

Major Findings, Lessons learned & Recommendations for future TBIs in Thailand

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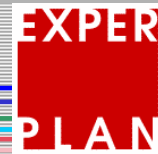
Project: Technology management and innovation in South-East Asia (Thailand)



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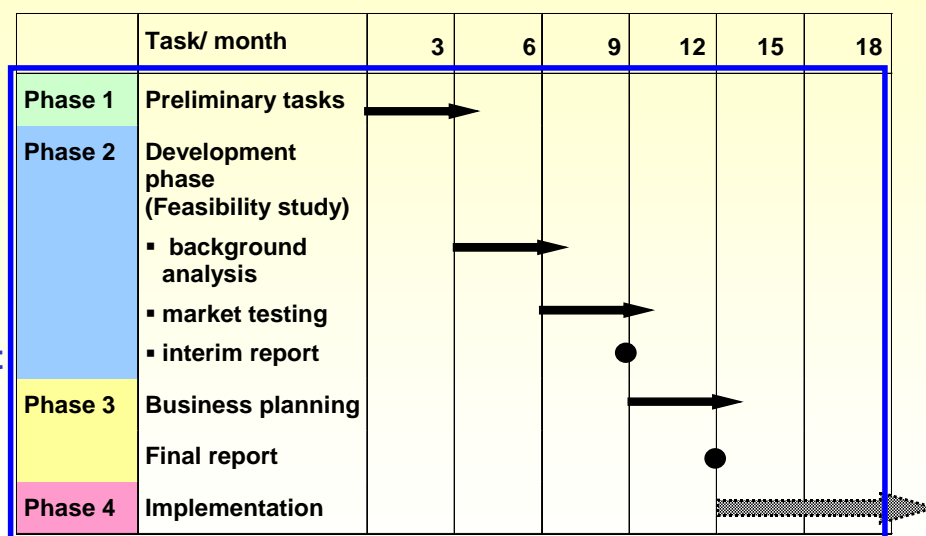
Setting up a business incubator/ UNIDO approach

- **Phase 1: Preliminary tasks:**
Setting up the programme of work + studying possibilities of the incubator to be set up
- **Phase 2: Development phase,**
during which the feasibility study is conducted + various design options are tested
- **Phase 3: Business planning**
to finalise the incubator design + operational framework, + to provide the financial estimates required by potential sponsors
- **Phase 4: Implementation** of the strategy + establishment of the business incubator



Setting up the pilot TBIs – Scope of the project

Scope of the project



Source: UNIDO Manual, p.25



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Final Event, lessons learned...

Output, qualitative

- Transfer of methodologies and tools
- Feasibility Study and Businessplan elaborated
- TBI Teams well working
- Strong networking between the TBI teams and other TB// UBI projects
- Thai BISPA initiated
- Sustainability achieved → know-how transfer from pilot TBIs to other TBI/ UBI projects
- First clients supported by the TBI



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Final Event, lessons learned...

Deliverables, quantitative

- 9 central trainings and 33 training days and 540 participants
- 41 TBI team-members trained
- 6 coaching missions to the regions
- 5 Round Table meetings with all TBI members
- Operational Guidelines
- 4 regional business planning workshops, 80 participants

Recommendations

- Establishment of more TBI in the future Science Park Networks even middle- and low tech Business Incubators
- Other UBI/ TBI should follow similar training cycle and develop at least an extended Business Plan
- Staff of current TBI should help future projects as trainers
- Establishment of a special programme for awareness rising, identification, and support of “would be” entrepreneurs
- Competitive nationwide Incubator support program
- PPP funding scheme for financing of technology start – ups

Thank you and good bye Thailand!

