

Report



# beaz 2018





# Index

---

Aid management	4
Services	6
Incubator management	13
Sectorial initiatives	20
Impact on the business fabric	25
Active agent of the entrepreneurship and innovation ecosystem	26
Recognition of entrepreneurs and innovative businesses	29
Operational performance	31

Beaz is a public company of the Provincial Council of Bizkaia that aims to support companies and entrepreneurs to create new projects, innovate and internationalise. It depends on the Department of Economic and Territorial Development, and its common objective is to contribute to the growth of economic activity and the creation of qualified employment in Bizkaia.

To reach these goals, Beaz also manages the aid programmes of the Department and has a comprehensive service range for the consolidation and growth of innovative projects, and a wide offer of incubators. It also develops projects and initiatives of different nature to contribute to competitiveness in specific sectors, or to promote a territorially balanced Bizkaia. A team of 45 people works to offer these support services to businesses and entrepreneurs of Bizkaia.







## Aid management

Beaz, as a collaborating company 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

- Creation of new Innovative Companies // Ekintzaile
- 2i Programme for the Promotion of Innovation and Advanced Investment
- 3i Programme for Comprehensive Support of Innovation, Internationalisation and Investment
- Internationalisation Programme
- Bizkaia Creativa
- Crafts
- Entrepreneurship and Social Innovation

Managed programmes: 7

Funds awarded in the managed programmes: € 15 051 757

Projects presented: 644

Approved projects: 417

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

Area	Approved projects	Expected generation of employment to 3 years	Expected billing to 3 years
Entrepreneurship	86	444	€ 99 038 982,00
Innovation 2i	156	388	€166 000 000,00
Internationalisation	50	71	€ 26 000 000,00
3i	14	162	€ 56 760 332,00

Note: the impact of the sectorial programmes (Bizkaia Creativa, Crafts and Entrepreneurship, and Social Innovation) is detailed in a following section.



