

Report



beaz 2015



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Beaz is a public company of the Provincial Council of Bizkaia which aims to support businesses and entrepreneurs in their objective of creating new projects, innovate and internationalise.

Beaz belongs to the Department of Economic and Territorial Development, whose main purpose is to contribute to the growth of economic activity and the creation of skilled jobs in Bizkaia.

To meet these objectives, Beaz manages the aid programmes of the Department of Economic and Territorial Development and has also other services and incubators. In September 2015 Ainaro Basurko joined, as general manager, the team of 43 people that works to support companies and entrepreneurs.



Aid management

Beaz, as a collaborating entity of the Provincial Council of Bizkaia, is involved in the definition, assessment, decision and programme management that the Department of Economic and Territorial Development offers entrepreneurs and companies of Bizkaia.

Managed Programmes

- Development of Innovative Business Projects// Ekintzaile
- Creation of new Innovative Businesses
- Plan for the Promotion of Innovation
- Internationalisation Programme
- Plan to support Advanced Investment in SMEs AFIPYME
- Crafts
- Creative Bizkaia
- Digital Bizkaia
- Entrepreneurship and Social Innovation

The expected impact to 3 years of the projects supported in terms of turnover and employment is as follows:

	Expected turnover	Expected job creation
Entrepreneurship	191 262 545 €	889
Innovation	60 325 004 €	220
Internationalisation	80 302 748 €	170
Emerging sectors (Bizkaia Creativa, Digital Bizkaia and Social Innovation)	16 876 968 €	164
Total	348 767 265 €	1 443

Managed programmes: 9
Funds awarded in the managed programmess: € 13,003,438
Projects presented: 832
Approved projects: 585
Previsional results to three years of approved projects of business creation and growth: Employment: 1,443
Employment 1,443
Average employment: 3.42 people
Turnover: € 348,767,265
Average turnover: € 826,463
Productivity (turnover / employment): € 241,696

The following table lists the projects presented and supported, as well as the subsidy granted in different aid programmes:

	Presented projects	Supported projects	Subsidy granted
Entrepreneurship	147	99	2 656 994 €
Innovation	195	133	2 961 669 €
Investment	184	112	2 376 571 €
Internationalisation	158	131	3 195 000 €
Emerging sectors (Bizkaia Creativa, Digital Bizkaia and Social Innovation)	95	59	1 505 677 €
Crafts	53	51	307 527 €
Total	832	585	13 003 438 €

Services

Beaz has various services that aim to strengthen aspects considered critical in the process of creation, growth and consolidation of companies.

Fiscal rating reports

In 2015 BEAZ issues for the third year, fiscal reports for tax deductions on technological innovation of Corporation Tax. The number of reports increased by more than 60% over the previous year, a fact that illustrates the interest of this service, which is the result of the collaboration agreement signed between the Department of Treasury and Finance of the Provincial Council of Bizkaia and Beaz.

Number of reports: 130 files
Number of companies: 91
Previsional amount of the deduction applied: €1,538,290.87

Acceleration

Second year of the Acceleration service. The positive balance of the projects accelerated in 2014 – all of them developed by the companies awarded with the ON Bizkaia Company Awards- make Beaz consider expanding the service and designing a prototype also applicable to other organisations with projects with high growth potential.

10 companies accelerated: 4 ON Bizkaia Awards + other 6 companies
Average growth in turnover and employment estimated by the firms after the service:
<ul style="list-style-type: none">• 30% increase in turnover• Creation of 3.6 new jobs

Intra-entrepreneurship

In 2015, the Department of Economic Development and Competitiveness of the Basque Government launches the initiative to promote intra-entrepreneurship, with the collaboration of the three Provincial Councils and the Basque BICs, Beaz among them. Created with the aim of supporting the setting-up of new businesses from the organisations, the Initiative includes numerous diffusion, networking, training and business support activities.

Collaboration with 10 tractor companies: CIF, Cikautxo, Ega Master, Egile, Ikor, Praxis, Arteche, Gestamp, BH and Ulma
Accompanying 35 companies, through Lehiabide and Barne Ekintzaile programmes
Meetings and organised seminars: 9
More than 100 people attending the training seminars
Around 400 people attending the conferences
More than 100 companies visited by the BICs

“The acceleration service has helped us not just financially in the development of the product / business, but also in the networking and collaboration between different people or companies.”

