



# PILOT PROJECT 2

VALENCIA REGION

CEEI Valencia

## Infrastructural Services

### Port

Valencia's port is the biggest on the Mediterranean western coast, the first of Spain in container traffic as of 2008 and the second of Spain in total traffic, handling 20% of Spain's exports. The Port of Valencia is the largest seaport in Spain and in the Mediterranean Sea basin, with an annual traffic capacity of around 57 million tonnes of cargo (2009) and 4,210,000 TEU (2010). The main exports are foodstuffs and beverages. Other exports include oranges, furniture, ceramic tiles, fans, textiles and iron products.

### Air

The Valencian Community is served by two international airports, Alicante Airport, which is mainly tourist-oriented and Valencia Airport, which carries more business traffic. There is a third airport located in the north of the Valencian territory, in Castellón province. The airport was officially opened on 25 March 2011, however it is still inoperative.

There is also a new terminal at Alicante Airport which was opened by the end of March 2011. New Alicante Terminal (NAT) replaced the other two existing terminals T1 and T2, doubling the passenger capacity of the airport to 20m passengers per annum. Valencia airport is also being expanded to serve the higher passenger demand due to new flight connections to the city.

### Train

The Valencian Community has a quite extended rail system which connects the principal cities with the rest of Spain such as the Euromed towards Catalonia and Alaris towards Madrid, or northern and southern Spain, both run by the Spanish national rail company RENFE.

In December 2010 was opened the high speed rail (AVE) Madrid–Valencia, part of the Madrid–Levante high-speed rail line. The current high speed station, Valencia-Joaquín Sorolla, is a provisional station located in the outskirts of the city of Valencia. It is expected in the coming years the high speed line Madrid–Valencia will reach Valencia Central Station through an underground tunnel.

High speed rail Madrid–Alicante is planned to open in 2013, with also a provisional station in the outskirts.

There are some medium-range plans for further high speed connections, like the Valencia–Bilbao link via Zaragoza or the Mediterranean high speed rail corridor.

In addition, the Generalitat Valenciana has planned on building a regional high speed rail through the coast, to connect all major coastal cities like Valencia, Gandia, Dénia, Benidorm, La Vila Joiosa, Alicante and Torrevieja.

Cercanías is the commuter rail service that serves all three provincial capitals of Valencia and their metropolitan areas. It is operated by Cercanías Renfe, the commuter rail division of RENFE.

While the Valencian-owned company, Ferrocarrils de la Generalitat Valenciana (FGV) operates a tram-train line between Alicante, Benidorm and Dénia. It also operates the city tram and metro system of Valencia (Valencia Metro) and Alicante (Alicante Tram).

## IVACE- Valencian Institute of Business Competitiveness

IVACE is a public entity of the Generalitat Valenciana region created by the Law of the Generalitat Valenciana 2 / 84 and attached to the Ministry of Industry, Trade and innovation.

Its role is to develop policies for promoting innovation of the Valencian Government in the field of small and medium enterprises. To which the IVACE has programmes to support companies as well as public and private non-profit serving small and medium enterprises in the fields of:

- Technology and R & D
- Development and creating undertaken
- Design
- Quality and environment
- Organization and Management
- Training
- Business Cooperation

Promotes a network infrastructure of technical support services to the SME:

- Technological Institutes: technological assistance
- BICs: support for the creation of innovative business projects

Collaboration with business associations in developing strategic actions envisaged in the plans drawn up for major Competitiveness consolidated and emerging sectors within the community of Valencia.

Collaboration with public entities (universities, university institutes, public research centres, chambers of commerce, professional, local development agencies,) and private (business schools, associations, foundations and corporate Clubs) for generating and transferring research results, Knowledge and skills of business management.

Collaboration with the Ministry of Industry, Tourism and Trade to coordinate actions and facilitate access by SMEs to Valencian programs and services:

- CDTI (Center for Development of Industrial Technology)
- Policy Directorate General of the Pime and its subsidiaries: State Society for the Development of design and innovation (DDI), and Nacional Enterprise of Innovation (Enisa). The IVACE managed in Valencia the consolidation plan and Competitiveness of the Pime (PCCP)
- Spanish Office of Patents and Trademarks. Through the IVACE accessing databases of the SPTO and may be completed all formalities registration of industrial property rights.
- Tax relief by investing in R & D. The IVACE is recognized by the National Accreditation Entity (ENAC) as a certification authority investment in R & D and for the implementation of tax relief measures.