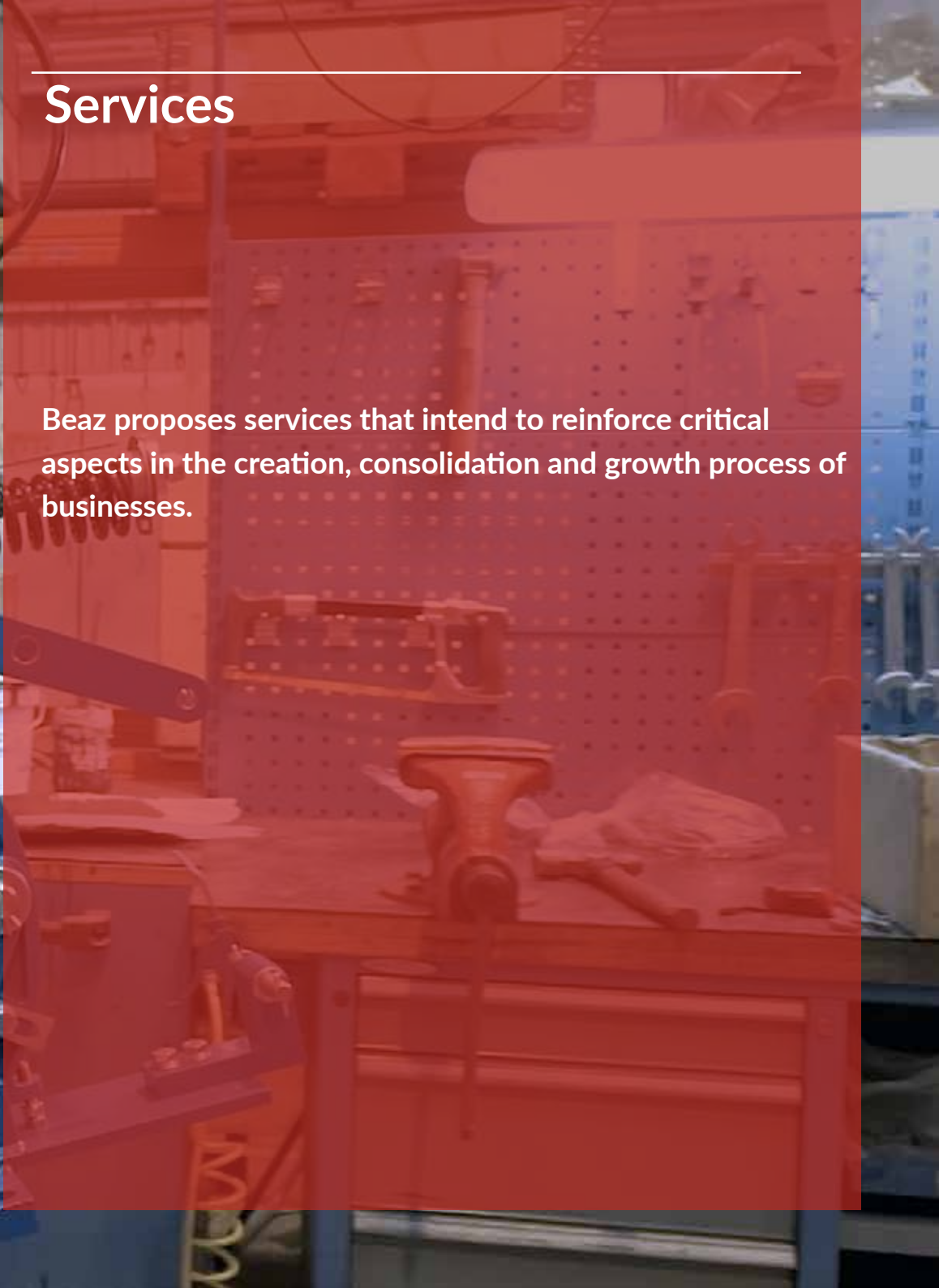




---

## Services

Beaz proposes services that intend to reinforce critical aspects in the creation, consolidation and growth process of businesses.



## Fiscal rating reports

In 2018, Beaz issues, for the fifth consecutive 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. This year, the number of reports issued, as well as the deductions applied, has clearly increased.

Number of reports: 163
Number of companies: 122
Provisional amount of the deduction applied: € 1 741 968,33

Beaz started issuing fiscal rating reports in 2017 (article 64 bis of the corporation tax).

## Acceleration

The acceleration service has been running for five years. The positive balance of the projects accelerated in previous years, has made Beaz consider expanding the service during 2018 to other organisations with projects with high growth potential.

Tax incentives for research, development and technological innovation projects are financial resources to be taken into account. A very interesting choice for those who are about to start a R&D&I project, and require financial support, but also for reference companies that aim to improve the technological level of their suppliers.

Another way of promoting business innovation in Bizkaia, based on the Corporate Tax deductions, whose essential component is the collaboration between two companies: one that develops a new project and another one that finances it; and among them Beaz, authorised by the Provincial Department of Treasury and Finance to issue the necessary fiscal report. We issue binding and free reports.

Number of reports: 15
Number of companies: 10
Provisional amount of the deduction applied: € 8 566 987,17

10 companies accelerated
Average growth in turnover 103%
Average growth of employment 84%



## Open Innovation Dynamics

In order to identify collaborative projects and to promote the relationship between reference companies, SMEs and startups, different open innovation dynamics have been developed in 2018

**Bizkaia Open Future.** Collaboration project between the Provincial Council of Bizkaia and Telefónica that intends to help towards the digitalisation of the companies of Bizkaia. During 2018 open innovation dynamics have been specially promoted. Sidenor and Tecuni, two of the Biscayan reference companies, have proposed different challenges that have received 39 proposals to solve them from startups and SMEs. 23 of them from Euskadi, 13 from the State, and 3 international ones. The Commercial Acceleration Programme has been launched also within the frame of the Bizkaia Open Future initiative. Telefónica has taken the commitment to accelerate innovative startups whose products and services fit in their commercial profile, involving their entire commercial network. Ludus and Silpath have been the two startups from Bizkaia that have been part of the project in 2018.

**BIND 4.0.** BIND 4.0. Led by the GV, Beaz participates as BIC Bizkaia by hosting in the incubator, startups from outside the territory that have established contacts with reference companies in Bizkaia within the framework of specific projects. In its third edition held in 2018, 41 driving force companies have taken part and have shared their needs with more than 500 international startups. 26 projects have already

been agreed between the startups and the driving force companies, and another 7 projects with local leading companies. The news of the third edition has been the involvement of seven leading companies of the health sector

**Biok!.** RETA has followed this open innovation methodology with the support of Beaz, to find answers to a particular challenge. 14 startups have found a solution, 3 of them finalists and one of them winner. In the case of The Bilbao Athletic Club, which has also proposed a challenge, the number of proposals has been 27 (10 of them from Bizkaia), 4 finalists, and a winner.

