

Report



beaz 2016



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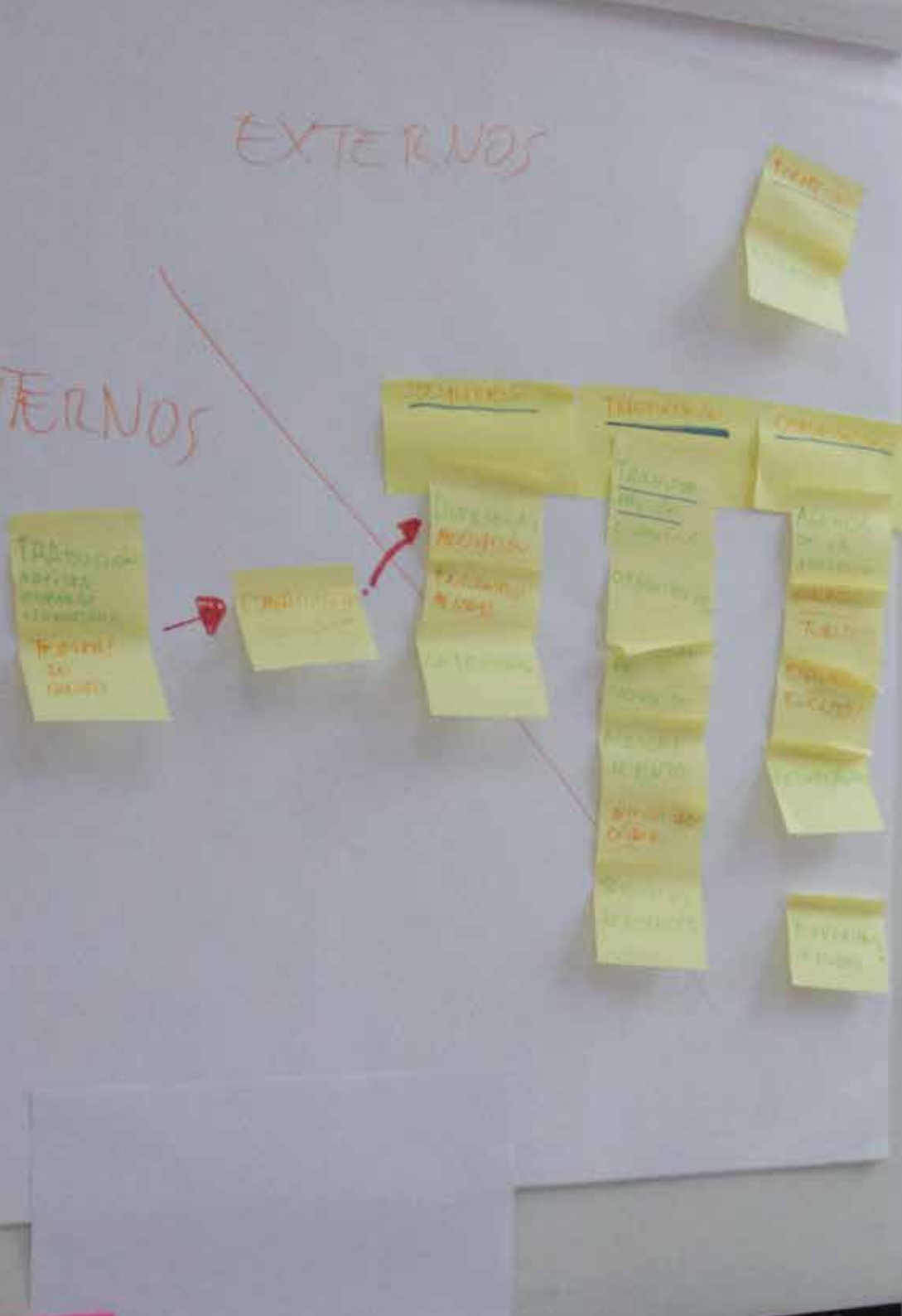
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Beaz is a public company of the Provincial Council of Bizkaia which aims to support businesses and entrepreneurs in their objective of creating new projects, innovate and internationalise.

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.

