



REGIONAL AGENCY FOR ENTREPRENEURSHIP AND INNOVATIONS – VARNA INNOVATION SUPPORT ACTIVITIES

10 years RAPIV

Dr. Dimitar Radev, Executive Director

11 April 2012, Varna





CONTENTS



RAPIV - MAIN ACTIVITIES:

- 1. High-Technology Business Incubator
- 2. Centre for Innovations and Technology Transfer
- 3. Establishment of a High-Technology Park



REGIONAL AGENCY FOR ENTREPRENEURSHIP AND INNOVATIONS - VARNA



Regional Agency for Entrepreneurship and Innovations is a non-governmental non-profit organization, carrying out its activities in public benefit, for stimulating regional economy, through the development of entrepreneurship and innovations.

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP AND INNOVATIONS-VARNA





HISTORY/ IMPORTANT DATES



1995 – 2001 Numerous consultative meetings for the establishment of the High-Technology Park and Incubator were conducted with the participation of academic society, local government, business enterprises, NGOs and other.

04.07.2002 Constituent Assembly of the High-Technology Business Incubator – Varna (HTBI-Varna) Association.

22.12.2004 Contract No 328 “Creation of High-Technology Business Incubator in Varna” with MRDPW was signed.

21.06.2005 The Association’s building in Asparuhovo quarter, Malka Chaika vicinity is inaugurated.

20.02.2007 Association “High-Technology Business Incubator – Varna” is transformed into Regional Agency for Entrepreneurship and Innovations – Varna.”





NEW HTBI - 2005

Before renovation



After renovation





MEMBERS OF RAPIV



Local Authorities: District Administration -Varna, Municipality of Varna, Municipality of Aksakovo;

Universities in Varna: Varna Free University, Medical University Varna, Naval Academy, University of Economics – Varna;

Scientific and Research Institute: Institute of Oceanology – Varna;

Non-governmental organisations: Industrial Association of Varna, Varna Chamber of Commerce and Industry, Bulgarian Chamber of Shipping, Agency for Social Development – Vision, ICT Cluster – Varna;

Bank: Allianz Bulgaria Bank;

Commercial Entities: “Cherno More” AD, “Triada Soft” AD, “CnSys” AD, “Teso-V” AD, “BTG” EOOD, “Markon” EOOD, “Cores” EOOD;

Physical persons

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



MANAGEMENT BOARD



Mr. Yani Yanev, Chairman;

District Administration Varna –
Mr. Dancho Simeonov – Governor of
Varna District;

Municipality of Varna – represented
by Mr. Kosta Bazitov, Deputy Mayor;

Prof. Aneliya Klisarova – Deputy
Chair person, former rector of Medical
University Varna;

Prof. Anna Nedyalkova, rector of
Varna Free University;

Dr. Dimitar Radev, Executive Director
of RAPIV.

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA





HIGH-TECHNOLOGY BUSINESS INCUBATOR - VARNA



PRIORITIES FOR THE ADMISSION OF COMPANIES

- ❖ Information and Communication Technologies;
- ❖ Technologies for protection of the environment and the sustainable development (incl. alternative energy);
- ❖ Advanced marine technologies;
- ❖ Medical and Pharmaceutical Products and technologies.





SUCCESS STORIES



There are incubated companies, which already finished their stay in the Incubator with very high results – more than 8 times growth in their income and 5 times increase of employees. These are “3K” Ltd, “Svemar” Ltd, etc.



The two companies were nominated by the Business Academy for start-up companies of 2010.

RAPIV

www.rapiv.org

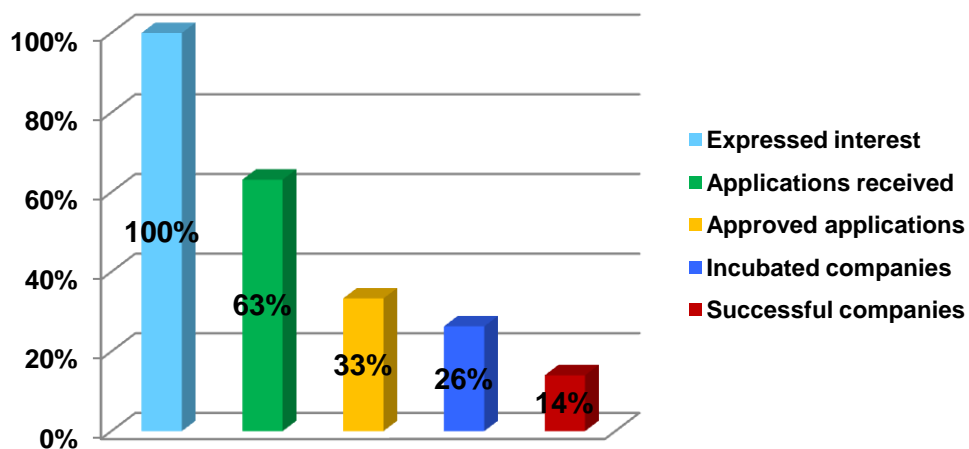
REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK

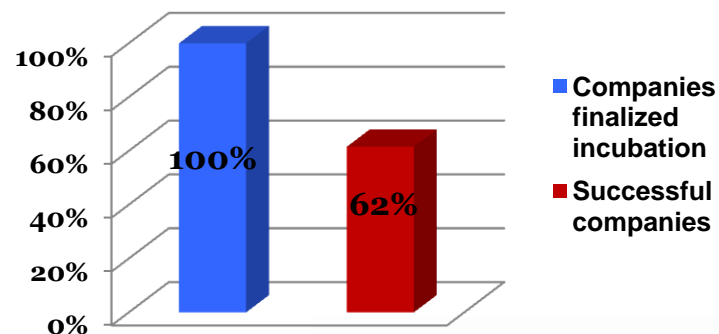


HIGH-TECHNOLOGY BUSINESS INCUBATOR - VARNA

Incubation in RAPIV for the period 2005-2010 in %



Successful companies for the period
2005-2010 in %





INNOVATION AND TECHNOLOGY TRANSFER CENTRE



PRIORITIES

- ❖ Regional Innovation policy;
- ❖ Innovation services for SMEs;
- ❖ Technology transfer;
- ❖ Regional investments.

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



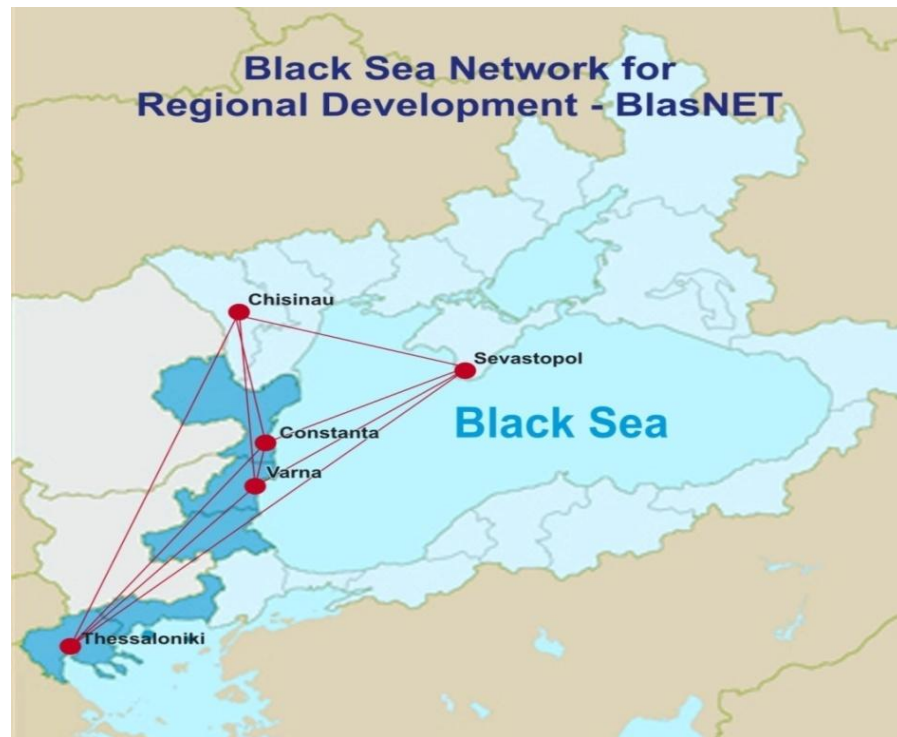
REGIONAL INNOVATION POLICY BLASNET PROJECT



Black Sea Network for Regional Development

The project is implemented under JOP for the Black sea basin 2007 – 2013

- ❖ **GENERAL OBJECTIVE** - the establishment of Black Sea Network for Regional Development;
- ❖ **BUDGET:** 492 085 Euro;
- ❖ **DURATION:** 24 months;
- ❖ **PARTNERS** – RAPIV is the Lead partner of consortium of partners from five countries -Bulgaria, Greece, Romania, Moldova, Ukraine;
- ❖ 1 associated partner from Italy.



RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK  CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



REGIONAL INNOVATION POLICY INOLINK PROJECT

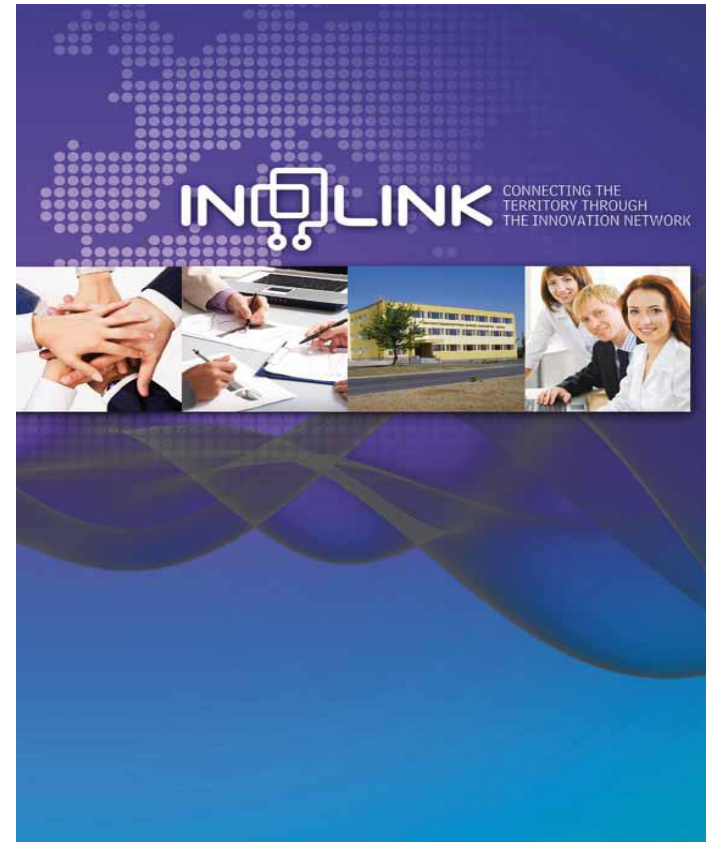
Connecting the Territory Through the Innovation Network

The project is implemented under INTERREG IVC programme of EC.

