



# EXPERIENCES WITH REGIONAL CROSS-BORDER COOPERATION


(Presentation based on results of  
 EU FP6: ScanBalt CompetenceRegion LSHM-CT-2004-503406  
 EU FP7: ScanBalt Bridge FP7-Regions-2007-1-205493)

< **COMPERA - International Conference on Competence Research Centre Programmes** > < 03.02.09 > < Düsseldorf >  
 Wolfgang Blank, ScanBalt fmba & BioCon Valley GmbH



## Baltic Sea Region – Europe's growth region #1

- 11 countries
- ~85 Mio. inhabitants
- Region with traditional links (Hanse, Scandinavia, ...)
- High standards in education
- Strengths in biotechnology, life sciences and health (health care & economy)
  - ✓ ~ 67+ universities
  - ✓ ~ 1200+ enterprises
  - ✓ ~ 20+ bioregions



Logos on map: bioforum, BIOTURKU, IEBio, medCoast, bioMEDICO forum, KALMAR BIOSCIENCE, bioTEAM south, MEDICON VALLEY, norgenta, BioCon Valley, BioTOP BERLIN-BRANDENBURG.

Cities on map: St. Petersburg, Riga, Vilnius, Gdansk.

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## Who ?



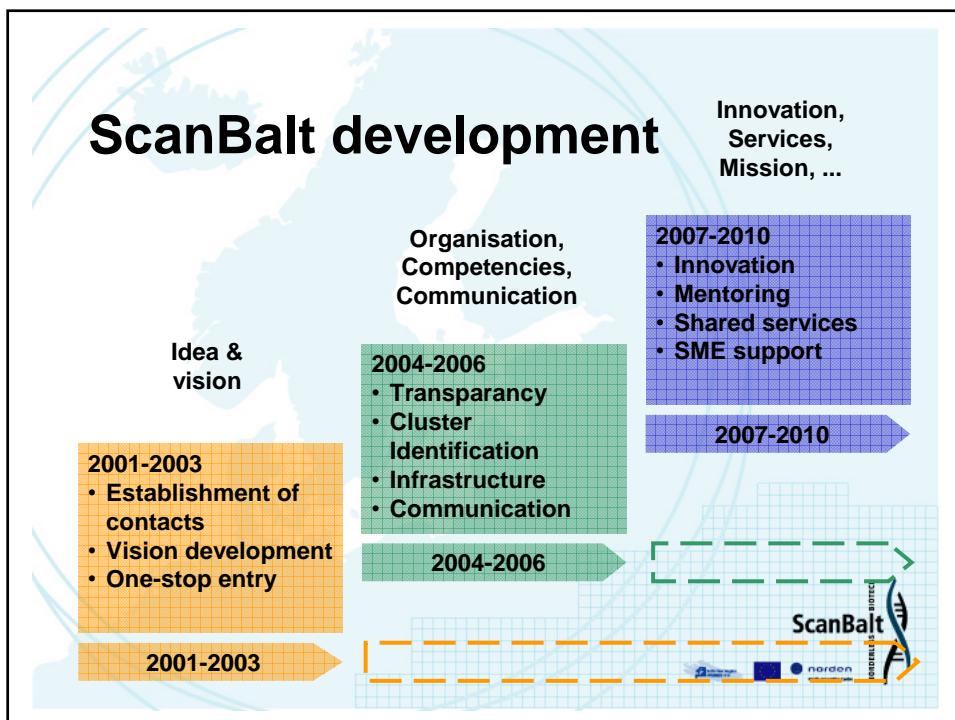
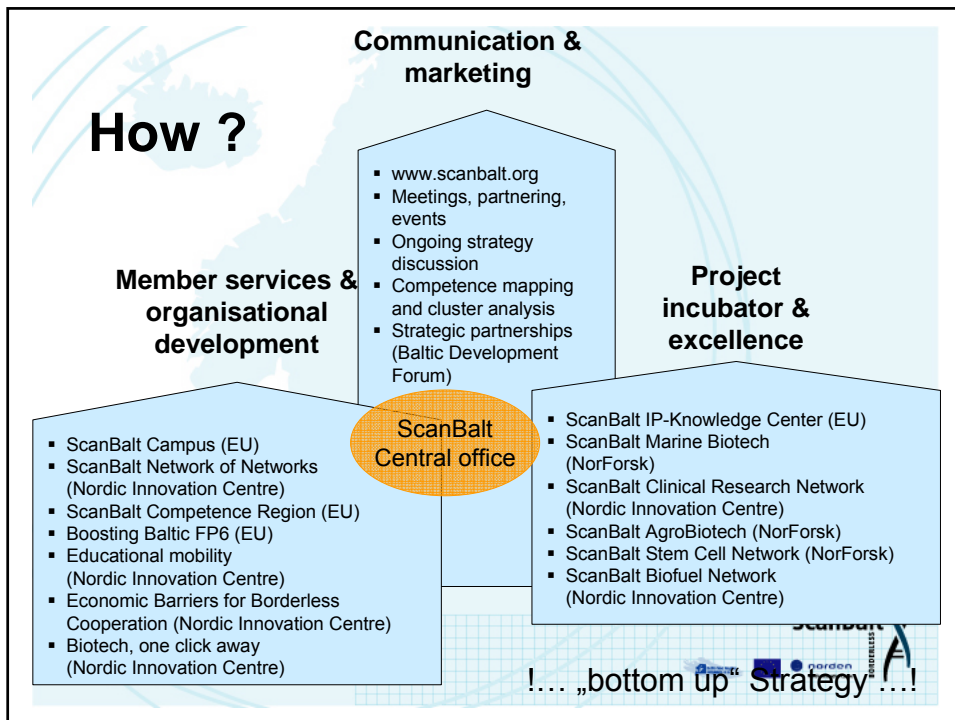
- Non profit association
- Founded in august 2004 as „ScanBalt fmba“ (Copenhagen)
- Triple helix – structure (academia – industry – administration/government)
- 38+ members:
  - Biovalleys
  - Universities
  - Companies
  - Others



