Benchmark REINOVAPR 2017
network of Paraná incubators - REINOVAPR

Impact Assessment & Performance

October 2017

Desenvolvido por:

UBI GLOBAL

Em parceria com:

SEBRAE

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PERFIL DA REEINOVAPR

AMOSTRA DO PARANÁ

Tipologia	**17 Incubation Programs** **14 Incubators 2 Hybrids 1 Acellerator**
Universidades parceiras	UTFPR, UEM, UNIOESTE, Instituto de Tecnologia do Paraná, Univ. Estadual de Londrina, UFPR, UESPAR, UNICESUMAR, UNIPAR e Pontifícia Universidade Católica do Paraná

Modelo org.	**100% non-profit**
Orçamento operacional	**$ 2,355,111**
Capital semente	Sim $ 2, 063
Funcionários tempo integral	138.5
Média de duração do programa	**30 month**
Propostas recebidas por ano	**204 proposals**
Propostas aceites por ano	**69 proposals**

Stage of Incubation

24%	Concept
44%	Early
20%	Growth
12%	Acceleration

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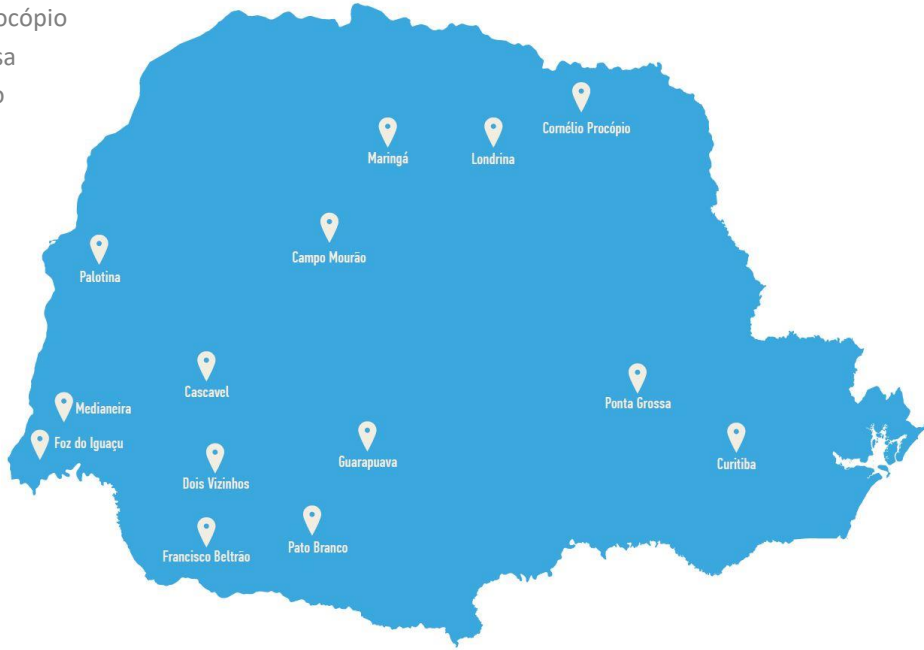
14 PARANÁ STATE CITY

17 INCUBATION PROGRAMS

17 Programas de Incubação Participantes de 14 Cidades:

Incubadora da **Universidade** Tecnológica Federal do Paraná - UTFPR Cornélio Procópio
Incubadora da **Universidade** Tecnológica Federal do Paraná - UTFPR Ponta Grossa
Incubadora da **Universidade** Tecnológica Federal do Paraná - UTFPR Pato Branco
Incubadora da **Universidade** Tecnológica Federal do Paraná - UTFPR Medianeira
Incubadora da **Universidade** Tecnológica Federal do Paraná – UTFPR Curitiba
Incubadora Tecnológica da **Universidade** Federal do Paraná - UFPR
Incubadora Tecnológica da **Universidade** de Guarapuava – INTEG
Incubadora Tecnológica da **Universidade** de Londrina - INTUEL
Incubadora Tecnológica da **Universidade** de Maringá
FINDEX
SUDOTEC
Fundação EDUCERE
Incubadora Santos Dumont
Centro Incubador Tecnológico – FUNDETEC
Incubadora Municipal Bernardino Zelindo Barbieri
Incubadora Centro Internacional de Inovação do Sistema FIEP
Incubadora Tecnológica do Instituto de Tecnologia do Paraná - TECPAR



