

Nikos

Dutch Institute for
Knowledge Intensive Entrepreneurship

University of Twente

Creating Entrepreneurial
business know how for high
tech high potential business in
Networks

case: Venture Lab Twente

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University of Twente
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VentureLab Twente: High-tech / High potential business development

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This project is made possible by contributions of the European Union and the Province of Overijssel



Why VentureLab Twente?

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Motivation of VentureLab promoters

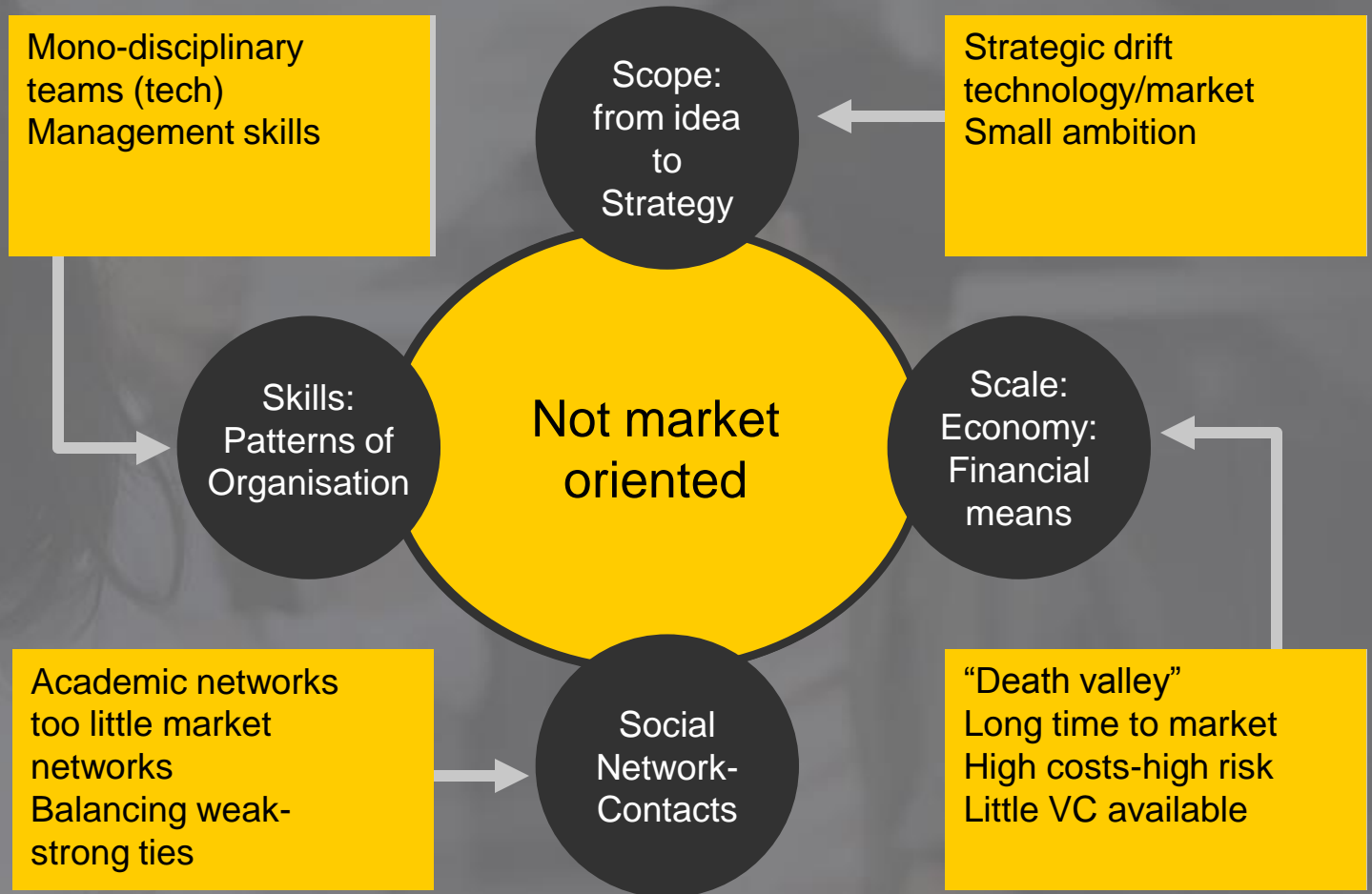
- Economic development & Employment
- Need for fast growing successful companies
 - Increase average of 10 fte / spin off company
- Research on entrepreneurship (Nikos)