Iratxe Zuluaga, Ariadna Instruments

Networking

In order to identify collaborative projects and promote the relationship between companies with common interests, the Networking service organises two meetings in 2015. One of them focused on opportunities for cooperation between organisations that promote social innovation projects; and the other one on the cooperation of startups that coexist in an incubator-accelerator.

Organised meetings: 2
Attendees: 44



Telematic constitution of LLC

Second year of activity and consolidation of the Telematic Constitution service with an increase of 50% of the applications. In addition to the processing, information services and advice to entrepreneurial projects are also provided.

Information and consultancy: 44 companies
Constituted LLC: 44

Financing-Aid map

In order to get a higher co-financing for projects promoted by SMEs, the Financing-Aid Map service organises meetings with experts from CDTI, ENISA and the SPRI Group.

In 2015, the aids of the Instrumento PYME programme, framed in the Horizon 2020 strategy, are included for the first time.

Meetings organised: 3
Attending companies: 56
Personal interviews: 19
Financing obtained by the companies: € 2,553,250



EEN Network

In 2015, the Basque Node and Beaz, formalises a second agreement with the Enterprise Europe Network, in force until 2020.

Beaz organises, co-organises and participates in various events in which international cooperation of SMEs is promoted, advices and looks for partners interested in collaborating with European counterparts, and performs an intense activity of diffusion of the services offered by the network.

Local/regional events organised: 6
Participants in local/regional events: 148
Services provided by the EEN: 44
Subscribers to the different online information services: 3,947



BEAZ spaces

The number of events organised in the spaces that Beaz makes available to businesses and entrepreneurs increases in 2015. The diversity of the activities -many of them promoted by the Creative sector- the working dynamics and the use of the rooms broaden the perspectives of Beaz spaces.

Activities in the Creative Bizkaia space: 50
Attendees: 1,908
Meeting rooms provided 335
Meetings with 2,166 people

Bizkaia Mentoring Network

In 2015 Beaz creates, together with Cebek, Deusto Alumni and Euskalit, a mentoring network that enables the acceleration of projects with high growth potential.

BEAZ works throughout the year in the development of the platform and service, as well as in the selection of mentors. The Network is launched in December 2015.

Registered mentors: 32

Spreading of business projects

The spreading channels at Beaz are strengthened in order to spread activities and projects of enterprises and entrepreneurs of Bizkaia. In 2015 the Digital KBI website is launched and the publication of videos and the presence in social networks are specially promoted.

Web visits: 32,668
Blog entries: 205
Monthly newsletters 10 (3,200 subscribers)
Videos published: 43
Social networks: 8,388

Incubator management

BEAZ has its own network of incubators and acceleration of projects.



Kabi 612

Kabi 612 (currently BIC Bizkaia) is the technology incubator specialising in bio-micro-nano, advanced manufacturing and clean technologies promoted by the Basque Government and the Provincial Council of Bizkaia, and managed by Beaz.

Founded in autumn 2014, this has been the first year of activity, and a period that has encouraged relationships between different incubated companies to develop new cooperation projects.

Incubated companies: 21
Employment in incubated companies: 246
Turnover of incubated companies: 12,823,588€
Presented projects: 5
Conferences: 8
Attendees: 465

Conferences

- Workshop on the SME Instrument Programme
- Presentation of the FABulous acceleration platform
- Presentation of the CDTI 2015 funding calls
- Presentation day of a stand-alone 3D printing station
- Meeting on internationalisation of companies in Bizkaia
- 2nd Energy and entrepreneurship meeting
- Presentation of Material Connexion Bilbao
- Intra-entrepreneurship, talk with Gonzalo Martínez de Azagra