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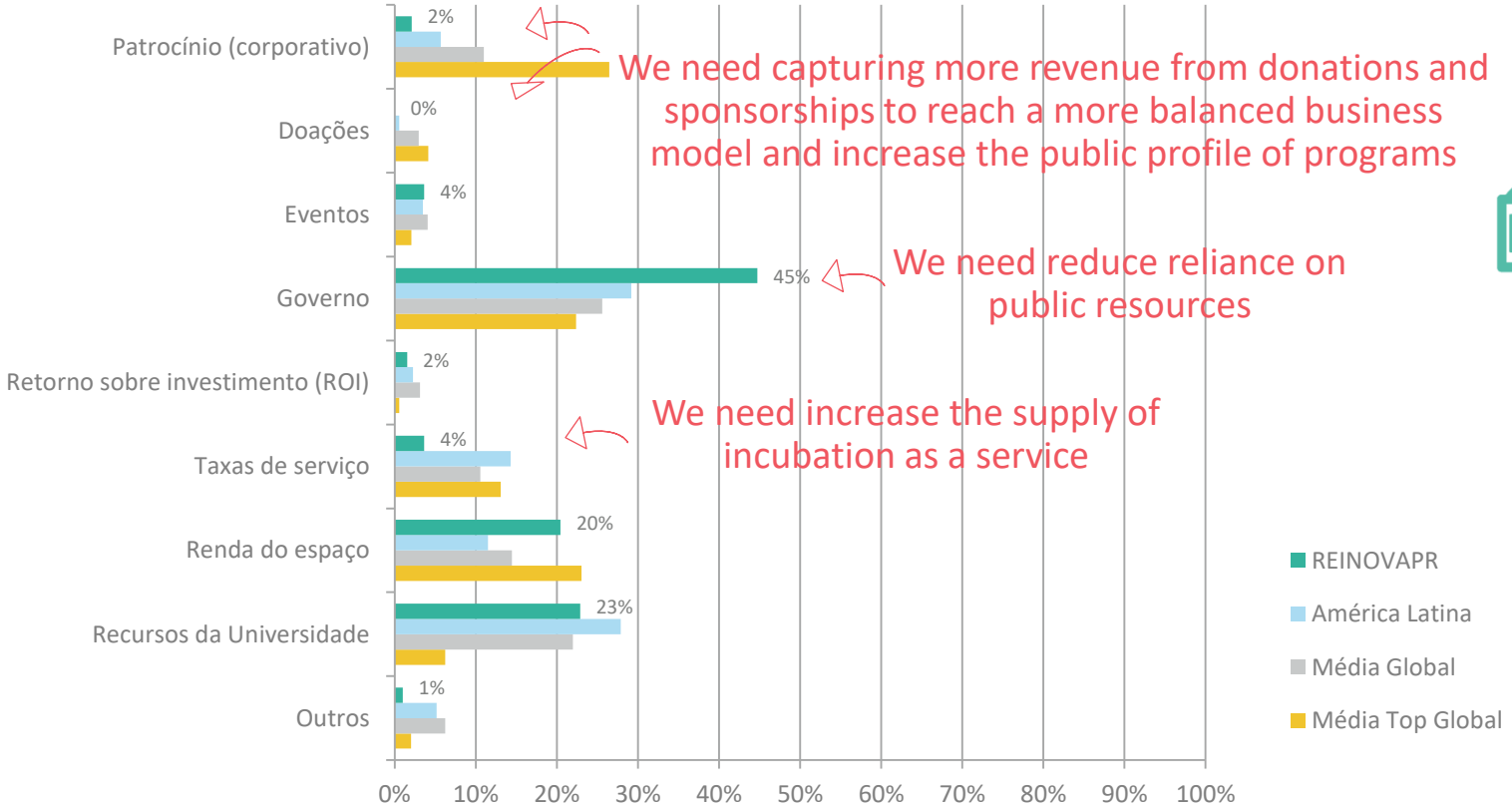
BUSINESS MODEL
BUDGET & SERVICES

