



Best Practice Inspire Membership Training Consultancy Publications

UK Business Incubation

The essential ingredient in Business Support



www.ukbi.co.uk

UKBI: The independent driving force behind the dynamic community supporting the next generation of innovative and technologically advanced SMEs

The benefits of business incubation are recognised by governments the world over and include:

- Acting as a catalyst for economic development
- Helping young companies to overcome the problems that often lead to their early downfall
- Helping entrepreneurs combat the loneliness and stress of starting a business
- Providing access to mentors, investors and specialist advisors
- Providing visibility in the marketplace and credibility
- Facilitating the commercialisation of university and corporate research and ideas
- Encouraging faster growth and greater survival rates of new companies
- Assisting in the creation of jobs and tackling specific urban or rural economic development issues

And that's why UKBI is fundamental in supporting and growing the community of business incubation environments, sponsors, funders and clients. Since 1998 we helped to grow the number of environments from 25 to more than 300. In turn helping to create sustainable economies and infrastructure, dynamic enterprising business clusters and ultimately thousands of innovative and entrepreneurial business

Our Expertise

- Extensive knowledge and experience of business innovation, business development and business incubation processes
- Specific understanding of national and international good practice in business incubation, knowledge transfer, business creation and growth
- Substantial experience of policy development and delivery of programmes—working with national and regional government.
- Recognised by the UK Government as the representative organisation for business incubation in the UK
- Unrivalled access to the worlds leading experts in business incubation, innovation exploitation and entrepreneurship support.

We have directly supported more than 100 local authorities, all of the UKs Regional Development Agencies, over 150 business incubation environments and a large number of the countries leading universities and R&D bases. On top of that we advise multi-national agencies such as the World Bank and the European Commission, as well as national governments on policy and strategy.

Our Services

- **Membership**—join the worlds most diverse business incubation membership base, sharing knowledge, expertise and contacts across the globe
- **Accreditation**—policy makers and stakeholders make funding and strategy decisions based upon reviews against UKBI's Business Incubation Development Framework. While Business Incubators develop their services and facilities with guidance from our Inspire Accreditation process.
- **Good Practice**—The Framework is utilised throughout the world to benchmark the feasibility and operations of environments in all sectors and client foci
- **Training and Development**—tailored and bespoke learning and knowledge exchange workshops, seminars and conferences enable you to stay at the top of your game, whilst also learning and connecting with experts across the globe
- **Consultancy and Bespoke Advice**—we are experts in feasibility , business and financial modelling, capacity reviews , mapping surveys and strategy

For more information on how we can support you, please read on or contact us on:

Tel: +44 (0)121 250 3538 Email: info@ukbi.co.uk or visit our website www.ukbi.co.uk



Business Incubation Development Framework

In 2002 and 2007, UKBI undertook extensive research to identify good practice in business incubation. The outcome was the development of the Business Incubation Development Framework (BIDF), the first recognised benchmarking' framework for the business incubation community anywhere in the world.

Our key aim is to demonstrate that business incubation is much more than a space and shared services concept - it is an holistic approach to supporting, nurturing and developing clients to a point of growth and sustainability.

The Business Incubation Development Framework enables our members and the wider community to:

- Understand and be recognised as providing the principles of true incubation
- Assess and develop current service offering to clients
- Develop a strategy for the continual development of the incubation environment to better serve its clients and the local/regional economy.

The BIDF details the 3 stages of business incubation development:

Foundation - those environments in the early stages of operation,

Development - the core principles of business incubation are in place and further services and staff are added to strengthen the incubation offering and the impact it has on clients, and