Number of driving force companies that have shared their challenges in open innovation dynamics: 30

Number of startups and SMEs that have proposed solutions: over 500





## Telematic constitution of LLC

Beaz has offered for the fifth consecutive year, the Telematic Constitution service. Besides the processing, information services and advice to entrepreneurial projects are also provided.

Information and consultancy: 41 companies

Constituted LLC: 18

## 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, ICEX, Seed Capital Bizkaia, Hazi and the SPRI Group.

Invited organisations: 6

Attendees: 55 companies

Bilateral meetings between supporting organisations and companies: 28



## 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. Its objective is to support the setting-up of new businesses from the organisations; the Initiative includes communication, networking, training and business support activities. The 4th edition of the Entrepreneurship Plan has taken place in 2018.

Collaboration with 20 driving force companies of Bizkaia, and with several intermediate agents to spread the news of the initiative.

25 projects of intra-entrepreneurship in Biscayan companies have been supported in 2018. They expect to create 123 jobs and a turnover of 233 million euros to 3 years.

## EEN Network

Beaz organises, co-organises and participates in several events to promote international cooperation of SMEs; it advises and looks for partners interested in collaborating with European counterparts, and carries out an extensive communication plan of the services offered by the network, as well as different ways of funding through European programmes.

Local/regional events co-organised: 6

Participants in local/regional events: 90 companies of Bizkaia

Management of expressions of interest: 52



## Beaz spaces

The number of events organised in the spaces that Beaz makes available to businesses and entrepreneurs has increased. The diversity of activities, many of them from the creative sector, work dynamics and use of the meeting rooms broaden the perspectives of Beaz spaces.

Activities in the Bizkaia Creativa space: 136

Attendees to Bizkaia Creativa events: 2423 (1471 female and 873 male)

Room use, meetings with or between external agents: 2136 people





## Bizkaia Mentoring Network

Beaz manages since 2016, a network that favours contact between business mentors and startups that are developing projects with high growth potential, with the objective of accelerating their development. The network is designed for companies up to six years old or up to 10 workers who have identified a specific project that makes the acceleration process easier. There is a network of 59 mentors to accelerate the projects of high growth potential. The mentoring service is both, individual and group dynamics.

Registered mentors: 59
------------------------

Startups in mentoring processes: 22
-------------------------------------



## Spreading of business projects

The communication resources of Beaz are diversified to spread news of its own activity, and that of the entrepreneurs and companies of Bizkaia. Video recording and social networks are especially promoted also in 2018.

Web visits: 138 199
---------------------

Monthly newsletters: 12
-------------------------

Videos recorded: 14
---------------------

Social networks: Bizkaia Empresa and Bizkaia Emprene
--

Beaz publications: 2
----------------------



In 2018, Beaz App, a new diffusion channel for programmes and services has been developed and launched for IOS and Android mobile phones.

## Prestaekin

Beaz organises training sessions in critical areas of the development and scalability of innovative business initiatives, together with the Business Promotion Service of the Provincial Department of Economic and Territorial Department.

The goal 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 models, digital marketing or communication. They are aimed at entrepreneurs in the development and launch phase of their business projects. (Sustituye el párrafo entero porque al añadir lo nuevo he cambiado una palabra en el texto anterior para no repetir)

### Training modules

- From the idea to reality
- Learn to understand financial information
- Brand image
- Lean entrepreneurship
- Digital marketing
- Looking for investors
- Communicate your project



## DRIVE, Hidden Champions of Bizkaia

Beaz has launched, in 2018, the Drive project together with 24 “hidden champion” companies of Bizkaia.

The project is focused on the study of Basque industrial SMEs, generally family businesses, with key product or technology, and a high level of export that allows them to have a relevant position, sustained growth and profitability above the industry average.

The objective of the project is twofold. On the one hand, it is intended to give greater visibility to these companies and find new ways to support their growth. On the other, the study focuses on identifying practices that can be transferred to the rest of Bizkaia’s business fabric.



