

A summary of lesson learnt, further needs and contribution of the pilot TBIs

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According to the 14 months training program with collaboration with InWent, NSTDA, Khon Kaen University, Suranaree University of Technology and Prince of Songkla University, we have learnt that the setting up of Technology Business Incubator (TBI) requires a great deal of understanding and involvement from both supply and demand sides. The study of supply and demand side analysis led to the gap analysis, feasibility study and the business plan development for each TBI. The training did not involve only the seminar but also the workshops and most importantly the implementation of the business plan. The core team of each TBI also realized that it is important to educate the stakeholders about the meaning and importance of TBI. Each core team has successfully developed the correct understanding of the TBI which should be regarded as “strategic organization” rather than the “revenue center”. It is necessary that the stakeholders, especially the supply side, need to invest in the TBI either in forms of money, time, human resources or other “soft services”. The success of the TBI was also emphasized and explained as the increasing rate of success in entrepreneurial society.

During the 14 months of training, each core team has also learnt a great deal of networking, either among his or her own team or together with other TBI or BI teams. The team building, even though was not the main focus of the training, has become a key success factor for the achievement of the setting up and development of TBI. We have worked together without any boundary of our own institution or region. We have been sharing both our cost and benefit which we have invested and gained during the training period and continue to the future.

From this point on, the already established TBIs have agreed that the continuing supports in terms of finance

and training are still crucial for the success of TBI's operation, especially for the TBI full time employees who have never been working in such environment before. We do believe that the long term supports from the stakeholder both at regional and national level are essentially needed.

It is also important to strengthening the existing network of our TBIs in order to exchange knowledge, experience, problems and solutions while running the TBIs. We would also like to extend our network to other existing BIs such as the ones that are currently supported by the Commission on Higher Education (CHE). The collaboration can also be done through the newly formed association, Thai Business Incubator and Science Park Association (Thai-BISPA).

The potential contribution of the pilot TBIs can be classified into 3 different areas. Firstly, the core teams from pilot TBIs can assist guide or mentor the establishment of other BIs in Thailand or neighboring countries such as Vietnam or Lao or Cambodia, using the same protocols and materials that we have learnt from this training. Secondly, the pilot TBIs will continue to promote public awareness on Technology business incubation and the roles of TBI. Lastly, the pilot TBIs as strategic organizations along with their human resources, will play the important roles on the development of knowledge base economy through entrepreneurs development and increasing of country's competitiveness by using science and technology existing in the national universities.