Incubated companies

- | | |
|--|--------------------------------|
| Aadvantage Lab S.L. | Novattia Desarrollos S.L. |
| Addimen Bizkaia S.L. | Oceantec Energías Marinas S.L. |
| Aleoviro S.L. | Osasen Sensores S.L. |
| Bioftalmik S.L. | RDT Ingenieros Bilbao S.L. |
| Biofungitek S.L. | Saionaimer S.L. |
| Horus Pharma Ibérica S.L. | Sendabio S.L. |
| IMG Pharma Biotech S.L. | Stemtek Therapeutics S.L. |
| Ingran Engineering S.L. | Tubacex Innovación AIE |
| Kimiker Quemical Research S.L. | Vacunek S.L. |
| Lumiker Aplicaciones Tecnológicas S.L. | |

KBi Digital

First year of activity of KBi Digital, the advanced incubator for digital entrepreneurship projects, promoted by the Bilbao City Council and the Provincial Council of Bizkaia, and managed by Bilbao Ekintza and Beaz.

In 2015 the strategy to develop growth, viability and market positioning of the incubated companies is established.

The digital KBI has a differentiating element that consists of a personalised acceleration in which experts in projects of digital entrepreneurship, accompany the startups in the identification and implementation of critical issues at launch and scalability of such projects. The digital KBI is equipped with specific services to contribute to the acceleration of the startups. In addition to personalised advice it has a training programme suitable for them and a revitalisation programme to attract new projects

Incubated companies: 13
Professionals: 3
Employment in incubated companies: 62
Training sessions: 8
Group dynamics: 5
Diffusion actions: 8



Conferences

- The new digital business environment
- Trends in the world of digital entrepreneurship
- Workshop “How to apply new business models in your company”
- Market research for digital startups
- Legal issues for digital entrepreneurs
- Business Analytics and Data Management
- Communication and media management in a digital startup
- Management of payment methods and fraud

Professionals

Markos Espina
Mikel Resines
Onura bat

Incubated companies

Buscolook S.L
Bugaloop
B&V Aplicaciones Móviles S.L
Domesticoo
Decoramus Network S.L.
Dog vivant
Lattip
Whereel
Quarizmi Adtech S.L.
Restuento
Solidarters Project S.L
Wegow Música S.L
MiniShoes

Design Kabi

Design Kabi is an incubator for business projects in the definition phase located in Beaz. In 2015 a training micro-course programme in the area of business management, and informal meetings -ViernesKabi- between the people who are part of the incubator are organised, in order to encourage the creation of synergies between them, a key aspect is this co-working space.

Incubated projects: 21
Training micro-courses: 8
ViernesKabi meetings: 7

Incubated projects

Addimen	Noticias de agencias.com
Appkideak	Peopleing
Armuseli	Sistemas de análisis químicos modulares
Buzz	Simulador Airbus 320
Gemfeed	Smart Horse
Huggo S. Coop.	Sugar
Ing-tubo	The Food Mirror
La huella de la vida	Tuomas Kuure,
Mishair comunicación, S.L.	Undersat mobile computing IT, S.L.
Nettin	Yo fui a EGB
New media Euskadi, S.L.	



Training

- Basic concepts and principles of business management.
- Strategy and Innovation
- Customers
- People, leadership, organisation, communication
- Resources and capabilities. Business economic situation
- Processes and key activities of the organisation
- Results, management indicators to consider

Zitek

The Zitek initiative is promoted by the UPV/EHU (University of the Basque Country), the Provincial Council of Bizkaia and Beaz and aims to promote entrepreneurial culture and the creation of university companies in the Bizkaia Campus of the UPV/EHU. It has three nurseries –Mintegia, Portugaleta and Bilbao- and an entrepreneurial culture programme that, in 2015, has been short-listed for the European Enterprise Promotion Awards and winner in the state finals.