# Incubator management

Beaz has its own network for incubation and acceleration of projects

## BIC Bizkaia

BIC Bizkaia is the incubator specialised in bio-micro-nano technologies, advanced manufacturing and clean technologies promoted by the Basque Government, Provincial Council of Bizkaia, and Bizkaia Technology Park, and managed by Beaz. 2018 has been its fourth year of activity with occupancy of 90%, and an attempt to adapt the acceleration service to the profile of the companies in order to accelerate the startups located in the BIC.



Incubated businesses: 18

Employment in incubated companies: 291 jobs

Billing of incubated companies: € 17 866 226

## Visits, conferences and fairs

- Conferences and/or visits to BIC Bizkaia: 30
- Attendees: 684
- On November 12-15, BIC Bizkaia has represented some of the incubated companies at Medica Düsseldorf 2019 trade fair.



## Incubated companies

Aadvantage Lab S.L.

A3Z

Addimen Bizkaia S.L.

Aleovitro S.L.

Anbiotek Biotechnologies

Biofungitek S.L.

IMG Pharma Biotech S.L.

Fastbase Solutions, S.L.

Lumiker Aplicaciones Tecnológicas S.L.

Novattia Desarrollos S.L.

Osasen Sensores S.L.

RDT Ingenieros Bilbao S.L.

Smart Monitoring Industrial Applications S.L.

Stemtek Therapeutics S.L.

The Art of Discovery

Tubacex Innovación AIE

Tubacex Up-Stream Technologies

Vacunek S.L.





## KBi Digital

Fourth 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.

KBi Digital has a distinguishing element, a personalised acceleration service in which experts in digital entrepreneurship projects, accompany startups in the identification and implementation of critical aspects in the launch and scalability of this type of projects. KBi digital provides specific services to contribute to the acceleration of the startups, and in addition to personalised advice, it has a training programme appropriate to the profile of the companies, as well as a programme to revitalise the attraction of new projects.

Incubated companies: 18
Professionals: 5
Employment in incubated companies: 58,5
Billing in incubated companies: € 578 638,34

---

### Incubated companies

Fundación Fair Saturday

Solidarters Project S.L.

Wiki Opps S.L.

B&V Aplicaciones Móviles S.L.

Naian Software S.L.

Weereel

Restuento S.L.

Tucho Consulting for Change S.L.

Worktel Oficina Movil S.L.

Onura Bat S.L.

Koalak Studios Koop. Elk. Txikia

Venuesplace S.L.

KB Innovation system S.L.

D&A Innovative Systems, S.L.

Digitorium

Hunters of Magic, S.L.

Sormenetxea S. coop (Club

Bremen)

### Professionals

Marcos Espiña (Estudios Nami)

Iñaki Arrieta (Insólito Comunicación)

Florencio Carro (Infakt 21)

Natalia González Matrelle

Ainara García Miguel



## Design Kabi

Design Kabi is an incubator for business projects in the definition phase, located in Beaz. In 2017, Design Kabi hosts the PlayStation Games Camp Bilbao Bizkaia that aims to launch on to the market new startups in the video game sector.

Entrepreneurs: 14

Video game studios working in the PlayStation Talents Games Camp: 2

---

Postwall

C4OL

Talantia Environment S.L.

Mikrobiomik Healthcare CO S.L.

Xperientzia Apolo, S.L.

Efilm Online

Placebo Selr-Service

## Incubated projects





# 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, which in 2015 was finalist of the European Business Promotion Awards, and winner of the state final. In 2018, over 3000 people have taken part in the different initiatives organised to promote entrepreneurial culture.



incubated companies: 19
Entrepreneurial culture programme: 19 initiatives
Jobs in incubated companies: 574
Billing in incubated companies: € 3 304 000

## Incubated companies

Alex & Alex  
Arquinea  
Basquenet, C.B.  
Edurobotic  
Emen4sport  
Global Research in Nature  
Gyk  
Hexagin  
Ibine  
Keynetic Technologies  
Noismart  
Norlock, S.Coop.  
Sogestraf  
Nemergent Solutions S.L.  
Swift Flats  
Shyncrica  
Mr Flash  
Karma Technologies  
Ekobideak

## Initiatives to promote entrepreneurial culture: 15

- Hasten Ikasten Semminars
- Abiatu Awards
- Fine Arts Ikasberri
- Ekinduz
- Science Ikasberri
- Working Trade Fair
- Think Big
- Zitek Coffee
- Zitek Programme Talks
- TALENTIA Workshop
- Speed networking BBF
- BBSC Talks and Award
- Kirola Biziz Conference
- Participation in BVenture
- Zitek Scape meeting



## Deusto kabi

Nursery for innovative companies of the University of Deusto that supports the creation of university spin-offs, and has the advice and guidance of Beaz.

