



Telecommunication Development Bureau (BDT)

**Fifth Meeting of the Telecommunication
Development Advisory Group (TDAG)
Geneva, 22-23 February 2001**

**Document TDAG-5/11-E
12 February 2001
Original: English**

Note by the Director

ENTERPRISE INCUBATOR PARTNERSHIP PROJECT

I - ENTERPRISE INCUBATOR PARTNERSHIP PROJECT

Background:

The project represents a significant ITU experiment, through the innovative approach of Enterprise Incubators, in helping developing countries to promote the development of innovative products and companies, focusing on telecommunications associated to computer technology.

Incubators allow and improve wealth and jobs, stimulating old-fashioned institutions and communities to take a leap forward towards the new paradigm represented by the knowledge-based Society, the new era in human history, which offers extraordinary possibilities for small technology-intensive companies focusing on innovative products.

This kind of transnational partnership between developing countries aiming at developing their telecommunication sector in a competitive environment is a high priority in the cooperation policy for the Americas Region and one of BDT's main objectives.

This ITU/BDT Enterprise Incubator Partnership Project specifically seeks to implement pilot enterprise incubators in two developing countries, one located in South America and the other in Central America.

Development:

Beginning with INICTEL's offer for Peru to be the country in South America to implement the first pilot incubator foreseen in the project, a mission was carried out to divulge the project and enterprise incubator concepts, as well as to analyze the existing conditions for its implementation. Since favorable conditions were identified, INICTEL was accepted and, the idea of a National Incubators Program is set up in Peru.

A INICTEL project profile is approved by its Board establishing planning activities to implement the pilot incubator and a responsible Staff was nominated. At the beginning, Incubator is supposed to operate and shelter initially nearly ten companies emerging from INICTEL's students, research and development activities.

The Consultants hired by the Project organized a 'Motivation Seminar for Partners and Financial Institutions' in Lima for over 500 participants, beginning the discussions for several agreements between INICTEL and universities and other organizations interested in the incubation process and procedures.

Immediately after the Seminar the Consultants ministered a 'Course on Incubator Implementation', where formal documents for incubator implementation and set up strategies were presented to INICTEL Incubator Manager and Staff. The course was followed by technical visits to well succeeded Enterprise Incubators in Brazil and this experience was proved to be a very important one to grasp ideas and see, in the real context, the advantages and role of enterprise incubators.

Outcomes:

A 'Survey Structure for the Context Analysis Document' was prepared with the framework and format to support the identification of conditions, resources and partnerships for incubator implementation. Its structure regards the information organization to support incubator planning and implementation.

A 'Guide for Pilot Incubators' was elaborated to support planning, installation and operation of incubators regarding the needs and difficulties of developing countries. The guide considers the experience with INICTEL and the well succeed implementation of enterprise incubators in other developing countries as Brazil.

Due to the positive results achieved so far and, considering the agreements between INICTEL Incubator and several institutions, there is a growing awareness that INICTEL Incubator experience may motivate the set up of a National Incubators Program in the country.

Considerations:

The successful experience carried out in Peru should be seen as the blasting-off of a creative and important activity carried out by the ITU/BDT in the Americas Region;

The set of technical documents available to support pilot enterprise incubator implementation prepared by the Consultants during the initial phases of the project is an important tool for the next step foreseen in the project;

Although the necessary time to divulge and train people to implement incubators is a long process difficult to be reduced, the experience in Peru will serve as an important reference tool to ease off the implementation of the actions to come.

II - PRIVATE SECTOR MEEETINGS

A meeting was held in Lima, Peru during the Permanent Consultative Committee I (PCC I) of CITELE – Public Telecommunications Services (November 2000). The BDT delivered a presentation entitled "A Platform for Partnership" that was followed by a Round Table to discuss the main topics of the presentation and the participation of the Private Sector in Development Programs carried out by the ITU.

The participants decided to create a Working Group, chaired by the Telecommunications Industry Association (TIA), with terms of reference to allow the identification of possible projects to be developed in the Americas Region. During 2001 the BDT will be working with the WG and will prepare a report to be presented during one of CITELE's PCC I Meetings scheduled for this year.

Another important meeting is being organized between the Latin American countries and the Private Sector to take place in Atlanta, during the next SUPERCOMM 2001.