PRINCIPAIS FONTES DE RECURSOS DAS INCUBADORAS DO PARANÁ

MODELO DE NEGÓCIOS



We need capturing more revenue from donations and sponsorships to reach a more balanced business model and increase the public profile of programs

We need reduce reliance on public resources

We need increase the supply of incubation as a service

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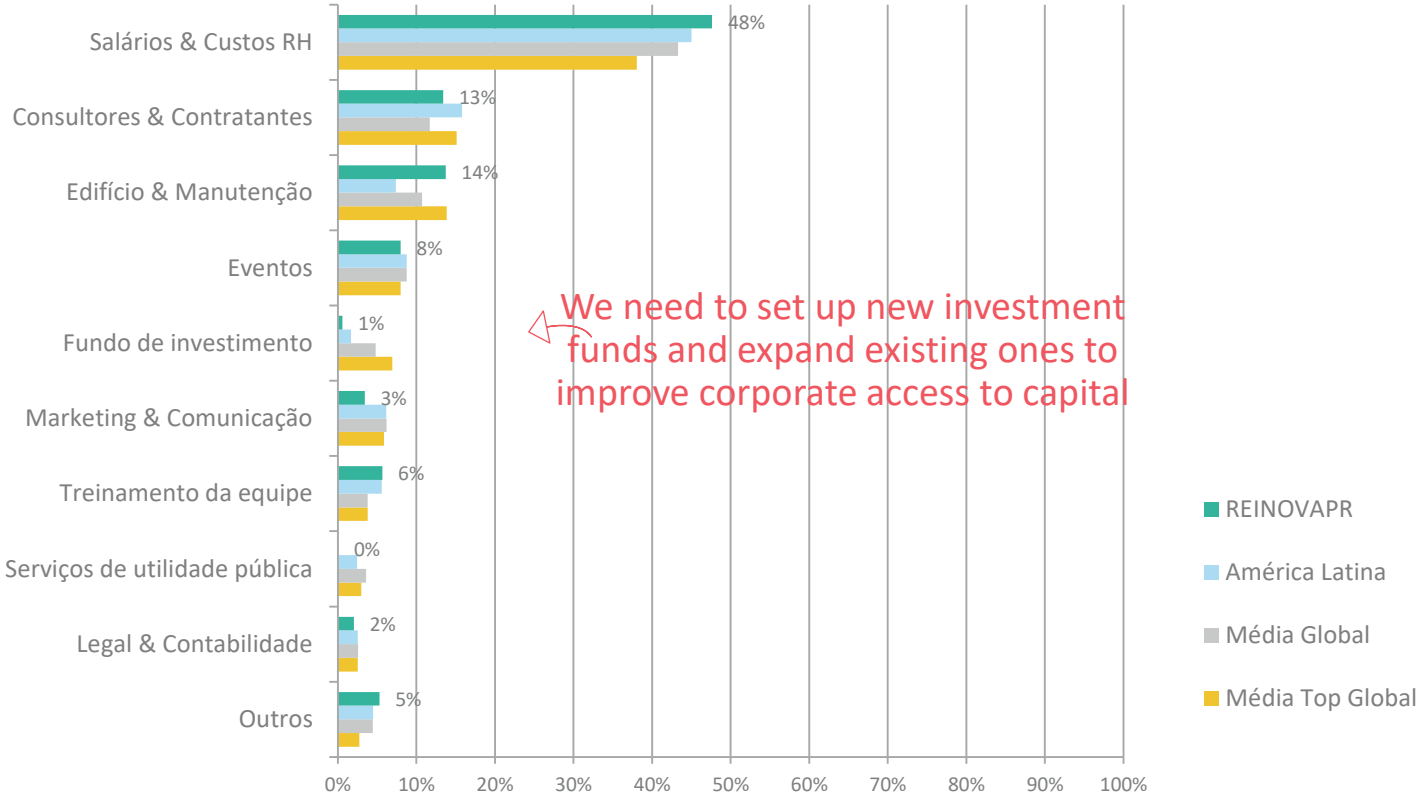
DISTRIBUTION OF THE BUDGET OF THE PARANÁ INCUBATORS