Incubated companies: 12
Employment in incubated companies: 30 jobs
Billing in incubated companies: € 912 121



## Initiatives to promote entrepreneurial culture

- Intra-entrepreneurship Talks in the frame of the Employment and Entrepreneurship Forum
- Dual Entrepreneurship in Action Master
- Deusto Start I
- Deusto Start II
- Bventure
- Entrepreneurship Week
- European EDI Project
- Deusto Engineering Breakfast
- Dan Balter Conference

## Incubated companies

- AIA S.L.
- Appkideak S.L.
- Edooca, S. C.P.
- Ikuspyme
- Labsland Experimentia S.L.
- Nexmachina Solutions, S.L.
- Planed education S.L.
- Quality Sensors Network
- Marco Topo S.L.
- BLE Proximity Solutions S.L.
- Osasuna Mugimendua Kontrola S.L.
- Baratec Consulting S.L.



## BIC Bizkaia Ezkerraldea

BIC Bizkaia Ezkerraldea is an incubator of the Basque Government and the Provincial Council of Bizkaia to promote entrepreneurial projects that create job opportunities in Ezkerraldea, Meatzaldea, Erandio and Alonsotegi

Incubated companies: 38

Employment in incubated companies: 138

Billing in incubated companies: € 4 157 157

## Incubated companies

100 Exom Engineering, S.L.

Autosimpro, S.l

Galla Van Works, S.L.

Dantak, S.L.

Sine Ingenieria Electrica, S.L.

Purple Blob, S.L.

Muon Tomography Systems, S.L.

Differengin, S.L.

Industrial Data Mining, S.L.

Challentech, S.L.

Global Surfing Services, S.L.

Elastic

Gembira Tech, S.L.

Undersat, S.L.

Indarweb, S.L.

Samylabs, S.L.

Surfing Challenge, S.L.

Allinfree

Isetic, S.L.

Dative Partners, S.L.

Ironchip, S.L.

Oposita Urilan S.L.

Veedor Solutions, S.L.

Family Care Solutions, S.L.

Sharing Logistics, S.L.

Medicsensorbiz, S.L.

Sushi Trading, S.L.

Macnalia, S.L.

Edintek, S.L.

Techfriendly, S.L.

Ape 4.0, S.L.

Hashcode Engineering, S.L.

Nordsim, S.L.

Argitech, S.L.

Kaytek

Mindflu

Colibri-Ona

Big Showi





## Sectorial initiatives

We develop sectorial programmes which intend to generate activity, promote innovation and internationalisation in specific sectors and areas.



## Bizkaia Creativa

Beaz has several tools to support the creative sector. The Bizkaia Creativa and the Crafts Provincial Programmes, the general secretariat of the BiDC, and the support for local and international events, or the membership of the UNESCO creative cities network, among them.

### Bizkaia Creativa Programme

In 2018 Beaz takes part 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 and product design.

Projects presented:	26
Approved projects:	20
Employment projected to 3 years:	83
Billing projected to 3 years:	€ 6 700 000
Subsidy amount:	€ 546 230

## 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 30 relevant local bodies from the economic, cultural and academic fields. Throughout 2016, different collaboration projects and promotion initiatives have been shared in order to promote creative industries.

From November 15 to 22, BiDC has coordinated the third edition of the Bilbao Bizkaia D Week, festival that has gathered 46 local and international events related to 10 creative sectors, promoted by different agents of Bizkaia. The Cities & Design and the Industries & Design conferences have also been organised during that week. Hyperdesign has been the central topic of the 2018 edition.



## International events supported in 2017: 8

- Selected
- Bilbao International Art&Fashion
- Fun & Serious
- Bilbao Maker Faire
- Bilbao Seriesland (Web Series)
- AzPlay
- Serifalaris
- Tech Week



## UNESCO Creative Cities

Fourth year of Bilbao as UNESCO Creative City, in the design category. Throughout 2018, the city has been in contact with other members of the Creative Cities Network especially, with those of the Design subnet. In November, the Human Cities European project organised a meeting in the frame of D Week, and some of the member cities of the network attended the event.

