

BioSpin

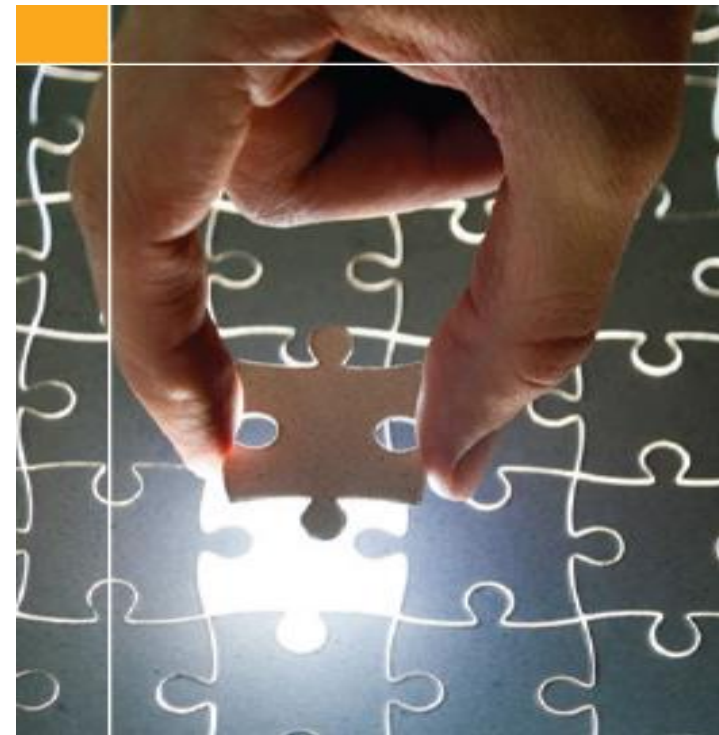
::Food Science and Technology Incubator::

