needs of the Vietnamese climate innovation ecosystem.

The CIC in Vietnam is one of seven that infoDev is launching worldwide through its Climate Technology Program. These centers are located in developing countries, where there exists both significant demand for emerging climate technologies and a challenging environment for their successful commercialization. The CICs will leverage the operational agility, profit motivation, and local expertise of small-to-medium enterprises (SMEs) to help countries maximize climate technology opportunities and achieve green growth objectives.

NBIA's Seventh Summit for Advanced Incubation Professionals

Jan. 27-29, 2013

Turnstone WorkLife Center and

The Huntley Hotel

Santa Monica, Calif.



The level of leaders, experience and knowledge in the group made every activity and encounter very worthwhile! – 2012 summit participant

NBIA's Seventh Summit for Advanced Incubation Professionals is a members-only event for experienced incubation leaders (four years or more in the industry). This event provides a unique forum for veteran leaders to discuss, debate and exchange ideas about innovation, entrepreneurship and business incubation.

Attend the summit to:

- **Learn.** The summit gives you the opportunity to learn from other high-level professionals with proven track records of success. You'll come away from the event with a variety of tools to improve your program.
- **Connect.** The summit gives lets you network and brainstorm with other industry veterans who share your experience and skills. You'll make and solidify relationships that will benefit you throughout your career.
- **Inform.** The strength of this event is its participants. They share their extensive expertise in all things incubation, especially the most pressing trends and issues in the field. Past summit attendees say the new ideas they acquired at the event are invaluable. Your innovative ideas will add to that value!
- **Enjoy.** Who doesn't want to visit Santa Monica in January for a break from the frosty winter conditions that many of us face? With accommodations at the chic Huntley Hotel and training held at the nearby Turnstone WorkLife Center, you'll never be more than a short walk from the Pacific Ocean. The resort town is known for its Third Street Promenade, a pedestrian-only shopping district, and its pier, which offers restaurants, shops and even an amusement park by the sea.

EASTWEST 2012

East-Meets-West International Congress and
Exhibition on Innovation and Entrepreneurship



The East-Meets-West on Innovation and Entrepreneurship Congress and Exhibition will be held on 1 to 4 September 2012 at the University of Cyprus.

The event is organized by the European Office of Cyprus to promote and implement new tools of effective collaboration between business and academia.

For the first time, distinguished scientists from the Middle East, North Africa and Europe will collaborate closely with Business to promote and implement effective collaboration between science, technology and business while sharing the common goal: to harness the potential of entrepreneurship by transferring innovation ideas into products and services. Both the congress and the exhibition events are of significant importance on a local, regional and European level.

The Conference aims to promote cross-national collaboration between East and West as a tool to overcome national limitations on knowledge, financial resources, technology and services while taking into consideration the regional and European aspects.

The congress aims to improve links between scientific and business communities, promote private sector investment in science, innovation and enterprise development, encourage SMEs and scientists to exploit global knowledge resources and increase innovation financing mechanisms.

4th Annual Open Innovation Summit

Practical strategies for improving the design and execution of your open innovation program



Open Innovation (OI) is evolving; so are the skill sets and expertise required for these initiatives to succeed. We are entering the next generation of Open Innovation, with OI champions now in business development, marketing, sales, finance and human resources capacities. The 4th Annual Open Innovation Summit will:

- Identify best practices to serve as the foundation for refining OI programs
- Analyze new OI trends and patterns in order to map out the future of open innovation
- Illustrate how to achieve and sustain positive ROI
- Outline the critical steps to developing an OI Social Media Road Map
- Deliver real world solutions to real world challenges, directly from your peers

Most importantly, this program is an opportunity to collaborate with fellow innovators to exchange ideas, share war stories, and build synergies. And if you're new to field, there is no better way to become a leader in this field than meeting and learning from the trailblazers. As such, new to 2012, we are introducing enhanced and highly productive networking activities to connect you with collaborators and potential partners. Whether you have attended in the past or are new to the conference, this is an event not to be missed.

