

Student Entrepreneurship & Innovation Univerity of Bologna

ARTEC – KTO New Entrepreneurship

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Third Mission E Strategy!



UNIBO's Entrepreneurial Strategy 2022



Knowledge Transfer Office & Third Mission



It engages
in the
transference of
academic
knowledge...

Third Mission
University's aim
to contribute to the
**technological,
social & economic
development**
of the country.



transforming
Research into
productive knowledge
useful to the society



**GENERATING
SOCIAL IMPACT**



ALMA MATER STUDIORUM
UNIVERSITÀ DI BOLOGNA



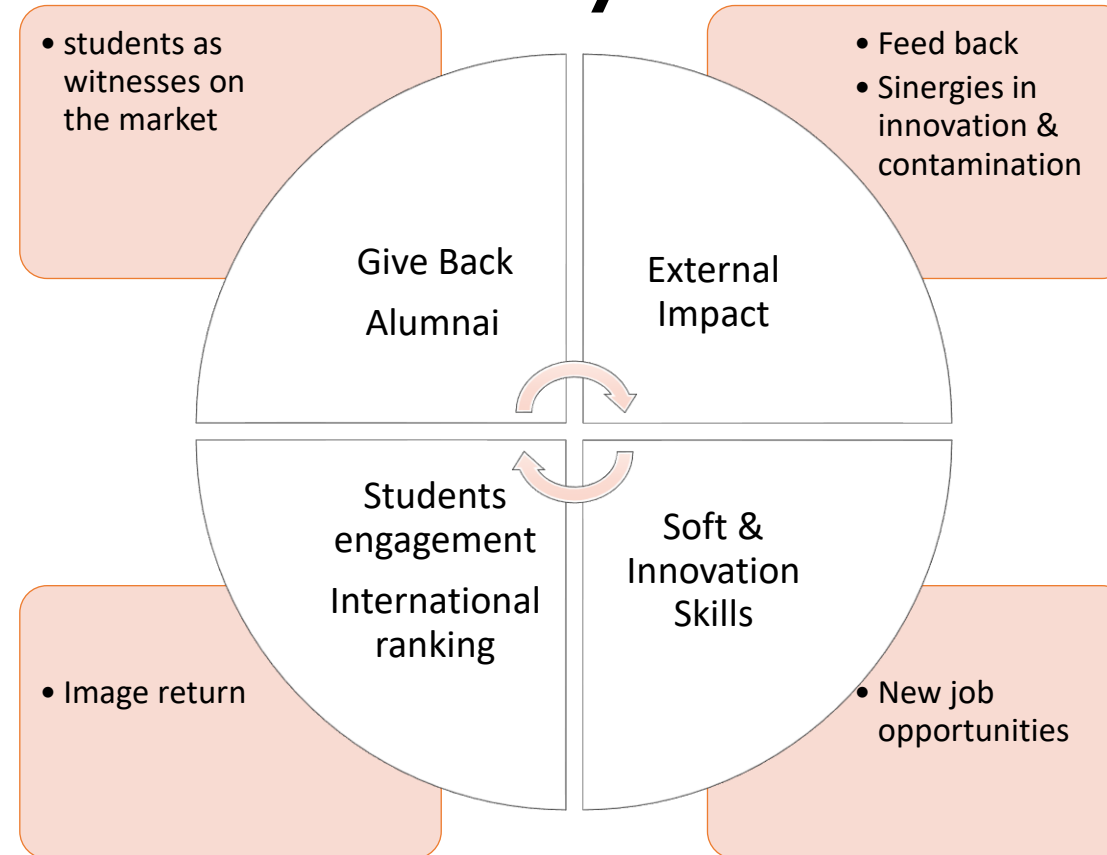
UNIBO Students based Start-Up...

Why?



UNIBO Students based Start-Up...

Why?