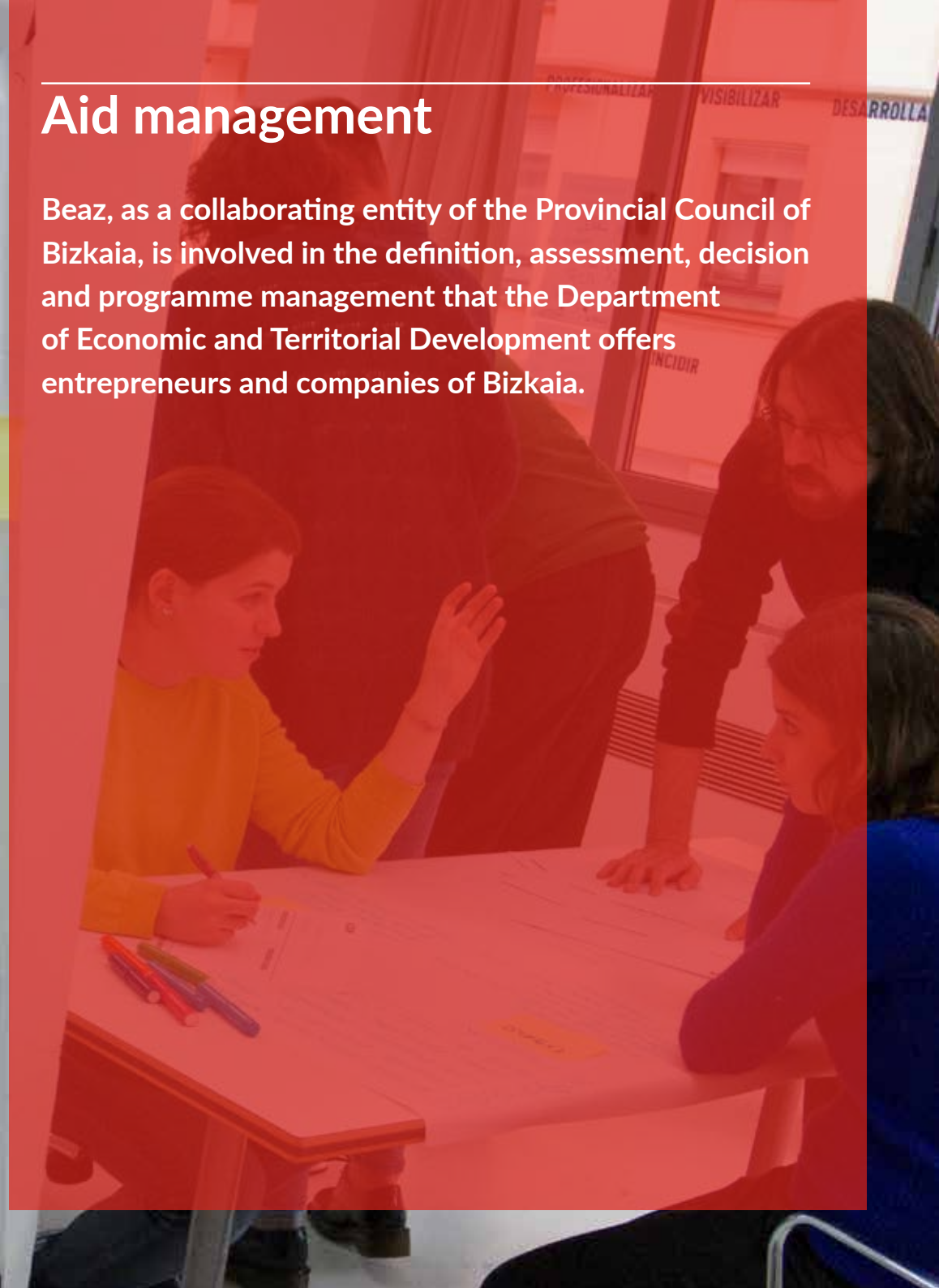
To meet these objectives, Beaz manages the aid programmes of the Department of Economic and Territorial Development. Also, it has a growing range of services for the consolidation of innovative projects, not to mention the wide incubation offer. A team of 44 people works to support companies and entrepreneurs.