Join and coordinates the participation of corporations and other entities of the Comunidad Valenciana in EU programs.

The performance of the IVACE has resources of the European Union through the European Social Fund and the European Regional Development Fund articulated in the Comunidad Valenciana 2007-2013 Operational Program.

**IVACE has a Technological Institutes Network. They offer answer to the necessities of the small and medium-sized enterprises.**

**The Technological Institutes** of the IVACE Network offer small and medium-sized enterprises in the Valencia Region a specialized range of advanced technological services, and carry out a whole series of strategic lines of research, development and innovation aimed at responding to the needs of SMEs, with the aim of contributing to improving their competitiveness.

Through the REDIT Association, IVACE will be formulating the development of a series of initiatives geared towards generating synergies in terms of research, development and innovation, to be carried out by the Technological Institutes.

These Technological Institutes are mainly sectorial in nature, specialising in the leading sectors in Valencian industry: shoes, ceramics, wood and furniture, textiles, toys, metal/mechanical industry, the agro-alimentary sector, the electrical industry, computers, plastics, construction materials, business, packaging and transport.

In other areas, its objective is to promote new areas of activity and encourage the application of specific technologies such as biomechanics and optics.

#### **Services:**

##### Information

- Documentation
- Publications
- Informative acts

##### Technical Advice

- Materials and raw materials, manufacturing processes machinery and finished products, automation, CAD/CAM, IT, energy savings, plant optimisation, environmental pollution, etc.

##### Industrial Quality

- Laboratory testing and analysis
- Diagnosis and quality control
- Standardisation, certification and official approvals

##### Technology

- Technology transfer
- R&D projects
- Experimental new technology plants
- European R&D programs

##### Design and Fashion

- Advice and information
- CAD-CAM services

#### International Business Cooperation

- Participation in European projects
- Trans-national missions
- Contacts with international universities and research centres

#### Training

- Specialisation
- Recycling
- Tailor-made activities for companies

### **IVACE has a BIC Network in the Valencia Region**

The aim of the IVACE network is to facilitate and support the creation of new enterprises, or lines of diversification of existing enterprises, that contribute an innovative activity to the region in which they are located.

BICs are set up as non-profit making associations and stakes in them are held by bodies of local and regional administrations and various economic, financial, business and social entities.

The cornerstones around which the activities of Valencia's regional BICs are structured are: boosting local resources to stimulate and promote the creation and development of innovative enterprises, and promoting innovation as a strategic factor with the aim of contributing to the modernisation of the Valencian business fabric.

The BIC network in the Valencia Region comprises four CEEIs in Alcoy, Castellón, Elche and Valencia, which in turn are associated with the Spanish ANCES network (National Association of Spanish CEEIs) and the European EBN network (European Business Innovation Centres Network).

#### **Services:**

- General guidance and basic information on companies and their management.
- Advice on preparing a business plan, including an analysis of the commercial, technical and financial viability of the project, with the collaboration, where applicable of the Technological Institutes.
- Financial and technological advice and support.
- Training activities for entrepreneurs.
- Premises for setting up new enterprises.
- Administration services.

## Furthermore IVACE has several Programs or Plans for SMEs:

### PLAN FOR R&D:

1. Research and Development Program for SMEs: Support the implementation of R & D projects aiming at the production of products, processes or services on existing or improved.
2. R & D Projects in Cooperation Program: Support the implementation of R & D cooperation projects involving a significant impact on the business environment.
3. Stimulus Program to National and International Tax Deduction and Access to the R&D: Support certification of R & D that allows companies to access tax deductions and preparing R & D business to national or international R & D calls.
4. Expande Program: Encourage the hiring staff for conducting R & D tasks and training required to perform this function.

### ENTREPRENEURSHIP PLAN:

1. Technology Based Companies Creation Program: Foster, during the first years of its existence, young innovative companies in technology intensive, supporting both the own business project and R & D initiatives carrying out by business.
2. Support Program for Business Growth to Innovative Start-Ups: The program aims to help businesses with potential for growth to improve their competitiveness by obtaining permanent resources (fundings) to achieve the appropriate scale dimension. The support operation can be repeated for the entire path from the initial phase to the business consolidation in its market.