SPIN-OFF & startups! 2021*

46 official
university spin
off

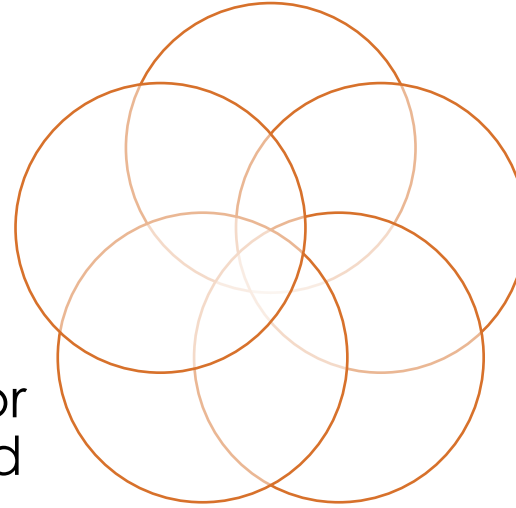
15 startup
companies

20 ml Euro
revenues

20 Incubator
participated

5 companies
backed by
Behold s.r.l

312
employees



THIRD MISSION



THE STRATEGY IN SUPPORT OF ENTREPRENEURSHIP

VISION

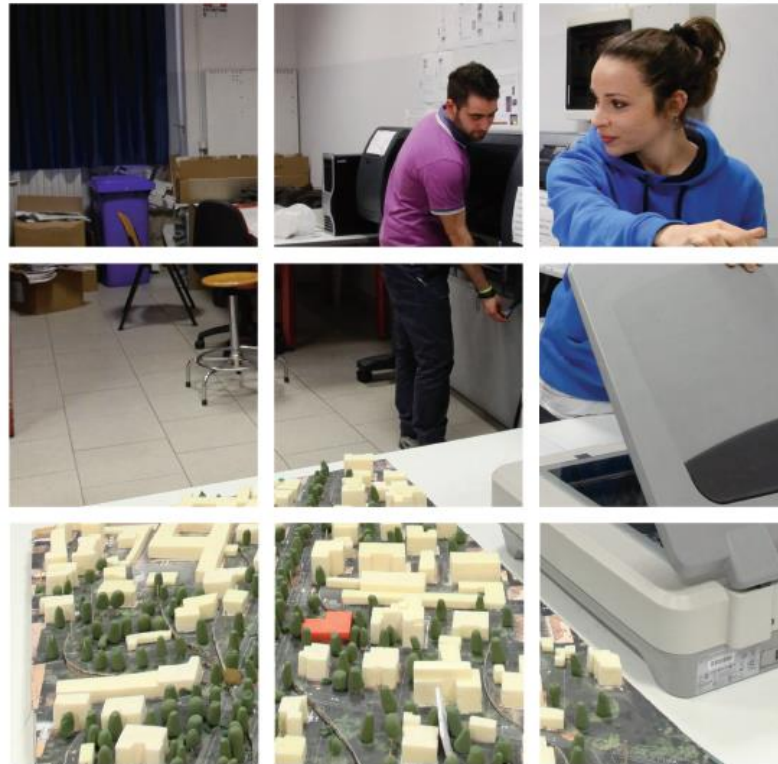
Leveraging the entrepreneurial potential of students and faculties to generate impact.

MISSION

Fostering the diffusion of **entrepreneurial culture** within the Alma Mater Community.

Promoting the commercial exploitation of university results through the creation of **SPIN-OFFS**.

Favouring the creation of students' **START-UPS**.