BUDGET DISTRIBUTION



We need to set up new investment funds and expand existing ones to improve corporate access to capital

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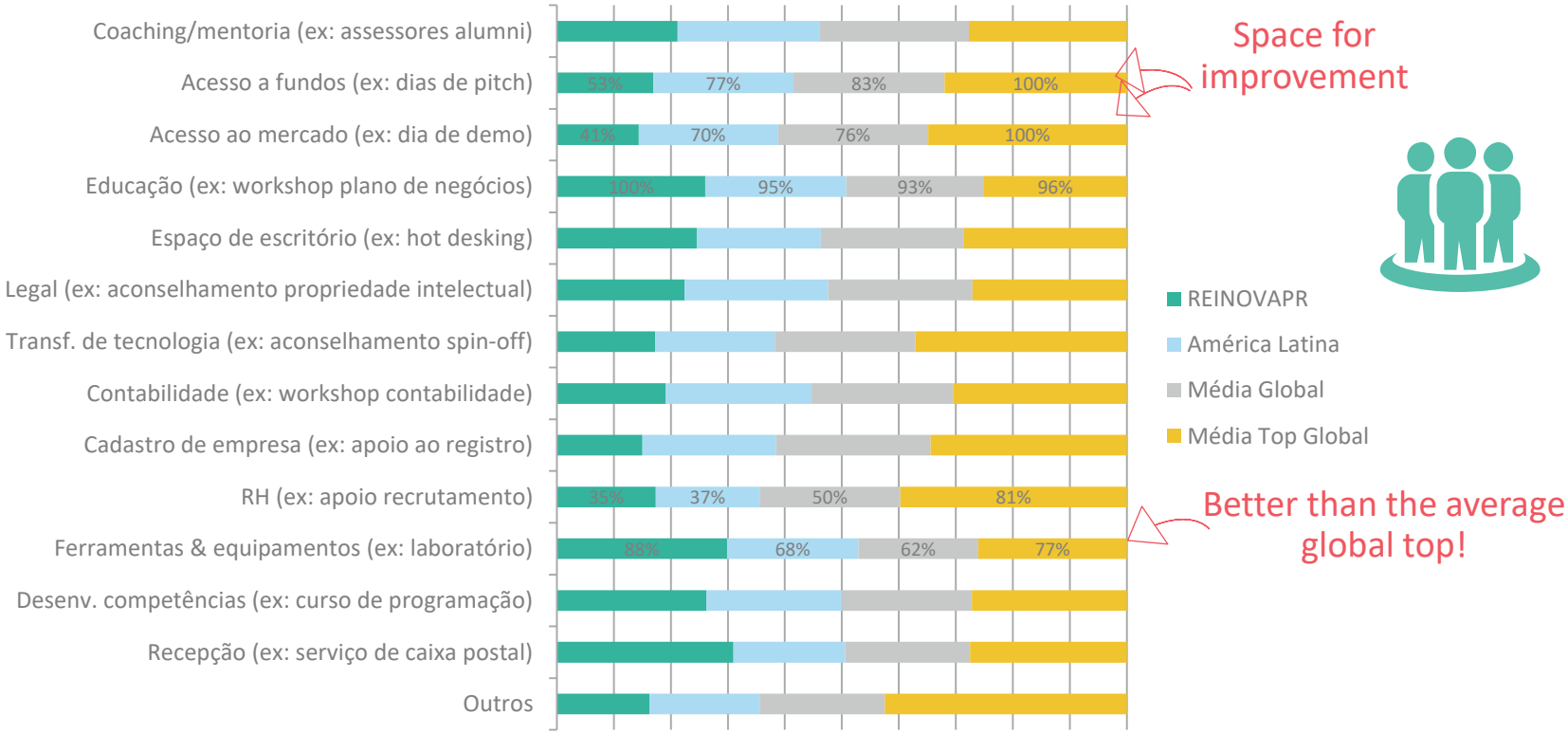
SIMILARITIES AND DIFFERENCES BETWEEN PARANÁ AND OTHER ECOSYSTEMS

