

# Accent – Assistance for Academic Start-ups in Lower Austria

DI Roland Moser



# accent Gründerservice GmbH

- „AplusB-Center“ *Academia plus Business*

- AplusB: national programme to increase number and quality of innovative start-ups/spin-offs from the academic sector

- accent Gründerservice supports academic persons to translate an innovative idea/product into business in Lower Austria



# Strategic Goals of AplusB-Program

- ensuring a sustainable increase in the number of academic spin-offs/start-ups
- enhancing the quality of these new enterprises, as well as their likelihood to succeed
- increasing the potential for spin-offs from Universities, Universities for Applied Science and non-university research institutions
- Improve the technology transfer process

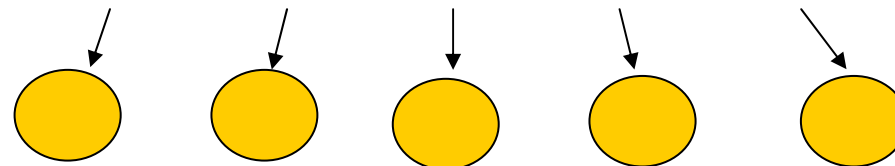
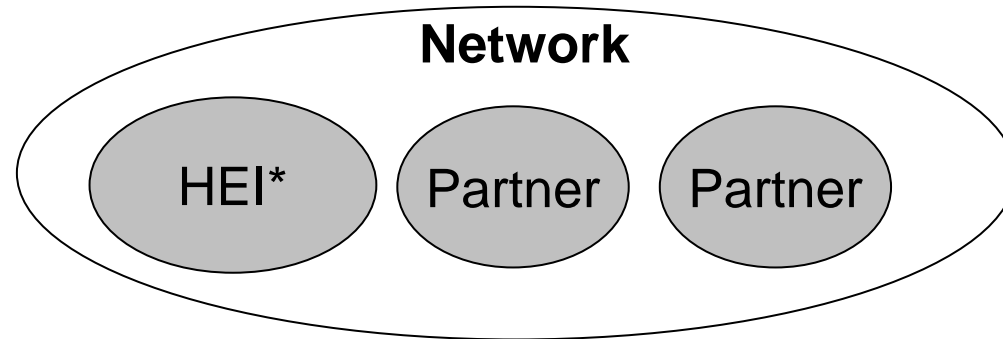


# Main Activities to Achieve these Goals

- awareness-raising, mobilisation and stimulation of start-up activities
- Incubator (start-up centres) for academic start-ups



# Structure of AplusB Centres



Entrepreneurs to be

\* Higher Education Institute



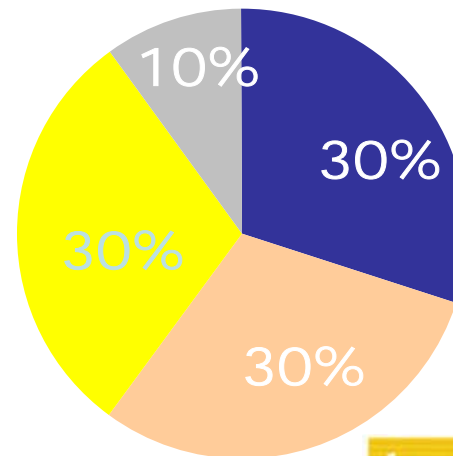
# Owners of accent

NÖ Bildungsgesellschaft m.b.H.  
FÜR FACHHOCHSCHUL- UND UNIVERSITÄTSWESSEN

NÖ Bildungsgesellschaft  
mbH für Fachhochschul-  
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Universität für  
Weiterbildung Krems



Die Gründer-Agentur  
für Niederösterreich.

RIZ Niederösterreichs  
Gründeragentur Ges.m.b.H.