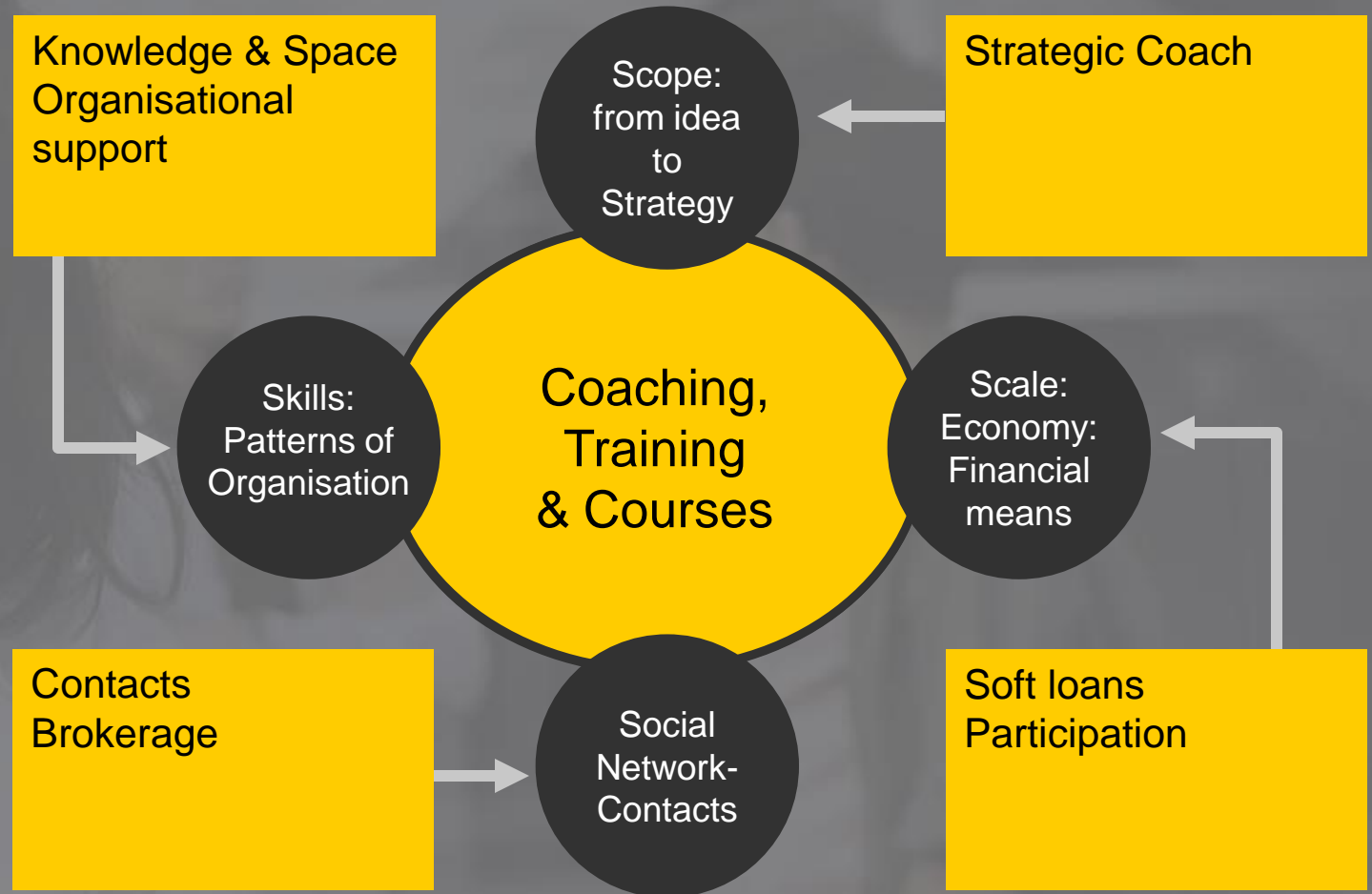
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Reasons for small growth



Support instruments





Four success factors for growth*

(Leuven, Stanford, Cambridge)

1. Entrepreneur high ambition
2. Product and market with large (world) potential
3. Multi disciplinary entrepreneurial team from beginning
4. Sufficient venture capital in early phase

* Martijn Enter; Identifying factors that contribute to high-growth knowledge intensive ventures; Nikos , February 2006

