



## Business Incubators



PRIVATE  
FUNDING  
INSTRUMENTS



**BUSINESS SUPPORT**

Suitable  
for start-ups



Initial idea



Business plan



Marketable  
product



Commercialisation



Expansion

### What is it?

Incubators are work places where various companies are located under one roof. They assist start-ups in the development of a business idea into a feasible and financially viable company.

Incubators have mentors, advisors and subject matter experts available to give advice and training to the incubatees and can help with establishing valuable contacts within their networks.

Furthermore, assistance and advisory in relation to common business tasks such as reception, accounting or legal, can be carried out on-site by in-house professionals for a fee.

Incubators are a platform where knowledge and experience can be shared amongst the incubatees from the same sector.

Incubators naturally gravitate towards industry clusters, centres of excellence and innovation parks of universities.

### How to use it?

An application process is usually completed online and includes details on the concepts, technology, market and financial projections of the business.

Start-ups are then periodically selected by a panel to join the incubator.

Incubatees typically spend one to four years in the incubator in order to grow the company sufficiently and to be able to operate fully as a stand-alone business.

Business incubators promote their companies to investors and Venture Capitals using a network established by time spent working with companies from a similar sector.

Incubators normally offer grants to the incubatee companies in order for them to carry out operations. Within the incubator the incubatee can pay for services such as conference rooms and additional office space.

### Who can benefit?

- Start-ups without the financial opportunity and/or infrastructure to operate already alone as a business.
- Start-ups without the necessary business acumen or expertise and looking to leverage off subject matter experts and mentors in order to grow their knowledge and business.

### Useful links

Network of current European incubators across Europe:

- **ESA - Business Incubation Centres** ([www.esa.int/Our\\_Activities/Space\\_Engineering\\_Technology/Business\\_Incubation/ESA\\_Business\\_Incubation\\_Centres12](http://www.esa.int/Our_Activities/Space_Engineering_Technology/Business_Incubation/ESA_Business_Incubation_Centres12)).
- **Surrey Space Incubator** ([www.surreyspaceincubator.co.uk](http://www.surreyspaceincubator.co.uk)).
- **North East Space Incubation Programme** ([www.northeasttechnologypark.com](http://www.northeasttechnologypark.com)).

### Key benefits

- Mentoring and advisory services from industry professionals.
- Access to investors through incubator network.
- On site access to common business service providers (often at reduced rates) e.g. lawyers, accountants, etc.
- Office space including meeting & presentation rooms and a reputable business address.
- Community support and networking with other start-ups.

## Existing and planned space business incubators 2016



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