

Science & Tech Parks/Business Incubators/Innovation Poles Questionnaire

Please take few minutes to respond to this questionnaire to help shape the ENDuRE project, and ultimately help European startups become more successful.

ENDuRE is an innovative project for entrepreneurs aimed at increasing the resilience and competitiveness of European startups.

Leave us your email so we can keep you up to date with our progress.

The project is funded by the European Union (Erasmus+ Knowledge Alliances) and involves 3 Universities and 4 Companies from Denmark, Italy and United Kingdom.

Thank you for your contribution!

* Required

1. General Information

1. Name

Please indicate the name of your organization

.....

2. Country *

Mark only one oval.

☐ Denmark

☐ Italy

☐ United Kingdom

☐ Other:

3. E-mail

Leave your email if you wish to receive the investigation report and future info about ENDuRE project.

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4. Equity of the organisation *

Check all that apply.

☐ Public

☐ Private

☐ Mixed (public majority)

☐ Mixed (private majority)

5. **Type (multiple choices are possible) ***
Check all that apply.

- ☐ Park
- ☐ Incubator
- ☐ Innovation Pole

6. **Reference Sector / s ***

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Employees

7. **Number of directors ***

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8. **Number of coordinators ***

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9. **Number of tutors ***

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10. **Number of mentors ***

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11. **Number of administrative officers ***

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12. **Number of communication officers ***

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13. **Other (specify)**

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14. **Total number of based/aggregated companies at present ***

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15. **Please indicate the number of incubated companies over the total ***

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16. **N° of universitis spin off based/aggregated at present ***

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17. **Research organisations based/aggregated ***

Mark only one oval.

☐ Yes

☐ No

18. **Fab Lab based/aggregated ***

Mark only one oval.

☐ Yes

☐ No

2. Context

19. **2.1 Do any of the following have equity in your Organisation?**

Mark only one oval per row.

	Yes	No
Other Technology Parks/Incubators/Innovation Poles	☐	☐
Business/Trade Associations	☐	☐
Investors	☐	☐
Enterprises	☐	☐
Public Bodies	☐	☐
Universities	☐	☐

20. **2.2 Does your organisation have equity in any of the following?**

Mark only one oval per row.

	Yes	No
Other Technology Parks/Incubators/Innovation Poles	☐	☐
Fab Labs, Prototyping Labs	☐	☐
Investors	☐	☐
Enterprises	☐	☐

21. **2.3 Does a legislation to support start-ups exist in your country? ***

Mark only one oval.

☐ Yes

☐ No

22. **2.4 Is your association certified/accredited at national/regional level for new businesses creation? ***

Mark only one oval.

☐ Yes

☐ No

2.5 Has your organization collaborated with any of the following and why?

23. **Other Technology Park/Incubators/Innovation Poles ***

Check all that apply.

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partnerships
- ☐ No collaborations
- ☐ Other:

24. Fab Labs / Prototyping Labs **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partnerships
- ☐ No collaborations
- ☐ Other:

25. Investors **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partnerships
- ☐ No collaborations
- ☐ Other:

26. Enterprises **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partnerships
- ☐ No collaborations
- ☐ Other:

27. Public Bodies **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partnerships
- ☐ No collaborations
- ☐ Other:

28. Universities *

Check all that apply.

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/spupplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partnerships
- ☐ No collaborations
- ☐ Other:

29. 2.6 Were collaborations with any of the following satisfactory?

Key: 1 = very unsatisfactory; 2 = unsatisfactory; 3 = neither unsatisfactory nor satisfactory; 4 = satisfactory; 5 = very satisfactory
Mark only one oval per row.

	1	2	3	4	5
Other Technology	☐	☐	☐	☐	☐
Parks/Incubators/Innovation Poles	☐	☐	☐	☐	☐
Fab Lab, Prototyping Labs	☐	☐	☐	☐	☐
Business/Trade Associations	☐	☐	☐	☐	☐
Investors	☐	☐	☐	☐	☐
Enterprises	☐	☐	☐	☐	☐
Public Bodies	☐	☐	☐	☐	☐

30. If "very unsatisfactory" or "unsatisfactory", please give reasons

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31. 2.7 Which activities do you find more useful to encourage new business creation? *

Multiply choice is possible

Check all that apply.

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in Entrepreneurship/New business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Other:

32. 2.8 How should public bodies facilitate new business creation? **Check all that apply.*

- ☐ New business call for funding
- ☐ Information events on local opportunities
- ☐ Public equipped areas in use of your organisation
- ☐ Training for new entrepreneurs
- ☐ Legislation and tax/contributory facilitations dedicated to start-ups
- ☐ Reducing the number of the subjects involved in the innovation chain
- ☐ Creating more collaboration among the subjects involved in the innovation chain
- ☐ Other:

33. 2.9 Are there other technology parks/business incubators/innovation poles in your region?*Mark only one oval.*

- ☐ Yes
- ☐ No

34. If YES, please specify type and number

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3. Business creation**3.1 Internal availability of instruments/services to support business creation**

35. **Is the Incubator an independent legal entity? ***

Mark only one oval.

