



SPEED UP

Interreg Europe



European Union
European Regional
Development Fund

"University of Florence Incubator (IUF): Innovation ecosystems, positioning, activities and KPIs"

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Florence University Incubator



Who we are

The University of Florence Business Incubator is a structure devoted to disseminate **entrepreneurial skills** within the academic environment and not only, so to support the birth and the first phase of **startups** and **spin-offs development**.

It is managed by CsaVRI (Centre of academic services for the valorisation of research), which promotes the **third mission** of the University: the **valorisation** of the results of academic **research** and **knowledge transfer** for innovation.

What do we do

The University of Florence Incubator is involved in:

- Soft Skill **training programs** (Entrepreneurial Gym)
- Entrepreneurship **education programs** (Impresa Campus Unifi)
- Startups and spinoffs **venture building programs** (Pre-incubation)
- Equipped **rooms** and **laboratories** (Incubation)
- **Networking** with the surrounding innovation ecosystems at different level (local, national, European and international)

Foundation for Research and Innovation



Fondazione per la ricerca
e l'innovazione

Who we are

Foundation for Research and Innovation (FRI), promoted by the University of Florence, Metropolitan City of Florence and Foundation Cassa di Risparmio di Firenze aims at **technology transfer** and higher **education**, thus fostering relationships between enterprises and Universities, with a particular attention devoted to **funding** opportunities for **innovation** and a spotlight on **entrepreneurship** and innovative thinking.

What do we do

FRI is involved in:

- Entrepreneurship **education programs** (Impresa Campus Unifi)
- Startups and spinoffs **venture building programs** (Pre-incubation)
- **Acceleration** programs (Hubble)
- **Support** to companies (Faber)
- Organization of **events**
- Participation into **strategic** territorial **initiatives**
- Highlight the **results** of **research**
- Contributing to the diffusion of a **culture** of **innovation**
- **Networking** with the surrounding innovation ecosystems at different level (local, national, European and international)

Metropolitan innovation ecosystem

The Metropolitan City of Florence (CMF) is a **macro-ecosystem** of innovation composed by many and diversified micro-ecosystems, constellations and galaxies

CMF promotes **innovation processes** through the harmonization, integration and **cross-contamination** of the different micro-ecosystems, thus triggering a virtuous mechanism of **enrichment** of the territory hence fostering **creativity**

The Metropolitan City of Florence, as an innovation macroecosystem, contains



many innovation microsystems

Some examples...