❖ **GENERAL OBJECTIVE:** To improve the territorial reach of regional innovation policies, through a better connection of peripheral areas with the regional innovation systems, in order to improve the diffusion of innovation and balanced economic and technological development throughout the EU territory.

❖ **BUDGET:** 1 976 077 €

❖ **PARTNERS:** Bulgaria, Germany, Italy, Portugal, Romania, Slovenia, Spain, UK





REGIONAL INNOVATION POLICY REGIOCLIMA PROJECT



Regional Cooperation towards Adaptation to Climate Change



- ❖ Implemented under INTERREG IVC programme of EC, priority environment.
- ❖ **GENERAL OBJECTIVE:** To assist societies to adapt to the new climate conditions both by minimising the risk of damage and exploiting new opportunities arising from a changing climate.
- ❖ **DURATION:** 36 months. ends – Dec 2011.
- ❖ **BUDGET:** 1.999.970,00€
- ❖ **OBJECTIVE:** Development of European strategy for adaptation to climate change.
- ❖ **PARTNERS:** Cyprus, Italy, Spain, Estonia, Slovakia, France, Greece, Bulgaria





REGIONAL INNOVATION POLICY

RIS for NER PROJECT



Project № 014664 NE - BG RIS, “Regional Innovation Strategy for the North-East Planning Region” is carried out within 6th Framework Programme of the EC.

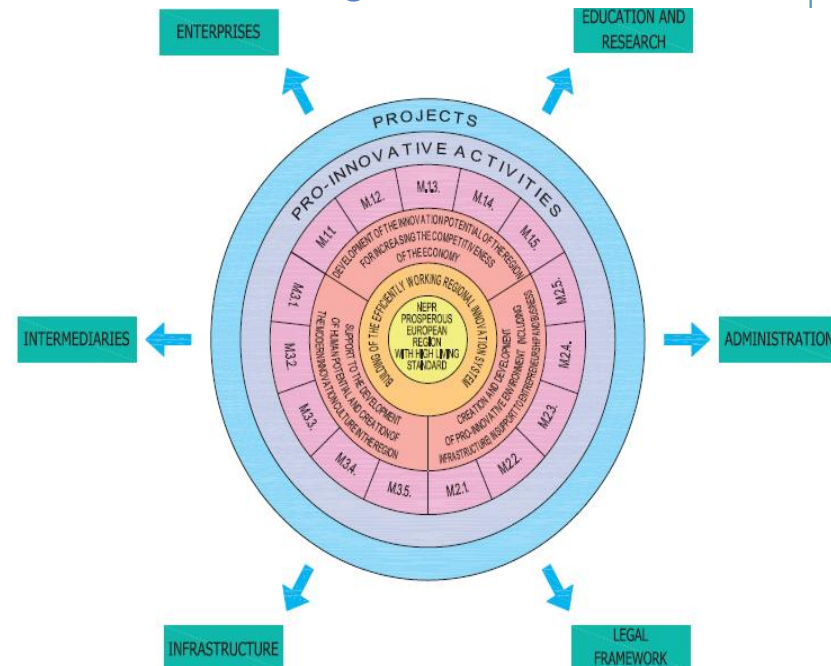
❖ Partners:

- **RAPIV, coordinator of the project;**
- Alliance of the District Governors of NEPR;
- Ministry of Regional Development and Public Works;
- University of West Macedonia, Greece;
- Regional administration of Region Liguria, Italy;
- Regional administration of Region Abruzzo, Italy.

❖ **Duration:** 32 months (01.06.2005 – 31.01.2008).

❖ **Budget:** 466 000 Euro.

❖ **43 projects** to be realized, 7 of which are pilot projects.



RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



INNOVATION SERVICES FOR SMEs INNOMOT PROJECT



“Improvement of Innovation policies for promotion and motivation of non-technological innovations in SMEs”

The project is implemented under INTERREG IVC programme of EC.

❖ GENERAL OBJECTIVE:

The objective of InnoMot is to prepare the deployment of new policies and programmes addressed to support the adoption of non-technological innovations by SMEs in the Regions involved.

