

BIT Center Tuzla

**BUSINESS INNOVATION
AND TECHNOLOGY**

**How to attract
and serve good
incubator
companies**



BIT Business Incubator

- Established in October 2005

- Today in BIT Incubator:
 - 20 companies, 1 idea developer project and 1 applied research project
 - 101 people work in BIT Center
 - 70% of people holds University degree
 - Average years are 31 (13% woman)
 - 3 applicants are waiting to enter BIT Incubator

BIT Business Incubator

□ Results 2005-2010

- BIT Business Incubator was a host for more than 30 companies, 5 idea developer projects and 1 ICT Lab,
- 101 people is working in BIT and more than 50 are working in companis that moved out, totaling 151
- 62 young people got their first job in BIT Center companies

BIT Training Center

- ❑ Established in May 2007
- ❑ Implementation of high quality and practical ICT trainings is done by two companies placed in BIT Center
- ❑ In last three years more than 2000 people got ICT education in BIT Training Center
- ❑ First Oracle and Sun Academy in region is established in BIT Trening Centre

BIT Research Center

- Not established yet, but we made first steps
 - October 2006 - Atmel Co. sets joint laboratory together with EE Faculty. NMFA supported expansion of laboratory for DSP.
 - May 2007 – first company connected to laboratory registered by two students
 - November 2007- first Faculty research group enters BIT Center
 - Engagement of students that work with Professors has been proven as a win - win combination, and the first step to creating first University spin - off companies in the region

Back to the title

- The incubator needs to have a profile
- Market an incubator
- Listen carefully, be inspired and inspiration
- Incubator staff needs to anticipate needs of tenants
- The best will attract others
- Your tenants are your BEST Ambassadors
- Networking, networking, networking...



You need to be **recognizable** in order to be **recognized**, or why BIT Center had this success

- Support from Norwegian partners in know-how, finance and network and open cooperation with local partners is first key to success.
- Second key for success is that:
 - BIT Center managed to establish a recognizable arena for starting up new ICT companies, and supporting innovation and growth in young technology companies.
 - BIT Center managed to be accepted as a reliable host for young ambitious entrepreneurs and professionals in their struggle for building their own future

BIT Center Tuzla



*Wishing you a joyful holiday season and a New year
blessed with health, happiness and success.*

*Želimo Vam vesele predstojeće blagdane i Novu godinu
blagoslovljenu zdravljem, srećom i uspjehom.*

Thank you for your attention!