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What is VentureLab Twente? – the Design

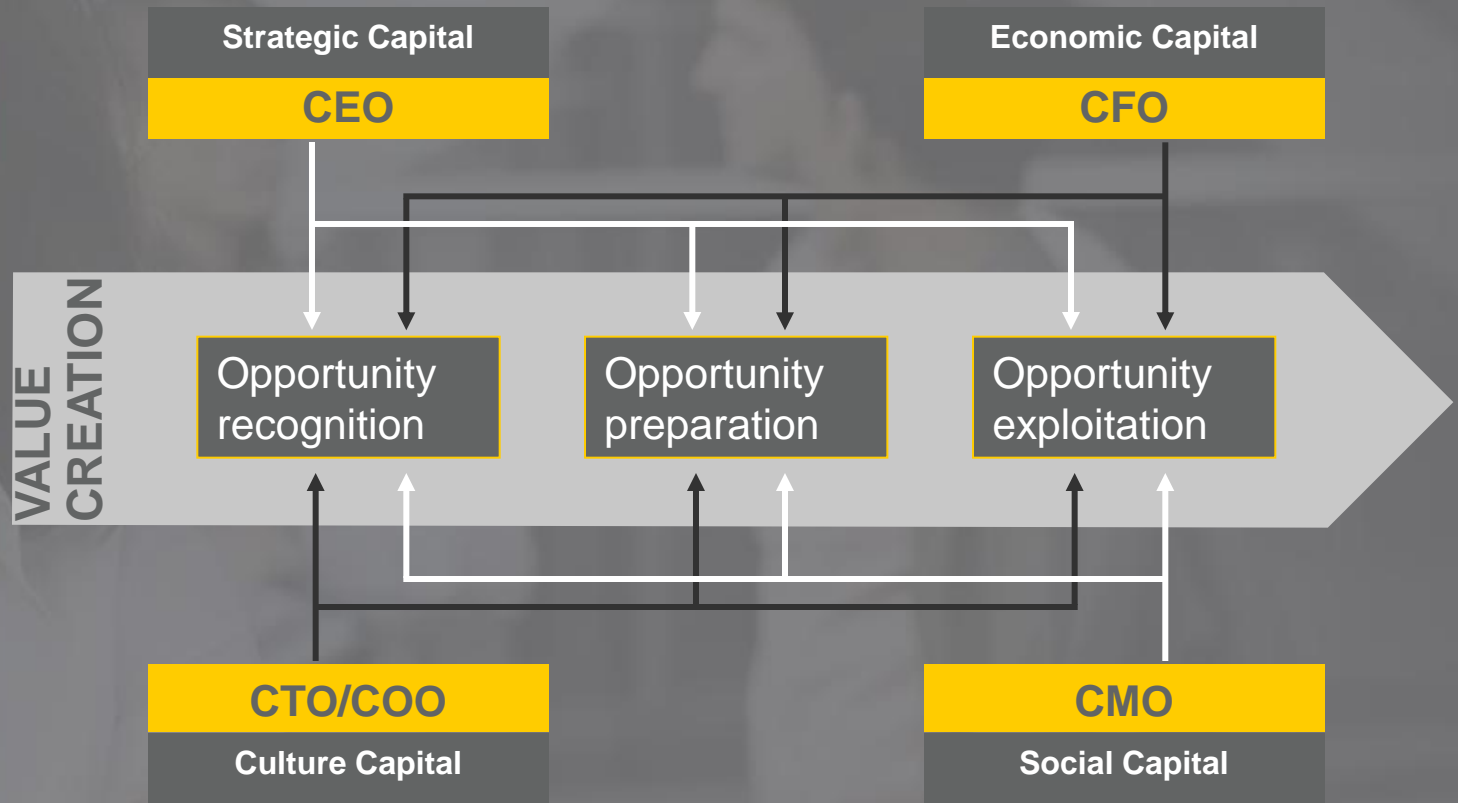
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Training program

