

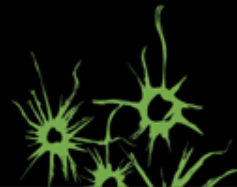
Kennispark Twente: Science to Business to Science

National Event of Latvia:
Stairway to Excellence

Riga, Hotel Bergs, 15 April 2015
Hans Vossensteyn



Thanks to Kees Eijkel, President:



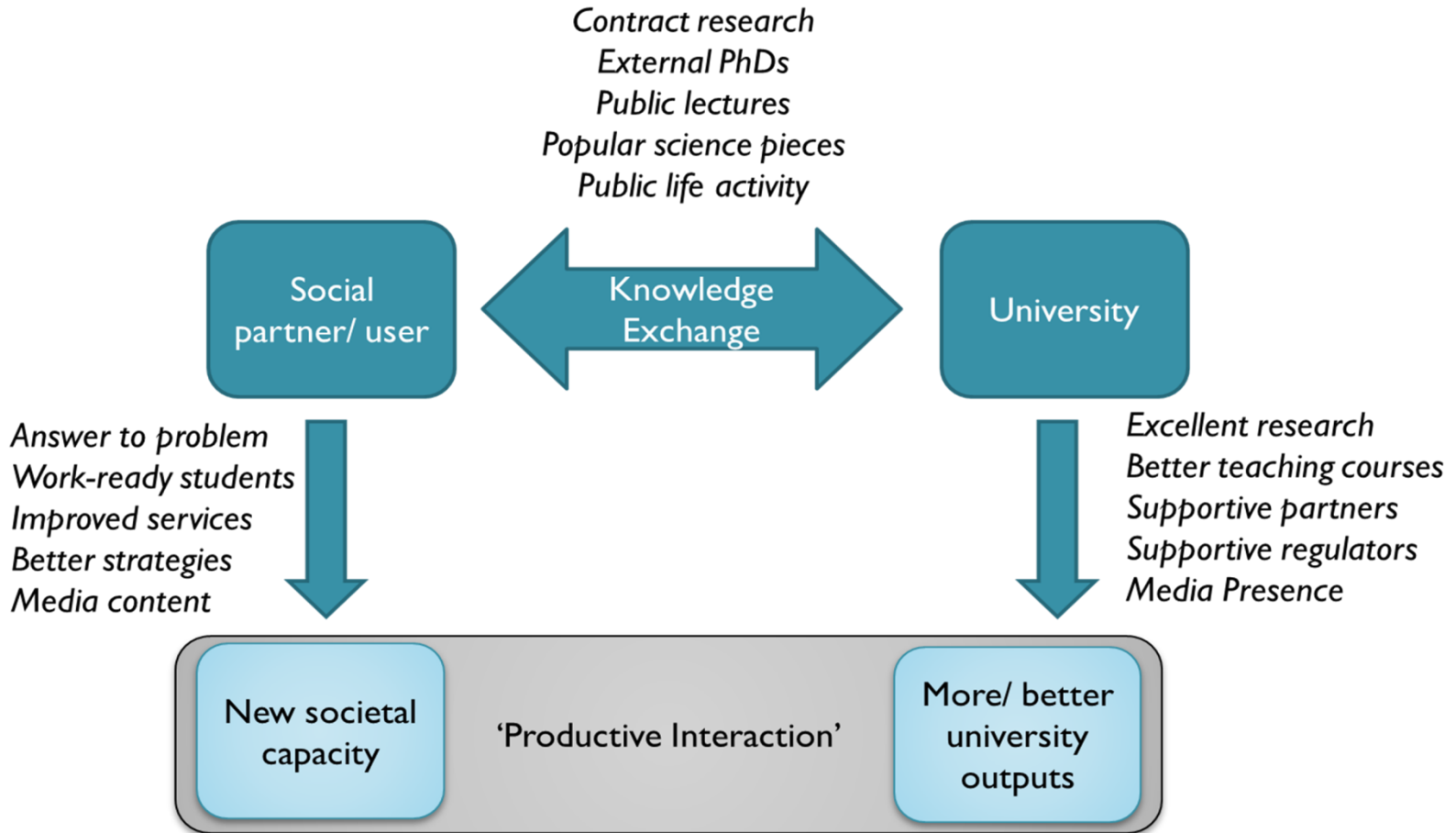
UNIVERSITY – BUSINESS ENVIRONMENT



THE ISSUES AT STAKE (at university)

- What are our academic/research strengths?
- What activities do we undertake that promote entrepreneurship?
- Which 'knowledge communities' are we connected to that have useful knowledge for our research?
- How do we use their knowledge to strengthen our research?