## ScanBalt's vision & mission

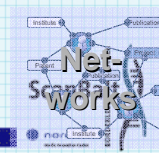
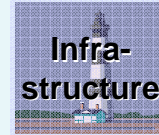
- In respect for our vision and values, ScanBalt promotes the development of ScanBalt BioRegion as a globally competitive meta-region.
- Goals:
  - promote regional economic development through knowledge formation, education, research, technology transfer and innovation
  - act as a platform and /or umbrella for activities within life sciences and related social sciences
  - provide support and service to the members in order to enhance Innovation
  - be a forum for discussions of the impact of life sciences on society



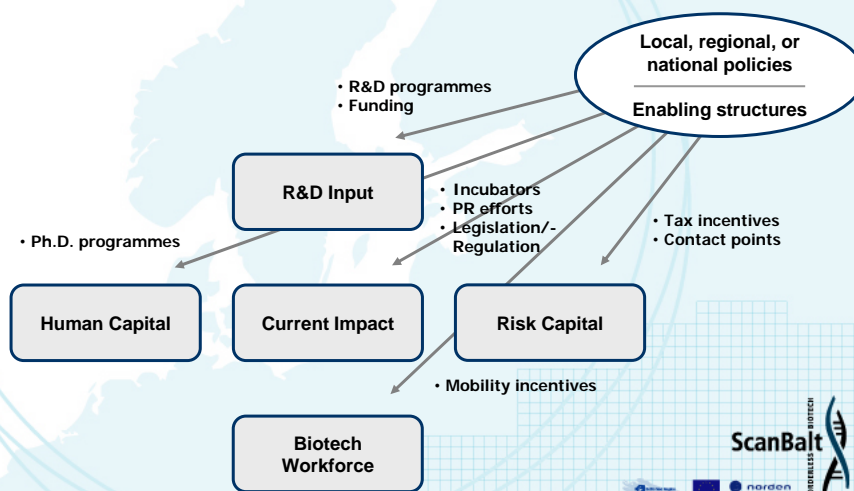


# Competencies

- Structural capital:
  - Regional environment and institutional structures
  - Many cluster studies addressing these issues of cluster development
- Human Capital:
  - Skill level of R&D and management workforce
  - Statistics on employees available but limited knowledge of academic competencies
- Relational capital:
  - Intra-regional and inter-regional networks
  - Very limited knowledge about research collaboration within and beyond the region