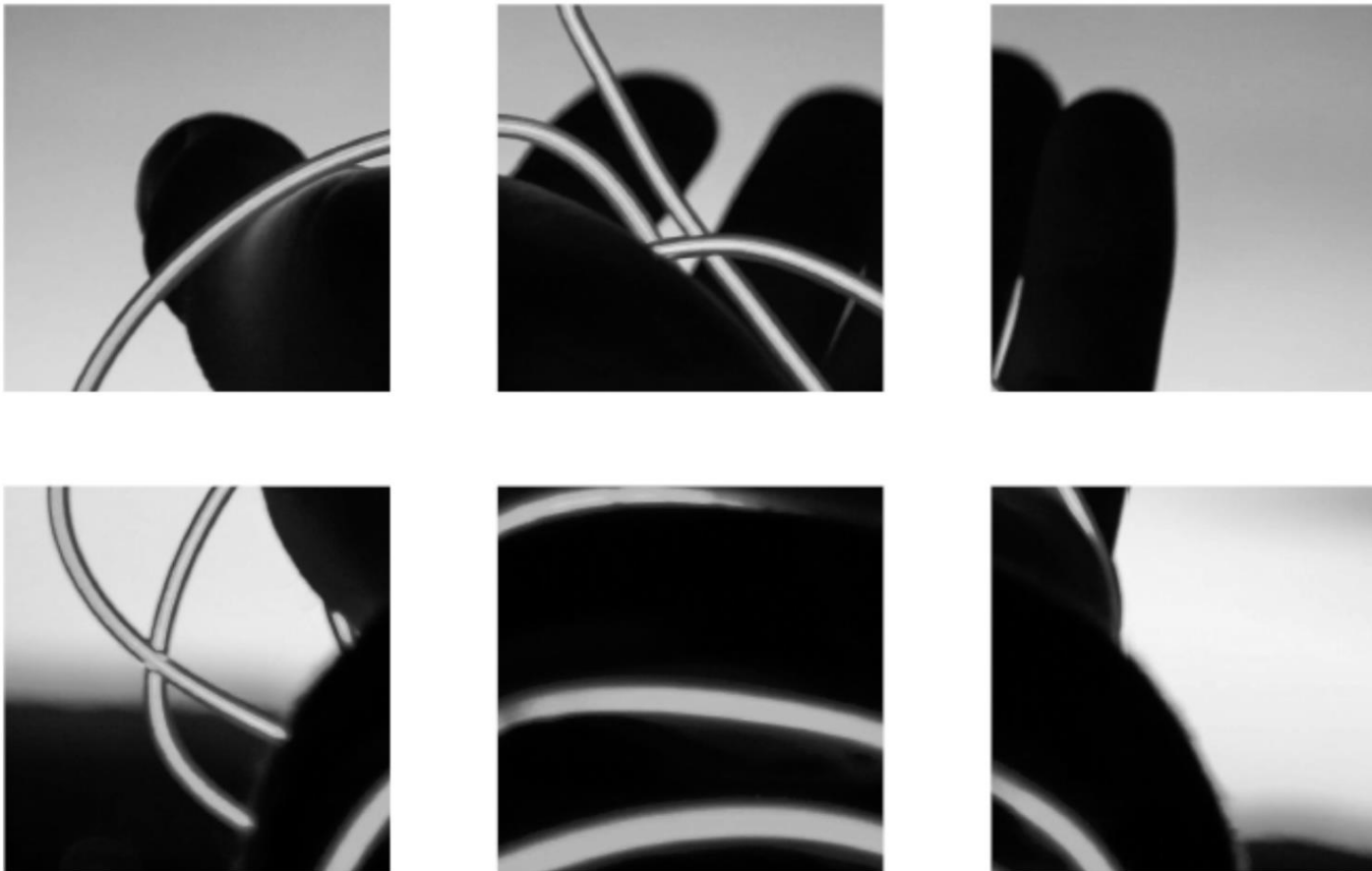
SPIN-OFFS

Research-based companies based on knowledge developed within universities, both IP and non-IP based with the involvement of the University of Bologna research community (Professors, Research Fellows, PhD students).

START-UPS

Companies started by students (undergraduates and master) and by recently graduated alumni (within 3 years from graduation) and based on competences, know-how and experiences developed during their training at the University of Bologna and with the support of the University of Bologna.

THE STRATEGY IN SUPPORT OF ENTREPRENEURSHIP IS BUILT ON 5 PILLARS



ENTREPRENEURIAL
CULTURE

1

IDEAS SCOUTING

2

BUSINESS
DEVELOPMENT

3

INCUBATION

4

GROWTH
AND SCALEUP

5

THE STRATEGY BUILDS ON 5 PILLARS

REPRESENTING STEPS OF A PROCESS THAT THE UNIVERSITY INVESTS IN TO PROMOTE ENTREPRENEURSHIP FROM INITIAL INBREEDING, ALL ALONG TO SUPPORTING THE CREATION OF NEW COMPANIES AND THEIR GROWTH.

Actions within this pillar are intended to spread the entrepreneurial culture and raise entrepreneurial awareness within the entire Alma Mater Community.

ENTREPRENEURIAL CULTURE CREATION



Actions within this area are meant to create the conditions for identifying and scouting business opportunities, targeting scholars and faculty and encouraging them to voice their ideas and share them within the broader Alma Mater community.

IDEAS SCOUTING



Business development activities are thought to help would-be entrepreneurs to assess the viability of their ideas, create prototypes, develop a proper business plan through ad-hoc training, where they get in contact with experts, people from industry, mentors and institutional investors.

BUSINESS DEVELOPMENT



Incubation activities are meant to offer support to companies to get established and run their business. Logistic services and legal and accounting consultancies are offered to entrepreneurial teams. More traditional 'pre-incubating' services, including support in business plan development and team building are provided to aspirant entrepreneurs, both students and faculty members, as well as to inventors.