Innovation Micro Ecosystems



✓ **University of Florence Incubator**

<http://www.unifi.it/innovazioneimprese>

✓ **Accelerator - Nana Bianca**

<http://nanabianca.it/?lang=en>

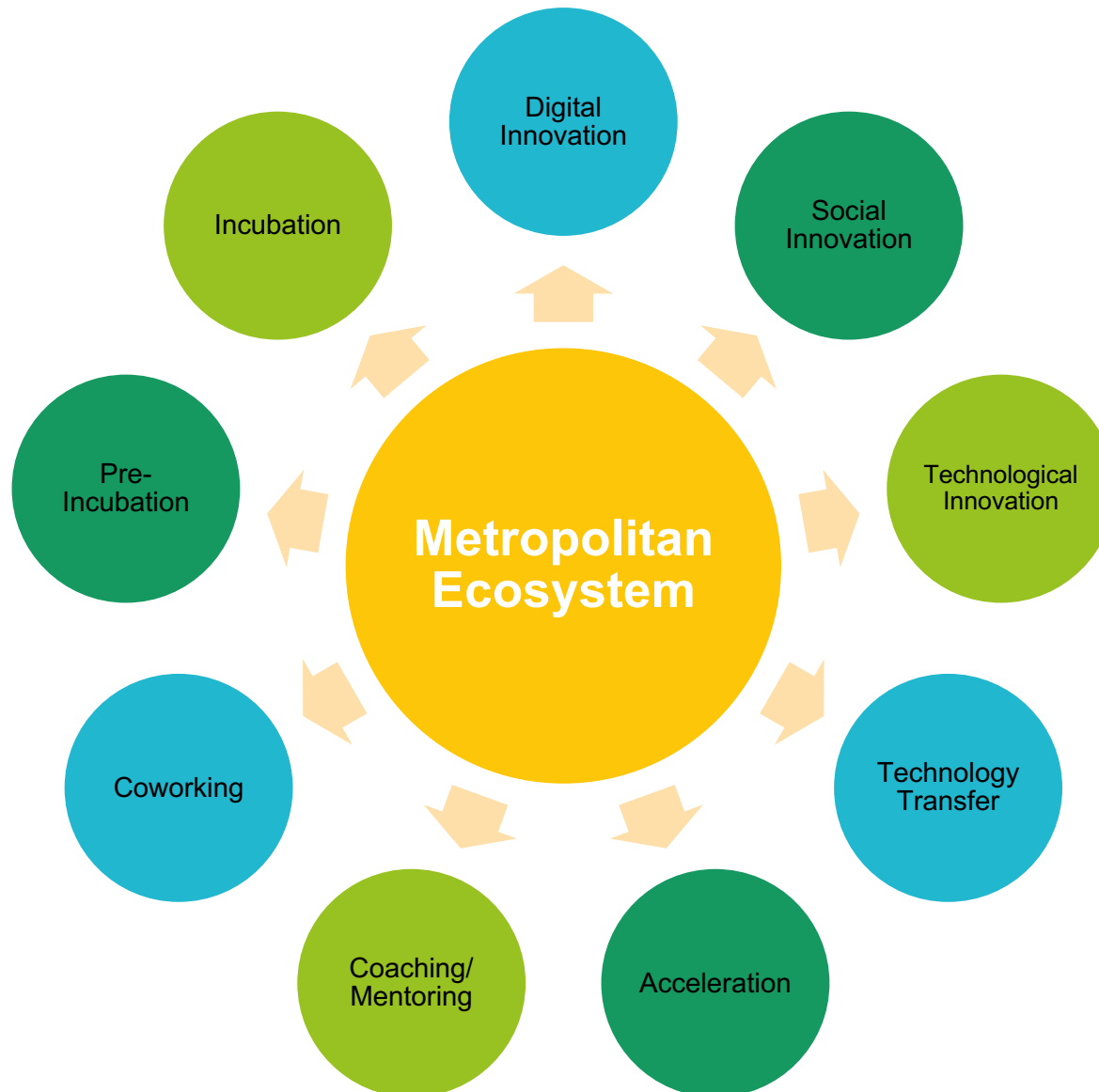
✓ **Coworking - Impact Hub**

<http://florence.impacthub.net/>

✓ **Florence «Murate» Incubator**

<http://murateideapark.it/>

Ecosystem's specialisations



Entrepreneurship education programmes



**Entrepreneurship
Gym**



**Impresa Campus
Unifi**



**Pre Incubation
Programme**



**Entrepreneurship
Gym**



**Impresa Campus
Unifi**



**Pre Incubation
Programme**

Entrepreneurship Gym



Partners

Unifi Placement Office, CsaVRI



Target

Students, Near-graduates, graduates



About

Pilot project in 2012, (70 labs, on average 12 for year)
2 days workshop



Objectives

Develop, strengthen and train entrepreneurial culture through:

- ✓ coaching individual soft skills
- ✓ working on new ideas
- ✓ networking and team building activities