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
- Bizkaia Creativa
- Digital Bizkaia
- Entrepreneurship and Social Innovation
- 3i

Managed programmes: 10

Funds awarded in the managed programmes: € 15,396,502

Projects presented: 841

Approved projects: 560

The following data table shows the impact of cross-subsidies for business creation, innovation and internationalisation:

Área	Approved projects	Expected generation of employment at 3 years	Expected 3-year billing
Entrepreneurship	110	757	€ 89,411,203
Innovation	114	234	€ 69,919,053
Internationalisation	113	213	€ 67,948,841
3i	12	88	€ 41,572,315
Investment support	86		

Note: the impact of the sectoral programmes (Bizkaia Creativa, Digital Bizkaia, Crafts, Entrepreneurship, and Social Innovation) is detailed below.



Fiscal rating reports

In 2016, BEAZ issues for the fourth year, fiscal reports for corporation tax deductions on technological innovation. This service 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: 119
Number of companies: 90
Previsional amount of the deduction applied: €1,193,637

Acceleration

Third year of the Acceleration service. The positive balance of the projects accelerated in 2014 and 2015, made Beaz consider expanding the service during 2016 to other organisations with projects with high growth potential.

9 companies accelerated:
Average growth in turnover to 1-2 years: 42%
Average employment growth to 1-2 years: 29%

Intra-entrepreneurship

In 2016, 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 11 tractor companies of Bizkaia: Airlan, Arteché, Batz, Cikautxo, Euskaltel, Gestamp, ITP, Petronor, Grupo Urbegi, Velatia and Vicinay Cadenas.
28 companies of Bizkaia have taken part in the training and networking sessions organised.
The Lehiabide and Barnekintzaile programmes, have had 12 users.
The Biscayan intra-entrepreneurship projects supported are expected to generate € 15.6M.
About 400 people attending the dissemination sessions
More than 100 companies visited the BICs



Networking

In order to identify collaborative projects and promote the relationship between companies with common interests, the Networking service has organised, in 2016, a session with EDP –tractor and reference firm-, in which 18 businesses have taken part, mainly SMEs and startups.

Organised meetings: 1

Attendees: 18



Telematic constitution of LLC

2016 has been the third 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: 20

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.

Meetings organised: 3

Attendees: 74 companies

Projects submitted for co-financing: 13

Financing obtained by companies: € 3,471,120



EEN Network

Beaz 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 co-organised: 4

Participants in local/regional events: 36 companies of Bizkaia

Other services provided by the EEN: 46

The promotion of the support provided by the “Instrumento Pyme” programme, as part of the Horizonte 2020 strategy, is also included in 2016.



BEAZ spaces

The number of events organised in the spaces that Beaz makes available to businesses and entrepreneurs increases in 2016. 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 Bizkaia Creativa space: 95

Attendees to Bizkaia Creativa events: 2128

Room use, meeting with or between external agents: 2632 people



Bizkaia Mentoring Network

This initiative managed by Beaz, Cebek, Deusto Business Alumni and Euskalit, has promoted the definition and development of 16 mentoring processes. The network has 45 mentors, which intend to contribute in the acceleration of projects with high growth potential.

Registered mentors: 45

Mentoring processes: 16

Spreading of business projects

The channels of diffusion of Beaz are promoted and diversified in order to disseminate the activity and the projects of the entrepreneurial companies and people of Bizkaia. The publication of videos and presence in social networks is especially promoted in 2016.

Web visits: 42,724

Monthly newsletters: 12

Videos published: 37

Social networks: Twitter, LinkedIn, Youtube, Flickr: 8,318
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Prestaekin

The Business Promotion Service of the Provincial Department of Economic and Territorial Development and Beaz, have launched in 2016, the “Prestaekin” training programme for entrepreneurs who have had the support of the 2015 and 2016 Business Creation Programmes. The aim of this initiative is to improve the support that the Provincial Council provides to people who have created a new company or developed an innovative project, favouring knowledge on topics such as business model, digital marketing or communication.