Incubated companies: 15

Entrepreneurial culture programme: 12 initiatives

Entrepreneurial culture programme

- Ekinduz competition
- E-mprende competition
- Think Big competition
- Diffusion talks of the Zitek programme
- Aukerator Space
- Etorkizulan
- Professional career guidance sessions
- Hasten Ikasten seminars
- Isasi Ekiten seminar
- Ikasberri cultural self-management
- Workshop Entrepreneurship and creativity in Science Week
- ZitekCoffees

Incubated companies

Hidrógeno del Norte, S.L.
Meiquer ingeniería, S.L.
MetaUniversidad
Nanoinorganic and Magnetic Particles, S.L.
Servicio Diagnóstico de Patología Oral y Maxilofacial, S.L.
Arquinea
Basquenet, C.B.
Flying Dodos
Green Proiekt, C.B.
InCharge Ibérica, S.L.
Insignia, S.L.
Lamarencalma
Norlock, S.Coop.
Social media consulting
Uknatura

DeustoKabi

Nursery for technology based companies led by the Provincial Council of Bizkaia and the University of Deusto in order to support the creation of university spin-offs, where Beaz provides advice and guidance. In 2015 the University of Deusto launches Deusto Fab Lab, a service that is available to incubated startups, which allows them to make rapid prototyping. In addition, networking sessions are conducted with the university community.

Incubated companies: 11

Beclever, S.L.
Easi technologies and consulting services, S.L.
Edooca, S. C.P.
Ictiotech S.L.U.
Linked Knowledge, S.L.
MathLan Matematika, S.A.
Nexmachina Solutions, S.L.
Social Media Technologies, S.L.
Techabout, S.L.L.
The human's movement, S.L.
Unexpendables, S.L.





Sectoral initiatives

We manage sectoral aids trying to generate activity, innovation and internationalisation in specific sectors and areas.

Bizkaia Creativa

One of the lines of action of Beaz is the promotion of the creative sector. In this sense, it uses different tools, including the management of the Bizkaia Creativa Programme and the BiDC General secretariat, local and international event support, or belonging to the UNESCO Creative Cities network.

Bizkaia Creativa Programme

Beaz participates in 2015 for the fourth consecutive year, in the management of the Provincial Council's Bizkaia Creativa Programme, which aims to promote business projects in the fields of video games, audiovisual, fashion, product design and architecture.

Projects presented	45
Approved projects	27
Employment projected to 3 years	39
Turnover projected to 3 years	€ 10.1 m
Subsidy amount	€ 0.64 m

BIDC

Beaz manages the General Secretariat of BiDC, Bilbao Bizkaia Design Council, initiative set up by the City Council of Bilbao and the Provincial Council of Bizkaia with the aim of promoting the creative industries as a factor of economic development and international projection of Bilbao and Bizkaia.

BiDC is made up of a forum of 216 companies from different creative sectors and 24 relevant local bodies in the economic, cultural and academic fields with whom, throughout 2015, regular contacts are maintained for the development of initiatives and collaboration to promote the creative industries.

From November 16 to December 1 2015, BiDC has coordinated the Bilbao Bizkaia D Week, which gathers 44 local and international events related to 10 creative sectors that have been promoted by more than 20 different agents. During this fortnight, BiDC also celebrates the third Annual Company meeting, the Cities & Design and Industries & Design Conferences.

UNESCO City of Design

First year of Bilbao as UNESCO Creative City, in the design category. During 2015 we keep in touch with other member cities of the Network in their different categories and especially with those in the design subnet. In November, and in the frame of D Week, round tables in which representatives of Helsinki, Saint-Etienne and Dundee take part are organised. Among other topics, there are discussions on the network itself, and design and its relationship with education and city.



International events supported in 2015: 7

- V Bilbao International Art & Fashion
- European e-Commerce Conference
- Bilbao Maker Faire
- Fun & Serious Game Festival
- Selected from Bilbao 2015
- AzPlay 2015
- Creamoda 2015

Crafts

Beaz participates in 2015 for the third year in managing the craft sector aid programme of the Provincial Council of Bizkaia which aims to revitalise and relaunch the sector in Bizkaia, supporting both associations and craft firms. BEAZ promotes and hosts 2.0 Basquecrats by design, training program co-organised with Arbaso, in order to introduce professionals and craft enterprises in the use of digital key tools.

Projects presented	53
Approved projects	52
Subsidy amount	€ 0.307m

Entrepreneurship and Social Innovation

In 2015, Beaz has collaborated for the third year in the Entrepreneurship and Social Innovation Programme, promoted by the Departments of Economic and Territorial Development and the Social Action one, of the Provincial Council of Bizkaia in order to promote development and creation of new businesses or socially innovative entities. The most represented areas are social and health services for the ageing, disability and sustainability.