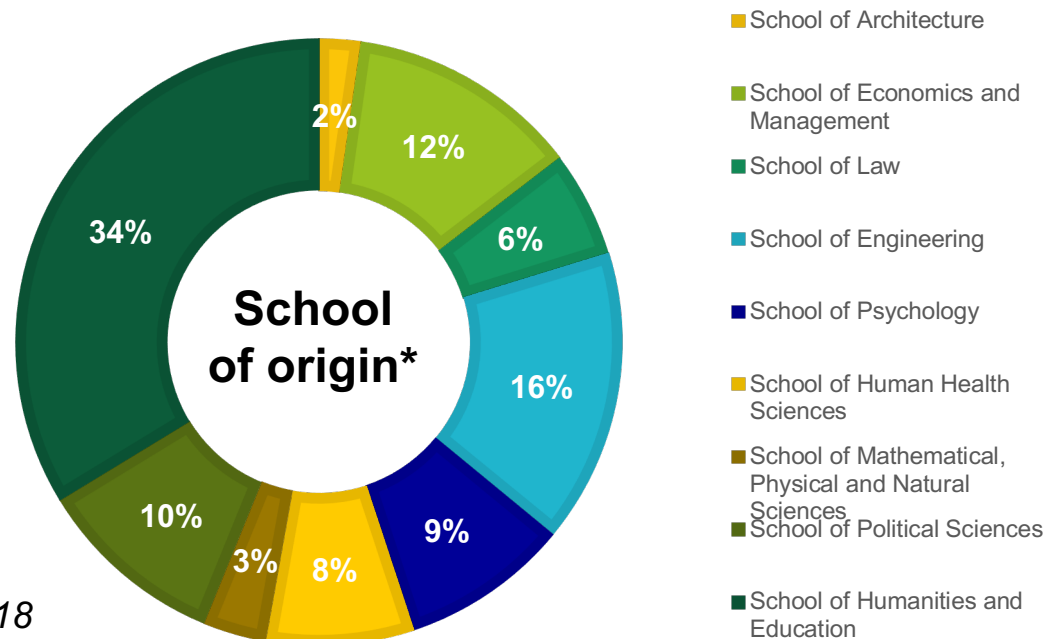
Resources

HR: Unifi Placement, CsaVRI, external

Entrepreneurship Gym Results

From 2012 until now

- **70** labs
- **600** people involved
- **more than 90% under 30s**



**information available only for 2018*



**Entrepreneurship
Gym**



**Impresa Campus
Unifi**



**Pre Incubation
Programme**

Impresa Campus Unifi (ICU)



Partners

CsaVRI, FRI, bank Foundation Cassa di Risparmio di Firenze (FCRF)



Target

Near-graduates, graduates, near-PHDs, PHDs



About

Pilot project in 2013, (7th edition planned)
4 months long training and mentoring program



Objectives

Create and spread entrepreneurial culture through:

- ✓ collecting ideas and skills coming from different academic fields
- ✓ creating interesting cross-fertilization opportunities
- ✓ networking and team building activities