- ☐ Yes
- ☐ No

36. **Does your organisation directly take equity in new businesses? ***

Mark only one oval.

- ☐ Yes
- ☐ No

37. **If so, how many enterprises has it invested in? ***

.....

3.2 Services given by your Organisation to new enterprises (included in the service fee)

38. *

Mark only one oval per row.

	Yes	No
Equipped spaces	☐	☐
Reception Shared secretary	☐	☐
Tutoring	☐	☐
Communication services	☐	☐
Advisory services	☐	☐
Training corse	☐	☐
Structure services	☐	☐

39. **Other services (specify)**

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40. **Please specify how many years your Organisation has provide these services for**

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41. **3.3 How often does your association organise courses/seminars on entrepreneurship/business creation? ***

Check all that apply.

- ☐ Several times during the year
- ☐ Once a year
- ☐ Other:

42. **3.4 Please indicate the topics of the entrepreneurial courses you organize/organized ***

Check all that apply.

- ☐ Intellectual property
- ☐ Product design
- ☐ Business development
- ☐ Accounting
- ☐ Organizational management
- ☐ Marketing
- ☐ Entrepreneurial mindset
- ☐ Communication
- ☐ Law
- ☐ Internationalization
- ☐ Other:

43. **3.5 Please indicate who are the subjects to which entrepreneurial courses are addressed ***

Check all that apply.

- ☐ Associated enterprises
- ☐ Startups
- ☐ New companies at Technology Parks/Incubators
- ☐ Young jobseekers
- ☐ Other:

44. **3.6 What is the origin of the tools used in the entrepreneurship courses you organize? ***

Check all that apply.

- ☐ Technology Parks/Incubators/Innovation
- ☐ Fab Labs, Prototyping Labs
- ☐ Business/Trade Associations
- ☐ Investors
- ☐ Enterprises
- ☐ Public Bodies
- ☐ Universities
- ☐ Other:

4. Scouting of business ideas

4.1 Business ideas intercepted come from

(please specify the percentage; total =100)

45. **Research result ***

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46. **Autonomous business ideas ***

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47. **Business spin offs ***

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48. **Other (specify) ***

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49. **4.2 With which of the following does your organisation collaborate most frequently in order to intercept new business ideas? ***

Check all that apply.

- ☐ Universities
- ☐ Fab Labs / prototyping Lab
- ☐ other STP/Incubators/Innovation Poles
- ☐ Business/Trade Associations
- ☐ Investors
- ☐ Enterprises
- ☐ Other:

50. **4.3 What are the initiatives that could facilitate scouting for entrepreneurial projects on which to invest? ***

Check all that apply.

- ☐ Events/Seminars/Workshops
- ☐ Business Plan competition
- ☐ Periodic meetings with Universities
- ☐ Participations in committees for business idea evaluation
- ☐ Formalized agreements with Universities
- ☐ Participation in entrepreneurship courses promoted by different subjects
- ☐ Periodic meetings with Science & Tech Parks, Incubators and Innovation Poles
- ☐ Formalized agreements with Science & Tech Parks, Incubators and Innovation Poles
- ☐ Other:

5. Business ideas evaluation

51. **5.1 To which of the following aspect relating to team evaluation do you give more importance? ***

Key: 1 = low; 2 = medium; 3 = high

Mark only one oval per row.

	1	2	3
Motivation	☐	☐	☐
Education	☐	☐	☐
Industry experience	☐	☐	☐
Start up experience	☐	☐	☐
Experience in leading teams	☐	☐	☐
Investing own money	☐	☐	☐
Inter team acquaintance	☐	☐	☐
General likeability	☐	☐	☐

52. **5.2 As far as the assessment of the team is concerned, do you think is it useful that the startupper acquire knowledge/business and management skills in relation to the following issues? ***

Key: 1 = very low; 2 = low; 3 = medium; 4 = high; 5 = very high

Mark only one oval per row.

	1	2	3	4	5
Development of knowledge and commercial / marketing skills	☐	☐	☐	☐	☐
Communication techniques	☐	☐	☐	☐	☐
Administrative and managerial aspects	☐	☐	☐	☐	☐
Analysis techniques	☐	☐	☐	☐	☐
Finance	☐	☐	☐	☐	☐
Governance management	☐	☐	☐	☐	☐

53. **Other (specify)**

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54. **5.3 Among the following tools to evaluate a business idea, which are the ones that your organisation considers more efficient? ***

Check all that apply.