Eduardo Luís Cardoso

Universidade Católica Portuguesa

Workshop
**Knowledge and
Technology
Transfer
in the Food Area**

16th May, 2013
Kaunas University of Technology





CATÓLICA
PORTO

spinlogic 

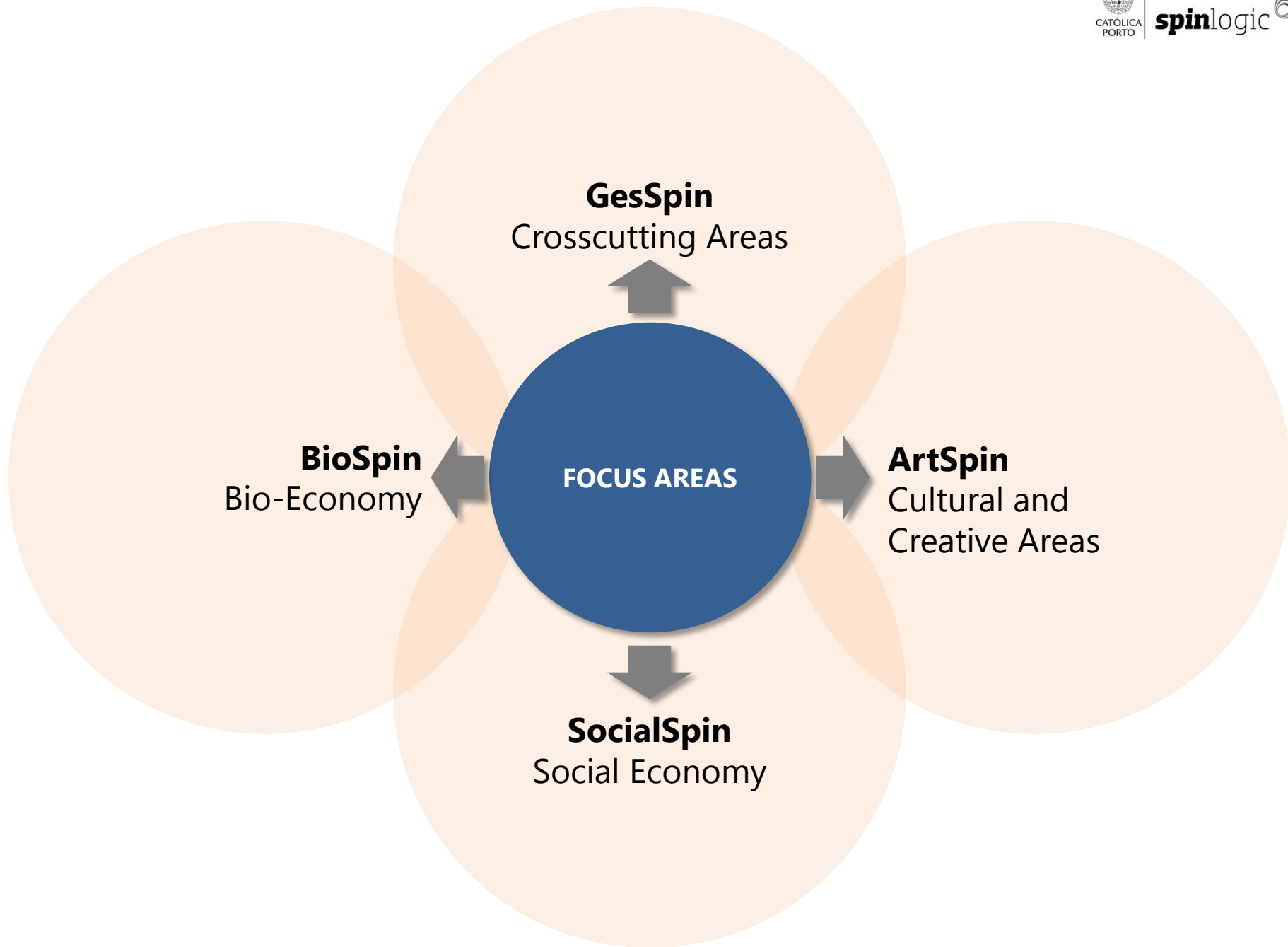
Entrepreneurship Strategy of the
Portuguese Catholic University
at Porto

BioSpin

Entrepreneurship in Bio Economy

STRATEGY

Aiming towards an up-front
Entrepreneurial University



Key-Actions

Promotion of an engaging entrepreneurial attitude of both internal and surrounding communities

Dinamization of both curricular and extracurricular activities towards entrepreneurship at *Católica Porto*

Projects and Businesses pre-incubation and incubation

Knowledge protection and valorization

Incubation Model

Incubation at *Católica Porto* is geared towards the development of people and project teams, by giving the whole **initiative to entrepreneurs**, so as to **endow them with the understanding** of the viability of their projects.

Incubation Model

Synergies between companies in incubation and
Católica Porto

Close linkage between incubating companies

Personalized monitoring of projects

Ethical concerns

Technology and innovation elements present across all areas
of intervention

Key Services

Projects and Businesses Pre-incubation and Incubation

Business Model and Customer Development *Coaching*

Internal and External *Mentoring*

Infrastructure and Equipment

Information, Training and *Networking*

Support in Setting Up Applications to Incentive Programs

Key Activities

Workshops and Seminars

Idea Contests

Training

Management Games

Boot-Camps

Alumni Entrepreneurs

Information and Networking

Performance Indicators

	PRE- INCUBATION	INCUBATION	EMANCIPATED	DROP-OUTS
ArtSpin	8	13	0	1
BioSpin	9	5	2	1
GesSpin	4	0	0	0
SocialSpin	11	4	0	0