❖ BUDGET: € 2.274.728

❖ PARTNERS: Sweden, Belgium, Bulgaria, Ireland, Spain, Italy, France, Poland, Denmark

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

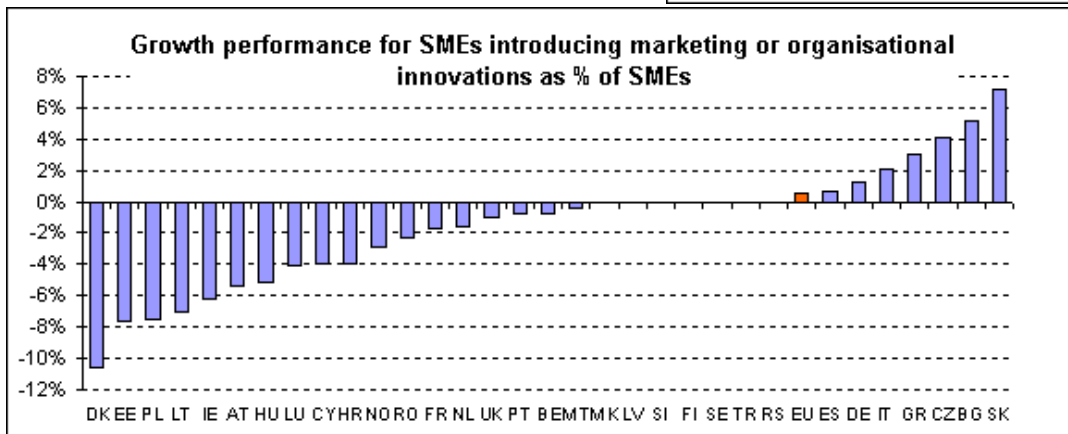
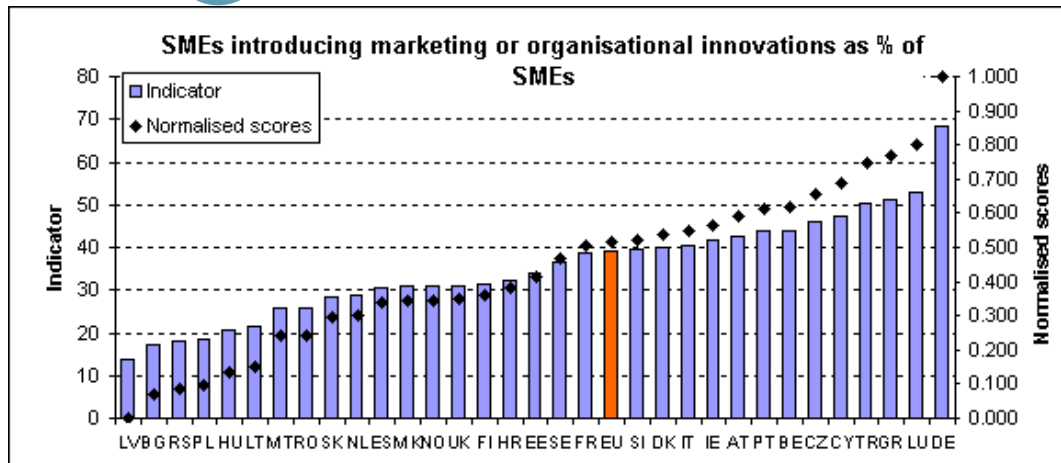
INLINK | CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



INNOVATION SERVICES FOR SMEs INNOMOT PROJECT



Almost 40% of EU27 SMEs have innovated by introducing a new marketing or new organisational innovation. In Germany **more than 60%** of SMEs have introduced a new marketing or new organisational innovation. In Bulgaria, Latvia, Poland and Serbia this share is **below 20%**.



<http://www.proinno-europe.eu/innometrics/page/57-innovators>

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA





INNOVATION SERVICES FOR SMEs COLUMBUS 3



❖ Project COLUMBUS 3 – fostering the mobility of young entrepreneurs, Programme Erasmus for Young Entrepreneurs of the EC.



Erasmus for Young
Entrepreneurs



RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

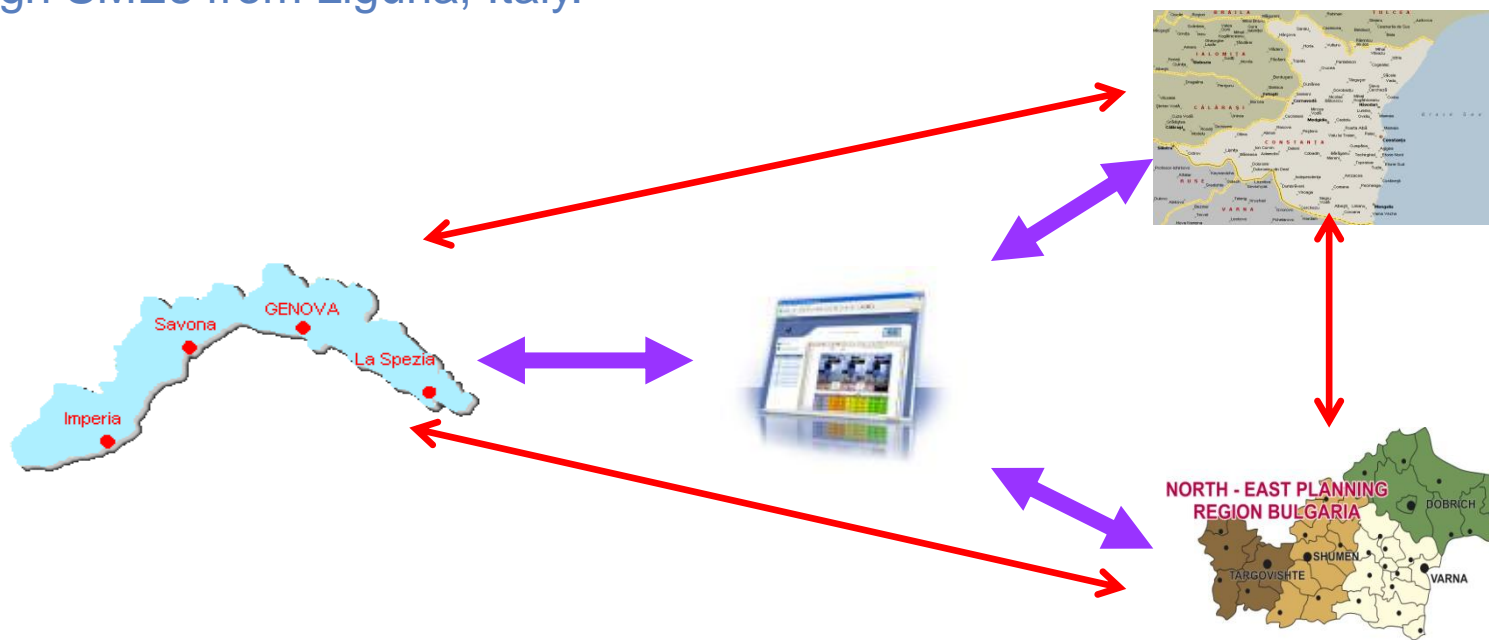
INLINK CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