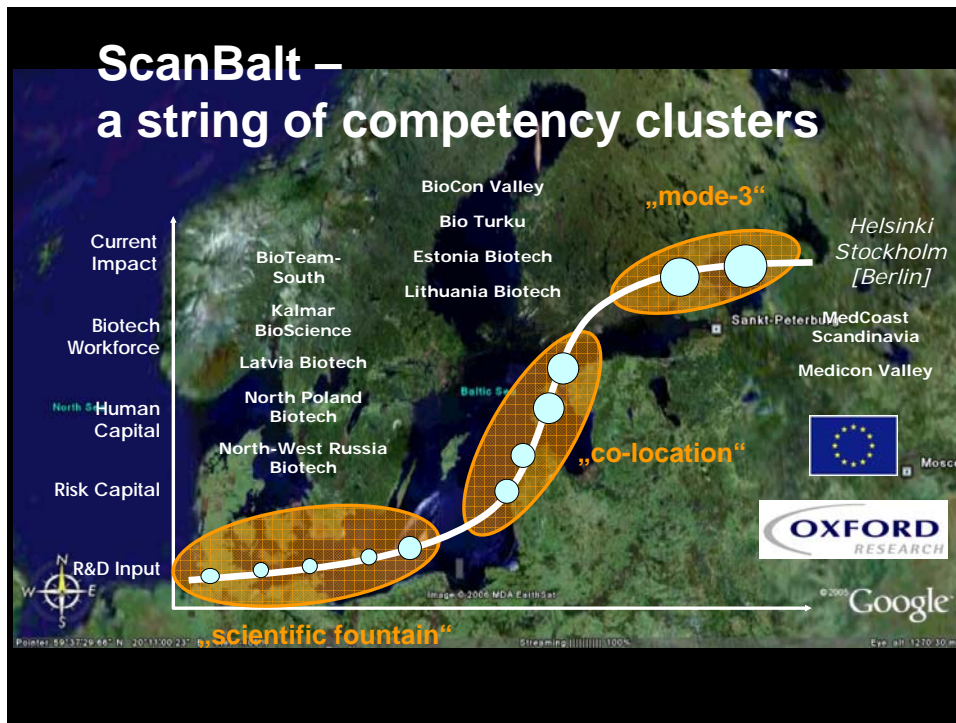


# Drivers and enablers



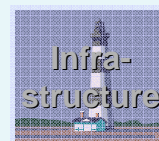
Source: Milken Institute, 2004; Oxford Research, 2006

# ScanBalt – a string of competency clusters



## Competencies

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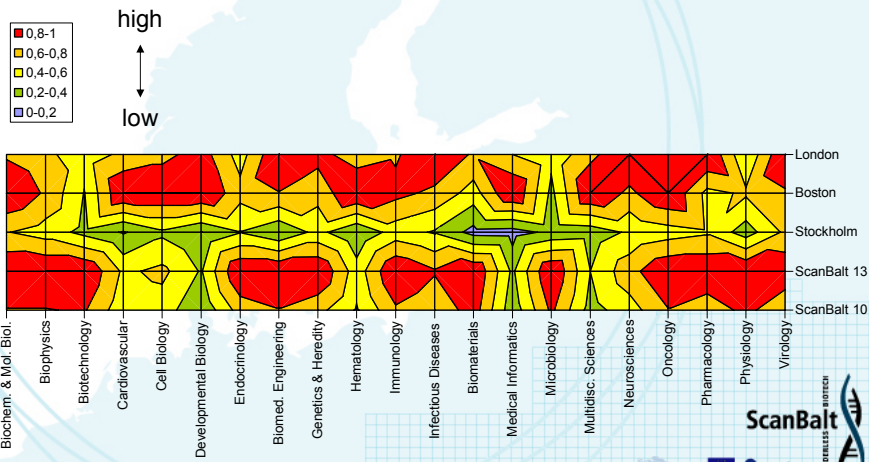
# Human Capital



- CORE COMPETENCIES**
- Key research/ indication areas
  - Key technologies



# Benchmark analysis I - quantity



## Competence profile matrix

COMPETENCE AREA	Quantity (Benchmark)	Distribution	Excellence (Benchmark)
• Biochem. & Mol. Biol.	x	x	
• Biophysics	x	x	
• Biotechnology	x	x	
• Cardiovascular			x
• Cell Biology		x	
• Developmental Biology			
▷ Endocrinology	x		x
• Biomed. Engineering	x		x
▶ Genetics & Heredity	x	x	x
• Hematology			x
▷ Immunology	x		x
▶ Infectious Diseases	x	x	x
▷ Biomaterials	x		x
• Medical Informatics			
• Microbiology	x	x	
• Multidisc. Sciences			
▷ Neurosciences		x	x
▷ Oncology	x		x
• Pharmacology	x	x	
• Physiology	x	x	
▶ Virology	x	x	x

We would like to avoid the definition of core competence areas as this would neglect some apparent competences.