FOCUS ON SERVICES



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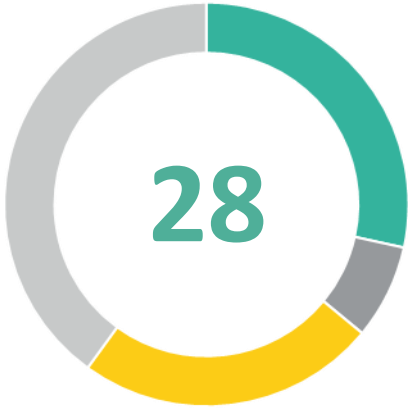
RESULTS
IMPACT & PERFORMANCE

PERFORMANCE RESULTS

OVERVIEW OF PERFORMANCE

Pontuação Impacto & Desempenho

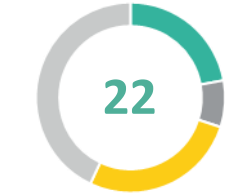


Peso: 100%

Média Global	36
Média Top Global	60

Pontuação do Impacto & Desempenho nas Categorias

Valor para Ecossistema



Peso: 33.3%

Média Global	30
Média Top Global	57

Valor para Startups

Peso: 33.3%

Média Global	40
Média Top Global	63

Valor para Programa de Incubação

Peso: 33.3%

Média Global	38
Média Top Global	61

Média Global.	A pontuação média de 259 programas de incubação de todo o mundo
Média Top Global	A pontuação média de 10% dos melhores programas de incubação de todo o mundo

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VALOR PARA ECOSSISTEMA

IMPACTO & DESEMPENHO DE CATEGORIA

Pontuação - Categoria

Peso: 33.3%

Média Global	30
Média Top Global	57

Classificação

2.5 (5.0)

Análise

- ✓ **In this category, REINOVAPR incubation programs perform below the global average, receiving 2.5 stars**
- ✓ **22 points represents:**
  - **a) 27% lower than the global average and**
  - **b) 61% lower than the overall upper average**
- ✓ **Some subcategory results were below average, such as:**
  - **a) Fostering the economy, and**
  - **b) Talent Retention**

Definição da Categoria

Valor para Ecossistema

Mede o impacto econômico que a incubadora gera no seu ecossistema

Indicadores-Chave de Desempenho

- 1.1 Empregos criados & sustentados (#)
- 1.2 Receita de vendas ($)
- 1.3 Graduadas (#)
- 1.4 Receita autogerada ($)

- 1.5 Propostas aceites (#)
- 1.6 Retenção de graduadas (#, %)

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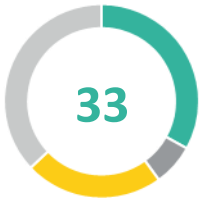
VALOR PARA STARTUPS

IMPACTO & DESEMPENHO DE CATEGORIA

Pontuação - Categoria



Peso: 33.3%

Média Global	40
Média Top Global	63

Classificação

3.0 (5.0)

Análise

- ✓ **In this category, REINOVAPR incubation programs perform slightly below the global average, receiving 3 stars**
- ✓ **33 points represent:**
  a) 18% lower than the global average and
  b) 48% lower than the overall top-grade average
- ✓ **Some subcategory results were below average, such as:**
  a) Skills Development,
  b) Access to Investment Funds, and
  c) Access to Network