INNOVATION SERVICES FOR SMEs



❖ Project under Law 84/2001 ICE 061966 – Creation of a network for the support of local SMEs in the high technology in Bulgaria and Romania through SMEs from Liguria, Italy.





TECHNOLOGY TRANSFER



2008 - Establishment of “Marine Technologies transfer Centre” with the Naval Academy under PHARE Programme.



Projects, financed by the National Innovation Fund:

- ❖ "Design and development of quality new automated surveillance system, analysis and presentation of the state of water basins on the territory of Bulgaria" developed together with "Triada Soft" OOD,
- ❖ “New ecological and economically efficient models for the creation of new hydro technical and infrastructural objects” developed together with “Triada Soft” Ltd and “Svemar” Ltd.





REGIONAL INVESTMENTS



Project BG161PO003-2.2.01-0019-C001 “Development of Business incubator – Varna at RAPIV” under Operative Programme “Development of the Competitiveness of Bulgarian Economy 2007-2013”.

Objective: Creation of business support infrastructure; providing of support services to innovative start-up companies;

Started 2nd February 2012,

Duration 36 months

Budget: 188 214 Euro





GOOD PRACTICES INOLINK



Good practices of Coventry University Enterprise have been evaluated as most suitable for transfer in NER.

During the second round study visit, Bulgarian delegation from NER (including key innovation stakeholders from the region) got further acquainted with the following practices:

- Experience of Coventry Enterprise Limited;
- West Midlands European Services;
- Technology Park in Coventry with its four institutes. (Health and Design Technologies Institute, Serious Games Institute, Institute of Applied Entrepreneurship).





GOOD PRACTICES REGIOCLIMA



Selected GP to be transferred in the NER of Bulgaria USE OF GEOTHERMAL ENERGY IN THE CITY OF GALANTA, SLOVAKIA



The Energy Centre

Geothermal wells	FGG-2	FGG-3
t° C	78.7	77.8
Flow rate l/s	15.8	18

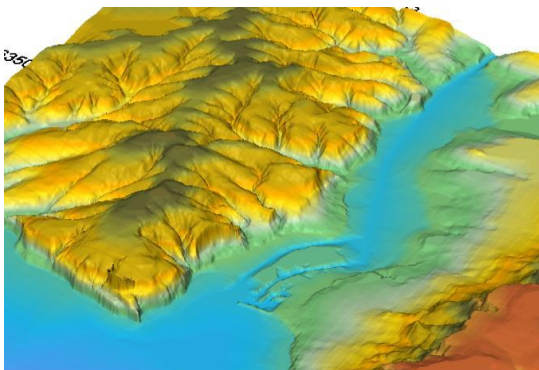
- **Galantaterm Ltd.:** the Municipality of Galanta – 77% share;
- **Project cost** - 2 760 000 €, the payback time -7 years;
- **Energy Centre** - installed capacity - 10 MW_{th} ;
- **Consumers** - 1300 flats, the regional hospital, schools, kindergartens, house of pensioners, stores;
- **Utilization of the waste water (42 ° C)** - in the spa and sport centre Galandia;
- **Constant energy prices** (14€ per 1 GJ) for 5 years.



GOOD PRACTICES REGIOCLIMA

SUBSTANTIATED DECISIONS FOR DECREASE OF RISK AND CONSEQUENCES OF FLOODS CORES Ltd., VARNA
CORES DEVELOPS A DECISION SUPPORT SYSTEM (DSS) for management of coastal flooding.

- The DSS - proposed to be used as a tool to suggest coastal flooding management.
- The DSS will be used as a training tool within the project SimCoast VIIth FP of the EU.