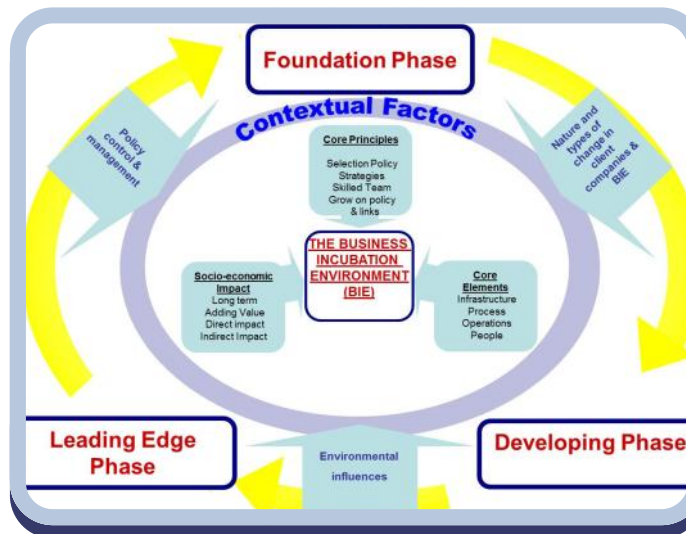
Leading Edge -- those environments that can prove a measured impact on local and regional economies as well as their clients and are engaged with regional and national stakeholders.

The benefits for incubation practitioners

These are extensive, giving the first real opportunity to assess business incubation delivery and services against a proven Framework. The range of tools we offer will assist our customers to:

- Understand and be recognised as providing the principles of true incubation
- Undertake an in-depth review of all aspects of incubation and to develop an action plan for achieving excellence in all areas
- Maximise effectiveness, demonstrate expertise and commitment to the delivery of quality business incubation

- Prove added value and delivery of real economic impact and to learn from others.



The benefits for the wider incubation community

For stakeholders in the business incubation community (both public and private sectors) benchmarking offers the opportunity to review incubation capacity and develop an incubation 'road map' or strategy.

The major benefit for stakeholders is that the Framework provides a clear, yet robust definition of what makes a good practice business incubation environment, providing stakeholders and funders with a true picture of what currently exists, what can be improved and the impact that their incubation environments have on their region, resulting in clear plans and strategies for the future.

The Review Process

UK Business Incubation undertakes reviews against BIDF on a number of levels:

- **Individual reviews of environments against BIDF** – focussing on policies/strategies in place and the staff involved in the offering, these reviews will highlight where good practice is being utilised and where there are gaps, providing a 'roadmap' for development.
- **Group reviews of environments against BIDF** – by reviewing environments on a local or regional basis, stakeholders can identify gaps in provision, developmental needs, as well as the strengths of the incubators they fund or support and can effectively plan, using the indepth information provided by UKBI, for the future.
- **BIDF as a tool for evaluating current strategy** – local authorities or regional development agencies can use the BIDF to support funding decisions, strategic planning as well as developing performance criteria, amongst many other uses
- **Inspire® - Delivering best practice** - Inspire® is based on Government recognised Business Incubation best practice in the UK. INSPIRE enables you to identify and develop best practice in your environment city or region. Maximise investment in your environment, meet government approved funding criteria, prove the impact, identify strengths and weaknesses and provide detailed action plans and strategic inputs to ensure that your business support infrastructure is providing the right environment for sustainable growth.

Benchmarking activities ensure that quality business incubation environments are recognised as having an important role to play in creating wealth for UK plc

**For further Information, please contact UKBI
Tel +44 (0) 121 250 3538 or Email: info@ukbi.co.uk**





Does your Business Incubation Environment Inspire?

The Inspire Monitoring, Development and Accreditation Process[®] for business incubation is essential for business incubation and other early-stage growth environments such as innovation centres as well as business incubation activities within science parks.

Based on the national Business Incubation Development Framework (BIDF), it covers 'physical' and 'virtual' activity that provides specialist and targeted business growth support and development to early stage companies.

In addition, the Inspire Monitoring, Development and Accreditation Process[®] provides quality assessments for stakeholders, funders and supporters helping them to identify and then develop better practice leading to the application and public recognition of best practice in business incubation.

Inspire enables you to identify and develop best practice in your particular environment, city or region, maximise investment in your environment/s, prove the impact of your environment, identify strengths and weaknesses and provides detailed action plans and strategic input to ensure that your business support infrastructure is providing the right environment for sustainable growth and development.

