



Business Incubation Training

Background Information and
Programme

Session 2

June 17 – 19, 2009



Business Incubation Training

Botswana Innovation Hub will start business incubation during 2009. For this, we have arranged an open training for experienced and professional individuals interested in incubation management or being a business development advisor.

The training is intended to help participants to gain information on business development and mentoring, as well as create an interest in incubation as a tool for supporting the development of new business ideas. The training course consists of two sessions of one week each:

Theme I Fundamentals of Incubation Programs
9th – 13th of March 2009

Theme II Essential Skills and Tools for Business Development Advisors
17th – 19th of June 2009

Theme 1 provided participants with hands-on knowledge of starting and running a Business Incubator with real incubator models from Finland, India and China and lessons of best practices in these countries. Theme II will concentrate on providing the participants with proven practices and tools they will need in working with clients.

The Venue: The upcoming training will take place at Botswana Bureau of Standards (BOBS) Premises along the Airport Road at Block 8, on the left.

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Background Information of

TECHNOPOLIS

Technopolis plays host to the largest scale **technology business** incubation program in Europe. We evaluate over 350 business ideas a year and currently we bring over 100 candidates into our pre-incubation and incubation program per annum. During year 2008 we helped our clients to raise over 53 million Euros Venture Capital investments.

Business incubators play a central role in the Technopolis Group's business strategy and customer service concept. Technopolis incubation programs, which are overseen by the non-profit Technopolis Ventures Ltd, work intensively with national authorities and the local community to identify world-class business ideas and turn them into successful international growth companies.

We provide a comprehensive range of business development services for every client based upon their specific requirements, from personal coaching and mentoring to management training, presentation coaching and matchmaking-driven networking. Our goal is simple – to generate international success stories! (More information on Technopolis Ventures website: www.technopolisventures.fi).

Biography of Mr. Marko Sorri



The trainer, Mr. Marko Sorri (MSc, Economics), is one of the most experienced incubation experts in Technopolis. He has been involved in the Science Park Environments in different roles for over 10 years. In incubation organizations he has held positions like Business Development Advisor, Development Manager, Acting CEO and Product Manager. Currently he is in charge of Financial Services in Technopolis Ventures.

While working for Technopolis he has developed several Incubator Programs and benchmarked several Incubations Programs in Europe, USA, China and India. He is currently developing the Global Nanotechnology Business Incubator in India, China and Finland. On the national level in Finland, he has been a member of the team developing the National Incubation Development Program. Before joining Technopolis Mr. Sorri has been working as an IT Consultant (TietoEnator Ltd) and a Lecturer (University of Jyväskylä).

After the first leg of the training, Mr. Sorri, was very happy with feedback from the participants and was also positively surprised about the interest towards business incubation in general in Botswana.



PROGRAMME

	Wednesday	Thursday	Friday
9.00	Opening of the Training Week	Incubation Process	Fund Raising
9.30		Working with the client in the incubation process	Preparing the client for fund raising
10.00	Preincubation Process		
10.30	Tea break	Tea break	Tea break
11.00	Working with the client in the Pre-Incubation process	Working with the client in the incubation process	Presentation by a Local VC
11.30			
12.00	Examples of tools	Examples of tools	
12.30			
13.00	Lunch break	Lunch break	Lunch break
13.30			Examples of tools
14.00			Lessons learned from real cases
14.30			Summing-up and feedback
15.00	Lessons learned from real cases	Lessons learned from real cases	The end of the day
15.30	Summing-up	Summing-up	
16.00	The end of the day	The end of the day	