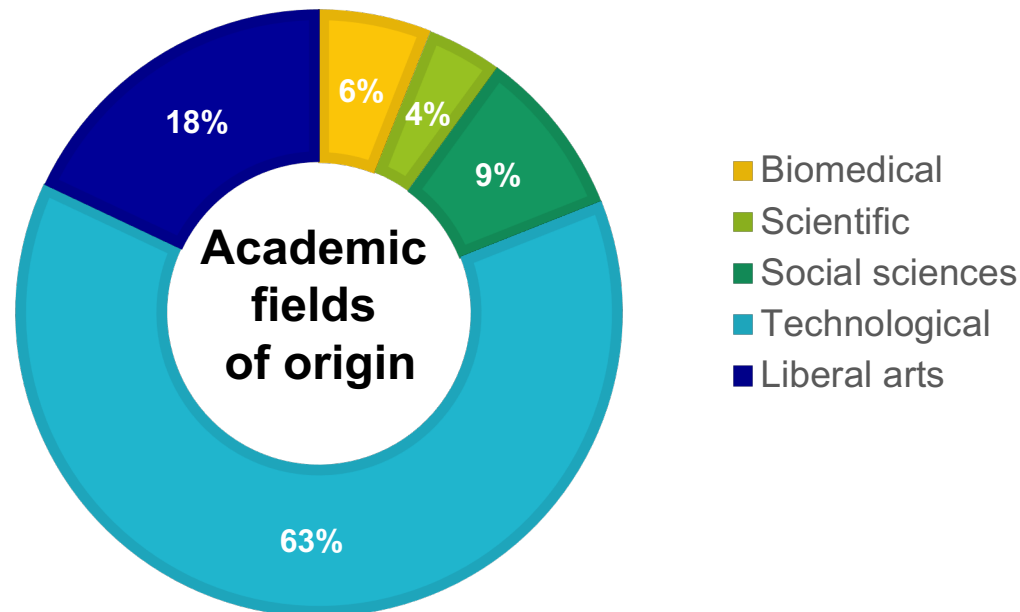
Resources

HR: CsaVRI, FRI, external

Impresa Campus Results

From 2013 until now

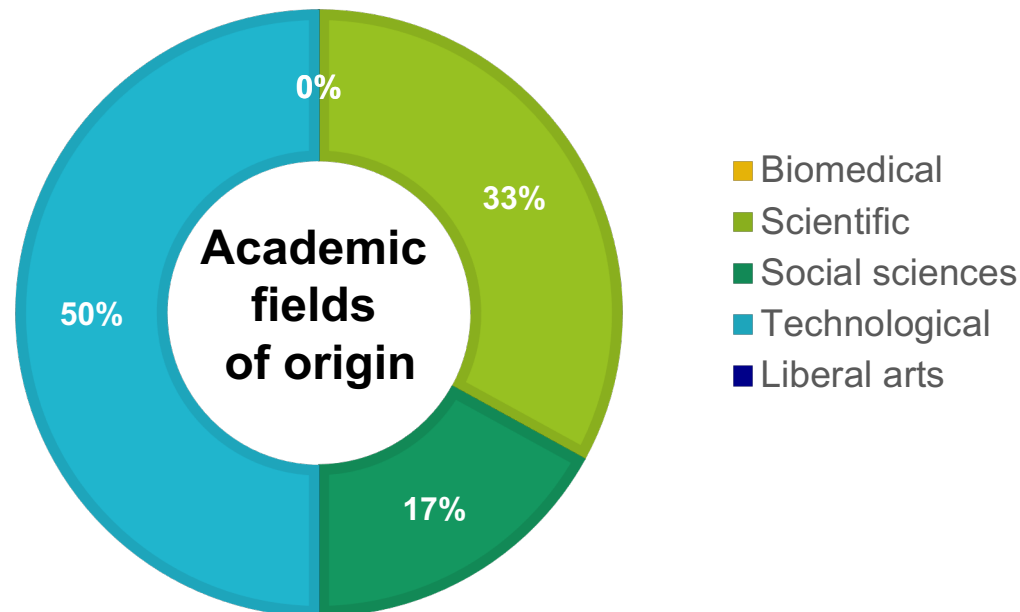
- **6** calls for ideas
- **131** applications
- **64** projects admitted
- **185** young students or graduates involved



Impresa Campus KPIs

the conversion rate is about 10%...

- **6** startups
- **1** spin-off
- **70%** survival rate
- **20%** registered as innovative startups (*legislation n° 221, 17 December 2012*)





**Entrepreneurship
Gym**



**Impresa Campus
Unifi**



**Pre Incubation
Programme**

Pre Incubation



Partners

CsaVRI, FRI, FCRF



Target

Post-doc, University of Florence's Professors and Researchers



About

Pilot project in 2010, (15th edition started)
12 months long training and mentoring program



Objectives

Create and spread business ideas through:

- ✓ collecting ideas and skills coming from different academic fields
- ✓ improving and validating business ideas, working on business model canvas, business plan and elevator pitch (e.g. lean startup method)
- ✓ networking and team building activities