DEMO Africa thrusts startups to the international stage

Almost 1 in 4 finalists supported by infoDev

The stage is set for dozens of fledgling startups to vie for acclaim—and funding opportunities—at DEMO Africa, the premier yearly showcase of mobile innovation from the region, to be held in Nairobi, Kenya on October 24-26. *Update: this story has been expanded to acknowledge Senegal's CTIC incubator presence at DEMO Africa.



For up-to-the-minute information on DEMO Africa, follow the event's Twitter account and Facebook page, and track the hashtag #DEMOAfrica.

DEMO Africa is a flagship initiative of the LIONS@FRICA Partnership, launched by the United States Department of State in collaboration with Microsoft BizSpark, DEMO, USAID, and Startup Weekend. In recognition of the continent's growing economic power, the event seeks to connect African startups to the global ecosystem.

The event has also attracted such prominent sponsors as Nokia, VC4Africa, CIO East Africa, Stuff Magazine, the Kenya ICT Board, the African e-Development Resource Centre, the Silicon Cape Initiative, iHub, and mLab Southern Africa among others.

Beyond being one of a dozen organizations on the Sponsors page, infoDev has made a mark on this year's conference by spotting and supporting some of the region's most promising startups ahead of the curve. This year, 9 startups out of the DEMO Africa Final 40 are either infoDev incubatees, Pivot 25 or Pivot East finalists, or trainees at mLab East Africa.

Some finalists from infoDev's mobile innovation network have designed marketable, inclusive solutions in the areas of mobile commerce and electronic education. They include mPrep Kenya, mPayer, CrowdPesa, eLimu, mTracker, mVerified, and Lipisha.

In addition, agribusiness resource mLouma and digital agency People Input are incubatees at the infoDev-supported CTIC in Senegal.

Government to Review SME Strategies

SPRING Singapore and IE Singapore will look into improving SME access to money and markets, and strengthen capabilities.

1. SMEs can look forward to a streamlined and simplified application process for government assistance schemes, and greater support in seeking out business opportunities abroad and differentiating themselves. These areas are being looked at in an SME Review jointly undertaken by SPRING Singapore and International Enterprise (IE) Singapore. Mr Teo Ser Luck, Minister of State for Trade and Industry, who leads the SME Review, announced this at the 14th SME Conference organised by the Singapore Chinese Chamber of Commerce and Industry (SCCCI) today.

2. The SME Review which started in April this year will look into easing the challenges faced by SMEs in a changing business environment. The review will take into account changes in the global and regional environment since the Economic Strategies Committee (ESC) recommendations were put forth in 2010. It will also gather feedback from and consult with various industry stakeholders and businesses, and study the SME development models in other economies.

3. Contributing 50% to Singapore's GDP and 70% to employment, SMEs continue to be critical to Singapore's economic growth. With the call for a restructuring of the business model and increased productivity within the industries, SMEs would need to bolster their competitiveness locally and overseas. Correspondingly, Singaporeans make up 72% of the overseas workforce for the average SME¹. Expansion overseas not only helps the companies grow but it helps to groom a workforce that is global-ready.

4. Four broad areas have been identified by SPRING and IE Singapore for the review. First, access to SME assistance will be further improved in two ways – streamlining schemes and simplifying application processes. The various assistance programmes available will be relooked at and reduced to a few simple yet comprehensive programmes that target business needs. The application and grant disbursement processes will also be simplified to enable fast and more efficient response to SME needs. The Innovation and Capability Voucher Scheme (ICV) which was launched in June this year by SPRING Singapore will be made online in September. SMEs will find it more convenient to apply for the \$5,000 voucher in the areas of innovation, productivity, human resources and financial management.