5 training modules

67 participants from 45 companies

Training Modules

- Lean Entrepreneurship
- Marketing and digital marketing
- Business Valuation (Venture Academy)
- Communicate your project
- Co-creation and active participation



Incubator management

BIC Bizkaia

Bic Bizkaia is the incubator specialised in bio-micro-nano technologies, advanced manufacturing and clean technologies promoted by the Basque Government, Bizkaia Provincial Council and Bizkaia Technology Park, and managed by Beaz. Created in autumn 2014, it has been its second year of activity, and apart from reaching an occupation of 87%, the acceleration service has been reinforced, adapting it to the profile of the located startups.

Incubated businesses: 20
Employment in incubated companies: 300 jobs
Billing of incubated companies: € 20,000,000
Conferences: 8
People attending the conferences: 210



Conferences

- “Pitch & Pintxo” Conference with Ticketbis
- “Mathematics and Innovation in the business environment”, with the collaboration of BCAM
- Showroom and presentation of the Lumiker Company programme
- Presentation of The Art of Discovery company
- Event of representatives of the Novattia company
- Fundamentals of collaborative learning
- Workshop with Material ConneXion Bilbao: Identification of opportunities between Bic Bizkaia enterprises.
- Bind 4.0 Training sessions.



Incubated companies

- | | |
|--|--------------------------------|
| Aadvantage Lab S.L. | Novattia Desarrollos S.L. |
| Addimen Bizkaia S.L. | Oceantec Energías Marinas S.L. |
| Aleovitro 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. | The Art of Discovery |
| Kimiker Quemical Research S.L. | Tubacex Innovación AIE |
| Lumiker Aplicaciones Tecnológicas S.L. | Vacunek S.L. |



KBi Digital

Second 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 2016, it focuses on developing growth and strengthening the market positioning of incubated companies.

KBi Digital has a differentiating element that consists in a personalised acceleration service in which experts in digital entrepreneurship projects accompany the startups in the identification and implementation of critical aspects in the launching and scalability of this type of projects. KBi Digital is an environment endowed with specific services to contribute to the acceleration of the located startups. In addition to the advice service, there is a training programme personalised to the company profile as well as a revitalisation programme to attract new projects.

Occupation: 80, 56%
Incubated companies: 19
Professionals: 3
Employment in incubated companies: 58
Billing in incubated companies: € 1,500,000
Training and communication events: 5
Participants: 81

Conferences

- Mobile engagement: attract attention and forget the “Adblokers”
- 360° Communication
- From the web to a multichannel model of digital services
- From the newsletter to the e-mail marketing plan
- SEO as a channel to take advantage of your website

Incubated companies

Decoramus
Markos Espina
Solidarters
Fair Saturday
ByVapps
Minishoes
Wegow
Restuento
Tucho-Luca

Lattip

Weereel

Onura Bat

Dog Vivant

Koala Studios

Iñaki Arrieta

Wikiopps

Worktel

Venuel Place

Kasitoko

Professionals

Markos Espina

Onura bat

Iñaki Arrieta

Design Kabi

Design Kabi is an incubator for business projects in the definition phase, located in Beaz. In 2016, they have been able to participate in the Prestaekin training sessions aimed at entrepreneurs in their first years of launching the company. Also, it should be noted that Design Kabi has hosted the first edition of the PlayStation Camp that aims to launch on to the market new startups in the video game sector.

Projects incubated throughout the year: 20

Training sessions: 5

Incubated projects

Adibe

Asoma UAV

Auto Reman Lanteko

Geisher

KIB08

Present for you

Tellmewow

Vostok Electric

White Spell

Vibio

Innovaero

Less is plus

Material ConneXion Bilbao

Nettin

Smargune

Stockare

Transporter

Ema Trendy

Camisetas piel con piel

Burning Games



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 –Leioa, Portugalete and Bilbao- and an entrepreneurial culture programme that, in 2015, was short-listed and winner of the state competition of the European Enterprise Promotion. In 2016, a new Entrepreneurship room has been opened at the Faculty of Business Sciences of Sarriko that is also part of the ZITEK initiative.

incubated companies: 25
Entrepreneurial culture programme: 18 initiatives
Jobs in incubated companies: 67
Billing in incubated companies: € 2,400,000



