Practice on International Cooperation of TBIs & Sino-French Model

Wang Rong, President
Asian Association of Business Incubation
Shanghai Technology Business Incubation Association
Practice on International Cooperation of TBIs & Sino-French Model

- TBIs in Shanghai, China
- Practice on International Cooperation
- Sino-French Cooperation Model
- Asian Association of Business Incubation (A ABI)
TBIs in Shanghai

Origin---Shanghai Technology Innovation Center

As the first incubator in Shanghai, Shanghai Technology Innovation Center was setup in April 1988.

Ratified by Ministry of S&T, STIC is a National-Level High and New Technology Innovation Service Center.

Current Status:

- Incubation Space: 34000 m²
- Tenant Companies: 92
- Employees: 1466
- Sales Volume: 439 million RMB
- Profits: 31.66 million RMB
- Tax: 17.7 million RMB
- Graduated enterprises: 16
The development of Shanghai Technology Business Incubator has witnessed four stages:

1. Create innovation service center in the Hi-tech Park
2. Build up the incubator near renowned universities
3. Establish the incubator in line with the development strategy of the regional economy
4. Set up various specialized incubators in different technology fields according to the development trend of Shanghai future industry
**TBIs in Shanghai**

**Current Situation**

The statistics of 35 incubators by the end of 2006:

- Incubation Area: 593,641 m²
- Tenant Companies: 2123
- Employees: 23216
- Incubation Fund: 157 Million RMB
- Sales Volume: 6.7 Billion RMB
- Tax: 620 Million RMB
- Total Graduated Enterprises: 481
TBIs in Shanghai

Network: Structure

- Steering Committee
  - Management Committee
    - Administrative Office
      - Member Incubator
      - Member Incubator
      - Member Incubator
      - Member Incubator


**TBIs in Shanghai**

**Network: Responsibility**

• **Steering Committee**
  Headed by vice mayor of Shanghai
  Make guiding suggestion and coordination

• **Management Committee**
  Headed by Shanghai Technology Innovation Center
  Exchange experiences and discuss the future development

• **Administrative Office**
  Set up in Shanghai Technology Innovation Center
  In charge of the routine work of the network

• **Member Incubator**
  Now there are 35 member incubators in the network.
TBIs in Shanghai

Network: Function & Role

- Planning further development
- Guiding and Evaluation
- Sharing resources

- Facilitating financing
- Extending public relation
Shanghai International Business Incubator (IBI)

Approved by Ministry of S&T, Shanghai International Business Incubator was set up in 1997.

Headed by Shanghai Technology Innovation Center, it takes the mode of “One Incubator, Several Bases”.

Objectives:

- Assist Foreign Technology SMEs to start up in China
- Support the domestic incubatees develop international market
International Exchange and Cooperation

SHIBI has set up close relationship with incubators and relevant organizations all over the world such as in Russia, USA, France, England, Japan, Korea, Israel, Finland, Poland, Czech Republic, India, etc. We have signed the cooperation agreements with them and built up an international exchange platform.

Cooperation with Sino-French Innovation Supporting Network

Cooperation with Russian Hi-tech Consult Corp.

Cooperation with Okayama Incubator Association in Japan
We have successfully hosted International Training Workshop on “Incubation Model” and “Promoting Local Economy through Business Incubation” for 9 times.

The 10th International Training Workshop was held in Shanghai on Sep. 23-26 together with Forum on Economic Globalization and Business Incubation.

The international training workshop on science parks will be held in this December especially for the participants from Africa Countries.
Sino(Shanghai)-French Cooperation Model

- Strong Government Support
- Effective Executive Organization
- Reciprocal Supporting condition
- Achieve Mutual Benefits
**Sino-French Cooperation Model**

**Strong Government Support**

---Chinese Side---

- Chinese Embassy in France
- Torch Center of Ministry of S&T of P.R.C.
- Science and Technology Commission of Shanghai Municipality

---French Side---

- Central Government:
  - Ministry of Foreign Affaires,
  - Ministry of Research,
  - Ministry of Industry
- French Consulate General in Shanghai

- Local Government:
  - Montpellier Agglomeration, Paris, ……
Sino-French Cooperation Model

Effective Executive Organization

Under the leadership of Pilot Committee of Sino-French Cooperation on Business Incubation, there are executive institutions from both sides.