A digital model of the catchment area of Varna



SOIL EROSION PROTECTION - SVEMAR Ltd., VARNA
CONSOLIDATION OF BATTERS AGAINST SUPERFICIAL EROSION THROUGH :

- geocellular system GEOWEB ;
- bio-decomposing straw – mats Greenfix
- Hydroseeding



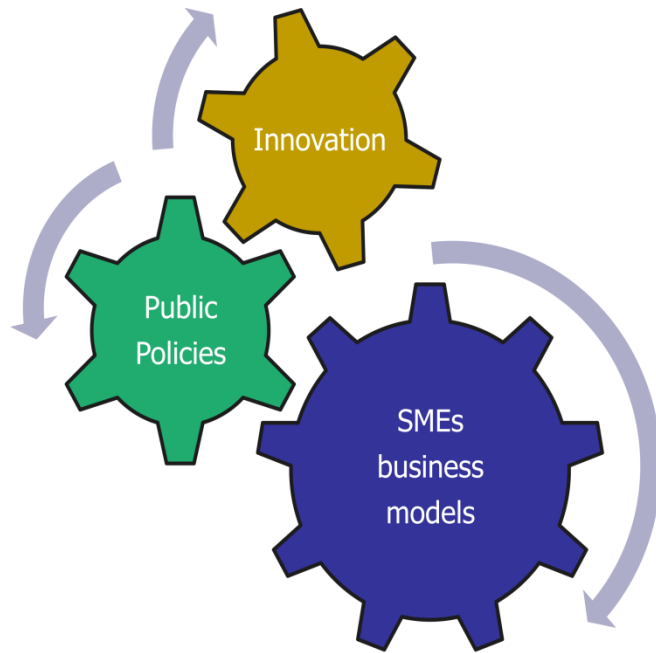
The Terminal 2 of Sofia Airport, 2008



GOOD PRACTICES INNOMOT



INNOMOT project – a tool for new policies for support of SMEs.



InnoMot Communication Plan

The good practices that will be gathered and exchanged will be related with the adoption and applications of non-technological innovations in SMEs and policies related with this:

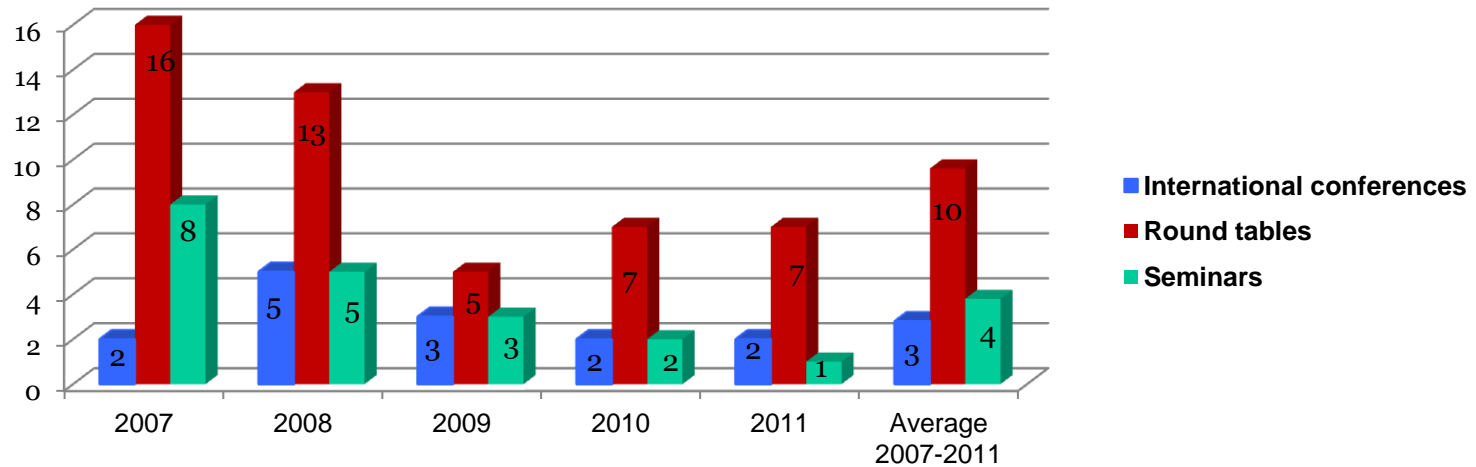
- Showing good practices at policy level;
- Showing real cases of SMEs applying innovations to change their business models, organizational structure, marketing tools, approaches, other types of non-technological innovations;
- Raising the “motivation in innovation” among the enterprises.