5. Second, the review will look into increasing outreach and accessibility of

programmes to **micro and small enterprises** to help them upgrade. SPRING and IE Singapore will look into leveraging the Enterprise Development Centres (EDCs), trade associations and business chambers to widen and deepen engagement with smaller companies. An example is the newly established satellite centre, the EDC@NorthEast, managed by the Association of Small and Medium Enterprises (ASME) which provides on-location advice to businesses in the area.

6. The third area of focus is to intensify efforts to help SMEs strengthen their capabilities in innovation and branding. This is critical as SMEs looking to expand overseas cannot compete simply on quality, performance and price of products and services. Helping SMEs better integrate design and innovation strategically into their business will be looked into, so that they can differentiate themselves from the competition.

7. The fourth area is to enhance SME capabilities in entering overseas markets. To sustain long-term growth and be globally competitive, SMEs must explore the vast potential of emerging markets. For those at the initial stages of internationalisation, IE Singapore has initiatives in place such as export workshops and clinics to help SMEs navigate the basic issues on exporting, build up their capabilities and strategies for sustainable growth in their export business. The review will look into how further support can be given to local companies to help them seek overseas business opportunities more effectively.

8. SPRING's Chief Executive Mr Png Cheong Boon said, "This SME Review is timely. SMEs and the trade associations and chambers have given us good feedback during our day-to-day interactions and meetings with them. We understand the challenges that they are facing and the global opportunities that are available to them. Through this review, we can improve our assistance programmes to better help SMEs in upgrading their capabilities, so as to overcome their challenges and grow their businesses both locally and overseas."

9. IE Singapore's Chief Executive Officer, Mr Teo Eng Cheong said, "New trends in the global marketplace have opened up a host of new opportunities for our SMEs, but competition has correspondingly grown more intense. Companies armed with the right market knowledge and capabilities will be well-placed to seize these opportunities. Sound business strategies, differentiated products and good market understanding are fundamentals necessary for any company looking for sustainable growth. The SME Review will fine-tune our assistance and address these issues to help our SMEs venture overseas."

10. The review findings will be shared at the Budget Debate next year.

Bridge your Innovation

The annual 'Bridge Your Innovation' competition was organized at NUST School of Chemical and Materials Engineering (SCME) on July 12. More than 50 teams from fifteen universities of Islamabad, Rawalpindi and Taxila took part in the competition. NUST Science Society organized the event.



The event comprised of a bridge construction and designing challenge, utilizing basic raw materials namely glue and Popsicle sticks. This activity put to test the education and skills acquired in civil engineering, mechanical engineering and architecture, concurrently merging them with practicality and creativity, to allow contestants to explore the art of structure and design. The best bridge designer with maximum ability of managing weight to load ratio in the structures wins the competition.

Dr. M. Mujahid, Principal SCME joined the event as chief guest and distributed prizes among the winning teams. 'Black Hawks' team (NICE-SCEE) including Muhammad Ahmed Malik, Hafiz Khawaja Turab, Hafiz Farhan Iqbal won the '**Structures Category**'. Whereas, in the **Design Category**, 'Alpha Squad' team (HITECH) including Hassan Ahmed, Hafiz Abdul Waheed Zahid, Omer Sarfaraz stood out in the competition.



New Zealand companies set to seize opportunities in Australian energy efficiency market

Six New Zealand companies specialising in energy efficient products and services will head across the Tasman this week as part of New Zealand Trade and Enterprise's (NZTE) Path to Market programme, with the aim of fast-tracking their entry into the Australian market.

Increasing energy costs, combined with the introduction of the carbon tax this year and greater consumer and business awareness around sustainability, mean the requirement for energy efficient products and services in Australia is greater than ever, presenting a real opportunity for companies who can offer unique solutions.

Michelle Templer, NZTE Regional Director, Australia Pacific, says findings from the global 2012 Energy Efficiency Indicator survey for Australia prove the appetite for energy efficient products and services is certainly growing.

"The survey revealed that 52 percent of Australian respondents have invested in energy efficiency in the past year, while 79 percent cited energy management as either very or extremely important to their organisations. A further 46 percent of business executives said they plan to increase spending in energy efficiency and renewable energy over the next 12 months."