UKBI, as the national body for business incubation, have launched the Inspire Monitoring, Development and Accreditation Process[®] which benchmarks business incubation against best practice through UKBI's Business Incubation Development Framework. Throughout the UK, Inspire is being written into public funding criteria.

The process is straight forward and cost effective. Your environment will be assessed using the nationally and internationally recognised Business Incubation Development Framework; identifying compliance with best practice and measuring and evaluating impact.

Inspire provides a framework for you to:

- Measure your environment's impact on socio-economic factors – placing your environment at the heart of the business support infrastructure
- Evaluate investment in supporting innovative and entrepreneurial ideas and business
- Provide an essential monitoring and evaluation tool focussing wider impacts than purely jobs created/safeguarded ensuring you are creating a sustainable business community for the future.

Inspire awarded status:

- Proves that you have the commitment to grow innovative businesses,
- Provides proof that your environment is an ideal place to start and grow businesses
- Provides your environment with a competitive advantage over others – essential when attracting clients, funding and support.

To begin the Inspire Monitoring, Development and Accreditation Process[®] please contact UKBI on:
Tel +44 (0) 121 250 3538 or email info@ukbi.co.uk

For more information please visit our website www.ukbi.co.uk



"the Inspire model provides clear evidence to our stakeholders that we are committed to the incubation model!"

Doug Scott
Chief Executive
TEDCO Ltd



Technium[®]

"it gave us the unique opportunity to measure what we had achieved so far against best practice."

Geraint John
Manager
Technium Springboard

"getting the feedback from our tenants as a part of the process, has proven extremely helpful and indicated clearly where we need to continue improving"



Tony Walker
Incubation Manager
UMIC Ltd

*INSPIRE Status dependant on a successful evaluation visit

www.ukbi.co.uk

UK Business Incubation Ltd. Faraday Wharf, Holt Street, Birmingham Science Park Aston, Birmingham, B7 4BB. Tel: +44 (0)121 250 3538 Fax: +44 (0)844 507 0470 Email: info@ukbi.co.uk



Membership of UKBI—providing the keys to your success

- Did you know that UKBI members are directly supporting more than 20,000 start-ups and SMEs in the UK alone?
- Did you know that we have members from countries across the globe – including France, the US, India, Cyprus, Belgium, Vietnam, Australia, Republic of Ireland and Czech Republic amongst many more.
- Did you know that members engage in professional development and training, resulting in improvements in their performance and ultimately of their business incubation environments?

UKBI are rightly proud of our members. Supporting more than 10,000 innovative SMEs and entrepreneurs in the UK alone, their impact on the economy and communities they operate in is immense. With success rate of client companies being in excess of 97% after 3 years, UKBI member incubators are supporting and growing the next generation of world class businesses and individuals. Our members from Universities, local authorities and development agencies are securing the infrastructure for the future for business incubation, innovation and entrepreneurship to flourish.

Membership of UK Business Incubation not only offers dedicated and tailored support and advice to practitioners and stakeholders, it also opens up access to the world's leading experts from the global community.

With services ranging from training, networking, better practice information and reviews to tailored, bespoke research and specialist business products, membership of UKBI provides unrivalled access to the information and support that you want.

Who can join?

Membership of UKBI is open to all those involved in ensuring the sustainability and development of business incubation across all sectors and regions

We offer three different types of membership, although they all receive the same features and benefits. They are:

Organisational for organisations in the UK who wish for several of their staff to access UKBI membership

International for organisations overseas

Individual, one person membership in the UK

Would you like to.....