tecnet capital  
Technologiemanagement  
GmbH



# The Network of accent



Ifh// St. Pölten



University of Győr



University of Zilina



TU Bratislava



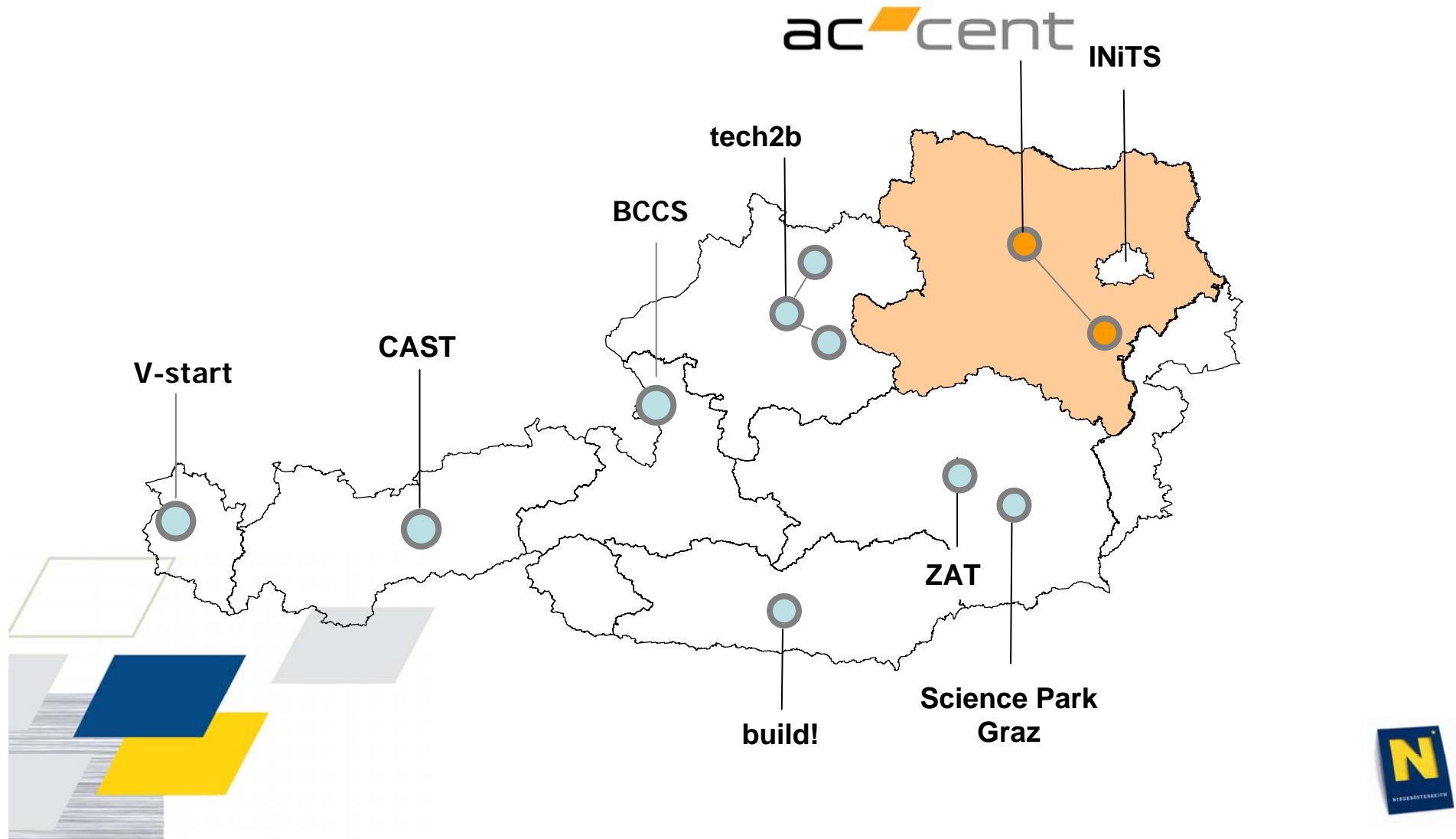
AUSTRIAN ACADEMY OF SCIENCES  
ÖSTERREICHISCHE AKADEMIE DER WISSENSCHAFTEN  
Forschungsstelle für integrierte Sensorsysteme



