

BIT CENTER

- **Business Incubator**
 - Modern facilities for start-ups and growing technology companies
- **Innovation Centre**
 - Project initiation & management of co-operative projects
 - Hosting international branch offices
 - Training facilities
- **Seed capital Investment fund**
 - Pre-seed capital for idea development
 - Convertible loans for Incubated start-up companies
 - Equity investment for young growing companies



BIT- Center, Tuzla

Has grown to a dynamic innovation Center connected to an International network in one year



BIT Center creates positive attention to young entrepreneurs and professionals





Hallmarks of BIT Center concept

- Designed for medium sized cities with University.
 - Capitols are often to complacent



- Connects to both regional and international networks
 - The mix of friendly competition and co-operation creates energy



- Dynamic but evident structure of responsibility and influence among the partners



- Investment attitude and performance is cultivated
 - BIT Center is no gift-shop



Designed for partnership implementation

- The Municipality, The city University, Commercial businesses, and international companies are crucial partners,
- Engages and trains local competence and suppliers



- Strong and skilled implementing management support from experienced international partners

■ SINTEF

- The largest independent R&D institute in Scandinavia. (Foundation)
- Approximately 1800 employees of which 1500 scientist – growing internationally
- State of the art competence in a broad range of technological and social science disciplines
- Focus on R&D based **business development**

■ SIVA

- The Industrial Development Corporation of Norway (State owned)
- Responsible for implementation of the Norwegian Incubator programs
- SIVA s Innovation system produces 200 new companies every year.
- SIVA is a network centre for 70 innovation companies

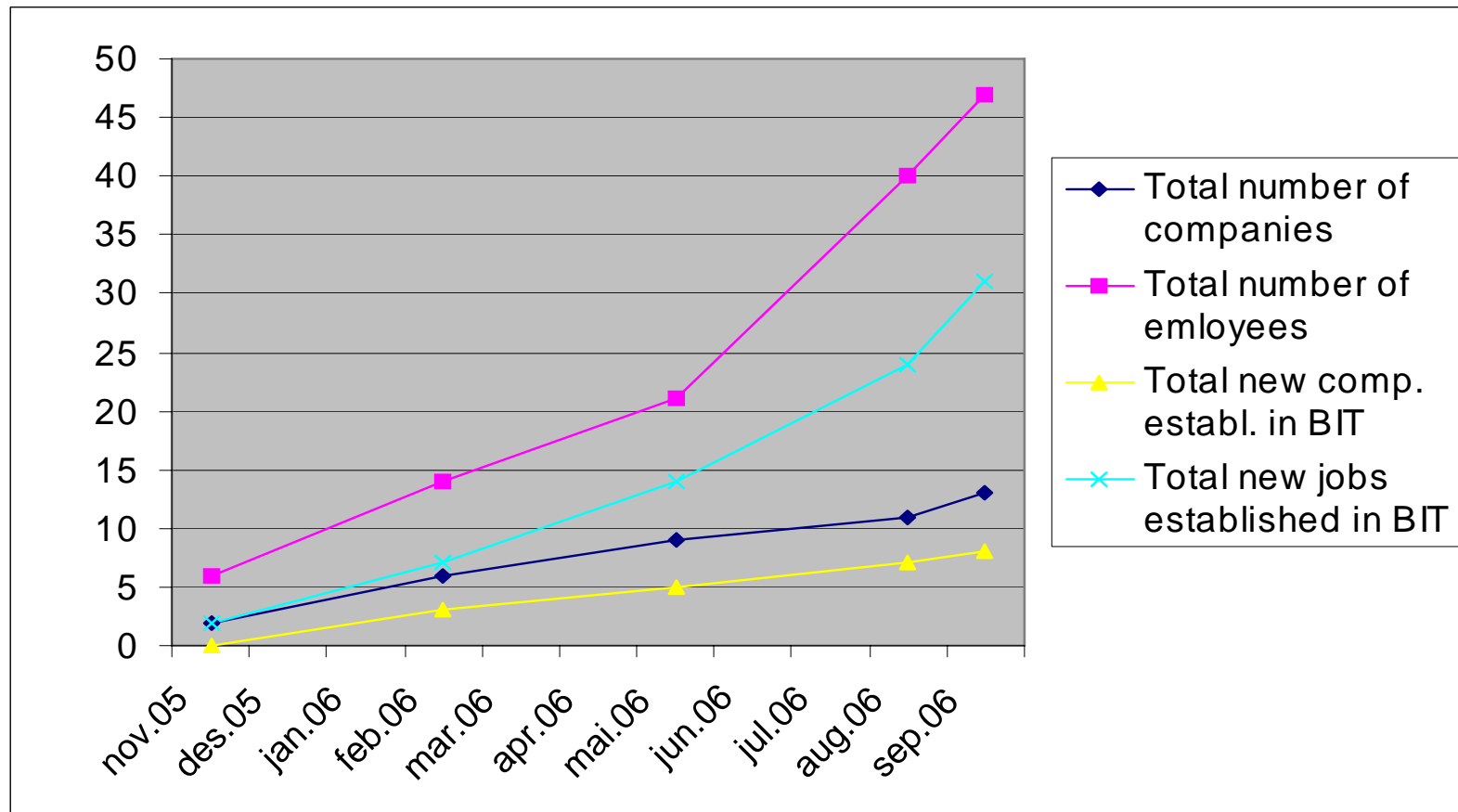
BIT Center results in 12 months.

