

TEAM SUCCESS STORY

PROGRAM: MIT REGIONAL ENTREPRENEURSHIP ACCELERATION PROGRAM

COHORT 1: 2012-2014

REGION: ANDALUSIA, SPAIN

TRANSLATE, CONVENE, EDUCATE



Transitioning from a service-based “Gold Coast” to a knowledge-based economy



REAP Andalusia team members and MIT faculty.

ANDALUSIA, SPAIN: REGION AT A GLANCE

- Largest region in Spain (over 8 million people)
- Ranked third in Spain in science and number of firms (after Madrid and Barcelona)
- Entrepreneurship-friendly regional government
- Strong agriculture, tourist, and renewable energy sectors
- High number of graduates in STEM fields
- World-class infrastructure
- Critical mass of young people and social activity
- Low labor costs
- Government incentives
- Healthcare is a flagship service of regional government

“MIT REAP helped us see how to link our region’s innovation capacity with the entrepreneurship capacity. The program gave us all the tools to create an environment that really fosters innovation-driven entrepreneurship.”

—Lourdes Nunez Muller,
REAP Andalusia Team Champion,
Director of Knowledge Transfer,
Parque Tecnológico de la Salud (PTS)

The autonomous region of Andalusia has great economic potential. It is the largest region in the country and is home to over eight million people. Its accomplishments in tourism, manufacturing, and industry have made a significant contribution to Spain’s success within the European Union.

CHALLENGE AND OPPORTUNITY

Despite the highly educated workforce, world-class infrastructure, and low labor costs, Andalusia struggled with a high rate of unemployment, barely developed R&D and tech sectors, and lack of global commercial ambition. Regional government and business leaders recognized these challenges and sought to address them collaboratively.

The team set out on the REAP program with the objective of assessing the Andalusia entrepreneurial ecosystem and capacity, and making recommendations for how to improve it in a sustainable manner.

STRATEGY AND ACTION

Andalusia’s initial REAP team included representatives from each of the five sectors in the REAP Innovation Ecosystem Stakeholder Model—entrepreneur, risk capital, corporate, government, and university. Team members needed to meet three key criteria: expertise in their fields; ability to make an impact via the REAP strategy and to facilitate action in their departments; and finally, entrepreneurial vision and understanding of the regional innovation ecosystem.

The team focused on two strategic initiatives—Voice of the Entrepreneurs, daylong workshops with the goal of identifying the real needs of entrepreneurs in the region, and creating a Public-Private Partnership (PPP) called Andalusia Open Future with Telefónica, the leading Spanish telecommunication provider. Andalusia REAP team identified strategic sectors to emphasize, including agro-tech, health, clean energy, aero, and ITC. The team also planned to create a health sciences accelerator in Granada Health Technology Park, an innovation center that focuses on health, broadly defined to include biotech, pharmaceuticals, medical devices, diagnostics, and digital health.

PROGRESS AND SUSTAINABILITY

REAP Andalusia team has much to show for its efforts during the program. They engaged student-entrepreneurs with an interest in participating in the MIT Founders Skills Accelerator, which allowed the young team to organize their business proposition and articulate future plans. Moreover, the student team was selected by CaixaImpulse, a prestigious program in Spain that supports development of bio-health projects.

In 2016, the European Commission has green-lighted ACTTiVate, a three-year-long project funded by the European Union to support innovation in small and medium-sized enterprises and foster the smart reindustrialization of Europe. Granada Health Technology Park (PTS Granada) will be one of the key participants in this project.

The ACTTiVate project will benefit Andalusia's entrepreneurs in immediate and tangible ways by providing direct funding for innovative small- and medium-sized enterprises (SME). Competitive calls will be launched in the proposed technology areas. Thirty winning projects each will receive an amount of up to 50.000€ from a total of a 1,5M€ from the project budget. The selection criteria will consider each project's technical feasibility and viability, and its socioeconomic impact. Investment rounds will be organized to raise private funding to multiply the effect of public investment. ACTTiVate will also conduct activities aimed at creating a favorable environment for SME innovation: brokerage events, mentoring, coaching, and mobility and exchange programs, and large-scale project demonstrations, among other initiatives.

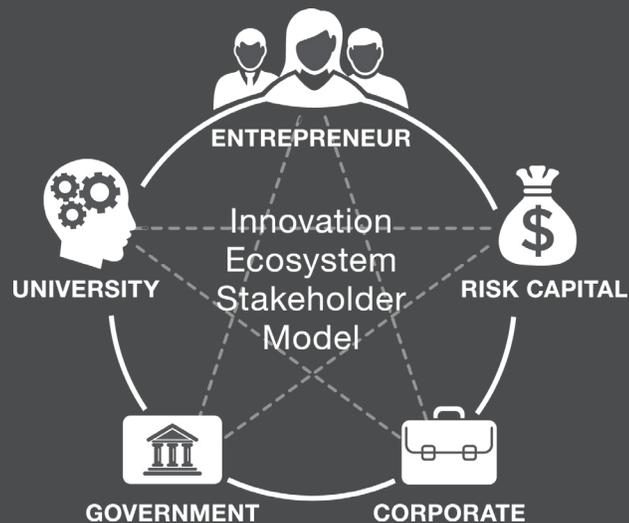
The Granada Health Technology Park (PTS Granada) will participate as a health related cluster organization, bringing together groups of IDEs in this sector for exploring, defining, and developing innovative applications and services for new cross-sector and cross-border value chains. PTS Granada will lead "large-scale demonstrators, validation and impact assessment," aimed at testing the feasibility of the innovation strategies proposed by the project, as defined by WP.6, the United Nations Economic Commission for Europe (UNECE) Working Party on Regulatory Cooperation & Standardization Policies.

The REAP Andalusia team is part of the Global Innovation Network (GIN) and has either established or is soon to launch premium acceleration centers in Sevilla, Granada, and Malaga.

Collaboration between REAP teams is another benefit of the program. Together, Team Andalusia and Team Scotland have created the PTS Accelerator to help entrepreneurs in both regions make connections in the corporate world.

While all these accomplishments are impressive in their own right, REAP Andalusia team plans to continue measuring its progress in the region by the following criteria:

- Impact of new entrepreneurial ventures by tracking new startups registered Employment by IDEs
- RECPI (Regional Entrepreneurship Cohort potential Acceleration Index)
- REAL (Regional Entrepreneurship Acceleration Index)
- Revenues from licensed patents
- Outputs of the Cluster Collaboration Platform Online Portal (acquisition, activation, retention and referral)



MIT REAP OVERVIEW

The program provides opportunities for communities around the world to engage with MIT in an evidence-based, practical approach to strengthening innovation driven entrepreneurial (IDE) ecosystems. MIT REAP is designed for high-level teams selected from regions dedicated to working alongside MIT faculty over a two-year period to drive innovation-driven entrepreneurship in their particular city, region or country. Regional teams of up to eight leaders drawn from five stakeholder groups (government, risk capital, universities, entrepreneurs, and corporates) work collectively with one another, with others from their region, with MIT thought leaders and with other teams to build an action-based strategy for change.



MIT REAP
Regional Entrepreneurship
Acceleration Program

MIT
MANAGEMENT
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CONTACT US

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