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.
- 3RLABS SL
- 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
- Noismart
- Yatta
- Edurobotic
- Gyk
- Sogestraf
- Nakusarbe
- Alex & Alex
- Ibine
- Keynetic Technologies

Initiatives to promote Entrepreneurial Culture: 18

- Ekinduz Competition
- B-CUBES Competition
- Abiatu Award
- Think Big Competition
- ZITEK Programme Information Talks, Degrees, Masters, Biophysics
- Google Activate
- Career Guidance Talks
- Hasten Ikasten Seminars
- Ikasberri Science and Technology/ Fine Arts Seminars
- Klaus North Conference
- Entrepreneurship and Creativity Science Week workshop
- Talentia Entrepreneurship workshop
- I Sustainable Week Forum
- Xtart-up Xperiences Course
- B-Ventures Fair
- Prestik Fair
- Librecon Fair
- Zitek Coffees

Deusto kabi

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.

Initiatives to promote entrepreneurial culture

- 8 Deusto Startu Up seminars
- YUZZ Programme
- 4 Financing conferences
- Business models for entrepreneurs
- Entrepreneur Digital Bootcamp

Incubated companies: 16

Employment in incubated companies: 53 jobs

Billing in incubated companies: € 2,300,000

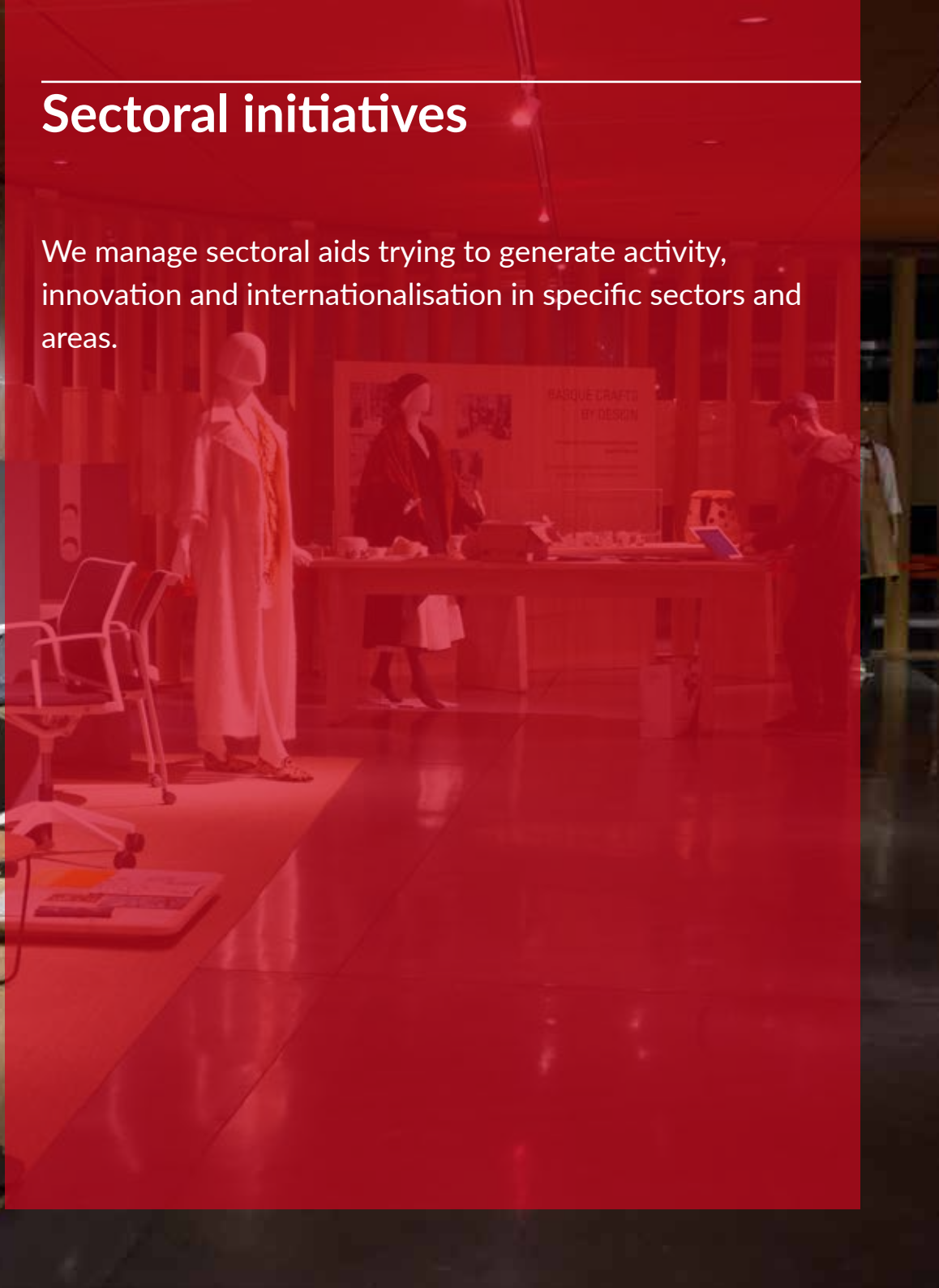


Edooca, S.C.P.
Techabout, S.L.L.
Social Media Technologies, S.L.
Beclever, S.L.
Unexpendables, S.L.
The human's movement, S.L.
Linked Knowledge, S.L.
MHOP. S.L. (Nagore de los Ríos)
Easi technologies and consulting services, S.L.(Symplio Lifestyle Technologies S.L. (A1/A2))
Ikuspyme S.L.
Appkideak S.L.
Nexmachina Solutions, S.L.
Grunver S.L.
Not Consulting (Shk Ways)// SHM
Endurance Ventures S.L. //
Quality Sensors Network S.L
Planed Education S.L, (Alex Hiriart)



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, the BiDC General secretariat and support for local and international events.

Bizkaia Creativa Programme

Beaz participates in 2016 for the sixth 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:	35
Approved projects:	25
Employment projected to 3 years:	87
Billing projected to 3 years:	€ 6,3 M
Subsidy amount:	€ 0,7 M

BiDC

Beaz and Bilbao Ekintza manage 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 from the economic, cultural and academic fields. Throughout 2016, contact has been made with them to share initiatives and to promote collaboration in the development of projects that promote the creative industries.