INCUBATION



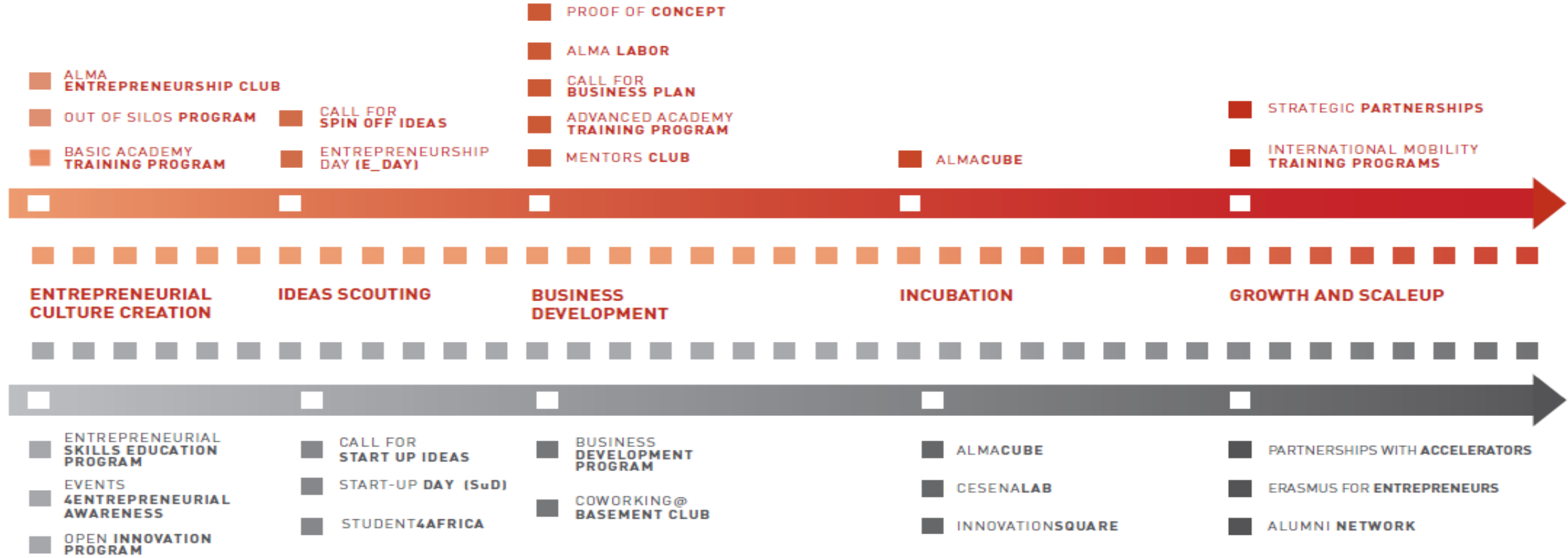
The growth of spin-off and start-up companies requires connections to networks of players who can offer the capital and the expertise to turn these companies into potential high flyers. The University of Bologna leverages on formal and informal relations with regional, national and international players (foundations, business angels, venture capitalists, banks, regional schemes and initiatives, other private and public organizations supporting entrepreneurship) to create the conditions for successful companies to grow and scale up.