- ☐ Business Plan
- ☐ Aptitudinal test
- ☐ Aptitudinal interview
- ☐ Business model
- ☐ Other:

6. Relevant aspects to favor new business creation

55. **6.1 NEEDS - Please specify the importance of each following needs ***

Key: 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Mark only one oval per row.

	1	2	3	4	5
Training paths on entrepreneurship	☐	☐	☐	☐	☐
Opportunities of public fundings	☐	☐	☐	☐	☐
Access to investment found/crowdfunding	☐	☐	☐	☐	☐
Access to credit	☐	☐	☐	☐	☐
Potential partners with managerial skills and motivation	☐	☐	☐	☐	☐
Availability of patents	☐	☐	☐	☐	☐
Availability of Technology Parks and Incubators in the area (equipped spaces and qualified services)	☐	☐	☐	☐	☐
Access to FabLabs and/or University laboratories on concessional terms	☐	☐	☐	☐	☐
University/Research Centres support	☐	☐	☐	☐	☐
Networking and strategic contacts	☐	☐	☐	☐	☐
Availability of mentoring/coaching programmes	☐	☐	☐	☐	☐
Support services for the definition of the Business Plan	☐	☐	☐	☐	☐
Coordination/cooperation among the different local actors of the innovation chain	☐	☐	☐	☐	☐
Contests and prizes	☐	☐	☐	☐	☐
Facilitate connections between big companies and start ups	☐	☐	☐	☐	☐

56. **6.2 INCENTIVES - Which of the following measures do you consider important to encourage the creation of new start-ups? ***

Key: 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Mark only one oval per row.

	1	2	3	4	5
Tax credit	☐	☐	☐	☐	☐
Contributory and insurance taxes deduction	☐	☐	☐	☐	☐
Facilities for fundraising through crowdfunding	☐	☐	☐	☐	☐
Start up tax exemption	☐	☐	☐	☐	☐
Voucher for the acquisition of specialized services for the start up (accountant, notary)	☐	☐	☐	☐	☐
Voucher for the acquisition of specialized services for the start up (incubation services and other services promoted by Trade Associations)	☐	☐	☐	☐	☐

57. Other (specify)

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58. 6.3 PROBLEMS - In your opinion, how much the following aspects could impede the transformation of an idea into business?

Key: 1 = no problem; 2 = very small problem; 3 = small problem; 4 = moderate problem; 5 = big problem
Mark only one oval per row.

	1	2	3	4	5
Find qualified skills	☐	☐	☐	☐	☐
Access to credit	☐	☐	☐	☐	☐
Bureaucratic fulfillment	☐	☐	☐	☐	☐
Difficulty/access costs for incubators	☐	☐	☐	☐	☐
Business Plan drafting	☐	☐	☐	☐	☐
High costs for patenting	☐	☐	☐	☐	☐
Lack of managerial skills	☐	☐	☐	☐	☐
Availability of facilities at concessional rates	☐	☐	☐	☐	☐

59. Other (specify)

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60. **6.4 Please indicate how you feel about the following statements ***

Key: 1 = strongly disagree; 2 = disagree; 3 = neutral; 4 = agree; 5 = strongly agree
Mark only one oval per row.

	1	2	3	4	5
It is essential to systematize the tools that support the creation of new businesses	☐	☐	☐	☐	☐
University regulations favorable to academic start up stimulate new business creation of an environment conducive to the creation of new business	☐	☐	☐	☐	☐
Continuous collaborations between Research organisations/Incubators/Technology Parks/Investors are necessary	☐	☐	☐	☐	☐
Partnership with Business/Trade Associations on specific services are important for new businesses	☐	☐	☐	☐	☐
The credit/finance system needs a new culture and way of working as far as new business creation is concerned	☐	☐	☐	☐	☐
Recognition of roles and functions of the various actors in the innovation chain is necessary	☐	☐	☐	☐	☐
A widespread culture of entrepreneurship at all training levels is necessary	☐	☐	☐	☐	☐
A dedicated national/regional legislation for new business creation is necessary	☐	☐	☐	☐	☐
Equipped spaces and common meeting areas are necessary to create and develop new businesses in a market perspective.	☐	☐	☐	☐	☐

61. **Other (specify)**

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ENDuRE contacts

62. **Please indicate who, among the ENDuRE partners, forwarded you this questionnaire. ***

Mark only one oval.

- ☐ University of Pisa - IT
 - ☐ IDEA - Entrepreneurship Centre - DK
 - ☐ University of Surrey - UK
 - ☐ CEDIT - IT
 - ☐ Polo Tecnologico di Navacchio - IT
 - ☐ Blue Ocean Robotics - DK
 - ☐ iVeridis - UK
 - ☐ Other:
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