From November 17 to 30, BiDC has coordinated the second edition of the Bilbao Bizkaia D Week, festival that has gathered over 40 local and international events related to 10 creative sectors, promoted by more than 20 agents. During this fortnight, BiDC has also celebrated the fourth Annual Company meeting, and the Cities & Design or Industries & Design conferences.

This time, we could highlight the D Zone, located in Azkuna Zentroa, as a space for cooperation and meeting point for the creative sectors and the citizenship.



International events supported in 2016: 6

- Fashtech
- Bilbao Maker Faire
- Bilbao Bizkaia Web Fest
- Fun & Serious Game Festival
- Selected from Bilbao 2016
- AzPlay 2016



UNESCO Creative Cities

Bilbao is part of the UNESCO Creative Cities Network in the design category, for the second consecutive year. Contacts have been made with the other member cities of the network throughout 2016, especially with those belonging to the design sub-network. In November, Graz (Austria) and Torino (Italy) have taken part in the D Week presenting their particular cases, in which the creative industries have successfully interacted in social innovation projects.

Crafts

Beaz participates in 2016, for the fourth time, 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.

Projects presented by craft companies: 64
Projects presented by craft associations: 7
Approved projects: 68
Subsidy amount: € 326,000

Social innovation

In 2016, Beaz has collaborated for the fourth time, in the Entrepreneurship and Social Innovation Programme, jointly promoted by the Departments of Economic and Territorial Development and the Social Action one, in order to promote the development and creation of new businesses or socially innovative entities. The most represented areas are socio-health services aimed at ageing, disability and sustainability.

A workplan intended to support companies in this field has been defined to meet their communication, training and cooperation needs. Also worth mentioning is the creation of a new tool to measure the impact of this type of projects, which will start to be used from 2017.