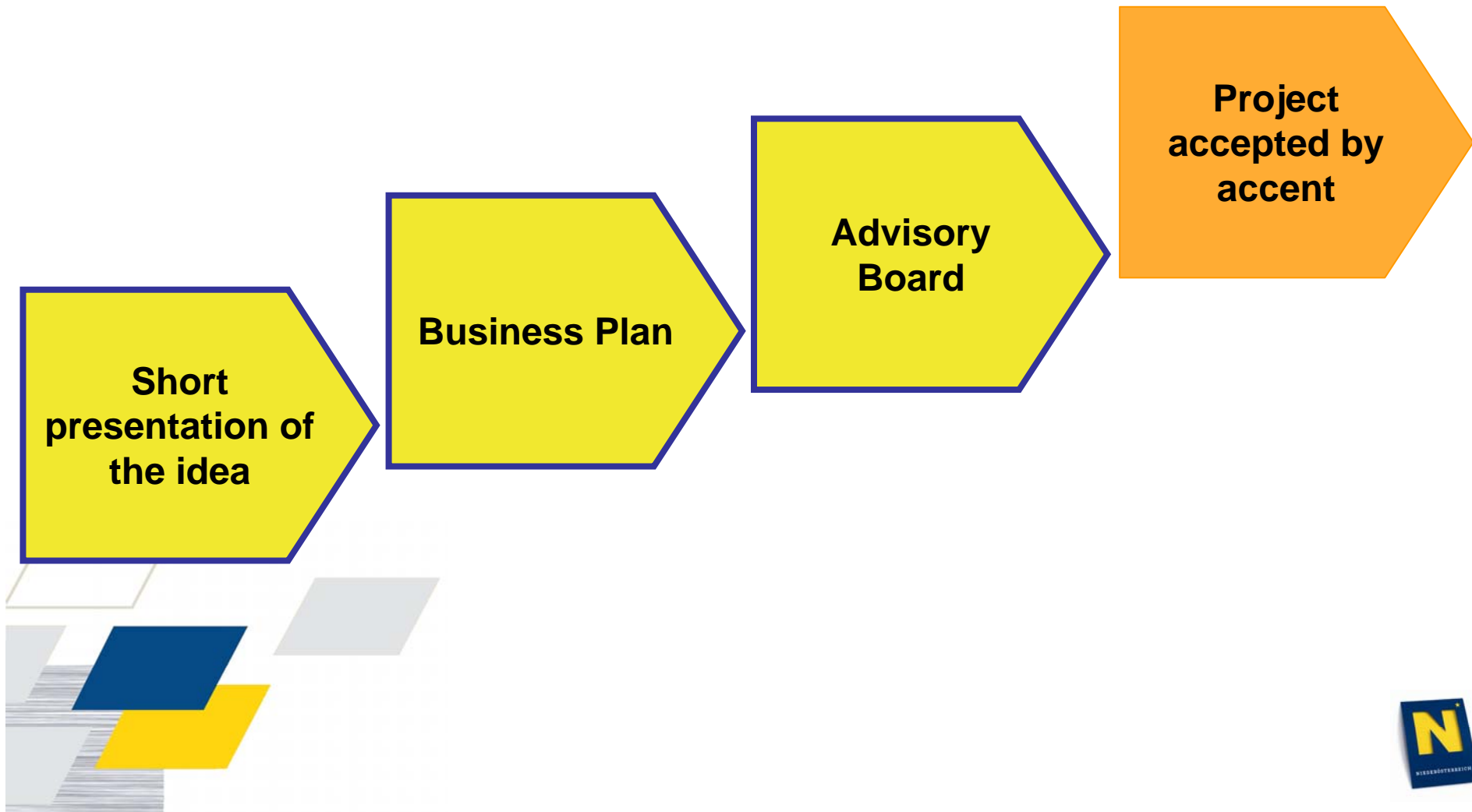
JIC Brünn



# 9 AplusB-Centres in Austria



# How to get the accent support



# 4 Pillars of Support

Duration of support: max. 1,5 years

## Coaching & Support

- Scientific Consulting
- Economic Consulting
- Financial Support

## Financing

Facilitator

## Infrastructure

- Office
- Laboratory

## Training

- Project management
- Law
- Sales
- Marketing
- HR etc.

Benefits up to €70.000+ €1.500,-- per person monthly money for living

# Project Portfolio

- 6 projects positively evaluated by accent advisory board
- Projects in the fields of
  - Biotechnology
  - ICT
  - biomedical engineering



# AplusB's Key Success Factors

- Awareness raising in the academic sector
- Support even before starting the enterprise
- Coaching/ Training/ Support more important than money
- Very low drop out rate (3%) due to intensive coaching and demanding selection procedure
- National programme with high regional specificity and commitment
- Centres near to academic institutions
- Holistic approach
  - Consulting&coaching
  - Infrastructure
  - Education&training
  - Financial support



## accent's Key Success Factors

- Very active network
  - Network partners → accent (deal flow)
  - Accent → network partners (sharing resources)
- “Lower Austrian Technology Financing Model”
- Strong support&commitment by federal government of Lower



## Conclusion – AplusB ...

- ... raises awareness for entrepreneurship in the academic field
  - increasing no. of patents
  - Commercialisation of patents
- ... increases the number and quality of academic start-ups/spin-offs
- ... generates additional money which is again invested in R&D
- ... creates regional innovative „hot spots“
- ... improves the technology transfer from universities to business



# Contact

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