I. General Characteristics of the Practice

1. Title of the practice (instrument/project)

Patras Science Park

2. Location of the Good Practice

2.1. Country	Greece
2.2. NUTS1	Kentriki Ellada
2.3. NUTS2	Dytiki Ellada
2.4. City	Paras
2.5. Organisation	Patras Science Park S.A.

3. Precise theme/issue tackled by the practice

Development and support of new technology based firms (NTBFs).

4. Key words

Technology, science park, NTBFs, incubator, technology transfer

5. Objectives of the practice

Patras Science Park is an organization established according to the model of an incubator for New Technology Based Firms (NTBFs). Main scope is the provision, creation and development of the appropriate infrastructures, financial conditions, mechanisms and services that will support and promote the creation, operation and development of technological innovative firms through processes of fast growth (spin-off, spin-out) and their cooperation with Academic and Research Institutes.

6. Detailed description of the practice

6.1. Origin/background

Patras Science Park (PSP) was founded in 1989 as an initiative of the Foundation for Research and Technology (FORTH/ICE-HT). In 1998 she completed the existing premises of 4.800 sqm total surface. In 2001, the Ministry of Finance acquired the total number of her equity.

6.2. Bodies involved

The initial Feasibility Study of the PSP development was carried out by the Technopole Service Development of Sophia Antipolis Park (France). Nowadays PSP is supervised by the General Secretariat of Research and Technology (GSRT). She is a Limited Company operating according to the rules and Provisions of the relative legislation for public enterprises.

6.3. Problem tackled

Patras Science Park was created as a place of settlement and development for small, innovative and technologically driven firms, research institutes or cluster initiatives. She is expected to act as a landmark for knowledge and technology transfer in the region. A mechanism to stimulate and manage the interflow of knowledge and technology between the University, Research Institutes and the

market. Furthermore a leverage of community development based on human resources and an ecosystem of creativity, innovation and entrepreneurship.

It is acknowledged that the immediate environment of a technology park assists small technology firms to grow. Results show that the rate of survival and subsequent growth is significantly higher compared to similar companies based elsewhere. Firms based in technology parks contribute to a range of financial and social indices, thus playing an important role in regional prosperity. Especially for Greece, technology parks are expected to contribute in closing the technology gap between national and European companies.

6.4. Target of the practice

Major scopes of Patras Science Park include: 1) The strengthening of her role as a basement of technology firms and center for facilitating technology and knowledge transfer between Academic Organizations (RTOs) and Private companies. This has to be done through the provision of high quality services and infrastructures, 2) To contribute in the international perspective of the Greek Technology Firms, 3) To coordinate interested parties for the creation and development of suitable mechanisms for SMEs and Cluster Initiatives funding, 4) Relationships with Technology Parks and Cluster Initiatives abroad, 5) Coordination and Management of Research & Development Projects in the Region in cooperation with the companies based or connected with her.

6.5. Target groups

Target Groups include Start-ups, Spin-off and Spin-out firms which exploit research results derived in the University or Research Labs, Innovative Technology Driven companies, Research and Development units of multinational companies, cluster initiatives, international companies focusing on innovation and R&D. 6.6 Patras Science Park was funded by EU Development Funds along with national resources for her premises construction.

6.6. Detailed content of the practice

Patras Science Park was funded by EU Development Funds along with national resources for her premises construction. Today provide the following
services to her tenant and affiliated companies:

a) A total net space of 1.980 sqm for companies and labs along with further 3.000 sqm of common facilities and utilities

b) Secretariat, accounting, legal support

c) Project Management, Business Plan preparation, Proposal preparation and Submission

d) Access to University and Research Centres for the implementation of technology projects, technology transfer, lab and library facilities.

e) Access and cooperation with other Technology and Science Parks

f) Networking facilities (broadband, wireless, fiber optics)

g) Seminar and Congress facilities

h) Gym

i) Participation in regional, national and European projects along with other firms and Institutes.

6.7. Financial framework

Patras Science Park does not receive governmental subsidy for her operating expenses. Revenue derives from Tenants and Projects (national and European) run by her or with the cooperation of her companies.

6.8. Timescale **Start:** 1998

7. Evaluation

7.1. Results and outputs of the practice

Today around 20 technology companies and one research centre are based in Patras Science Park. Daily more than 120 people work or cooperate with them. The majority include highly skillful and experienced personnel with postgraduate and other professional qualifications. Recently three companies graduated as they were looking for expansion and PSP could not cover their needs in terms of space available. However, capacity utilization reached again 95% last month, proving the dynamic prospects of the area and the PSP herself. There is an already good record of companies created and developed in PSP such as Bytemobile, Atmel, CBL, Analogies, Nanoradio, Antcor. Companies based in PSP have registered more than 25 international patents, invested more than 6m Euro in Capital Employed and participated in technology projects with a budget of more than 20m. Three of them have received VC funding whereas five private equity funds. The international perspective accounts for more than 90% of their annual turnover. Main fields of interest include Energy, ICT and Pharmaceuticals.

7.2. Main strengths (success factors)

Strengths of PSP include the vicinity with the University and Research Centres (all within 5 min driving distance), an extended Scientific Personnel Capacity in the region, the Industrial Zone and Port of Patras.

7.3 Main weaknesses

Main weakness is the small size of the Park and the lack of governmental subsidy that would enable her to further develop and exploit economies of scale, thus attracting more and larger enterprises, as well as providing better and innovative services.

7.4 Difficulties encountered

As mentioned before, the small size of the park does not allow her to exploit larger economies of scale and maintain stable level of turnover.

7.5 Lessons learned from the practice

Investment in infrastructures is necessary by the government. Furthermore, a solid and long term national and regional policy for innovation and technology is important for the development of Technology Parks and NTBFs.

7.6 Recommendations for improvement

Regional and National Governments need to invest steadily in Science Parks and Innovation policies to maintain and develop related jobs and firms.

8. Other relevant information

www.psp.org.gr

9. Contact

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II. Transferability of the practice

10. Key factors associated with the regional context

Presence of University and Research Centres, Industrial Zone, Entrepreneurial Culture

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

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

Lack of Governmental Subsidy

13. General judgment of the practice

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