- Get the news that effects you delivered to your inbox once a month?
- Tell the world your news?
- List up to 5 of your colleagues to receive membership benefits?
- Be listed in the member only directory, viewed by thousands of entrepreneurs a week?
- Receive discounts on UKBI events?
- Receive discounts on UKBI's programme of developmental workshops?
- Receive discounts on insurance, printing and publications?
- Nominate yourself to join the UKBI board?
- Be promoted through UKBI's PR and lobbying activities?
- Be included in groundbreaking research?
- Have the national and international membership association just at the end of the telephone or email to support

UKBI Members are as diverse as the entrepreneurs and businesses they support

With over 500 members, UKBI's membership is a rich mix of organisations and individuals at the cutting edge of entrepreneurship and innovation. Our members represent all sections of the business community and all sectors.

Our membership is broken down into 7 distinct areas, with specialised products and services to ensure that each group receive the support and information they want, when they want it. This is anything from sector specific news and topics, member focused workshops and forums, enhanced Business Incubation Development Framework which provides members with a roadmap to improve their environment and themselves, as well as knowledge share and networking through the newly developed Knowledge Bank, an online resource providing members with discussion forums, access to the latest research and our online library which features over 500 relevant and topical publications.

Members benefit from online members' directory, helping to signpost potential clients to their nearest incubation environment

Membership of UK Business Incubation not only offers dedicated and tailored support and advice to practitioners and stakeholders as well as opening up access to the world's leading experts from the global community.

In addition to the usual benefits of Membership, we have brokered a number of cost saving deals with a number of professional and consultancy service organisations.

But, the real value of membership of UKBI is the networking and knowledge share between members and staff. Our members are some of the most experienced in the global community and have knowledge of all sectors. Through facilitating effective networking between members, UKBI provides the ideal environment for business incubation professionals to flourish.

For further information, please contact UKBI
Tel +44 (0) 121 250 3538 or Email: info@ukbi.co.uk



As leaders in the field of Business Incubation, UKBI runs a series of conferences, themed events, networking events and focussed workshops, which operate regionally and nationally.

The UKBI International Conference takes place each November and attracts approximately 250 delegates from both the UK and overseas.

UKBI events and workshops cater for the wider business incubation community as well as all those with a role to play in the development of SMEs.

Our events aim to equip incubation practitioners with the necessary skills to:

- Run their incubators;
- Inform policy makers;
- Address current issues and trends;
- Provide solutions to barriers faced by incubation professionals;
- Provide a forum for discussion;
- Provide networking opportunities and spread better practice.

Development Workshops

Our workshops are based around developmental issues that have been highlighted through on-going Inspire reviews throughout the UK dealing mainly with:

- Incubation Strategy
- Incubation Management

These workshops are planned and delivered for those at all levels of experience and knowledge:

- Building on Firm Foundations

- Developing More Enhanced Models of Business Incubation
- Leading Edge

Usually run over one day, these small, intensive, interactive and thorough workshops expose all delegates to experts and experiences and provide action plans for implementation. All delegates receive developmental materials and the opportunity to meet other professionals.