Instead we would prefer to highlight individual areas of excellence for each member as parts of the ScanBalt competence map.

The strategy of ScanBalt should include the targeted enhancement of networking and collaboration between those clusters.

### Separation in ...

- Technology area related competences
- Indication area related competences

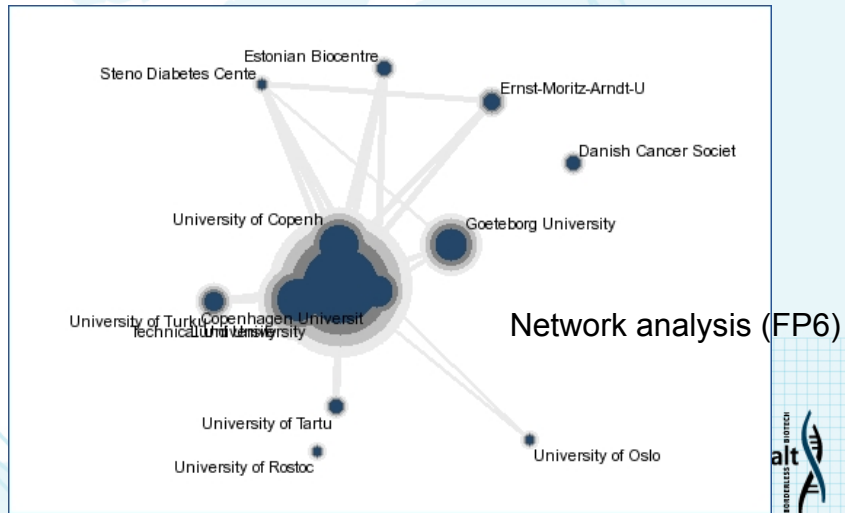
... and mapping of clusters following the competence hub/satellite model

## Competencies

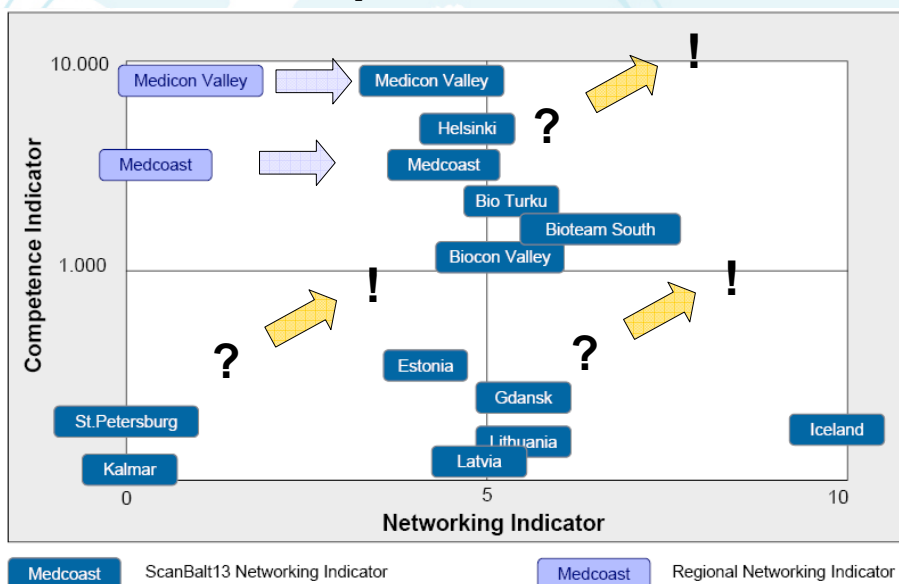
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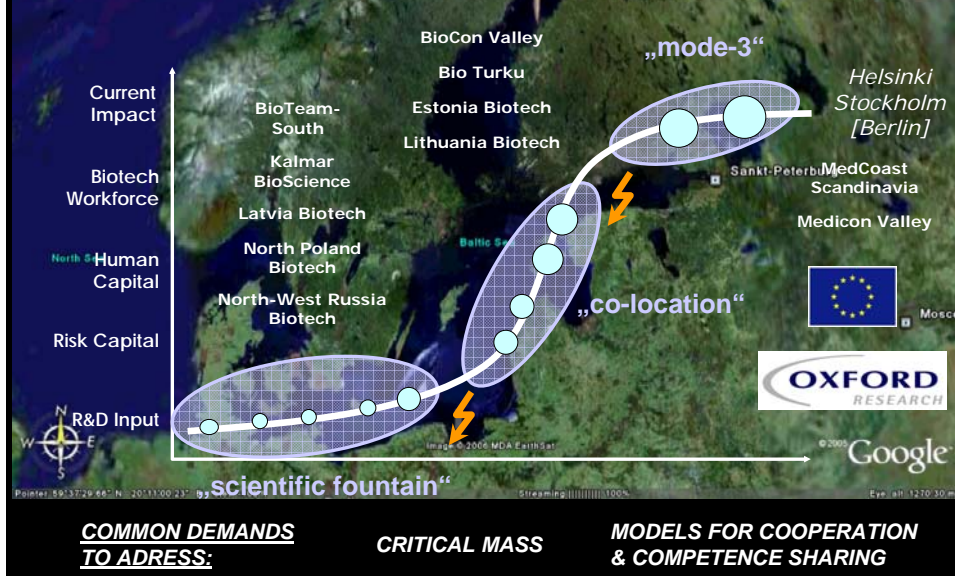
## Relational capital: EU networks