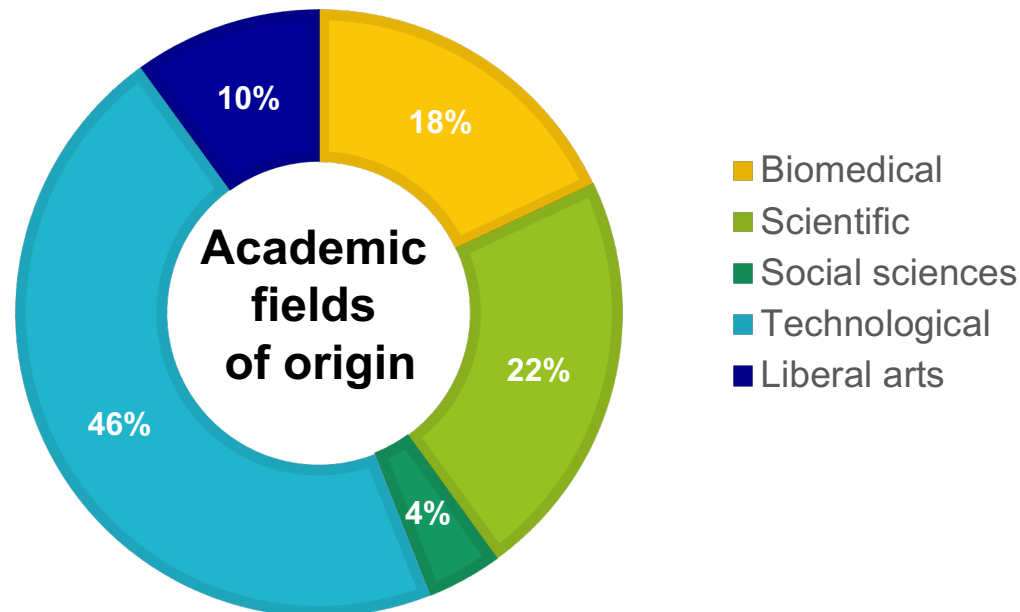
Resources

HR: CsaVRI, FRI, external

Pre Incubation Results

From December 2010 until now

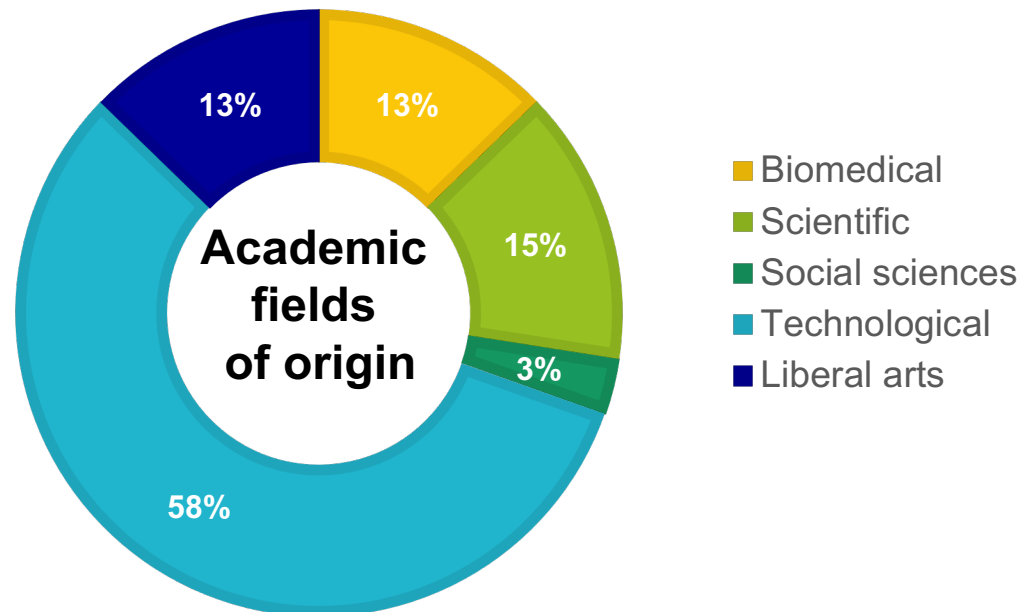
- **15** calls for ideas
- **142** projects admitted
- **760** people involved
- **more than 80% young** (PhD students, PhDs, post-doc, recent graduates)