<http://www.ivace.es/>

## Emprenemjunts: for you

A reference portal that arises agglutinate the agents of Valencian entrepreneurship support system and distribute the "traffic" to different related websites to this area, while allowing, to different agents, improve the efficiency and, undoubtedly, improve the efficiency of the resources used in this field, resulting in the users benefit.

The purpose of [www.emprenemjunts.es](http://www.emprenemjunts.es) platform is promote and encourage entrepreneurship, values and principles; bringing together the largest number of organizations, companies and entrepreneurs interested.

The emprenemjunts web platform is conceived and designed to organize and offer, in a simple way, direct or indirect, resources, information and contents to entrepreneurs.

It is, therefore, an institutional cooperation project in which all associated entities, by voluntary basis to the project; provide information and contents, helping to create common databases, while they can use the information and contents, setting custom singular presentations for its users (Channels) whether by thematic or territorial areas.

## Valencian Institute of Finance

The IVF - Instituto Valenciano de Finanzas (**Valencian Institute of Finance**) is a Public Entity under the Conselleria de Hacienda y Administración Pública of the Generalitat with separate legal identity and full public and private capacity, which was formed by means of the eighth additional provision of Law 7/1990 of December 28 of the Generalitat Valenciana

### Functions

The IVF aims to perform the public credit policy of the Valencian government, as well as to promote the implementation of the Generalitat's competences in relation with the regional financial system. Its basic purposes are the following:

- The management of the Generalitat financial debt as well as the financial needs of its autonomous entities and owned companies.
- To provide **financial support for the promotion of entrepreneurial activities**, especially those involving the generation of sustained added value, technological innovation, job creation, or those regarded as strategic for the wealth generation within the scope of Comunitat Valenciana.
- To carry out its competency related to the control, inspection and discipline of the financial institutions under the supervision of the Generalitat, as well as implementing its functions over the local stock market.

### Business funding

One of the biggest challenges for companies to carry out their investment projects is to get an appropriate long term funding.

The Valencian Institute of Finance is a public company of the Generalitat, which has among its purposes to promote the funding of investment projects.

To this end, IVF encourages the creation of instruments to the financing of projects to increase productivity and competitiveness of companies, as well as the creation of employment and the economic and social growth of the Comunitat Valenciana.

Furthermore, these instruments promoted by the IVF, aims to obtain adequate financial stability of companies in the medium and long term.

### Funding for SMEs

The SMEs IVF offers long-term loans to finance productive investment projects in the Valencia region to enable them to increase their competitiveness and position strongly Valencian products in markets.

Investment projects to be financed by the IVF must present one of the following characteristics:

- Incorporate value to the product
- Contain technological innovation
- Increase the productivity and competitiveness of the company
- Make a difference for the products and services: quality, design, innovation, etc
- Generate employment

Ultimately contribute to economic and social development of the Valencian Community. Today, the IVF has the following credit lines for SMEs:



### Ordinary loans

- IVF line Business Support
- IVF Line output to MAB

### Participating loans

- IVF Line Growth Business
- IVF Line Growth Innovative Companies

### **Funding for Entrepreneurs**

In 2011 the IVF expanded its product portfolio to align the financial instruments offered to the current needs of Valencian companies, creating new lines to finance entrepreneurial projects.

All this is framed in the strategic lines of action of government, which established how critical elements supporting entrepreneurs, job creation as central to all initiatives, innovation as a growth and differentiation business and internationalization as future business strategy.

Projects funded IVF entrepreneurs should highlight its innovative component, being undeniable positive impact on business innovation and in particular SMEs, collectively representing at 99.9% of the companies. Companies with innovative projects experience higher productivity growth can generate higher skilled jobs are more competitive and, ultimately, improve their ability to survive, especially in times like this.

Today, the IVF has the following credit lines for Entrepreneurs:

### Participating loans

- IVF line Entrepreneurs
- IVF line Business Angels

### **Venture Capital**

The Valencian Government, through the Valencian Institute of finance, has promoted the creation of Venture Capital funds that carry out their activity in the region of Valencia, in order to expand the supply of products and instruments that facilitate access to funding of Valencian companies, thus improving the productivity of our economy.