The companies taking part in the Energy Efficient Products and Services themed Path to Market — Switch Lighting, Outpost Central, Triplics (ecoPortal), Senztek, Cosydome and Energy Light — will be well positioned to capitalise on this opportunity with the help of the Path to Market programme.

NZTE Customer Director Carole Wright says it is essential companies new to export or wanting to build on existing capabilities in Australia understand market requirements and have a sound market entry strategy, something the Path to Market programme prepares them for.

"The market opportunity for energy efficient products and services in Australia is growing, and the size, proximity and familiar business environment of the Australian market make it an ideal first market for most new exporters. However, companies need to be prepared," she advises. "Through a combination of expertise from NZTE and the private sector, Path to Market will ensure these businesses develop a smart and robust export strategy for entry into the Australian market."

While in Australia, companies will take part in the All-Energy Australia 2012 exhibition and conference, where a New Zealand-themed pavilion will be housed. They will also have the opportunity to hear from and network with members of the Clean Energy Council and Australian Cleantech Network. As part of Path to Market, companies also receive two days of onshore training, market information and advice, an assessment of their products and services by an expert panel and follow-up business coaching.

A Great Leap for HK's Technology Development

As HKSTPC Celebrates Official Status as National Green Technology Base While ASTRI Unveils First Branch of National Engineering Research Centre in HK



27 September 2012 (Thursday) – Hong Kong Science and Technology Parks Corporation (HKSTPC) and Hong Kong Applied Science and Technology Research Institute (ASTRI) jointly celebrated today the milestones in their pursuit of advancing Hong Kong's innovation and technology

development at a plaque unveiling ceremony held in Hong Kong Science Park.

Hong Kong Science Park was formally designated by the Ministry of Science and Technology (MOST) of The People's Republic of China as a “National High-Tech Industrialisation (Partner) Base for Green Technology” while ASTRI received approval from MOST this June to establish the “Hong Kong Branch of the National Engineering Research Centre for Application Specific Integrated Circuit System” in collaboration with the Southeast University (SEU) in Nanjing.

Officiating at the Ceremony were Dr. Cao Jianlin, Deputy Minister of MOST; Mr. Gregory So, Secretary for Commerce and Economic Development of the HKSAR Government; Mr. Nicholas Brooke, Chairman of HKSTPC; and Prof. Philip Chan Ching-ho, Chairman of ASTRI's Technology Committee.

The recognition for Hong Kong Science Park first came to light when Vice Premier Li Keqiang visited Hong Kong in August last year and selected the city as a location for being a National High-Tech Industrialisation Base. Subsequently, the Park was proposed as an ideal venue for the base of Green Technology development by the HKSAR Government. The approval for ASTRI also came as a strong support from the Central Government to strengthen ties between the Mainland and Hong Kong in the area of science and technology.



ABI-ICRISAT at DST-Lockheed Martin India's Hyderabad Tech Expo

The Agri-Business Incubation (ABI) program of ICRISAT participated in the Hyderabad Tech Expo jointly organized by the Federation of Indian Chambers of Commerce & Industry (FICCI) with the Department of



Science & Technology, Government of India; the Lockheed Martin Corporation; the Indo-US S&T Forum and the IC2 Institute, University of Texas on 26 September.

The expo was held to showcase innovators selected through the DST-Lockheed Martin India Innovation Growth Programme (IIGP), launched in 2007 to identify technologies with commercial potential and transform laboratory knowledge into commercial products, services and processes.

Mr SM Karuppanchetty, Chief Operating Officer of ABI-ICRISAT delivered a talk on Incubating Innovations for Inclusive Growth, as part of the lecture series organized for innovators during the Expo. He discussed the role of business incubators in nurturing innovators and their ideas. The clients of ABI-ICRISAT also got a platform to showcase their innovations at the ABI Exhibit Stall in the Expo.