## Crafts Programme

In 2018 Beaz participates for the sixth time, in the management of 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 craftsmen: 78
Approved projects: 73
Subsidy amount: € 297 000



## Entrepreneurship and Social Innovation Plan

In 2018, Beaz has collaborated, for the sixth year, in the management of the Entrepreneurship and Social Innovation Programme jointly promoted by the Departments of Economic and Territorial Development and Social Action of the Provincial Council of Bizkaia in order to promote the development and the creation of new companies or socially innovative entities. The most represented areas are socio-health services aimed at ageing, disability and sustainability.

Throughout the year, we have also collaborated in the development of a work plan for the companies in this field, in areas of dissemination, training and cooperation.

Submitted projects:	25
Approved projects:	11
Employment projected at 3 years:	57
Projected billing for 3 years:	€ 4 883 340
Amount of the subsidy:	€ 304 727

## Bizkaia Orekan

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.

With this objective, we have also collaborated with local economic development agents who work for the competitiveness of their industrial fabric.

Beaz works in the Bizkaia Orekan project since 2016, initiative that organises Bizkaia in 4 zones, in which a technical team from Beaz and the Department of Economic and Territorial Development work in zonal



groups, together with local agents, in challenges that intend to enhance the competitiveness of the companies of each zone. More than 60 people from 30 organisations from 12 regions of Bizkaia.

In its third year, 11 additional challenges have been developed, and more than 105 companies have collaborated in workshops, seminars, training modules, contrast visits or action plans.

Areas of work: business competitiveness, business quality, zonal specialisation
4 zones
12 regions
Over 34 local and regional organisations involved and more than 60 people taking part.
Over 130 business and follow-up zonal meetings
15 challenges
105 visits to companies
1 meeting with regional agents

## Enkarterri Encouragement Plan

The region of Enkarterri has suffered the effects of the economic crisis, which has had a negative impact on its development and the competitiveness of its business network. The Provincial Council of Bizkaia, the Basque Government and the municipalities of the region agreed to define a special plan for 2018-2019 to contribute to the development of Enkarterri.

The Enkarterri Encouragement Plan consists of 12 measures that aim to respond to specific problems of the region and are aimed at improving the competitiveness of companies and the territory as a whole.

During 2018, Beaz has worked actively in the development of two of them:

- Project to strengthen the industrial fabric of the region, improve its competitiveness and create new jobs.
- Advanced entrepreneurship programme to provide new business initiatives and employment, with special attention to young people and women





# 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 2018 the 2013-2017 period has been evaluated.



## Startup results 2013- 2017

Number of companies created	223
Number of active companies	199
Survival rate	84,81%
Total billing	€ 73 204 946,59
Average billing	€ 367 864,05
Total employment	949
Average employment	4,77
Total social capital	€ 29 277 413,28
Average social capital	€ 147 123
Total subsidy amount	€ 11 592 297

Although they have the lowest survival rates, when it comes to creating companies, the most dynamic sectors are digital contents and internet, and creative industries. At the same time, these sectors have the highest job creation rate, a 39%, but their productivity rates per person are comparatively low. The Energy and auxiliary equipment sector also shows high figures in the creation of new companies and employment.

The sectors of traditional industry (Manufacturing and assembly, Transformation of metallic products, Industrial equipment) have a low rate of business creation, but greater stability (survival rate of 100%) and average employment and billing rates generally high in relation to the rest of sectors.

With regard to the sectors with the highest average social capital, it is especially worth mentioning Energy and Auxiliary equipment, as well as Biosciences and Health, Transformation of Metal products, and Industrial equipment.



# Active agent of the entrepreneurship and innovation ecosystem

## Joint actions Basque Government-SPRI

During 2018, we have collaborated in the following areas:

### Fields of collaboration Beaz-SPRI

Entrepreneurship programmes Ekintzaile, Luzaro-Ekintzaile, Aurrera, Basque Fondo

Initiative to promote Intra-entrepreneurship

Management of the advanced incubator BIC Bizkaia

Management of the Business Centre of the Left Bank BIC Bizkaia Ezkerraldea (previously Cedemi)

Bind 4.0. Welcoming and tutoring startups that have started a development project with the driving force companies that take part in the initiative.