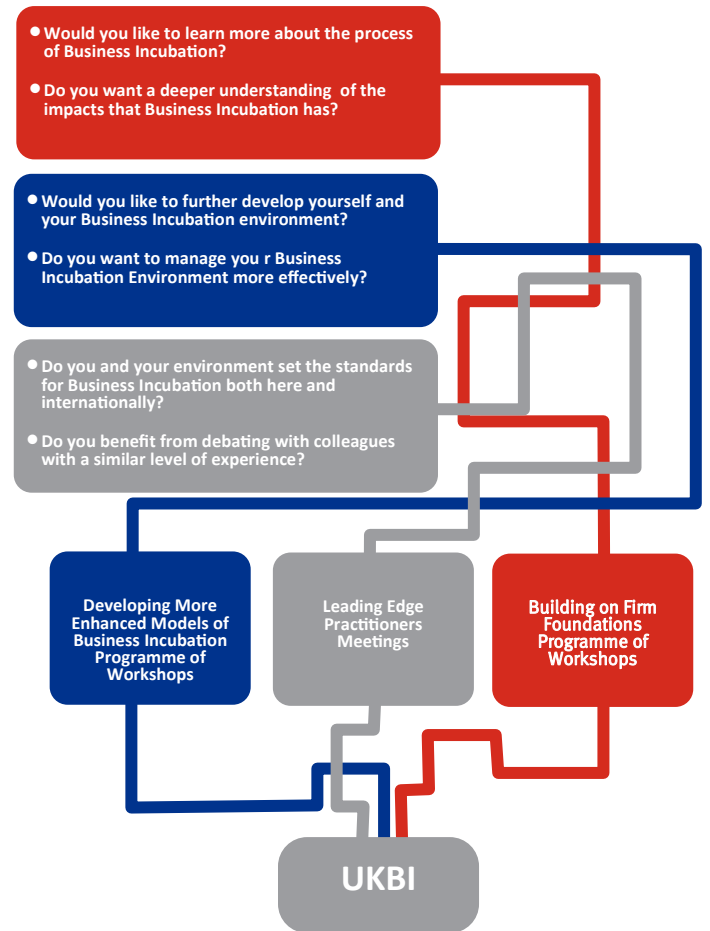
Regional & Regional Agendas

Our regional and national events tackle more specific topics and in the past these have included regional incubation strategies and networks, technology transfer, sources of funding and the role of incubation in the regeneration agenda. Tackling up to the minute key policy issues, these events provide unrivalled opportunities to not only learn from speakers and other delegates but also to inform policy and current thinking. There are also key sector specific national events, focussing on issues relating to key stakeholders or industry sectors within the community:



For a list of upcoming events please visit the events pages on our website www.ukbi.co.uk or for further information, please contact UKBI:
Tel +44 (0) 121 250 3538 or Email: info@ukbi.co.uk

Not sure which UKBI events suit your development needs? Follow this chart to determine where you should be in 2011



Our Experience

UKBI has wide experience of advising on, supporting, developing, managing and facilitating business development processes and networks. UKBI has a wealth of experience in the following areas:

- Leading, developing and spreading better practice;
- Understanding of the role and benefits of business incubation in social and physical regeneration;
- Promoting and developing national/regional funding programmes;
- Creating and running incubation networks;
- Developing and running practitioner and stakeholder workshops and events to raise knowledge and skills;
- Project and consultancy work on a local, regional, national and international level.

Through these activities, UKBI has become a well-respected organisation, strongly supported by both public and private sector partners, with excellent links into incubators at a 'grass roots' level and incubation networks worldwide.

We have successfully delivered a wide range of consultancy projects for both public and private sector organisations including Regional Development Agencies, Local Authorities, Higher Education Institutions and business incubators. These projects have included developing incubation investment frameworks, audits and strategies for a number of the RDAs, incubation capacity reviews, tailored advice and development strategies for new incubation facilities, feasibility advice, and the establishment and running of incubation networks.

UKBI draws on its core team of staff and has worked closely with appointed subcontractors who bring additional and specific experience on, for example, IT/Internet-based businesses, creative industries, bioscience, healthcare and environmentally-focused businesses. We are further able to draw upon our Board of Directors who are all widely-respected incubation practitioners, and our extensive and growing network of members, which includes incubator managers, industry experts, regional and national policy makers.

UKBI's delivery of consultancy is unique in terms of sustained quality and ongoing commitment to the outputs and conclusions. We have worked with a range of partners to support and deliver many quality, leading and innovative projects throughout the UK and overseas.

Some Examples of our Recent Work and Clients Include:

Business incubation feasibility studies:



Regional and National Mapping:



International Good Practice Dissemination:



Our Services

Services to Incubator Developers and Management

UKBI offers developers and managers of business incubation environments

unrivalled expertise to support them as they establish new incubators, develop existing environments or to improve their service offering. This support ranges from supply and demand analysis, feasibility studies, business plans and financial modelling, all completed through intensive research and collaboration with our clients, their stakeholders and partners, potential and existing customers and key players in the region.

Business Incubation and Business Development Programmes

The successful development of any business development programme requires a combination of knowledge, skills, finance and management. UKBI provide strategic advice and consultancy services in partnership with our members to design and develop knowledge transfer, business creation and business support programmes on behalf of clients in the private and public sectors, including economic development agencies, research establishments and universities as well as national and local Government.