STAKEHOLDER RELATIONSHIPS & COLLABORATION



THE RESEARCH ENVIRONMENT

- Unit Cell = Research Group
 - Strongly specialised, mostly disciplinary
- Steering wheel = professor
 - Fuel = PhD projects
- Goal/drive = becoming the best
 - Being outstanding in your own field
- Reference = international peers
 - Many contests
- Money = just a means to achieve the goal
- This strong anchors
 - Industrial contacts & contracts and organising valorisation “trouble”

UT: RELEVANCE IN RESEARCH

- Focus and Mass:
 - Inspire research and couple academic excellence to societal relevance
 - Be GREAT in a context: High Tech Human Touch

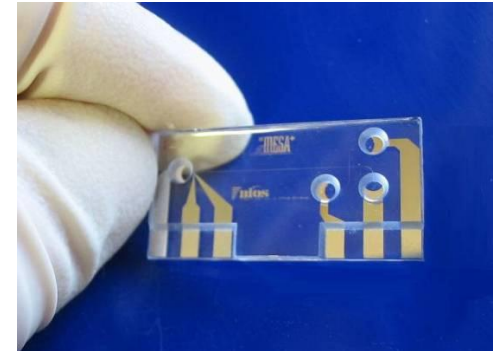
- UT strategy: Research Institutes (MESA+/MIRA/CTIT/IGS):
 - Organisation by forward oriented societally relevant themes
 - Multidisciplinary programs (research orientations)
 - Adding thrust in a relevance direction, strengthening groups

- Critical performance indicators:
 - Combining many disciplines into 1 coherent relevant target
 - Great academic quality
 - Great opportunity for external funding/valorisation

EXAMPLE – Lab on a Chip

- Albert van den Berg
- Detlef Lohse
- Frieder Mugele
- Many Others
- Lots of key papers
- Extensive research funding
- Prizes

- 20 spin-offs
- All across value chain
- International take-overs
- Micronit: 30% of all DNA tests worldwide