-- Chinese Side

   Shanghai Hi-tech Incubator Network
   (Shanghai Technology Business Incubation Association)

-- French Side

   French China Innovation Network
Sino-French Cooperation Model

Reciprocal Supporting condition

- **Scholarship Program**
  Provide one month accommodation
  Offer basic office facilities for one month
  Assist to market survey, find partners and etc.

- **Soft Landing Program** (with Montpellier and Paris)
  Provide 30 m² free office space for 1-2 years
  Offer basic office facilities for 1 year if it is required
  One English speaking coach follow up
  Cover some expenses for consulting, exhibition and etc
  Tailor made services according to the company’s request
Sino-French Cooperation Model

Achieve Mutual Benefits

• **French companies in Shanghai**
  ---Textile Hi-Tec China
  ---Coronis Systems China
  ---Bioserae China

• **Chinese companies in France**
  ---Ixento in Cap Omega
  ---Fenglu Information Technology Co. Ltds.
  (to be settled down in France)
This cooperation model was highly appraised by both parties and followed by other country or region such as one North East England.

We are still improving the international cooperation model and wish to establish the collaboration relationship with more international counterparts.
Sino-French Cooperation Model

Further Development

**International Business Incubation Base**
* 2000 m² especially host the international Tech-SMEs.
* Internationalized facilities and business environment

**Offer to International Tenants**
* Enjoy all the preferential condition which we provided for the domestic companies (including the low rent office, shared physical facilities, concerned incubation services)
* English speaking coach to follow up since its entering
* Complete solution to start the business in Shanghai
**Sino-French Cooperation Model**

Further Development

**Current International Tenants:**

**International Institutions**
- Danish Innovation Center (Denmark)
- Okayama BIO Incubator (Japan)
- French China Innovation Network (France)

**International Companies**
- 3 French Companies
  - (medical instruments, software, medical imaging)
- 1 English company (bio-pharmaceutical)
- 1 Korean company (electronics)
- 1 Canadian company (VOIP)
- 1 Indian company (software)
Asian Association of Business Incubation

- **Founded** in April 30, 2002 during NBIA’s Annual Conference

- **Aim** to promote business incubation activities by facilitating information exchanges among Asian incubators, incubator clients and related organizations.

- **Members** covers 14 countries or regions in Asia and Pacific Region including Japan, Korea, China, India, Malaysia, Singapore, Pakistan, Philippines, Kazakhstan, Kyrgyz Republic, Australia, New Zealand, Chinese Taipei and Hong Kong China.
Asian Association of Business Incubation

Organization Structure

President:
Mr. Wang Rong (China)

Vice President:
Mr. Annuar Mohd Saffar (Malaysia)

Advisor:
Mr. Rustam Lalkaka (USA)
Mr. Wu Yikang (China)

Secretariat:
Shanghai Technology Innovation Center (China)

Permanent Honorary President
Mr. Horiba (Japan)

Honorary President
Dr. Kim Hong (Korea)
Asian Association of Business Incubation

There are nearly 1500 incubators in AABI member countries or regions which account for 1/3 of the total incubators in the world.
Asian Association of Business Incubation

- Activities
  - AABI website as an information platform
  - AABI Award for best practice incubator
  - Dr. Horiba Entrepreneur Award for the excellent entrepreneur
  - AABI Incubator for International Business Incubator
  - AABI Newsletter for latest information
  - AABI Journal for academic articles on business incubation
  - AABI Training Center for Incubator Manager
  - AABI Annual Conference as the exchange event twice a year
Asian Association of Business Incubation

Further Development
- Improve
  * incubation ability and quality
  * specialization of business incubation

Assist
- different incubation model in Asian developing countries
- international training program for incubator managers

Cooperation
- sharing the networking resources
- inter-exchange among tenant companies
- relationship between AABI and relevant international organization
Thank You!

Contact:

Mr. Wang Rong
Address: 100 Qinzhou Road, Shanghai, 200235, China
Tel: +86-21-64839007  Fax: +86-21-64833567
Email: stic@stn.sh.cn
Web Site: www.incubator.sh.cn / www.aabi.info