In particular, the IVF has promoted the creation of two Capital risk funds whose investment profile is different depending on the phase of life for businesses to finance

<http://www.ivf.gva.es/>

## ENISA

ENISA is a National Public company, attached to the Ministry of Industry, Energy and Tourism through the Directorate General of Industry and Small and Medium-sized Enterprises. Since 1982 it has played an active role in the funding of viable, innovative business projects.

To stimulate the creation, growth and consolidation of Spanish companies by actively participating in the funding of viable and innovative business projects and by motivating the risk capital market.

Core strategies:

1. Risk finance support for entrepreneurs and companies
2. Support for the development of the risk capital market
3. Strengthening risk management and portfolio follow-up
4. The search for managerial excellence

### Entrepreneurs' programme

With this programme ENISA offers entrepreneurs a package of actions, services and lines of funding to enable them to create or strengthen their business structure.

The ENISA entrepreneurs programme includes three specific lines of funding: young entrepreneurs, entrepreneurs and entrepreneurs with a social aim.

With these lines of funding, ENISA expects to cover the majority of projects that could be considered entrepreneurial, offering funding of from 25,000 to 1,500,000 euros, as well as a tutorial service and a financial consultancy.

To attract the best entrepreneurial projects, ENISA pursues an active policy, taking part in specific financing forums, agreements with the most important start-up centres, incubators and accelerators and entrepreneurs' organisations, as well as designing a specific communication policy in the media.

ENISA has three lines of funding specifically intended for the first cycle of an enterprise's life.

ENISA young entrepreneurs. For companies promoted by entrepreneurs up to the age of 40.

ENISA entrepreneurs. For entrepreneurs, whatever their age.

ENISA social entrepreneurs. For business projects with a social purpose.

### Small and medium-sized companies programme

Strategic initiative to support SMEs through a package of actions, services and lines of funding, aimed at stimulating business growth.

To attract the best projects, ENISA pursues an active policy, taking part in forums, conferences and specific financing events, with public and private organizations and business organizations, as well as designing a specific communication policy in the media.

With regard to lines of funding, SMEs may receive financing from 25,000 to 1,500,000 euros.

In this second stage in a company's life ENISA provides the following lines of funding to small and medium-sized companies:

ENISA competitiveness. Intended for the funding of business projects, carried out by small and medium-sized companies, focussed on improving their competitiveness.

ENISA expansion. For small and medium-sized companies thinking about investment in order to increase their activity.

ENISA EBT (Technology-based Companies). For small and medium-sized companies' projects, the result of which would be a technological advance, result in new products, processes or services, or substantially improve existing ones.

ENISA provides the following lines of funding for companies that have consolidation strategies:

ENISA MAB. For small and medium-sized companies with consolidation and growth strategies that include their joining the Mercado Alternativo Bursátil (MAB).

ENISA mergers and acquisitions. For business projects, promoted by small and medium-sized companies, that consists of such operations when these actions imply clear competitive advantages.

### **Business competitiveness programme**

A strategic initiative that will enhance business proposals led by SMEs that include design and innovation as relevant aspects of the development of their products or services.

### **Spain Startup Co-Investment Fund**

The aim of this programme is to stimulate the seed capital sector in Spain through the creation of a co-investment fund of up to 40 million euros, contributed in equal parts by ENISA and a group of specialised investors, both Spanish and international. This coinvestment fund is intended not just to be an instrument for the development of the Spanish venture capital market, but also to attract the interest of the most active specialised investors in other countries for the high enterprise potential that now exists in Spain

Since our investments are made mainly in the initial phase of the existence of companies, ENISA implements an active policy to capture projects with the main networks of Business Angels, incubators, nurseries and project accelerators.

This co-investment programme is intended to be not just an instrument for the development of the Spanish venture capital market, but also to attract the interest of the most active specialist investors in other countries for the high enterprise potential that now exists in Spain.

<http://www.enisa.es/>

## The Centre for Industrial Technological Development (CDTI)

The Centre for Industrial Technological Development (CDTI) is a National Public Business Entity, answering to the Ministry of Economy and Competitiveness, which fosters the technological development and innovation of Spanish companies. It is the entity that channels the funding and support applications for national and international R&D&i projects of Spanish companies. The CDTI thus seeks to contribute to improving the technological level of the Spanish companies by means of implementing the following activities:

- Financial and economic-technical assessment of R&D projects implemented by companies.
- Managing and fostering Spanish participation in international technological cooperation programmes.
- Fostering international business technology transfer and support services for technological innovation.
- Supporting the setting up and consolidating technological companies.