Valorisation Strategy

Research

Economy

Fuel,
focus,
feedback

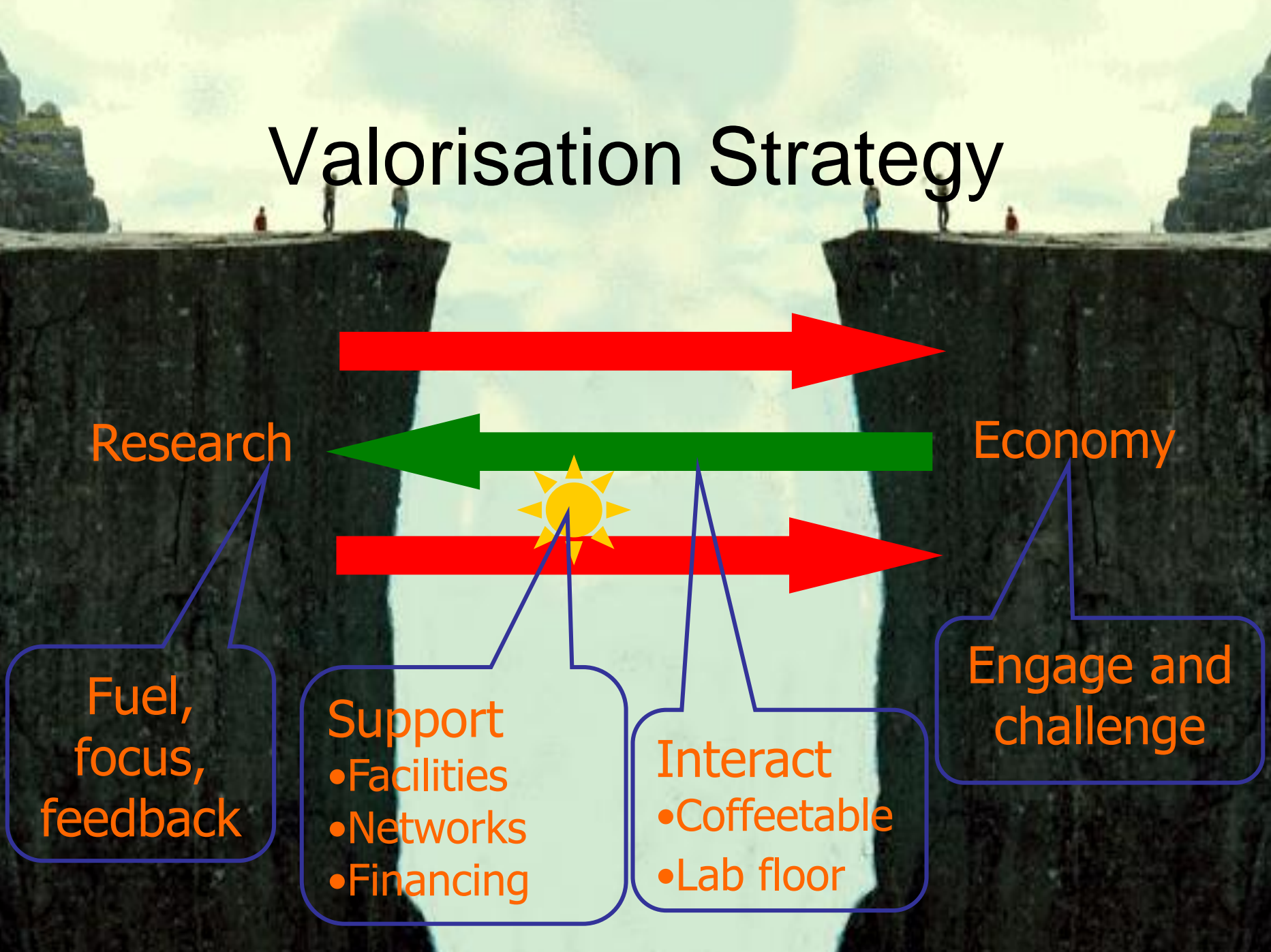
Support

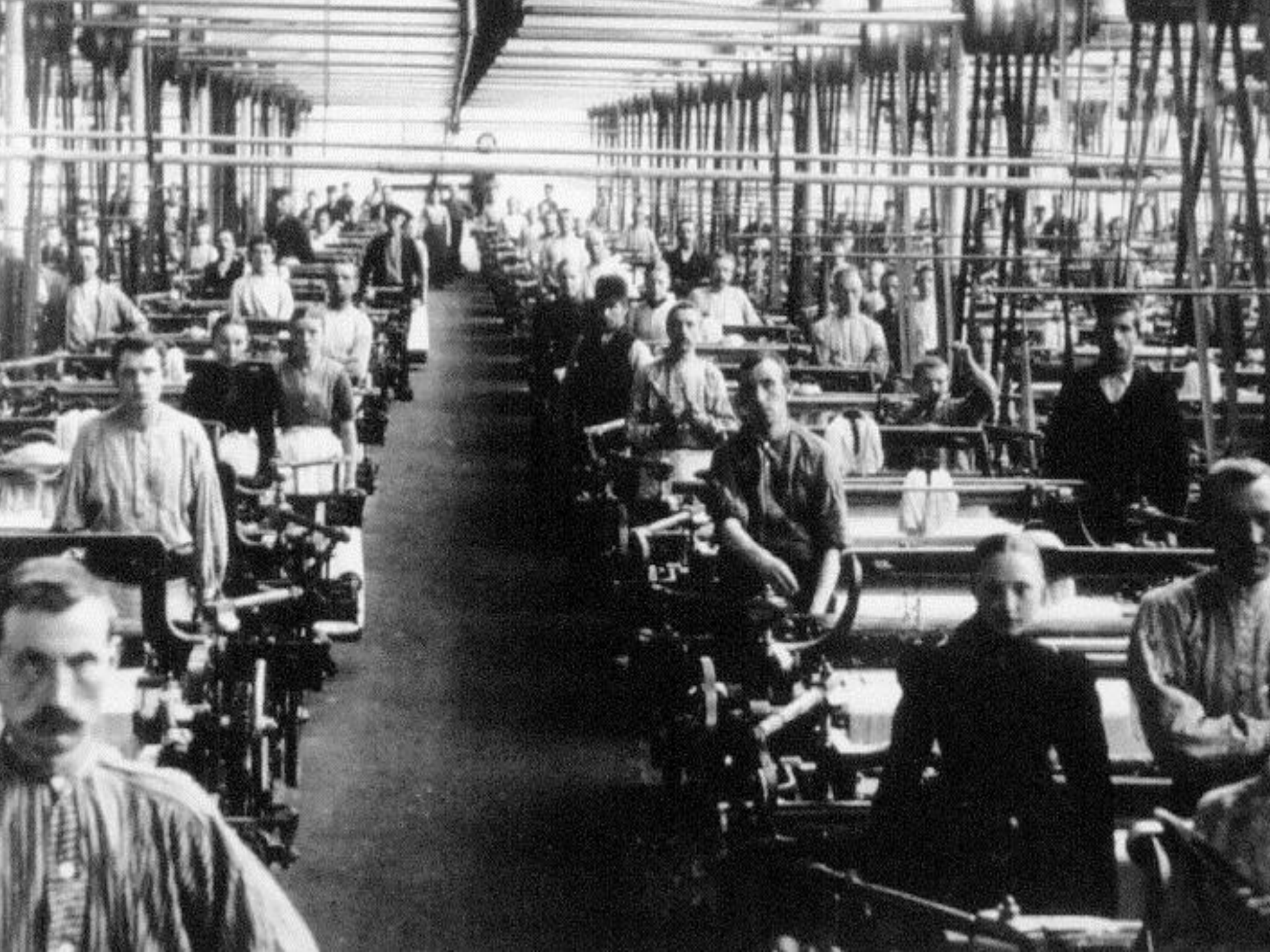
- Facilities
- Networks
- Financing

Interact

- Coffeetable
- Lab floor

Engage and
challenge





SINCE THE EARLY 1980s: THE ENTREPRENEURIAL UNIVERSITY

- The then Rector Magnificus: entrepreneurship as a (career) choice (Harry van der Kroonenberg)
- University a great source of:
 - **Talents:** Highly educated; Courageous (naïve?); No large commitments yet; Mistakes allowed
 - **Ideas:** Open knowledge base
 - **Capital**
 - **Reputation**
- Incubators
- Soft loans to start-up / spin-off companies

(UT: €350 million → €85 million from contract sources)

KENNISPARK TWENTE: SINCE 2006

- Founders:
 - University of Twente, Saxion UAS, City, Region, Province (all invested)

- Create an ecosystem for entrepreneurship and innovation:
 - Complete environment
 - High ambitions: generate 10.000 knowledge jobs in region by 2020
 - Independent Holding Technopolis Twente: safeguard and exploit IPR's

- Three lines of activities:
 - Starters and growers
 - Innovative industry <http://www.kennispark.nl>
 - Innovation climate

KENNISPARK TWENTE: HOW IT COORDINATES

- **Starters/growers**
 - Talent: training
 - Idea: Business case scouting / filtering / preparation
 - Money: Financial networks, soft loans (TOP program)
 - Awareness
 - Incubation
- **Innovative Industry**
 - Regional strategic agenda
 - Consortia building
 - Portals (SME focus)
- **Innovation Climate**
 - Business: events and networks
 - Juridical support
 - Acquisition of rooted companies, supply chain building
 - Area development
 - Marketing - communication
 - Collective learning