A networking session to identify opportunities for cooperation between companies that promote social innovation projects is also organised.

Projects presented	27
Approved projects	19
Employment projected to 3 years	93
Turnover projected to 3 years	€ 4.1 m
Subsidy amount	€ 0.473 m



Digital Bizkaia

In 2015, Beaz participates for the second time in the management of the Digital Bizkaia Programme that aims to support companies in many areas in which the Internet of Things can improve productivity, reduce costs, improve efficiency, enable new business models or get closer to final consumers.

The supported projects can be framed within the Industry 4.0, process improvement, intelligent systems and smart cities areas.

After defining the pilot programme and a further reflection in October 2014, the management of the programme is standardised in 2015.

Projects presented	23
Approved projects	13
Employment projected to 3 years	32
Turnover projected to 3 years	€ 2.9 m
Subsidy amount	€ 0.391 m

Impact on the business fabric

BEAZ annually evaluates the results obtained by the new companies created with the support of the Innovative Business Creation programme of the Provincial Council of Bizkaia. In 2015 the 2010-2014 period is evaluated.

Startup results 2010 - 2014	
Number of companies	195
Survival rate	85 %
Total turnover	€135,010,055,98
Average turnover	€854,494,03
Total employment	1,149,5
Average employment	7.28
Total social capital	€89,756,047
Average social capital	€568,076,25
Total subsidy amount	€10,746,623



The created companies belong to diverse sectors, having greater representation those using more technology or advanced knowledge services. Scientific and technical activities (31.85%), information and telecommunications (31.85%) or manufacturing (14.65%), can be underlined.

Active agent of the entrepreneurship and innovation ecosystem

Joint actions with Basque Government-SPRI

In 2015 collaboration has taken place in the following areas:

- Entrepreneurial programmes of SPRI (Ekintzaile, Luzaro-Ekintzaile and MiniConnect)
- Management of Basque Government's Basque Fondo
- Basque Government's initiative to support Intra-entrepreneurship
- Management of BIC Bizkaia advanced incubator (former Kabi 612)
- Management of the Left Bank Business Management Centre BIC Bizkaia Ezkerraldea (former Cedemi)

Joint actions with Bilbao City Council and Bilbao Ekintza

In 2015 collaboration has taken place in the following areas:

- Management of KBi Digital incubator
- Co-management of BiDC Secretariat. Promotion of activities of the creative sectors of Bizkaia.

Collaboration framework Provincial Council of Bizkaia-Masschallenge

In 2015 the Provincial Council of Bizkaia signs a collaboration agreement with MassChallenge, the biggest business accelerator of the world, with the aim of connecting entrepreneurs and startups of Bizkaia with markets, networks and investors of the global innovation ecosystem.

Among other actions, the agreement comprises the organisation of a local startup competition that would allow the winners to access the acceleration services that MassChallenge offers at its headquarters in Boston and, to compete for the world semifinal.

Beaz organises and coordinates this competition, in which 55 startups take part.



Recognition of entrepreneurs and innovative businesses

ON Bizkaia Company Award rewards SMEs in Bizkaia for their contribution to the creation of economic activity and employment in our Territory. The winners are chosen from the business projects presented to four of the aid programmes of the Provincial Council of Bizkaia.

The best startup and spin-off business development are also distinguished. The second edition has taken place in 2015



Best creation project	DB Iberia 2013
Best innovation project	Protec Arisawa Europe
Best internationalisation project	Engineering and Technical Services
Best Bizkaia Creativa project	Relevo Videogames
Recognition for spin-off business development	Gestamp Tool Hardening
Recognition for startup business development	Dynakin

Operational performance

In 2015 Beaz manages a total of 9 programmes of the Department of Economic and Territorial Development of the Provincial Council of Bizkaia. More than 235 companies have the various services it provides and 81 initiatives are incubated in its network of incubators.

2015	
Operational budget (€m)	4.5
Average staff	43
Managed programmes	9
€m managed in programmes	13.9
Handled files	855
Monitored files	1,159



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