- 13 technology enterprises situated in the incubator
 - 8 start-ups in the incubator, 5 young companies and 1 project.
 - They created 31 New jobs in the last year, now totaling to 50.

- The start-ups plan to hire 15 new engineers in the coming 12 months (according to an internal survey)
 - In addition we expect new start-ups to come.

- 1050 m2 modern business space / 24 offices made available for start-ups
 - Will be expanded to 1200 soon.

12 months development in BIT Center



Still small scale compared to the challenges and opportunities.

■ Unemployed human recourses in Tuzla canton in august 2006.

■ With university degree (min 4 years)	1806
■ With 2 years of university education	876
■ Total unemployment in Tuzla canton	54 %
■ According to EU reports.	

We did the first step.

- BIT Center managed to establish a recognizable arena for starting up new ICT companies, and supporting innovation and growth in young technology companies.
- BIT Center managed to be accepted as a reliable host for young ambitious entrepreneurs and professionals in their struggle for building their own future
- BIT Center contributed in making credible the vision of inviting foreign technology companies to participate in the creative ambient of Tuzla, and the vision of three Ts (Talent, Technology and Tolerance)

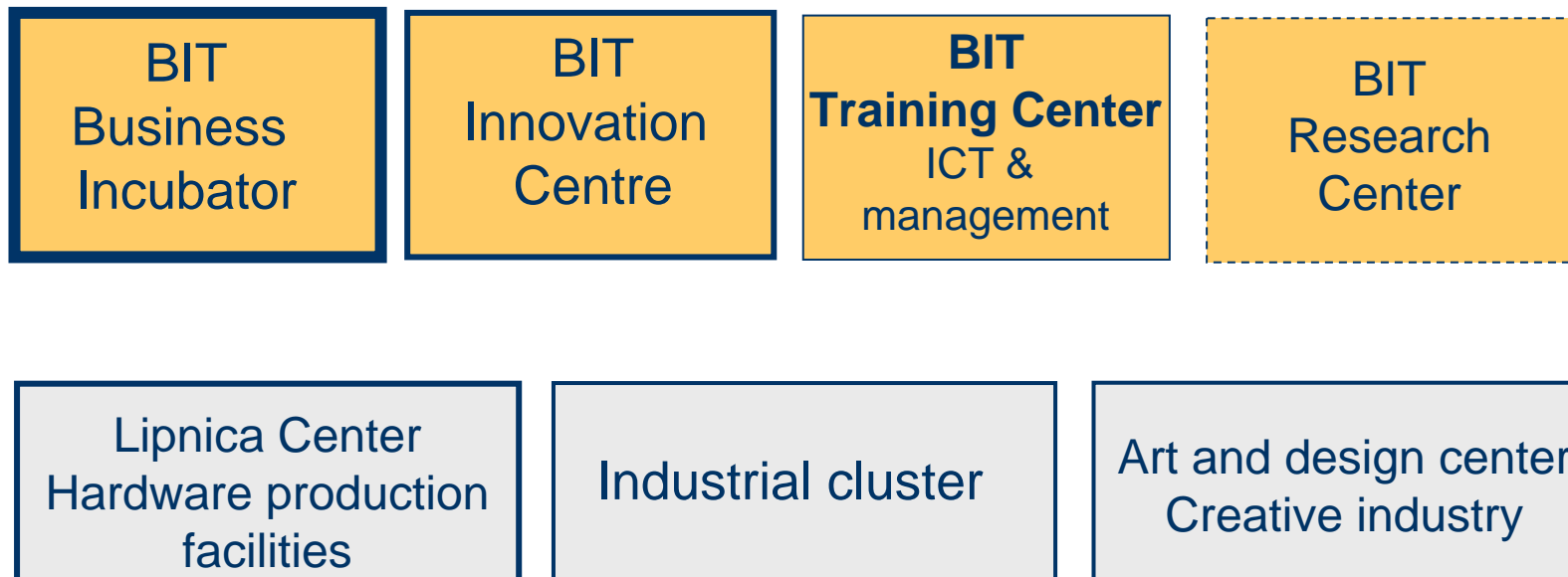
The Steps ahead.

- 2. Step: Create the Innovation Centre (*in progress*)
 - Create new ICT projects for BiH implementation.
 - Develop new ideas for establishing successful BiH technology companies
 - Initialisation of co-operative research activities
 - Prepare for “in sourcing” of development activities to Tuzla
 - Enlarge incubator capacity to include hosting international spin-offs
- 3. Step: Create the advanced training center (*in progress*)
 - Co-operate with the university for training and supply of talents in technology and management.
 - Co-operate with local private partners and international companies
- 4. Step: Create “3T Zone” (*Future Vision*)
 - Include supportive initiatives and public features
 - Creative industry initiative
 - Private industry
 - Lipnica production incubator
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Plan for the future

Vision: 3T Zone 2010

Talents, Technology, Tolerance



Lessons learned

Top 5 achievements

1. Created the right working ambient
2. Attracted clever people
3. Kept focus on real achievements
4. Made T T T vision credible
5. Became recognizable

Lessons learned

Top 5 challenges

1. To finance expansion (growth)
2. To recruit projects with high potential
3. To attract investors
4. To develop a regional ICT market
5. To stay out of the grey economy