Performance Indicators

	PRE- INCUBATION	INCUBATION
ArtSpin	8	13
BioSpin	9	5
GesSpin	4	0
SocialSpin	11	4

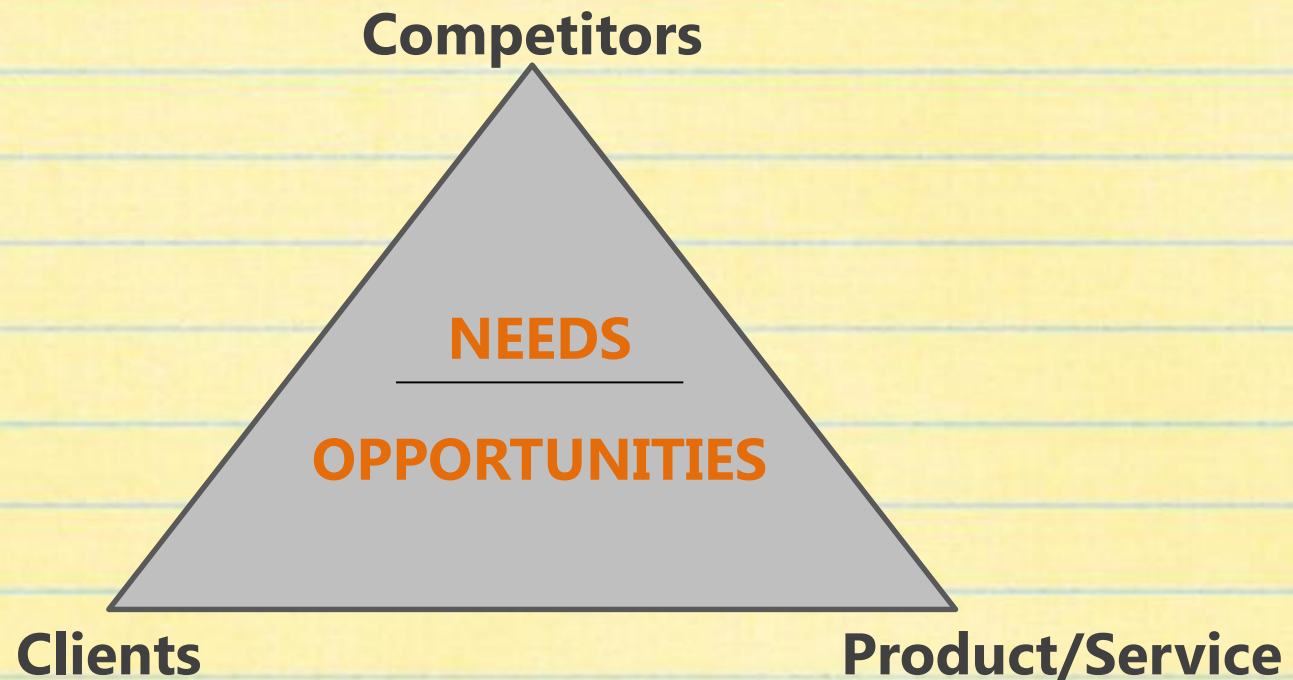
Performance Indicators

	<i>ALUMNI COMPANIES</i>
ArtSpin	29
BioSpin	22
GesSpin	14
SocialSpin	0

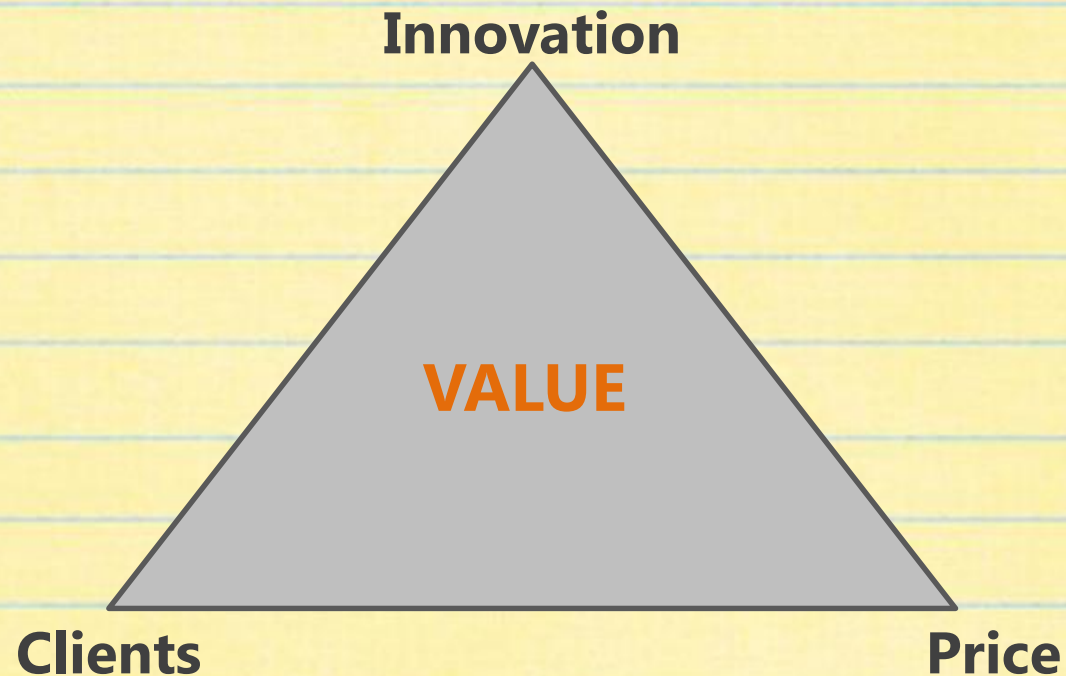
Businesses and Projects at the Católica Porto Incubator



FROM BUSINESS MODEL TO CLIENT DEVELOPMENT



FROM BUSINESS MODEL TO CLIENT DEVELOPMENT



BUSINESS MODEL



"A business model describes the rationale of how an organization creates,
delivers,
and captures value"