Presented projects:	31
Approved projects:	20
Employment projected to 3 years:	167
Billing projected to 3 years:	€ 7.900.000
Subsidy amount:	€ 461.000

Bizkaia Digital

In 2016, Beaz has taken part, for the third 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 4.0 Industry, process improvement, smart cities, consumer products and citizenship areas.

Presented projects:	16
Approved projects:	12
Employment projected to 3 years:	58
Billing projected to 3 years:	€ 4,900,000
Subsidy amount:	€ 478,000



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 2016 the 2011-2015 period has been evaluated.

Startup results 2011 - 2015

Number of companies	183
Survival rate	85 %
Total billing	€147,412,009.50
Average billing	€1,009,671.30
Total employment	954
Average employment	6.53
Total social capital	€24,329,331.77
Average social capital	€166,639.26
Total subsidy amount	€10,539,160



The created companies belong to diverse sectors, having greater representation those using more technology or advanced knowledge services. Scientific and technical activities (29%), information and telecommunications (28%) or manufacturing (18%), can be underlined.

Collaboration framework Provincial Council of Bizkaia-MassChallenge and CIC

In 2015, the Provincial Council of Bizkaia has signed 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.

Beaz has taken part in 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 has promoted and coordinated the competition, in which 55 startups have taken part, and 10 of them have had a one week stay in the global reference MassChallenge accelerator.

In addition, during 2016, an agreement has been also signed with another institution in Massachusetts, CIC (Cambridge Innovation Center). It will enable the access to a 6 month stay in the CIC for 24 startups from Biscay under the guidance of MassGlobal Partners. Thus, Beaz has participated in the promotion and coordination of this opportunity, and has led that 4 startups from Bizkaia begin the process of acceleration at the CIC.



Collaboration framework Provincial Council and Telefónica

Bizkaia Open Future was launched in 2016 as a result of the collaboration agreement between the Provincial Council of Bizkaia and Telefónica. This programme aims to support startups, SMEs and tractor companies in the necessary transition towards technologies linked to 4.0 Industry. Beaz, as a member of the Department of Economic and Territorial Development, has participated in the revitalisation of the programme, launching plans of acceleration, training and open innovation in which 35 companies from Bizkaia have participated.

It is important to highlight the area of open innovation, in which the challenges of three companies have been launched, for which different startups and SMEs try to find a solution, establishing collaboration agreements that allow companies to innovate and / or diversify, and a greater penetration in the market for the startups.



Collaboration with zonal agents

The commitment of the Department of Economic and Territorial Development and Beaz is to achieve a balanced scope and impact of the economic promotion policies.

Considering the collaboration with local economic development agents who work for the competitiveness of the business community, the “Competitive and Territorially Balanced Bizkaia” projects has been launched. This initiative distributes Bizkaia in 4 zones in which a technical team from Beaz and the Department of Economic and Territorial Development works in zonal groups, together with local agents, in challenges that intend to enhance the competitiveness of the companies of each zone. More than 50 people working in cooperation, which have identified challenges to be tackled jointly over the next 3 years.

Recognition of entrepreneurs and innovative businesses

ON Bizkaia Company Awards reward 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 third edition has taken place in 2016.

The award ceremony took place in the VI Bizkaia Enpresa Meeting, event in which different topics of interest were discussed, where over 400 companies from Bizkaia attended.



Best Business Creation Project	Kuaderno Solutions
Best Innovation Project	CMI Aeronáutica
Best internationalisation Project	Kautenik
Best Bizkaia Creativa Project	Venture Moda
Recognition to the Trajectory of a Spin-off	ITP Externals
Recognition to the Trajectory of a Startup	Educaedu

Operational performance

In 2016 Beaz has managed a total of 9 programmes of the Department of Economic and Territorial Development of the Provincial Council of Bizkaia. More than 300 companies have benefited from the different services it provides and 113 initiatives are incubated in its network of business incubators. It is also worth mentioning that Beaz has links with over 1400 companies via aid programmes or services.

2016	
Operational budget (€M)	5
Average staff	43.5
Managed programmes	9
€M managed in programmes	13.5
Handled files	841
Monitored files	1,118



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