



network of business incubators
and technology parks in
eastern europe and central asia

incubating innovation. together

Regional Action Plan 2007

STATUS REPORT

Regional Conference of ECAbit
September 17-20, 2007,
Yerevan, Armenia



1. Goals & objectives

2. Action areas

3. ECA projects

4. Indicators

Outline of the

eca regional action plan

Hyderabad, November 2006

■ Goals and objectives

Key issues addressed

- Diversity of members
- Limited resources of members
- Trust (our trust into our network)

Overall goal 2007

- Creating a lean and self-sustainable network infrastructure (**community framework**), which allows us to implement projects together

Objectives

- Self-sustainable framework by July 2007
- Outreach nationally and internationally
(indicator: number of members and partners)
- Need and motivation oriented: member and client motivation!
(indicator: projects)
- Minimum two active projects within the framework by July 2007

■ Activity areas (strategic focus)

■ 1) eca framework area (**community framework**)

- Network management and outreach

■ 2) eca action areas

Action areas were identified by a bottom-up approach, collecting and grouping concrete activity proposals, for which participants are ready to invest resources and to take over responsibilities.

- Learning co-operation (incubator level)
- Process co-operation (incubator level)
- Advocacy towards governments (incubator level)
- Technology transfer co-operation (client level)
- Marketing and sales co-operation (client level)

■ **Network management and outreach**

■ Network management

- ICT tools for collaboration (web-site, newsletters, thematic forums, internet conferences, Robot, etc)
- Web-site content management
- Development of the draft of management system
- Regional workshop

■ PR and outreach

■ **ECA projects**

- TCnet - **Kazakhstan, Ukraine, Russia, Turkey, Bulgaria**
- Capacity building EU program participation - **Romania, Bulgaria, Poland**
- ICT 4 strengthening BIN in ECA - **Kazakhstan, Ukraine**
- RSS feed - **Armenia, Uzbekistan**
- ECA regional benchmarking - **Kazakhstan, Kyrgyzstan, Uzbekistan**
- Technology diffusion through business incubators and universities to SMEs – **Romania as a leader**
- Sales network (pilots) - **Armenia as a leader**
- Outsourcing/Insourcing of IT work within the network - **Armenia as a leader**

■ Network performance indicators

Performance indicator	July 2006	July 2007	Expected October 2007
Full network members	12	22	28
Supportive network members	0	4	8
Network members, contributing membership fee	0	0	10
Network members, actively participating in projects or network management	2	11	14
Out of this active network members, share of active non-infoDev funded members	0	5	10
Completed network projects	0	2	3
Active projects	2	4	6
Active non-infoDev-funded projects	0	2	4
Active donors (without infoDev)	0	3	5
Anchor donor (without infoDev)	0	0	1
Share of network administration costs, funded by members (including in-kind)	0%	10%	50%
Share of network administration costs, funded by donors	100%	90%	10%
Share of network administration costs, funded by infoDev	100%	90%	40%
Share of network event costs, funded by infoDev	100%	80%	40%
PR internal (newsletters published, total)	2	9	12
PR external (publications in other events)	n/a	+2	+10
iDisc contributions News and Case Studies	0	5	10
Eca members actively contributing to iDisc website (community)	0	2	6
Eca members actively contributing to eca website (community)	0	4	14

■ Key objectives 2008

Ownership and sustainability: Voluntary services, membership fees.

Outreach: Attracting further donors for project and event financing.

Quick-win: Identifying and implementing collaborative project not or not primarily funded by infoDev.

Management: Network management office supported by one member country in 2008 as start of the rotation principle.

Community: Starting regional virtual community linked to iDisc (global).