Our experienced management team and Board include senior executives with technological and commercial backgrounds and significant expertise in strategic advice, business creation and growth, management and finance across a range of sectors.

UKBI's unrivalled expertise and industry knowledge is key to fully understanding the existing provision of business incubation services within a region, and the strategic development and support needed to ensure that the next generations of start-ups receive the tailored services required to grow and become world class businesses.

For further information, please contact UKBI
Tel +44 (0) 121 250 3538 or Email: info@ukbi.co.uk



UKBI has a range of good practice guides and research titles, covering all aspects of the planning, development and operation of business incubation environments, as well as the impact on the economy and the return on investment business incubation has.



What is Business Incubation

This introductory guide provides a definition of business incubation as well as an introduction to the core principles. It also gives an insight into the different types of incubation environments, their objectives and roles.

Member Price £10.00 Non Member Price £15.00



Best Practice in Business Incubation. The Complete better practice handbook

Description: All five of UKBI's better practice guides together

Member Price £40.00 Non Member Price £60.00

In Electronic Format

Member Price £FREE* Non Member Price £50.00



Building Firm Foundations

Description: Developing a physical incubation environment is fraught with pit falls. This good practice guide will lead you through the issues to bear in mind as you plan your development.

Member Price £10.00 Non Member Price £15.00



UK Incubators : Identifying Best Practice

Description: The resource for all practitioners and stakeholders looking to ensure they are providing best practice business incubation

Member Price £60.00 Non Member Price £80.00

In Electronic Format

Member Price £50.00 Non Member Price £70.00



The Key Building Blocks

Description: Covering feasibility, policies, staff and mission statements, this Guide is a must for anyone developing their incubation programme.

Member Price £10.00 Non Member Price £15.00



The Business Incubator Managers Handbook

Description: A new resource for business incubation professionals old and new

Member Price £30.00 Non Member Price £45.00

In Electronic Format

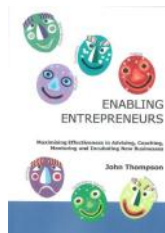
Member Price £FREE* Non Member Price £30.00



Developing the Business Support Infrastructure

Description: An examination of the key elements that make up a successful business support infrastructure, illustrated with case study examples.

Member Price £10.00 Non Member Price £15.00



Enabling Entrepreneurs

Description: A best seller from the UKBI library. A must for all

Member Price £7.99 Non Member Price £11.99



Preparing a Marketing Plan for your Incubator

The five steps to developing a marketing plan for your incubator, mixing the appropriate elements for your facility

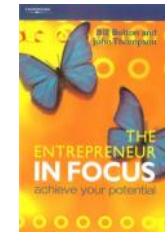
Member Price £10.00 Non Member Price £15.00



Lies Start Ups Tell Themselves To Avoid Marketing

Description: Makes marketing simple—an essential for anyone developing marketing plans and strategies.

Member Price £5.50* Non Member Price £7.00



The Entrepreneur In Focus

Description: This Innovative book is about identifying and releasing entrepreneurial potential. UKBI prices are cheaper than Amazon and other retailers.

Member Price £19.50* Non Member Price £22.99



SimVenture

Description: The Ultimate Business Start up experience

Member Price £250.00 Non Member Price £295.00
Not Including VAT at 20%

To order please visit our website www.ukbi.co.uk and click on the bookstore . We are pleased to accept credit & debit cards or alternatively we can invoice you for orders over £100

For further information, please contact UKBI
Tel +44 (0) 121 250 3538 or Email: info@ukbi.co.uk





UK Business Incubation Ltd.

Faraday Wharf,
Holt Street
Birmingham Science Park Aston
Birmingham
B7 4BB
United Kingdom

Tel: +44 (0)121 250 3538

Fax: +44 (0)844 507 0470

Email: info@ukbi.co.uk

Registered in England: 3458347

www.ukbi.co.uk