GROWTH AND SCALEUP



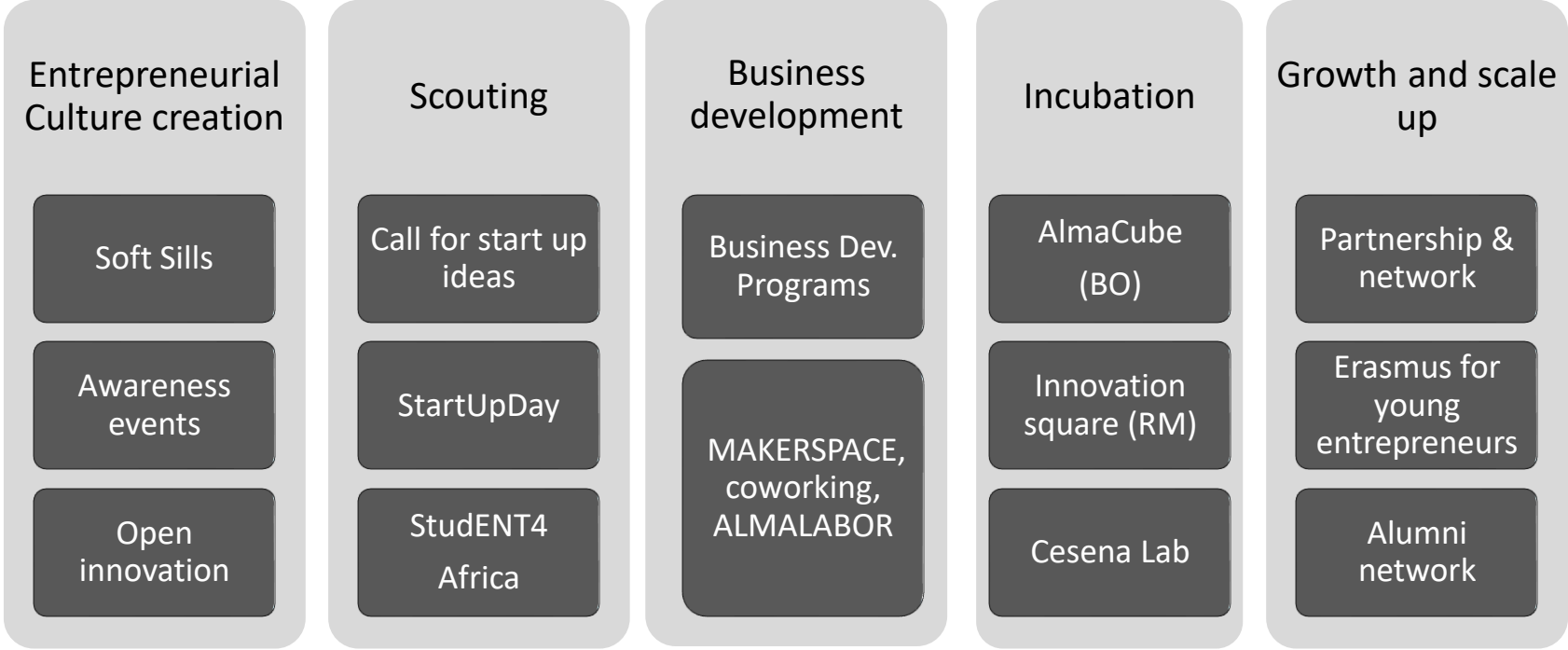
SPIN-OFF

The 5 pillars embrace different actions for 2 separate line of activities, corresponding to 2 different targets: research-based SPIN-OFFS and students' START-UPS.



START-UP

KTO program for students





- ENTREPRENEURIAL SKILLS EDUCATION PROGRAM
- CALL FOR START UP IDEAS
- BUSINESS DEVELOPMENT PROGRAM
- ALMACUBE
- PARTNERSHIPS WITH ACCELERATORS
- EVENTS 4ENTREPRENEURIAL AWARENESS
- START-UP DAY (SuD)
- COWORKING@BASEMENT CLUB
- CESENALAB
- ERASMUS FOR ENTREPRENEURS
- OPEN INNOVATION PROGRAM
- STUDENT4AFRICA
- ALMALABOR
- INNOVATIONSQUARE
- ALUMNI NETWORK
- I-CULT

START-UP

ENTREPRENEURIAL CULTURE



IDEAS SCOUTING



BUSINESS DEVELOPMENT



INCUBATION



GROWTH AND SCALEUP



ENTREPRENEURIAL CULTURE CREATION

Actions within this pillar are intended to generate an entrepreneurial culture and raise entrepreneurial awareness within the entire Alma Mater community.

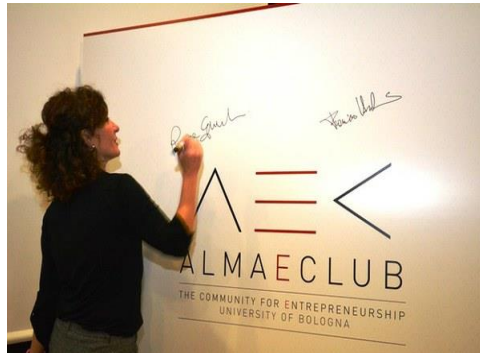
START-UP

- ENTREPRENEURIAL SKILLS EDUCATION PROGRAM
- EVENTS TO RAISE ENTREPRENEURIAL AWARENESS
- OPEN INNOVATION PROGRAM

ACADEMIC STAFF ENTREPRENEURSHIP: ALMAECLUB

More than **300 faculty** members from 23 different Departments. 4 think thank:

1. Funding Entrepreneurship
2. Alumni
3. Training
4. Relations with the eco-system



Projects - Challenge //

206

**projects developed by students, young graduate students and company teams*

- 6 *CBI & SUGAR*
- 10 *Embedded & PopUp*
- 2 *Embedded Ricerca*
- 3 *Embedded Bi-rex*
- 3 *Coaching*
- 3 *Beta Business*
- 18 *Talent Incubators: CRIF (13), Banijay (5)*
- 15 *Programmi con esterni: ICARO (7), TACC (5), Ciheam Master (3), UNA Futura (24)*
- 139 *Corsi Università: BPE (25), PPA (10), INAF (9), Tech Entrepr (15), Org GRU (80)*
- 10 *Open Innovation Start-Up: Creative Camps (5), Greenathon (5), Amadori (1)*





“Innovators” trained //

***students & Co.**

1700+

- 30 *CBI & SUGAR*
- 100+ *Embedded & PopUp*
- 5 *Embedded Ricerca*
- 30+ *Embedded Bi-rex*
- 19 *Coaching*
- 10 *Beta Business*
- 62 *Talent Program: CRIF (47), Banijay (15)*
- 112 *Professor Unibo: Design Thinking for education (44+39+29)*
- 400+ *Corsi Uni: BPE (170), INAF(60), Technology Entrepr (90), PPA (70), Org e GRU (145),*
- 250+ *Other programmes: Design Your Life (15*3+15+25), Creative Camps (20), Start-up Day (150)*
- 385+ *External programmes: ICARO (80), TACC (40), Ciheam(15), UNA Futura(222), BBS [Camst (30), Carraro (100), Food and Wine (10), Regione Emilia Romagna (30), Open innovation (30), GMBA (45) WIL (30), Leadership in action (20) || Futura il cohousing sociale (15), Fitstic (30)*

Students' disciplines

- **Business and Management**
- **Design**
- **Engineering**
- **Humanities**
- **Informatics**
- **Law**
- **Medicine**
- **Political Sciences**
- **Sciences**
- **Statistical Sciences**

Inside organizations

- **CRIF**
- **Credem**
- **Barilla**
- **Interporto**
- **Bologna**
- **CIHEAM**
- **Uni Bari**
- **Uni Cote d'Azur**
- **Rekeep**

2 IDEAS SCOUTING

Actions within this area are meant to foster the identification and scouting of business opportunities, targeting scholars and faculty and encouraging them to voice their ideas and share them within the broader Alma Mater community.

START-UP

- CALL FOR START UP IDEAS
- STARTUP-DAY
- STUDENT 4 AFRICA



2
IDEAS SCOUTING

7 editions (since 2015),

2021 online edition:

- 18,000 views and over 2000 participants
- more than 100 speakers
- 60 partners including investors, accelerators and incubators
- 54 accredited startups and spin-offs
- 168 presented startup ideas
- 30 selected ideas
- 12 patent prototypes
- 10 innovative start up

Aim: contamination, Networking, Awareness raising

Winners will be part of the PDA training on entrepreneurship

STARTUP DAY



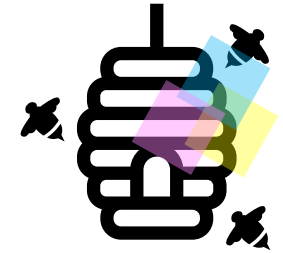
3 BUSINESS DEVELOPMENT

Business development activities are thought to help would-be entrepreneurs to assess the availability of their ideas, create prototypes and develop a proper business plan through ad-hoc training where they get in contact with experts, people from industry, mentors and institutional investors.

START-UP

- BUSINESS DEVELOPMENT PROGRAMS
- MAKERSPACE, coworking, ALMALABOR

ALMALABOR



makerspace + co-working = innovation



Design and prototyping services in the University of Bologna (AlmaLabor)



Coworking & Training

training courses, awareness campaign and mentoring to support the launch of innovative projects and to structure the business idea