## Joint actions Bilbao City Council-Bilbao Ekintza

During 2018, we have collaborated in the following initiatives:

### Collaboration framework Beaz-Bilbao Ekintza

Management of KBi Digital incubator

Joint management of BiDC general secretariat. Promotion of different activities of the creative sectors of Bizkaia.

Bilbao Bizkaia Film Commission

Dweek

## Collaboration framework Provincial Council of Bizkaia- International entrepreneurship nodes: MassChallenge, Cambridge Innovation Center-CIC, and SOSA Tel Aviv

In 2015, the Provincial Council of Bizkaia 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.

In the frame of this agreement, along 2018 Beaz has taken part in the organisation of the second local startup competition that allows access the acceleration services offered by MassChallenge at its headquarters in Boston, and to compete for the world semifinal.

Beaz promotes and coordinates the competition in 2018, in which 51 startups have taken part (27 from Bizkaia and 24 from Gipuzkoa). 15 of them have had a one week stay in the MassChallenge accelerator, it is worth mentioning that Gemssy Technologies (Bizkaia), and Asparia Glycomics (Gipuzkoa) have been chosen to continue their acceleration process for another four months at the Masschallenge headquarters in Boston.

In 2016, another agreement has also been signed with the CIC (Cambridge Innovation Center), also based in Massachusetts, which will



enable the access to a 6 month stay for 24 startups, under the guidance of MassGlobal Partners. Beaz promotes and coordinates this programme, favouring the stay of 8, 7 and 6 startups from Bizkaia, at the CIC accelerator of Boston, in 2016, 2017, and 2018, respectively.

In April 2018, the Provincial Council of Bizkaia signed a collaboration agreement with the Tel Aviv-based SOSA International accelerator, with the aim of promoting the connection between startups of Bizkaia and the Israeli entrepreneurial node. 25 startups have submitted the application to the selection process, and 6 have been selected.

The acceleration process in Israel involves a first 15-day stay with individual agendas for each startup, and a second phase of up to 3 months, after specific objectives for each project have been set according to their needs.



## Other collaborations

In 2018 we have also collaborated with the following agents:

**Elkargi:** Collaboration agreement to give SMEs an easier access to funding through the Innovation Fund and the Aurrera programme.

**Tecnalia:** Within the framework of the collaboration agreement between the Department of Economic and Territorial Development and Tecnalia to promote new technology or innovation-based business initiatives.

**Chamber of Commerce:** Work meetings to exchange information on the services offered to our companies and have a better vision of the entrepreneurship ecosystem.

**Cebek:** Collaboration to improve coordination between Cebek Emprende, the entrepreneurial support service of Beaz, and the intra-entrepreneurship initiative.



# Recognition of entrepreneurs and innovative businesses

ON Bizkaia Awards reward SMEs and entrepreneurs of 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 five of the aid programmes of the Provincial Council of Bizkaia. The best startup and spin-off business development are also distinguished. The fifth edition has taken place in 2018.



The awards were presented at the event organised for the VII Bizkaia Enpresa meeting, which brought together more than 500 companies, with open innovation as the central theme of the day.





Best Business Creation Project	Lookiero
Best Innovation Project	Prosertek
Best internationalisation Project	PQC Power Quality Control
Best Bizkaia Creativa Project	Sophie et Voilà
Best Social Innovation Project	Fair Saturday
Recognition to the Trajectory of a Spin-off	Batz Energy
Recognition to the Trajectory of a Startup	Efeuve fachadas ventiladas



# Operational performance

In 2018 Beaz has managed a total of 7 programmes of the Department of Economic and Territorial Development of the Provincial Council of Bizkaia. Around 500 companies have benefited from the different services provided, and 112 initiatives are incubated in its business incubator network. It is also worth mentioning that Beaz has links with over 1500 companies via aid programmes or services.

2018

Operational budget (€M)	5
Average staff	44
Managed programmes	7
€ M managed in programmes	15,1
Managed files	644
Monitored files	1001
Service beneficiaries	+500 companies
Bizkaia Business Park (Grant and service beneficiaries)	+1500





Sabino Arana 8

48013 Bilbao

T. 944395622

[beaz@beaz.eus](mailto:beaz@beaz.eus)

[beaz.bizkaia.eus](http://beaz.bizkaia.eus)