

I. General Characteristics of the Practice

1. Title of the practice (instrument/project)

Manchester Science Park

2. Location of the Good Practice

2.1. Country	United Kingdom
2.2. NUTS1	North West England
2.3. NUTS2	Greater Manchester
2.4. City	Manchester
2.5. Organisation	Manchester Science Park

3. Precise theme/issue tackled by the practice

Manchester Science Park was established to encourage the development of a knowledge-based economy within the Manchester City Region, which will increase the employment opportunities of its residents. However, it was also established to be self financing and sustainable and has achieved this by having shareholders and receives no public subsidy unlike many other science parks.

4. Key words

Science Park, R&D, internationalisation, knowledge based jobs, technology

5. Objectives of the practice

1. To enhance the economic, creative and technological base of the Manchester City Region and to increase the opportunities for the employment of its residents through harnessing the resources of Academic Institutions to improve the prosperity of its inhabitants and create employment by encouraging the establishment of a knowledge-based economy within the Manchester City Region.
2. To develop appropriate science park facilities in conjunction with Local Authorities and Academic Institutions as well as other organisations for use by companies engaged in the knowledge-based economy.
3. To assist, promote, encourage and secure the development of facilities managed by the Company for occupation by companies which would benefit from close association with Academic Institutions.
4. To encourage and assist companies engaged in the knowledge-based economy to establish and grow within the Manchester City Region thereby enhancing employment prospects and social benefits.
5. To ensure the efficient running of all facilities managed by the Company within the Manchester City Region including the provision of information advice and services to businesses operating within them.

6. Detailed description of the practice

6.1. Origin/background

For over 25 years, Manchester Science Parks (MSP) has supported the growth of

innovative companies across sectors such as ICT, biotechnology, industrial technologies and digital media.

Its Mission is: to encourage the establishment of a knowledge-based economy within the Manchester City Region, which will increase the employment opportunities of its residents. We will achieve this by harnessing the resources of the City Regions' academic institutions to enhance the economic, technological and creative base in the area.

There are currently 165 companies based at MSPs in total employing approximately 1400 people.

MSP is located at 4 main sites:

- Manchester Science Park
- Manchester Techno Park
- One Central Park
- Salford Innovation Park

6.2. Bodies involved

As a model, Manchester Science Park is innovative in itself as it receives no public subsidy unlike many science parks. Instead it has shareholders consisting of Manchester Metropolitan University, the University of Manchester, Manchester City Council, and Salford City Council. Partners and investors also include BASF, NHS, Natwest Bank and Pochin. Structuring the business model in this way has created a sustainable organisation that drives forward innovation on a business footing without public subsidy.

MSP is also home to BioNow, the cluster development agency for biomedical and pharmaceutical companies.

6.3. Problem tackled

Manchester Science Parks is a sustainable, self sufficient, non subsidised facility which is an engine for innovation, growth and job creation in Greater Manchester.

MSP has built a world class reputation as a centre of innovation and has demonstrated its success as a location for both home-grown and overseas companies looking to expand into the UK.

A world-class science and technology community: Manchester Science Parks is internationally recognised as a groundbreaking centre of excellence. Its reputation as one of the most successful and fastest growing locations of its kind is underpinned by its proven ability to provide the environment, facilities and support to maximise innovation and commercial success.

6.4. Target of the practice

MSP offers quality business accommodation to innovative, knowledge based companies. On top of this it provides first rate business development support including seminars, networking events, access to academic resources and a free PR service. It also provides introductions to programmes, people and funding in order to help companies to grow and to sustain that growth.

6.5. Target groups

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6.6. Detailed content of the practice

MSP Business Model

The activities of the Company can be described under three headings:

- Core Business: The development and management of fit-for-purpose office and laboratory accommodation and the provision of cost effective estate services.
- Added Value Services: The provision of business support services to support the growth of high-tech companies.
- Identity and Image: The promotion and communication of MSP's activities in support of its objectives.

Tenant companies benefit from MSP's strong links with the City's universities. Thanks to its proximity to the Universities and senior academic representation at board level, MSP can provide assistance regarding a range of activities that can support companies in their development.