SUMMARIZED RESULTS



Events organized and held by RAPIV

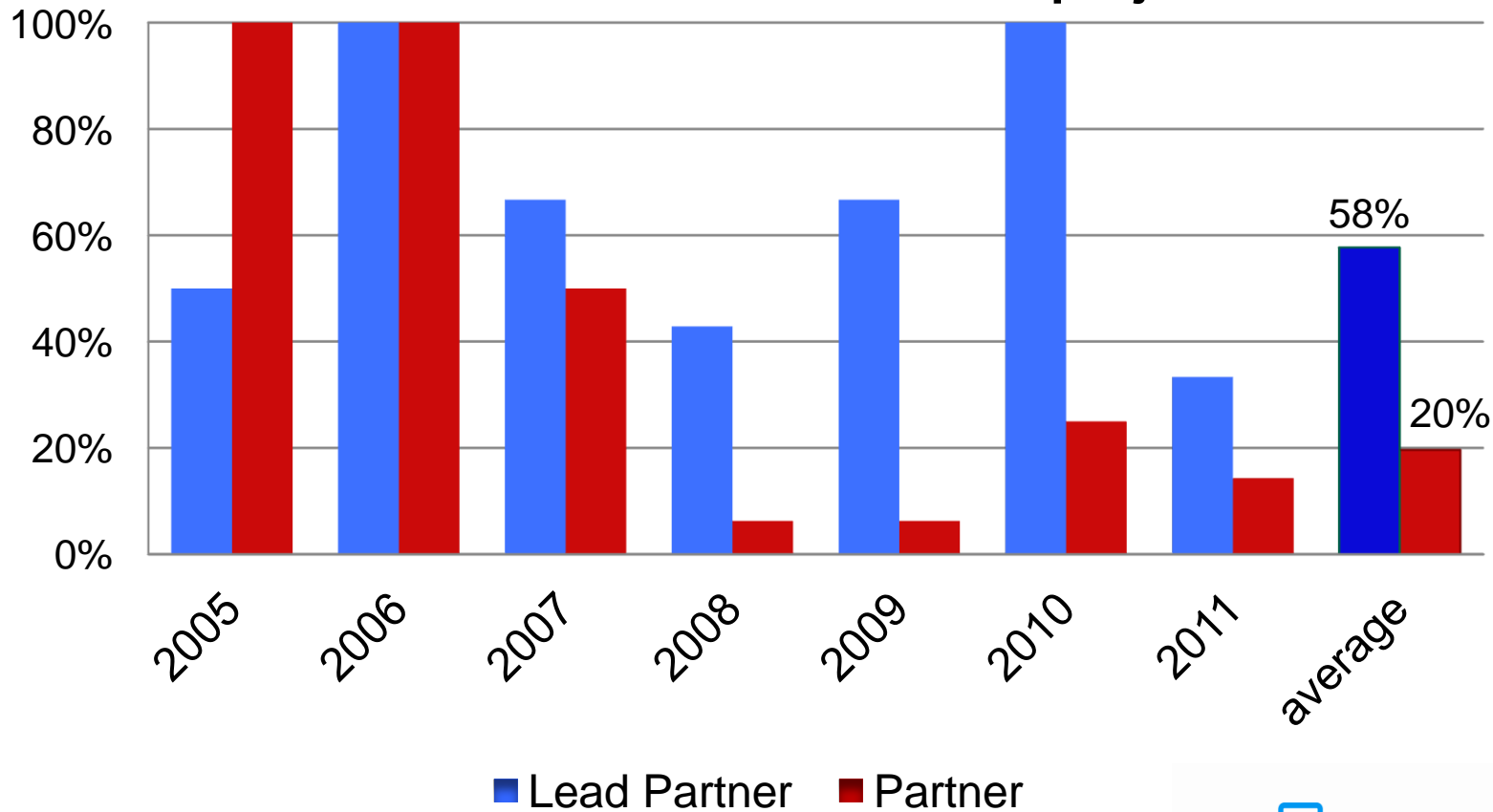




SUMMARIZED RESULTS



Success rate of RAPIV in EU projects

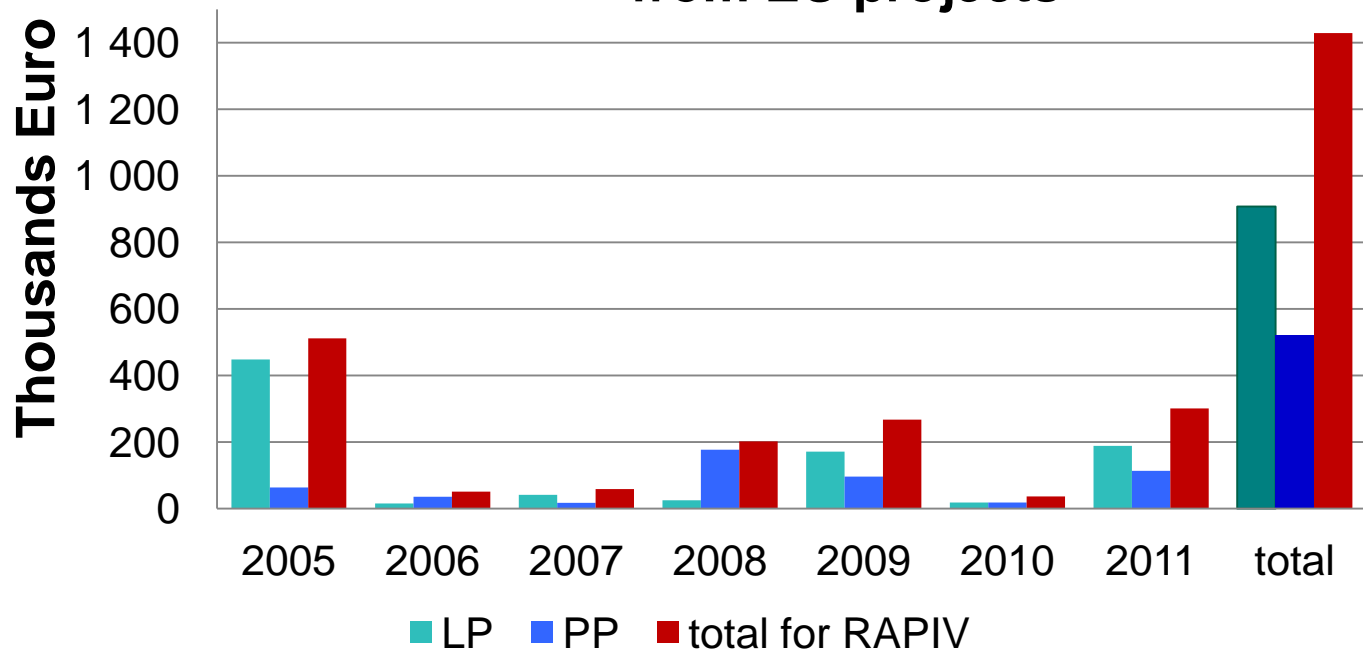




SUMMARIZED RESULTS



Direct income of RAPIV from EU projects



Indirect Income
8 506 539 Euro



HIGH-TECHNOLOGY PARK VARNA

AVAILABLE CONDITIONS FOR THE CREATION OF HTP

- ❖ Organisational structure – RAPIV
- ❖ Centre for development of the regional innovation policy.
- ❖ Presence of universities and research institutes.
- ❖ High percentage of regional companies in the sphere of high technologies.
- ❖ Presence of high qualified specialists
- ❖ Access to international transport.
- ❖ Access to financial resources.



Memorandum
between
Enterprise
Ireland,

Shannon and
RAPIV



Meeting with Dr.
Kathrin Peters,
Cambridge with
Mr. Bazitov,
Deputy Mayor of
Varna.

RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA



PARTNERSHIP WITH THE BUSINESS



TOURISM

MARINE INDUSTRY