### CDTI functions

The Centre is governed by private law in its relations with third parties. This means that it can offer companies user-friendly and flexible support services for the implementation of R&D business projects, international exploitation of technologies developed by the company and to submit bids for industrial-technological supplies to scientific and technology organisations.

Therefore, the CDTI **provides companies with its own funding and facilities access to third-party financing** (Bank Line for Funding Technological Innovation and Subsidies of the EU R&D Framework Programme) for national and international research and development projects.

It likewise helps the company to internationally exploit technologies that it has developed, and therefore **provides funding for technological promotion and innovation projects and technology transfer**, its foreign network and multilateral (Eureka and Iberoeka) and bilateral cooperation projects with Canada, Japan, China, South Korea, India and South Africa.

In addition, the CDTI is empowered as the competent entity to issue binding **motivated reports** of the projects funded by any of its lines (Royal Decree 2/2007). These documents will provide greater legal security to Spanish companies with an approved project and funded by the CDTI when seeking **tax rebates for costs incurred in the R&D activities** of those projects.

Finally, the CDTI manages and helps Spanish companies to obtain high-technology industrial contracts generated by different national and European organisations, such as the European Space Agency (ESA), the European Laboratory for Particle Physics (CERN), the European Synchrotron (ESRF), Hispasat and Eumetsat.

### Business Financing

#### R+D+i projects financing:

In the national sphere, the CDTI has different instruments to **fund R&D&i projects** and to create and consolidate technology start-ups. Apart from the funding, the CDTI is entrusted with issuing the **Reasoned Report** to claim for a tax rebate on R&D&i activities.

R+D+i internationalisation:

Within the international area there are also different funding programs for projects and initiatives of cooperation. On the other hand, there are Offices Abroad, which offer support to Spanish companies and promotes the technological international cooperation.

<http://www.cdti.es/>

## INCUBATORS

### CEEIs/BICs Network in Valencia Region

The Business Innovation Centers are organizations that support entrepreneurs and innovative SMEs. They are focused on entrepreneurs with a business idea/project and those SMEs of recent creation that wish to innovate and/or diversify their products or services.

**CEEI Valencia (BIC Valencia)** is a non profit organization, founded in 1991 under the initiative of the Valencian Government and the Institute for Small and Medium Industry of the Generalitat Valenciana (IMPIVA), in order to promote innovation and business creation in the Province. CEEI Valencia supports companies after their creation, giving them advice for their consolidation and growth.

CEEI Valencia administers one of the main web sites in Spain, in number of visits, related to innovation and entrepreneurship support:

<http://ceeivalencia.emprenemjunts.es/>

**CEEI Valencia manages a Business Center**, with 4.375m<sup>2</sup> of built surface, 7 industrial modules and 21 offices for recently created companies. The Business Center offers several services associated with the modules, such as fully equipped offices, 24/7 access, safety systems, ICT services, infrastructure (boardrooms, meeting rooms, lounge of acts, classrooms, parking, etc.).

CEEI Valencia offers to entrepreneurs and Innovative SMEs the following services:

- Identification of initiatives and managerial project and motivation to entrepreneurs for the development of new business idea.
- Orientation and managerial information about markets, technology, financing, legal steps, etc.
- Business plan across a proper system that analyzes project chances and strategy for its development. Training for the acquisition of managerial knowledge
- Accommodation and infrastructure during initial critical years in the Business Centre.
- Supporting services for the companies, focused on development and consolidation for incipient projects (Advice on marketing, management, internationalization, financing, business opportunities, innovation, etc.)

CEEI Valencia optimizes knowledge, experience and new methodologies thanks to the collaboration with those firms that have been joining the mission to support entrepreneurs and companies from their particular points of view.

#### R+D+i

- Universities and academic institutions: support with the beginning of innovative projects

- Technological Institutes: Assistance with project supported by BIC Valencia and new projects development with technological base
- National, Regional and Local Institutions: Ministry of Industry, Tourism and Trade, Education and Science, GD of SME, CDTI, IVACE, etc.

