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## MISSION

The mission of the University Technological Incubator (UTI) is to facilitate transfer of technologies from the university environment to practical business in the Bratislava and Trnava regions by establishing new innovative technology-oriented companies.

## VISION

UTI's vision is to become a key institution providing support to start-up technological innovative companies within the region. The objective of UTI is to support knowledge-based economy by interlinking science, research and innovations with practical business, improving competitiveness of the region and contributing to achievement of goals set out in the Lisbon Strategy.

## INTRODUCTION

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The University Technology Incubator (UTI) is an interface between a university research and a business world. It was established by Slovak university of technology in Bratislava (STU) in the year 2005. UTI offers to people with original innovative ideas a chance to start their business activities. In UTI premises they find suitable infrastructure and get complex support necessary in the first years of their entrepreneurship.

The consequences of the UTI activities for the region are: increase of region attraction from the entrepreneurship point of view, increase of research and education level, creation of a new high-skilled job positions, and stimulation of cross-border co-operation.

The Incubator was financing by PHARE project, the scheme INTEG. The reconstruction costs of the Incubator building were in amount of 1.042.990 EUR. The total financial budget, including authorised indirect costs and subsidy from the STU is in amount of 2.287.810 EUR. From this total sum, the requested grand PHARE should cover 1.449.420 EUR (63.35%).

The target group has been defined by the following criteria:

1. STU graduates from previous 5 years (over 13,000);
2. Recent STU students in last semesters (over 3,000);
3. Recent PhD students and PhD graduates from STU over previous 5 years (over 500);

STU research and pedagogical staff (over 400).

## SERVICES

The strongest support for young entrepreneurs located in UTI is in provided services. UTI with help of European social fund and its partners offers several consultancies in areas crucial for the successful business development:

- **Accounting**
- **Taxes**
- **Legal consulting**
- **Business consulting**
- **Media planning – web campaigns**
- **Structural funds**
- **Protection of intellectual property**
- **Network of partners and investors**

## PREMISES

The building of UTI has been extensively renovated, boosting now with modern premises, more ecological operation and indoor furnishing at a high level. The building was put into operation in November 2005. The net floor area available for the incubator is 1,800 m<sup>2</sup>. Office premises consist of 44 offices with surface area ranging from 15 to 47 m<sup>2</sup>. There is also 215 m<sup>2</sup> of conference and meeting rooms with capacity for 20 to 100 people. All the premises are furnished with standard furniture and equipped with structural network allowing users to get connected to high-quality voice and data communication services.



## MOST IMPORTANT ACTIVITIES

Beginning a long route with small steps and go ahead to always bigger challenges is what we do now. In our first year of operation we have focused on acquisition of first clients. Now we have 81% occupation rate and we are heading to next goals: establishment of broad network of partners; encouraging technology transfer and creation of spin-offs at university; promotion of innovative SMEs concept through success stories of “our” clients.

People willing to start entrepreneuring have to overcome lot of obstacles. This is highly evident for people with technical background, who represent the majority of our clients. UTI provide them with complex support from very early stage of this process. First is a pre-incubation training series called InQb, where man learn “soft skills” and can write his first business plan under supervision of professionals. This training series, which is also acquisition of UTI clients is organized on the year basis.

Besides InQb, there is so called “Start-up Office”. It is regular office of UTI where immature business ideas can mature. It is offered to individuals, who just planning to start a company, but have to rethink it; find partners; investors; etc. Clients in Start-up Office of UTI get complete set of consultancies and can stay there for 3 months. For this service, which is almost for free, is very strong interest.

Let’s look on two examples how we are achieving our goals through organizing of specialized events:

The first example is a networking event, unique in our region. On the 22nd of November 2006 UTI together with some partners was held a one-day seminar called “Invest forum”. This event gathered together Slovakian and foreign investors with innovative SMEs situated in Bratislava. On this platform feasible business ideas were discussed, investment opportunities examined and trade partnerships established. It is the also place where entrepreneurs could learn how to grow their businesses. The seminar Invest Form gained very strong interest and around 85 participants from Slovakia and abroad ware participating.

The second example is an international conference which was held on the 23rd and 24th of May 2007 with the name “Support to innovative technology start-ups”. Around 250 people representing investors, SMEs, universities and local authorities were presented. Within main theme “technology transfer”, many topics were presented such as: the role of incubators in creation of innovative SMEs and university spin-offs (success stories included); venture capital funds: theory and state-of-the-art; protection of intellectual property rights, etc. Before the conference, series of education events were run. At these pre-conference events students and graduates of local universities could become familiar with all conference topics and those interested, could even write their first business plans under supervision of experts and present them during the conference.