INFORMATION AND
COMMUNICATION
TECHNOLOGY



RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK  CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



PARTNERSHIP WITH MUNICIPALITY OF VARNA



Municipality of Varna and RAPIV collaborate in different projects for stimulating regional economy on the basis of innovations.

RAPIV developed: Actualization of the Plan for development of Varna Municipality for the period 2007-2013, Contract: Д-8-9200/1419.



RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

INLINK CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



PARTICIPATION IN EUROPEAN NETWORKS



RAPIV www.rapiv.org
REGIONAL AGENCY FOR ENTREPRENEURSHIP
AND INNOVATIONS-VARNA

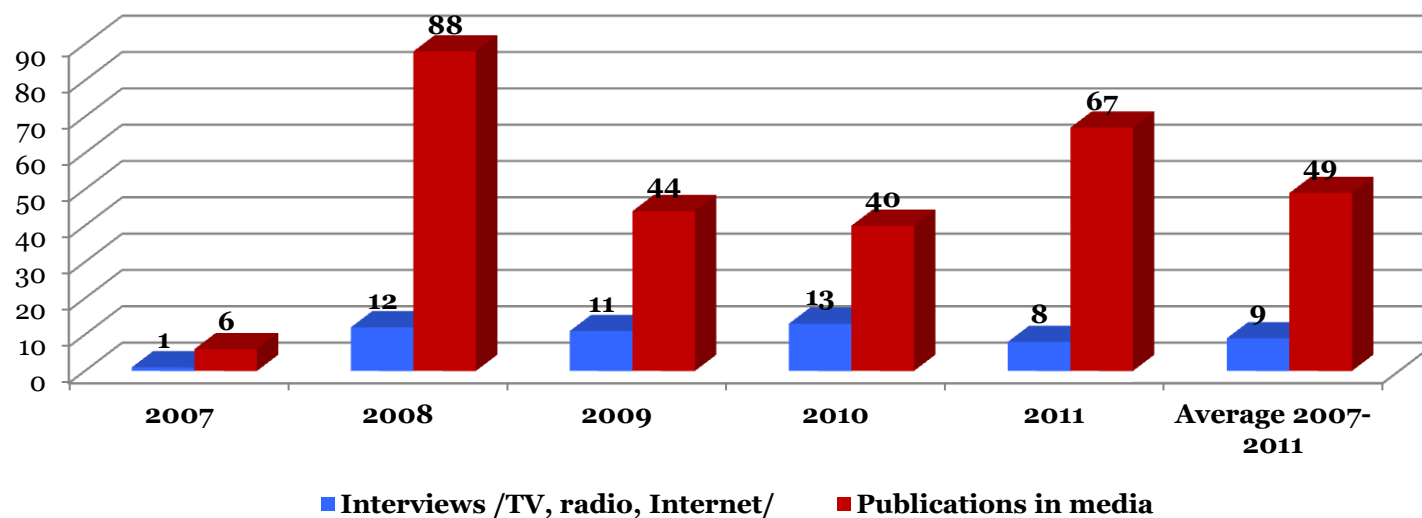
INLINK  CONNECTING THE
TERRITORY THROUGH
THE INNOVATION NETWORK



SUMMARIZED RESULTS



RAPIV publications and presentations in media for the period 2007-2011





10 YEARS RAPIV



THANK YOU FOR YOUR ATTENTION!

www.rapiv.org
www.inolink.eu