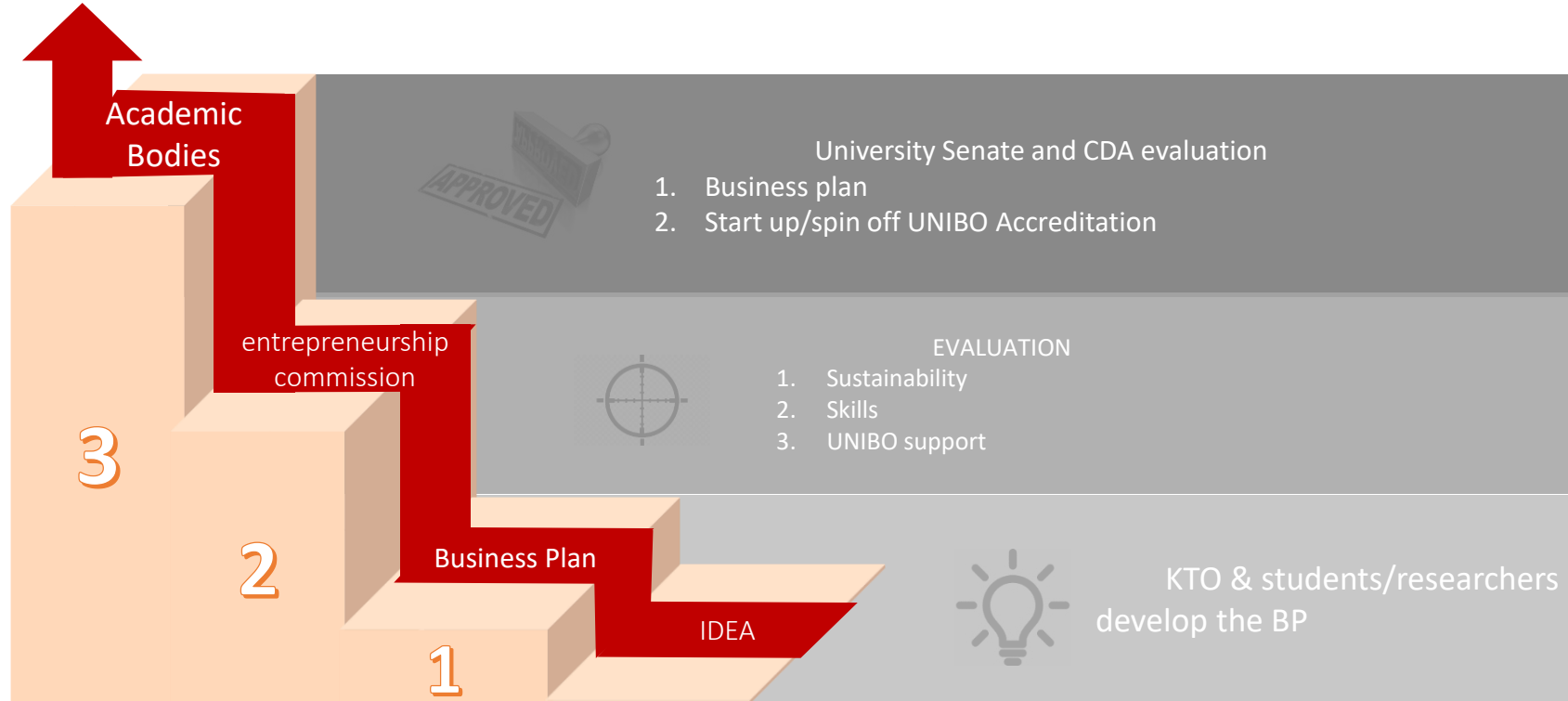


Maker Space

prototyping laboratory to create prototypes of business ideas, equipped with 3D printers, carpentry equipment, electronic materials