Definição da Categoria

Valor para Startups

Mede os benefícios e a qualidade dos serviços que a incubadora oferece às empresas incubadas

Indicadores-Chave de Desempenho

- 2.1 Serviços oferecidos (#)
- 2.2 Horas de coaching e mentoria (#)

- 2.3 Total de investimento captado ($)
- 2.4 Média de investimento captado ($)
- 2.5 Capital semente captado (#, %)

- 2.6 Parceiros (#)
- 2.7 Eventos (#)
- 2.8 Engajamento com graduadas (#, %)

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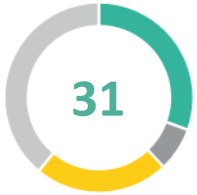
VALOR PARA PROGRAMA DE INCUBAÇÃO

IMPACTO & DESEMPENHO DE CATEGORIA

Pontuação - Categoria



Peso: 33.3%

Média Global	38
Média Top Global	61

Classificação

2.5 (5.0)

Análise

✓ **In the Value category for Incubation Program, REINOVAPR is below the global average, receiving 2.5 stars**

✓ **Its category index of 31 points represent:**

a) **18% lower than the global average, and**

b) **33% lower than the overall top**

✓ **Some subcategory results are slightly below average, such as:**

a) **Program Attractiveness, and**

b) **Post-Incubation Performance**

Definição da Categoria

Valor para Programa de Incubação

Mede a capacidade do programa de incubação para captar apoio de terceiros e o seu sucesso em criar empresas viáveis

Indicadores-Chave de Desempenho

- 3.1 Patrocínio captado ($)
- 3.2 Propostas dentro do estado (#)
- 3.3 Propostas fora do estado (#)

- 3.4 Taxa de sobrevivência 1 ano (%)
- 3.5 Taxa de sobrevivência 5 anos (%)
- 3.6 Empresas de alto crescimento (%)
- 3.7 OPIs (#)

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GLOBAL WITH GLOBAL MEAN

VISÃO GERAL DO IMPACTO & DESEMPENHO

In this case the REINOVAPR has indicators closer to the global average

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GLOBAL ANALYSIS

IMPACT ANALYSIS & PERFORMANCE

Análise

Strong points

Areas to improve

Global

Pontos Mais Fortes

- Acesso a Network
- Desempenho Pós-Incubação

Áreas para Melhorar

- Retenção de Talento
- Atratividade do Programa
- Desenvolvimento de Competências