## Relational capital: Networks



# ScanBalt – a string of competency clusters



## Phases of Cluster Development

<b>COMMON DEMANDS TO ADDRESS:</b>	<b>BUSINESS IDEAS</b>	<b>TRANSFER</b>	<b>GROWTH</b>	<b>MATURATION</b>
	<b>SET-UP</b>	<b>START-UP</b>	<b>SCALE-UP</b>	<b>GROWN-UP</b>
Number of jobs	-	5 – 50	50 – 200	> 200
Turnover		< 5 Mio €	5 - 50 Mio €	> 50 Mio €
Balance sheets		0,5 – 5 Mio €	5 - 50 Mio €	> 50 Mio €
Focus	Basic research	R&D products/ technologies	Pilot production Marketing of own products	Established sales, Development of new products
Financing	Public funding	2 – 3 rounds of financing & public funds	IPO Cash flow	Capital extension Cash flow
Demand for lab space	middle	low	dynamically developing	high
		<b>German bioregions</b>		<b>Bay Area Boston [Medicon Valley] North Carolina</b>

from: Positionierung Deutscher Biotechnologie-Cluster im internationalen Vergleich, BCG, January 2001

# Actors, Partners, Customers

- Universities
- Research institutions
  - Federal
  - Regional
- Industry
  - SME's
  - Large enterprise
- Public
  - Federal, regional Authorities
  - Local (town) authorities
- General public (... „the taxpayer“)
- Others



## COMMON DEMANDS TO ADDRESS:

- **HETEROGENOSITY**
  - **INTERESTS**
  - **COMMUNICATION STRUCTURES**
  - **CULTURES**



nature publishing group

Public Sector Innovation



norden

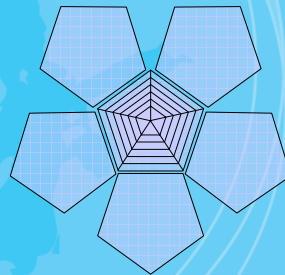
# Portfolio & products

## Consultancy & Coaching

- Tech transfer, innovation
- Business development
- Cluster development
- Human resources
- ...

## Infrastructure & Capital

- Renting of infrastructure (Structural capital)
- Financing (real capital)
- Combination ?
- ...



## Project incubation & management

- Identify programmes, partners
- Prepare application
- Project management
- ...

