

INNO-Views Policy Workshop

Supporting “gazelles” in Europe:

How to design policies addressing fast growing SMEs in Europe?

Tallinn, 26-27 April 2007

Radisson SAS Hotel
Rävala pst.3, 24th floor
10143 Tallinn, Estonia

Workshop Programme (final)

This workshop is supported by



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Scope of the workshop

Fast growing companies, the so-called “gazelles”, are considered as a driving force for competitiveness, innovation and employment. In most countries, 3-5% of the fastest growing enterprises account for the majority of all new jobs. However, empirical evidence suggests that the majority of new firms neither innovate nor grow, nor will they even intend to do so. For example, in Finland only 5-10% of new firms can be considered innovative.

In the light of the above, increasing the number of potential gazelle companies and ensuring their growth possibilities would appear to be a prime policy objective for most governments. Yet, few policy measures are directly targeted at potential or existing gazelle companies. This raises the question how the emergence of gazelles can be further fostered and what is the role of public policy in promoting the development of gazelles.

This first INNO-Views Workshop aims to better understand the driving forces and barriers for gazelles and clarify the scope for effective policy measures in support of high-growth firms. Policy-makers and experts, business support organisations and financiers as well as successful entrepreneurs are invited to present their views and to discuss the scope for policy actions to stimulate the creation of more ‘3 stars firms’ in Europe. The workshop outcomes will directly support the European Commission in its task to define policy guidelines for innovation and growth.

April 25th, 2007, 20:00 Informal come together

April 26th, 2007

9:00 – 13:00 Session 1

Introduction & Setting the Scene

Topic: What makes gazelles growing faster than the industry average?

INNO-Grips¹ produced a mini-study on gazelles as background paper for this session. The gazelles scoping paper produced by the Europe INNOVA Sectoral Innovation Watch will serve as additional input. The speakers and participants will discuss the importance of fast growing enterprises for innovation and competitiveness and identify the scope for policy actions to stimulate the growth of potential gazelles.

- 9:00 – 9:15** Madis Vooras, *Director for Technology Development, Enterprise Estonia*
Welcome address
- 9:15 – 9:30** Kimmo Halme and Rolf Reiner, *INNO-Views project*
An introduction to INNO-Views Policy Workshops
- 9:30 – 10:00** John Rigby, *The University of Manchester (UK), INNO-GRIPS project*
Summary of INNO-GRIPS “Mini-study on gazelles”
- 10:00 – 10:30** Klaus Friesenbichler, *Österreichisches Institut für Wirtschaftsforschung – WIFO (Austria)*
Are Gazelles more innovative? Some preliminary results from the Innovation Watch/Systematic project
- 10:30 – 11:00** Erkkö Autio, *Imperial College London (UK)*
Support initiatives for high-growth SMEs – lessons learned and recommendations for improved policies
- 11:00 – 11:30** ***Coffee Break***
- 11:30 – 13:00** Panelists: Erkkö Autio – Klaus Friesenbichler – John Rigby – Jörg Walden, *iPoint-systems GmbH (Germany)*
Moderator: Alasdair Reid, *Technopolis Group (Belgium)*

¹ INNO-Grips is a PRO INNO Europe project compiling and analysing existing studies world-wide as well as information on innovation policy making, business innovation and academic discussions

Panel Discussion on Gazelles**12:30 – 14:00** *Lunch***14:00 – 17:30 Session 2*****Policies in support of Gazelles*****Topic: Which policy framework is needed to create a supportive environment for gazelles?**

Examples of the most critical needs of potential gazelles (incubation, access to finance, etc.) and the required policy responses will be presented and further discussed. The discussions will focus on which policies matter most for gazelles and which policy approach promises best results. This includes the question whether, and if, how existing support mechanisms should be geared more towards the needs of firms with high growth potential.

- 14:00 – 14:30** Jens Lapinski, *Library House Cambridge (UK)*
Entrepreneurial culture – the socio-economic environment needed to support gazelles
- 14:30 – 15:00** Jelena Angelis, *Oxford Innovation (UK)*
Incubation and entrepreneurship: the importance of social communities
- 15:00 – 15:30** Robert Sanders, *EBN, Europe INNOVA network (Belgium)*
How the “gazelles” can outrun the “lions” - High-growth SMEs in regional clusters
- 15:30 – 16:00** ***Coffee Break***
- 16:00 – 17:00** Panelists: Jens Lapinski – Robert Sanders – Gerard Bonnes, *Eurooffice* – Mieke Bakkenes, *Ministry of Economic Affairs (The Netherlands)*
Moderator: Thomas Liljemark, *inno Scandinavia (Sweden)*
Round Table “Policies in support of gazelles”
- 17:00 – 17:30** Elke Van Tendeloo, *European Commission - DG Enterprise and Industry, Unit Innovation Policy Development*
Towards a European Innovation Platform for Knowledge Intensive Services: call for a new innovation policy initiative
- 19:30** ***Evening Dinner***

April 27th, 2007

9:00 – 11:45 Session 3

Promoting excellence

Topic: How can innovation excellence be best promoted in Europe?

The session will explore how policies need to be designed in order to promote excellence. To this end, gazelle companies as well as a business angel will share their practical experience and policy expectations. Furthermore, discussions will focus on the selectivity of gazelle policy in comparison with SME policy, the importance of innovation management for gazelles as well as on what (potential) fast growing enterprises can learn from the knowledge base (universities/business schools).

- 09:00 – 09:10** Rolf Reiner & Kimmo Halme
How to start the second day?
- 09:10 – 09:30** Jörg Walden, *iPoint-systems GmbH (Germany)*
The story of iPoint-systems: successes and challenges faced
- 09:30 – 09:50** Toomas Talts, *AS Regio Ltd. (Estonia)*
An Estonian success story
- 09:50 – 10:15** Uffe Bundgaard-Jørgensen, *Gate2Growth InvestorNet (Denmark)*
How to feed Gazelles? Access to finance for fast growing innovative SMEs
- 10:15 – 10:45** ***Coffee Break***
- 10:45 – 11:05** John Ventham, *High Growth Company Support at PERA (UK)*
The selectivity of gazelle policy
- 11:05 – 11:25** Eva Diedrichs, *A.T. Kearney GmbH (Germany)*
IMP³rove – the importance of innovation management for gazelles
- 11:25 – 11:45** Joachim Hemer, *Fraunhofer Institute for Systems and Innovation Research ISI (Germany)*
From a Lifestyle Perspective to a Gazelle's Dynamic - Ideas on new policy instruments to spur growth of knowledge based start-ups

9:00 – 11:45 Closing Session

Lessons learned

- 11:45 – 12:30** Thomas Liljemark, *ino Scandinavia (Sweden)* and Alasdair Reid, *Technopolis Group (Belgium)*
Summary of the workshop – final discussion
- 12:30 – 13:00** Reinhard Büscher, *European Commission - DG Enterprise and Industry, Head of Unit Innovation Policy Development*
Conclusions and next steps
- 13:00 – 14:00** ***Lunch buffet***

INNO-Views

INNO-Views policy workshops establish a dialogue between public authorities, analysts, industry and academia to explore new or better innovation policy instruments for Europe. The workshops have the objective to explore innovation themes related to actual and forthcoming needs of European innovation policies. On average, 4 workshops are organised per year. The workshops bring together 30-40 relevant professionals and are organised on the basis of personal invitations only. Workshop results are published on the PRO INNO Europe website (<http://www.proinno-europe.eu>).

Any requests, recommendations and suggestions of themes, experts and locations for further workshops are welcome and should be directly addressed to INNO-Views:

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