### Local Development

- Collaborations with working Sessions, Seminars, Courses and assistants to Local Development Agents on issues related to companies creation and consolidation.
- Collaboration in EU programmes of Local Development

### Other entities

Financial Entities (Banks, Saving Banks, Valencia Institute of Finance, etc.), Valencian Youth Institute, Women General Direction, Chamber of Commerce, etc.

The other **3 CEEIs of the Valencia Region, located in Castellón, Alcoy and Elche**, have similar infrastructures and services for companies and entrepreneurs.

[www.ceei-valencia.com](http://www.ceei-valencia.com)

[www.ceei-elche.com](http://www.ceei-elche.com)

[www.ceei-castellon.com](http://www.ceei-castellon.com)

[www.ceei-alcoy.com](http://www.ceei-alcoy.com)

## Network of Science and Technology Parks of Valencia Region

The **Network of Science and Technology Parks of Valencia Region** emerged as a collaboration agreement between all Valencian science parks. Today it is composed by:

- Espaitec - Science, Technology and Business Park at the Universitat Jaume I (Castellón)
- City of Polytechnic Innovation - Polytechnic University of Valencia
- Science Park of the University of Valencia
- Alicante Science Park - University of Alicante
- Quorum Foundation Science and Business Park - Miguel Hernández University (Elche)

<http://repcv.net/>

## **CLUSTERS VALENCIA REGION**

- **AGRUPACIÓN EMPRESARIAL INNOVADORA INNOMETALIA (METAL)**
- **ASOC VALENCIANA DE LA INDUSTRIA DE LA AUTOMOCION AVIA (AUTOMOTIVE)**
- **ASOCIACION CLUSTER DE AGRUPACION ESPAÑOLA DE INDUSTRIAS DE COMPOSITES**
- **ASOCIACION CLUSTER DE ENVASE Y EMBALAJE DE LA COMUNIDAD VALENCIANA (PACKAGING)**
- **ASOCIACION CLUSTER DE LA ENERGIA DE LA COMUNIDAD VALENCIANA – CECV. (ENERGY)**
- **ASOCIACIÓN DE EMPRESAS INNOVADORAS DE LA INFANCIA (INFANCY)**
- **ASOCIACIÓN DE EMPRESAS INNOVADORAS DEL SECTOR TURÍSTICO DE LA COMUNIDAD VALENCIANA (TOURISM)**
- **ASOCIACION DE INVESTIGACION DE LA INDUSTRIA DEL JUGUETE CONEXAS Y AFINES DE IBI (TOY INDUSTRY)**
- **ASOCIACIÓN DE INVESTIGACIÓN Y DESARROLLO DE LA INDUSTRIA DEL MUEBLE Y AFINES (FURNITURE INDUSTRY)**
- **ASOCIACIÓN ESPAÑOLA DE FABRICANTES DE AZULEJOS Y PAVIMENTOS CERÁMICOS (CERAMIC INDUSTRY)**
- **ASOCIACION INVESTIGACION INDUSTRIA TEXTIL – AITEX (TEXTILE INDUSTRY)**
- **ASOCIACIÓN PARA EL CUIDADO DE LA CALIDAD DE VIDA (SOCIAL WELFARE)**
- **ASOCIACIONA DE EMPRESAS BIOTECNOLOGICAS DE LA COMUNIDAD VALENCIANA (BIOTECHNOLOGY)**
- **ASOCIACIÓN EMPRESARIAL CLUSTER TERRITORIAL DE LA INNOVACIÓN Y LA SOSTENIBILIDAD VALL D'ALBAIDA**
- **CLUSTER AERONAUTICO AEROSPAIAL DE LA COMUNIDAD VALENCIANA (AEROSPACE AERONAUTICAL)**
- **CLUSTER CALZADO INNOVACION (FOOTWEAR INDUSTRY)**
- **MTA CONNECT, ASOC. EMPRESAS TURÍSTICAS PARA LA INNOVACIÓN EN LA COMUNIDAD VALENCIANA (TOURISM)**
- **CLUSTER DE LA INDUSTRIA GRÁFICA DE LA COMUNIDAD VALENCIANA (GRAPHIC INDUSTRY)**

- **CLUSTER AUDIOVISUAL VALENCIANO (AUDIOVISUAL)**