Affiliation as University's Start Up/Spin Off

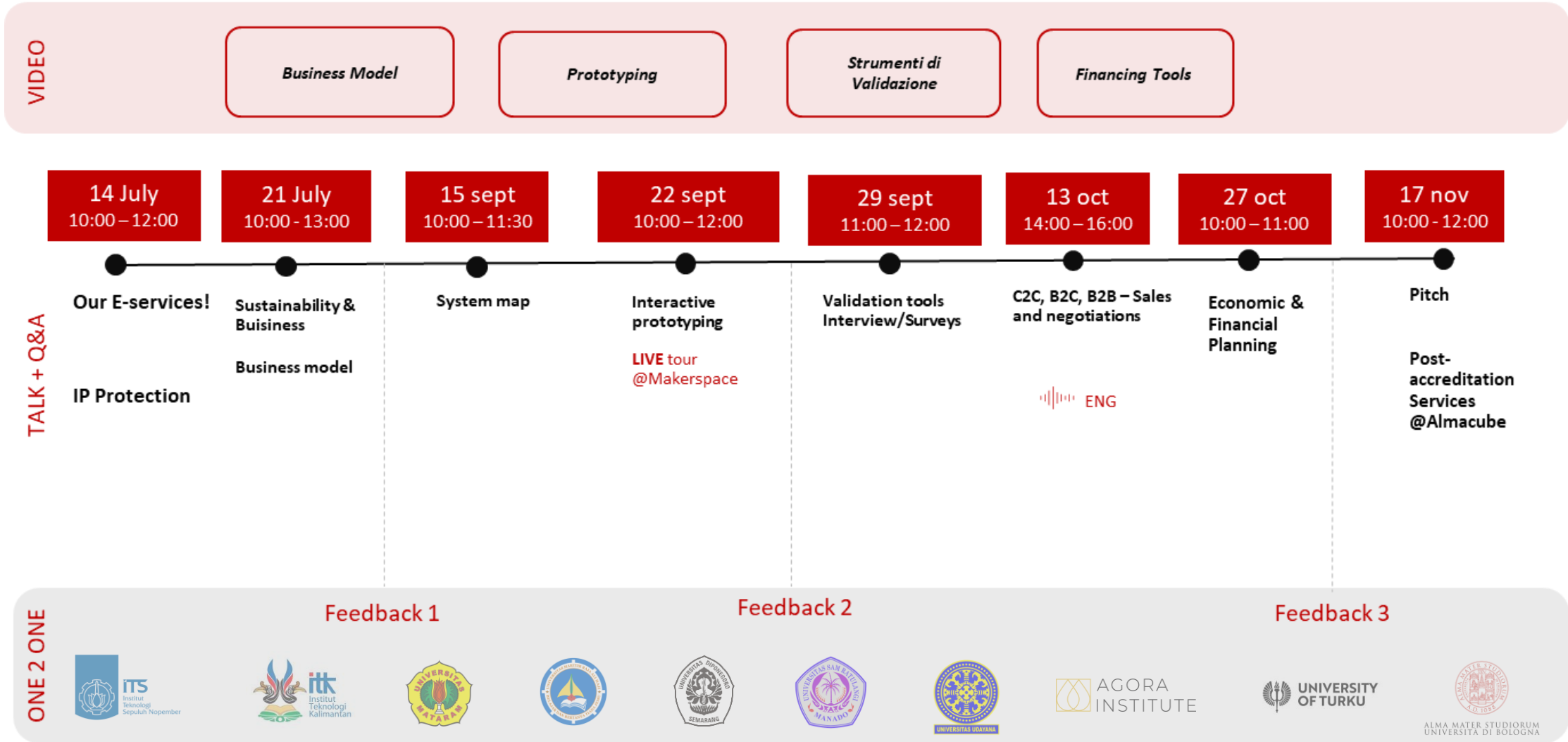
START UP /Spin off UNIBO



Recognition of the derivation of the business project from a path/reasearch carried out in UNIBO



PDAI - Programma di Accensione Imprenditoriale



4

INCUBATION

Incubation activities are meant to offer support to companies as they get established and run their business. Logistic services and legal and accounting advice are offered to entrepreneurial teams. More traditional «pre-incubation» services, including support in BP development and team building are provided to aspirant entrepreneurs

START-UP




- Makerspace
- Visibility on UNIBO website
- Ad hoc trademark

SPIN-OFF

- Makerspace
- Visibility on UNIBO website
- Ad hoc trademark
- Use of research equipments

START-UP

4 INCUBATION

<p>Almacube</p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Spin-Off Incubating services and business development</p> </div> <div style="text-align: center;">  <p>Startup 1-year training and incubation for sustaining new entrepreneurial ideas (mentoring, consulting and office space).</p> </div> <div style="text-align: center;">  <p>Open innovation Open Innovation programs bringing together innovative startups with companies</p> </div> </div>			<p>Cesenalab Incubator Located in Cesena</p>
			<p>InnovationSquare Incubator located in Rimini</p>



5 GROWTH AND SCALE UP

The growth of spin-off and startup companies requires connections to networks of players who can offer the capital and expertise to turn nascent companies into high-flyers. The University of Bologna leverages formal and informal relationships with regional, national and international players (foundations, business andgels, venture capitalists, banks, regional schemes and initiatives, other private and public organizations supporting entrepreneurship) to create the conditions to grow and scale up.

SPIN-OFF START-UP

- Partnerships with accelerators
- Erasmus for entrepreneurs
- Alumni Network
- International mobility and training programs



Ispiriamo il tuo futuro, diamo spazio alle tue idee

L'Università di Bologna valorizza la ricerca, coltiva i talenti e ti affianca dalla formazione allo sviluppo del tuo progetto d'impresa

<https://site.unibo.it/idea/it>