## Information & Marketing

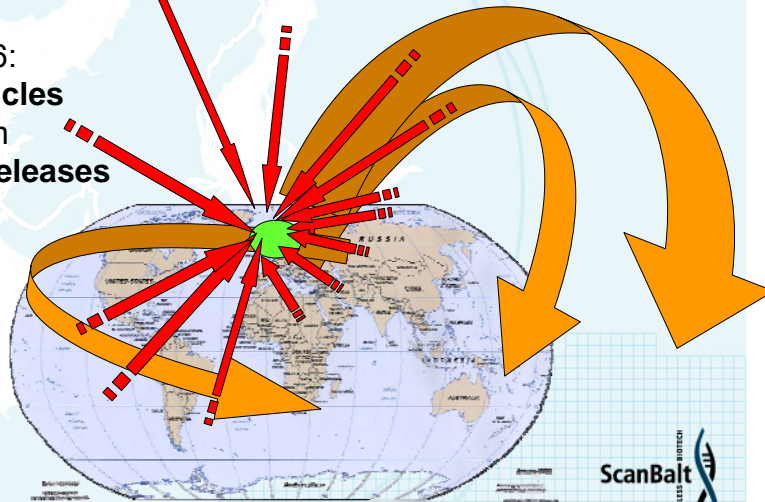
- Newsletter
- Brochures, Expertises
- PR support
- ...

## Networking & Partnering

- Meetings
- Events
- Directed Partnering
- ...

## ScanBalt MediaNet: - World Wide Visibility -

2006:  
235 articles  
from  
22 press releases



## Experiences

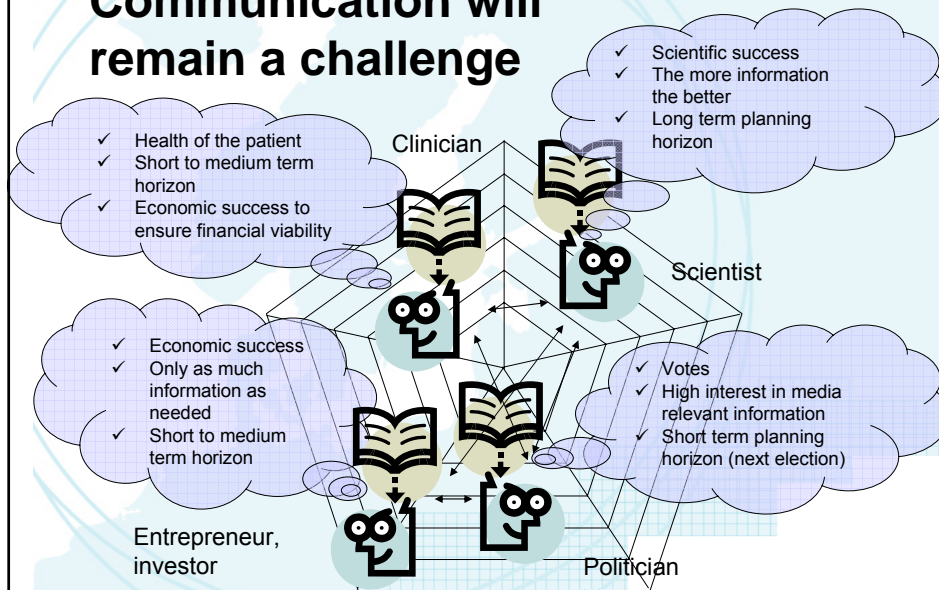
- Bottom up is essential
  - A must for cluster organisations:  
„Customer care“, service orientation
  - Win/Win
  - Priorities may change! ... Clear focus **and** Flexibility
  - Decentral approach
- Ressources
  - Ressources should be brought in also by partners  
(time, capital, human ressources)
  - Critical mass for internationalisation needed
  - Focus necessary on competencies, target groups & targets/aims
- Stringent & professional process management  
+ Patience + middle/long term committment of all partners

## Issues for the future ?

- Instruments for early phase financing & bridging the „valley of death“ of SME's (or pre-SME's)
  - Easy to handle
  - Scalable
  - Mix: Regional / Interregional / international
- Instruments to promote brain circulation (in order to prevent brain drain) ... and to counter demographic development
- Instruments to establish and develop (!) communication platform for cluster actors
- Instruments to monitor actors and activities
- ... Expert group to tackle challenges when mixing money from various sources



## Communication will remain a challenge





Dziękuję !

Thank you !

ご清聴

ありがとうございました

Vielen Dank !

Mange takk !

Cảm ơn

Aciu !

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