## INNOVATIVE COMPANIES LOCATED IN UTI UNIVERSITY TECHNOLOGY INCUBATOR



### **Be, s.r.o.** [www.begameport.com](http://www.begameport.com)

*Business area:* Information technologies. Development of software for schools and PC classrooms.

*Clients:* Elementary and high schools.

*Product:* Complex software solution for administration and control of work-stations, communication between users and creation of statistics. An area for target advertisement is incorporated in the product as well.

### **Biorealis, s.r.o.**

*Business area:* Biotechnologies, nanotechnologies.

*Clients:* Medium and large food, wine-growing and medical companies.

*Product:* Products are analytic devices (micro sensors) based on nanotechnology.

*Notice:* Founders, who are STU alumni, presented their business plan on the international exhibition „Nanochallenge 2006“ in Padova. In strong competition of 71 competitors from 27 countries they achieved the highest results: the master award of the competition and price for the best mid- and east-Europe project.



### **Caldera, s.r.o.** [www.caldera.sk](http://www.caldera.sk)

*Business area:* Counseling, analysis of company's processes - application of modern mathematical and statistical methods into the company's practice.

*Clients:* All companies that need optimization and software support of decision processes, operational analysis focused on costs reduction, turnover and profit growth and optimal use of limited personal, capital and material resources.



### **Conferware, s.r.o.** [www.headsety.sk](http://www.headsety.sk)

*Business area:* Information and communication technologies.

*Clients:* Companies with intensive communication with clients and between teams.

*Product:* Audio/video conference systems and applications; headsets for call centers and offices; integration of different communication platforms.

*Notice: Company Conferware, s.r.o. took place in the project “Inter get up” – Business plan competition 2006-2007, where it with its high quality business plan won top place and also placement in the University technology incubator.*

**Defendion, s.r.o.** <http://www.defendion.com>



*Business area:* Information technologies – protection of software products.

*Clients:* Producers and dealers of software applications.

*Product:* Software solution for protection of software applications against piracy and illegal copying. The company also offers their own electronic business solution for selling of software through internet.

**Geodesign s.r.o.** [www.geodesign.sk](http://www.geodesign.sk)



*Business area:* Water management; flood prevention.

*Clients:* State bodies, municipalities, towns, companies in potential flood area.

*Product:* System for protection against flood water Aqua Barrier.

**Green energy investments, s.r.o.**



*Business area:* civil engineering and services.

*Clients:* State bodies, municipalities, towns.

*Product:* Small water power plants.

**Innovatrics, s.r.o.** [www.innovatrics.com](http://www.innovatrics.com)



*Business area:* Biometrics/ information technologies.

*Clients:* Producers and integrators of biometrics applications.

*Product:* Software solutions, which are derived from internationally awarded algorithm for identifying of finger-marks. Products are designed to protect information, property and identity of users against misuse and/or thievery. It can be used in different areas: accession control, attendance control, identity control, alternative to a password.

**Institute of Promotion, s.r.o.** [www.iofp.sk](http://www.iofp.sk)

*Business area:* Information technologies, advertisement, event organization.

*Clients:* Internet cafes.

*Product:* Software solution for internet cafes that incorporates advertisement for target recipients. Complex solution offers benefits such as controlling, reporting, tax and accounting outputs.

### **mSolutions, s.r.o.**

*Business area:* Information technologies.

*Clients:* Telecommunication operators, web portal owners.

*Product:* Software solution and counseling in the area of m-commerce.

### **ProDig s.r.o.** [www.prodig.sk](http://www.prodig.sk)

*Business area:* Information technologies.

*Clients:* Larger companies working with larger amounts of data and documents in Slovakia and Czech Republic.

*Product:* Search software - universal software tool for data administration, evidence and archive, suitable for all types of data. It enables accurate and effective data search with possibility to connect various sources in various formats and various forms of data storage.



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### **Software – Industry, s.r.o.** [www.swindustry.eu](http://www.swindustry.eu)

(under construction)

*Business area:* Automation, information technologies.

*Clients:* Companies which need customized software.

One of top projects in 2006 was industrial keyboard for Jaslovské Bohunice power plant.

*Product:* Customized systems (hardware and software) for automation, data collection, and monitoring of industrial processes.



### **USAGI** s.r.o. [www.usagi.sk](http://www.usagi.sk)



*Business area:* Parking and entrance control systems.

*Clients:* Owners of parking places and garages, business centers, development groups, municipalities, towns, sport clubs, museums, etc.

*Product:* Complete parking and entrance control system including own designed electronic and functional parts.

## CONTACT

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## PARTNERS