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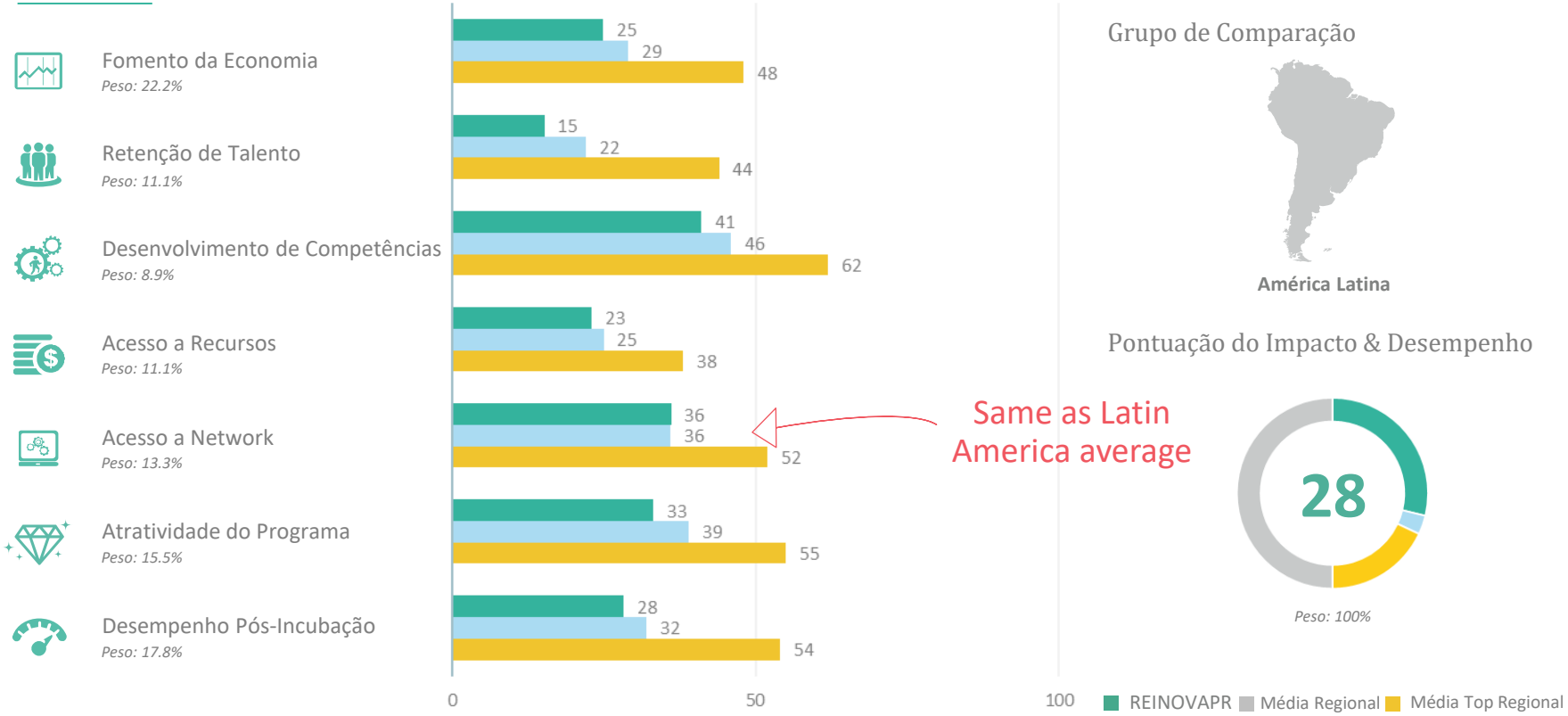
COMPARATIVE WITH LATIN AMERICA

VISÃO GERAL DO IMPACTO & DESEMPENHO



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NEW KPIS

1 YEAR SURVIVAL RATE

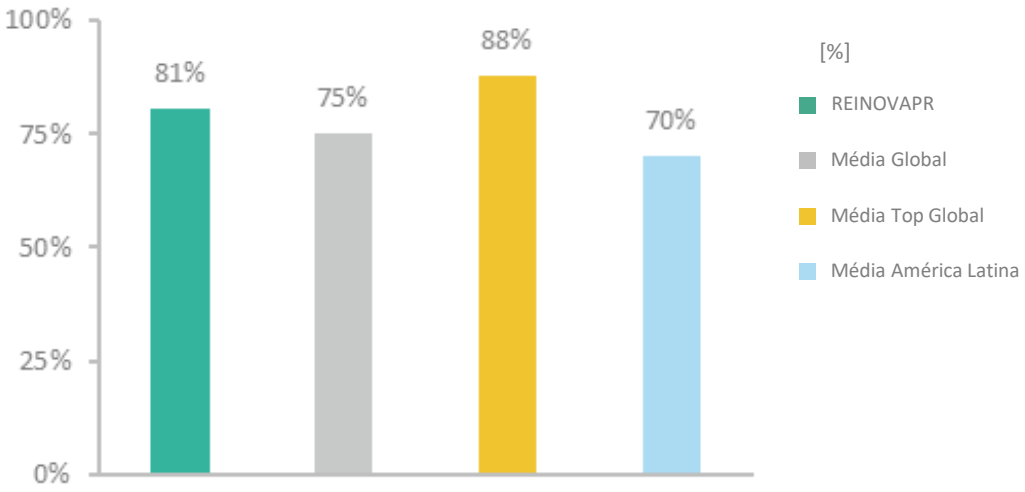
INDICADOR-CHAVE DE DESEMPENHO

Análise

- ✓ **The 1-year average survival rate of graduates of REINOVAPR incubation programs is 81%, and**
  It is 8% higher than the global average, It is
  It is 16% higher than the Latin American average, and
  Only 7% below the global top average