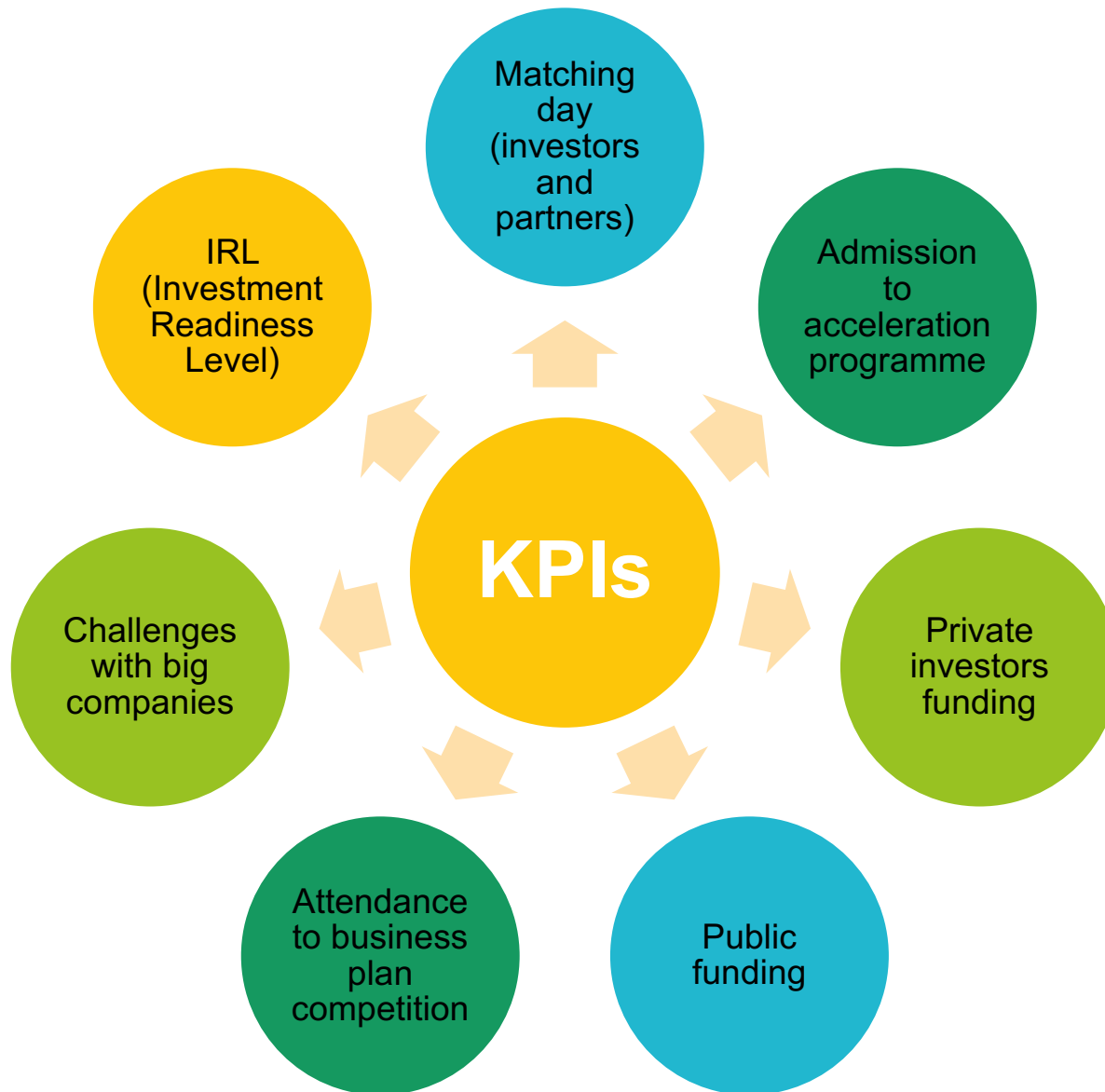
Pre Incubation KPIs

the conversion rate is about 35%...

- **49** spin-offs
- **10** spin-offs in incubation
- **85%** survival rate
- **65%** registered as innovative startups (*legislation n° 221, 17 December 2012*)
- **16%** with Unifi's participation to the equity (*up to 15%*)



KPIs under construction...



Other projects down the chain



Hubble acceleration programme



Partners

FRI, Nana Bianca startup studio, FCRF



Target

European entrepreneurs and innovative startups



About Hubble acceleration program

Starting-up and pure acceleration program of 16 weeks, 3-5 startups each / 3rd batch has started on 21 May 2018



Objective

Scouting, tutoring, mentoring, starting-up/business acceleration of the best European entrepreneurial ideas focused on digital market



Resources

Max. 50.000 € / startups

Faber Project



Partners

FRI, FCRF, Confindustria Firenze (Trade Association)



Target

Local companies, Researchers coming from academic world



About Faber project

Optimize the academic educational activities to link them with enterprises' needs, 5-6 company, one year project replicable for two more / next edition will start on January 2019



Objective

Implement R&D activities with high innovative impact within companies



Resources

Grant of 21.000 € / company



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Thank you!

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Project media