6.7. Financial framework

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6.8. Timescale

Start: 1984

7. Evaluation

7.1. Results and outputs of the practice

The 2011 Tenant Survey identified the following indicators of success:

- Wage - The mean wage at MSP is £44,857. This can be compared with the mean wage in Greater Manchester of £29,339, the UK mean wage of £32,837 or the mean wage in London £50,058.
- Length of life - 80% companies are more than five years old. This can be compared with the average length of life for Greater Manchester companies of 4.5 years.
- A survival rate of MSP companies - ten-year survival rate of msp companies is 70%. As with previous years this is still much greater than the UK five-year business survival rate of 44.4% and GM five year survival rate of 42.4% .
- Inward investment - 15% of tenants are inward investment companies.
- International trade – 81% of tenants have customers abroad. In terms of customer location, majority of tenants have got clients in the UK and at local level. The third important market is Europe followed by the USA and Canada.
- Turnover - In 2011, 60.3% had higher turnover than the previous year.
- Human resources - 40.6% also recorded an increase in the number of employees.

- Expansion - 34.8% stated they expanded over the last year i.e. taken more space or opened new branches.
- New products / services – During 2010, 37 tenant companies developed new products /services. Consequently, 192+ products / services were developed by tenant companies in 2011 of which 153+ were introduced into the market.
- Licences for technology – 45 licences were brought in or taken out by companies in 2010.
- Funding - 27% of companies received additional funding. The number decreased by over 10% which may be explained in cuts in funding.
- 52 companies, 66.6%, acknowledged formal working relationships (detailed below) with another tenant on the park. 23 companies recognized that these working relationships were a direct result of either msp networking activities, contacts or information provided by MSP.
- 55 companies made business contacts (MSP based and/or external) as a result of tenant networking, or an introduction made by MSP. 14 companies acknowledges they obtained additional sales or work as a direct result of either MSP networking activities, contacts or information provided by MSP.
- 64% of companies have links with the universities and/or hospitals.
- 12 companies stated they won awards or prizes in 2011:
 - o Technology Strategy Board Award as well as Bill and Melinda Gates Award – Protein Technology;
 - o Reseller of the year – The Phone Co-op;
 - o Number 1 Global Partner for SunSystems SAP number 1 Global Partner for SAP B1 Listed at 91st in Sunday Times – Sapphire;
 - o Software Satisfaction Award – PAS;
 - o Business of the Year in various business magazines – GGS.

7.2. Main strengths (success factors)

As shown in 7.1 above, companies are achieving significant growth, high value job creation and increased turnover and are successfully accessing international markets. Survival rates are high. There is also a significant amount of trading between companies located at MSP. A large majority of companies have strong links to the universities.

In 2009, MSP celebrated its 25th anniversary. Manchester Science Park opened in 1984 - during a recession era - with just one building (Enterprise House). It has since grown to become an internationally recognised focus for technology based businesses, providing fit-for-purpose accommodation in a supportive business environment. Over the years it has also taken a responsible role in the development of communities adjacent to its various locations.

MSP itself is testament to the fact that, with the right support and foresight, innovation can flourish despite growing concerns over the economy.

7.3 Main weaknesses

MSP is willing to explore any potential weaknesses with SMART Europe partners.

7.4 Difficulties encountered

Innovation takes many forms, persuading agencies, organisations, businesses and communities that social innovation is as valid as scientific innovation has been challenging but we believe that we have made progress in widening understanding around the innovation agenda.

7.5 Lessons learned from the practice

MSP continues to thrive, in no small part due to the business model, through shareholders, rather than public subsidy.

7.6 Recommendations for improvement

MSP is constantly striving to make improvements and recognises that international networking, benchmarking and sharing of good practice is a key to its future sustainability and success.

8. Other relevant information

<http://www.mspl.co.uk/>

9. Contact

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II. Transferability of the practice

10. Key factors associated with the regional context

Partnership with key investors including Manchester City Council, Manchester University, Manchester Metropolitan University and Salford City Council has been a key to the success of the company.

11. Other key factors for the success of the good practice

Examine the model applied in Manchester with shareholders rather than public subsidy.

12. Factors that might hamper the transfer of the good practice

We are not currently aware of any, but willing to discuss with partners in more detail.

13. General judgment of the practice

13.1. Degree of innovation	Very good
13.2. Transferability	Good
13.3. Cost/benefit ration	Very good