 - Monitoring starters/growers

KENNISPARK TWENTE: KEY PERFORMANCES

- 5750 knowledge workers (excl. UT)
- 400 companies on park
- 101 juridical advises (2013)
- 988 spin-offs UT (30-50 p/a)
- 1025 spin-offs Saxion (50-80 p/a)
- 1000 student entrepreneurs
- 515 companies with TOP loans
- 315 innovation questions
- 261 innovation matches
- 72 innovation projects
- 19 patents in 2014
- UT most entrepreneurial university (NL)
- Saxion 1st UAS with valorisation INC.
- Eastern NL: most innovative region
- Largest innovation campus in NL
- Kennispark: best business park NL
- Recent new companies:
 - R&D Apollo
 - R&D Foseco
 - Cottonwood Technology Fund
 - RingCredible
 - Mimetas

<http://www.kennispark.nl/factsfigures/>

CHAMPIONS OF 32 YEARS



X-Flow



BOOKING.COM
online hotel reservations



BUSINESS TO SCIENCE

- What is the reciprocal effect of entrepreneurship on academia and research excellence?
 - Companies set and share their long-term research and innovation ideas
 - Companies and public organisations formulating relevant research questions
 - Sharing of research facilities: private funding of university laboratories (50% of operating costs of nano-clean room)
 - Holding is co-owner of start-ups → revenues to university

BUSINESS TO SCIENCE (2)

- What is the reciprocal effect of entrepreneurship on academia and research excellence?
 - Companies object of study
 - Companies delivering data for research
 - Companies as partners and co-investors in research projects: European, national, ...
 - Researchers remain academics: that is what they like to do!

THANK YOU FOR YOUR ATTENTION !

QUESTIONS ?

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<http://www.u-map.org/>



<http://www.umultirank.org/>