Follows the value creation process
in relation to 4S model and 4 teamroles



Characteristics of VentureLab Twente Ventures



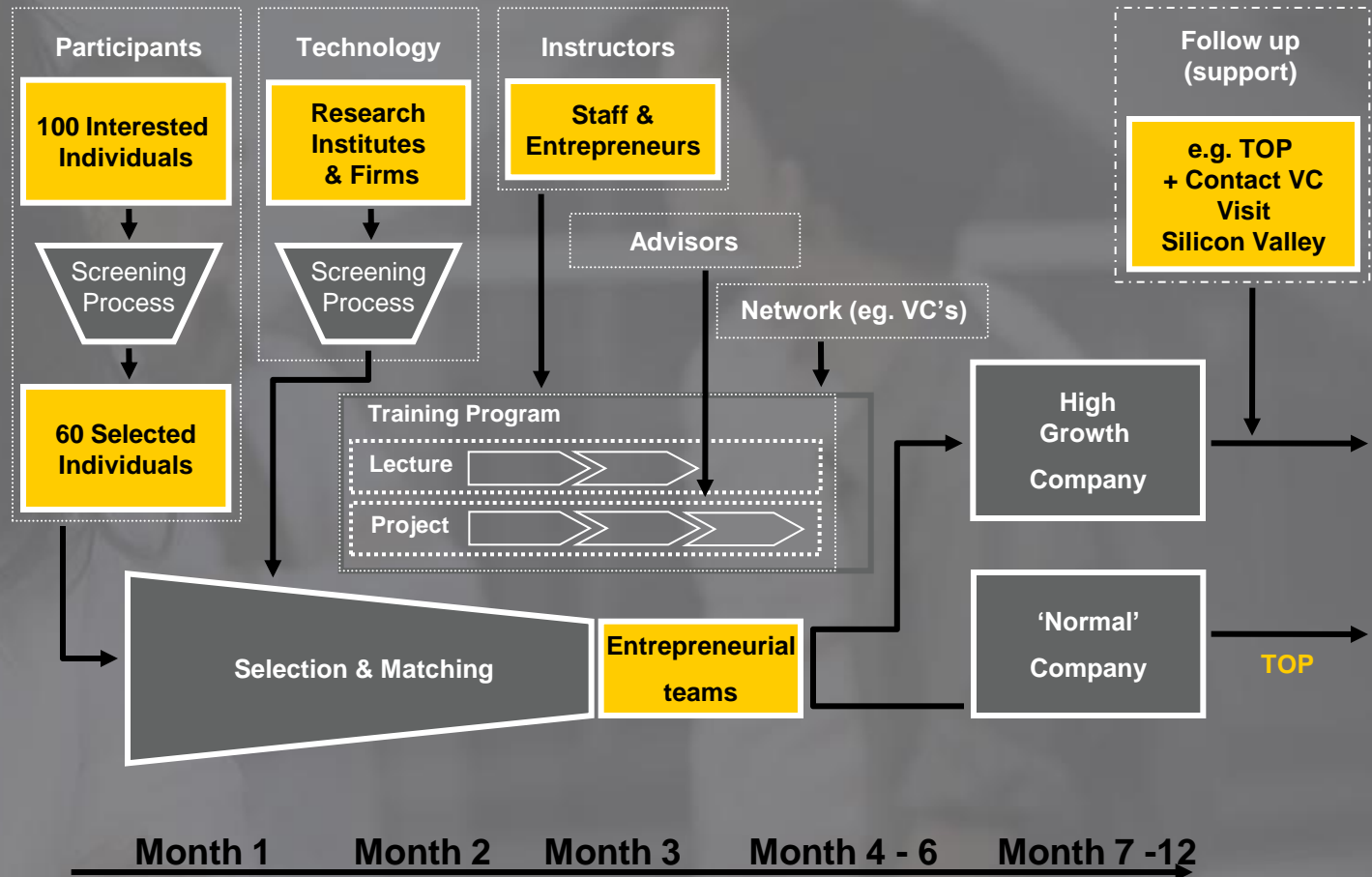


VentureLab Twente characteristics

- Focus on high-tech / high growth
- From early phase to business realisation
 - Opportunity recognition
 - Business Model
 - Business Plan
 - Company start up
- Building entrepreneurial competences
- Building entrepreneurial team →
- Worldwide networking
- Group approach in own office facilities



Design VentureLab Twente





Expected Results of Project

- 12 groups of 30 participants: 360
- 210 new companies started (58%)
- including 30 companies with high growth potential (8%)

After 5 years

- 157 companies survive (75%)
- including 15 high growth (50%)
- Ca 2850 new jobs
- including 1500 in high growth companies





Unique approach

- Early stage support from (international) trainers, coaches and experts
- Building of and working with multidisciplinary entrepreneurial teams
- Being part of a dynamic and large technology entrepreneurial community, including connection to an interesting technology base and facilities