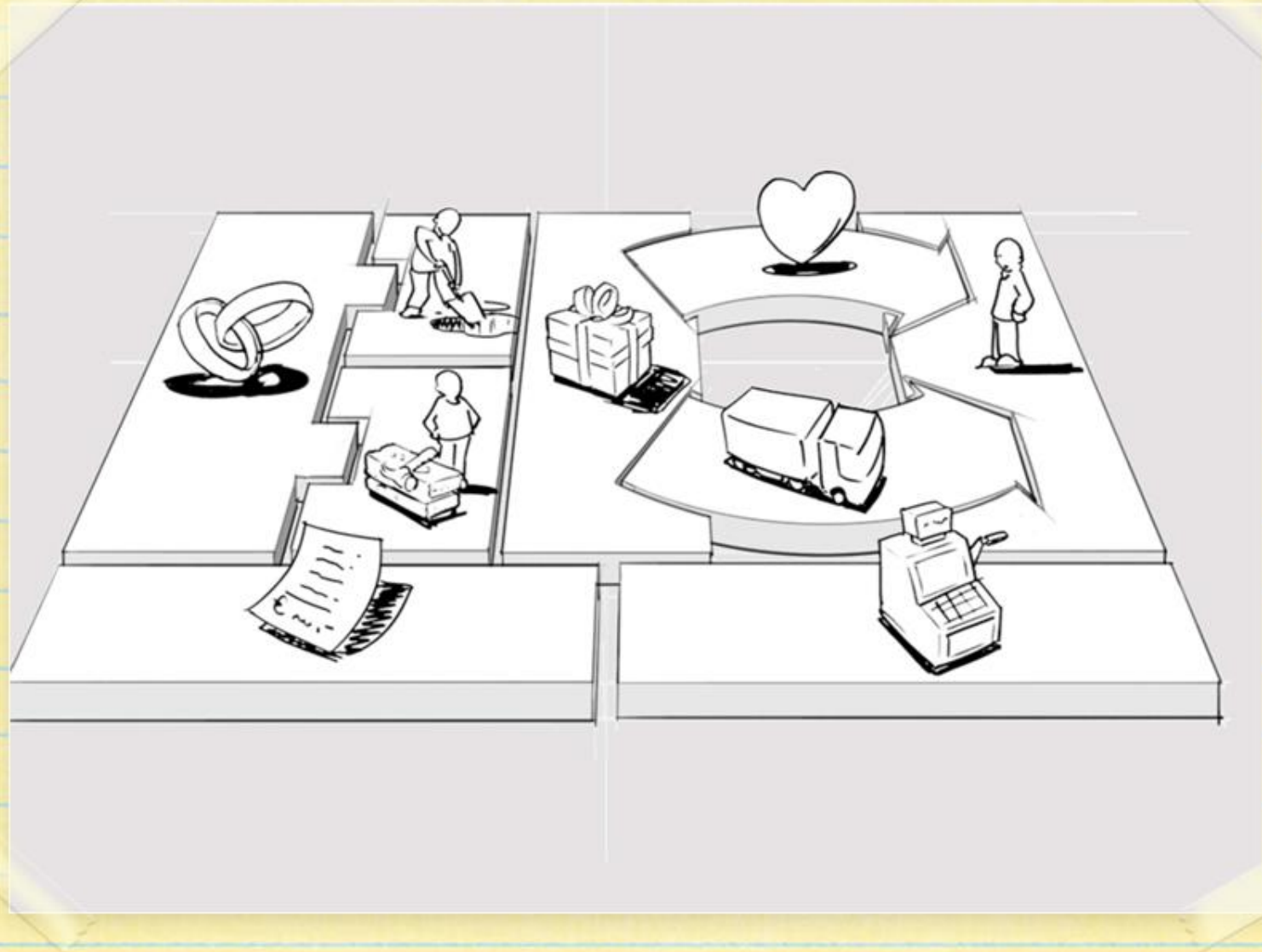
BUSINESS MODEL

The 9 Building Blocks:



BUSINESS MODEL

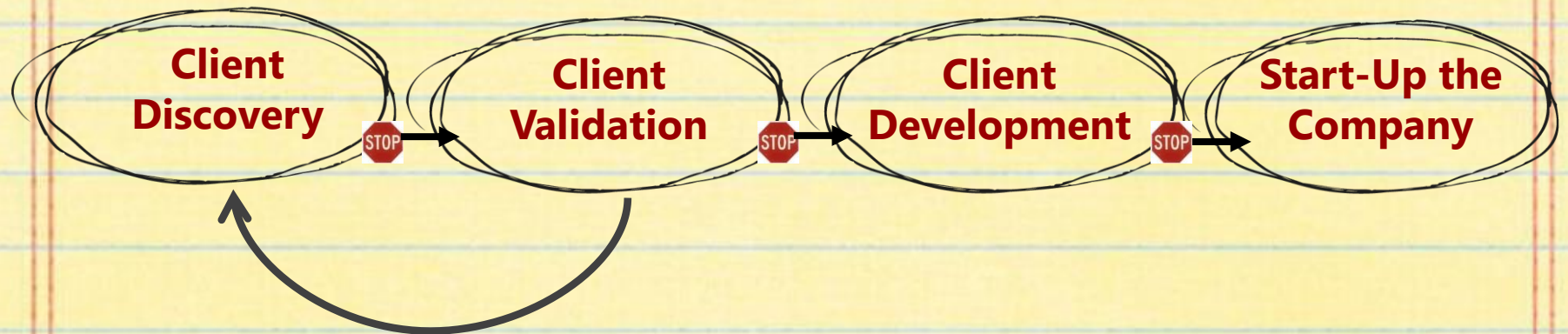
The 9 Building Blocks:



CLIENT DEVELOPMENT

DISCOVER

EXECUTE



BIBLIOGRAPHY

- “CRIAR MODELOS DE NEGÓCIO”, Osterwalder & Pigneur. D. Quixote, 2012.
- “THE STARTUP Owner’s Manual”, Steve Blank & Bob Dorf. K&S Ranch, 2012.
- “THE LEAN STARTUP: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses”, Eric Ries. Crown Business, 2011.

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