REINOVAPR's annual operating budget for each surviving company costs $ 74,653 USD

- ✓ In contrast, the overall average cost per **surviving startup is $ 52,072 USD**, while **each surviving startup of top programs cost on average only $ 34,558 USD**



Taxa de sobrevivência a 1 ano

O número e percentagem de startups alumni que se graduou nos programas de incubação, desde janeiro de 2007, e sobreviveu durante pelo menos 1 ano após a graduação. (usado para avaliar o potencial de sucesso das empresas startup dos programas). A figura acima mostra a percentagem de startups graduadas que sobreviveram durante pelo menos 1 ano após a graduação.

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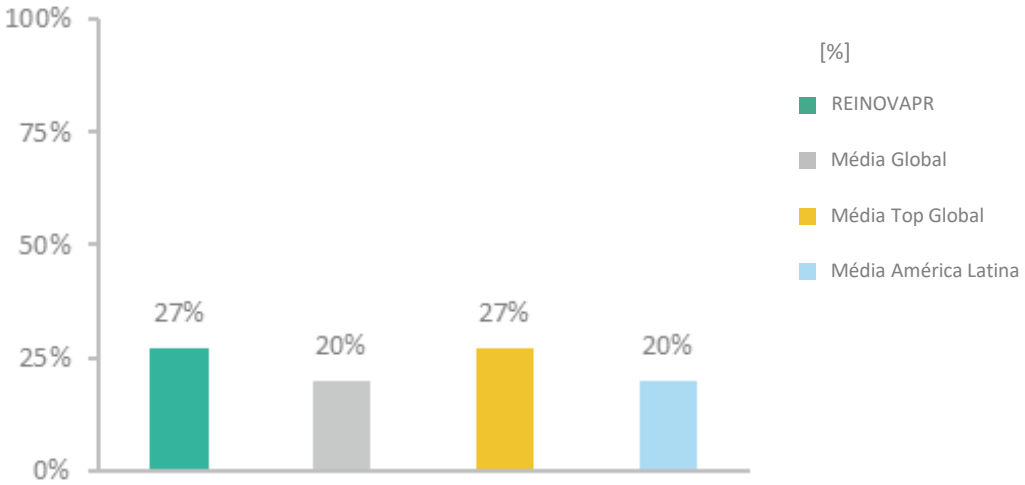
HIGH GROWTH COMPANIES

INDICADOR-CHAVE DE DESEMPENHO

Análise

- ✓ **27% of incubated and graduated startups were high-growth companies since 2007**
- ✓ **REINOVAPR's annual operating budget for each high-growth enterprise costs $ 204,606.**
- ✓ **This average cost is almost equal to the results of the top global programs (US $ 191,063)** and significantly better than the **global average (US $ 527,759).**



Empresas de alto crescimento

O número e a percentagem de startups incubadas e graduadas que tiveram pelo menos 10 empregados equivalentes em tempo integral e um crescimento médio superior a 20% ao ano durante um período de 3 anos entre 2007 e 2016 (usado para medir a evidência de sucesso das empresas startup dos programas). A figura acima mostra a percentagem de startups incubadas e graduadas que foram incubadas desde 2007 e foram empresas de alto crescimento em algum momento desde então.

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RANKING

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WORLD BENCHMARK STUDY 2017/2018

RANKING REINOVAPR

Ranking 2015	Ranking 2017	Tipologia	Categoria	Nome	Cidade
4	1	Incubadora		Incubadora TECPAR - Instituto de Tecnologia do Paraná	Curitiba
13	2	Híbrido		INTUEL	Londrina
9	3	Aceleradora		Incubadora SENAI - Centro Internacional de Inovação da FIEP	Curitiba
6	4	Incubadora		Incubadora Tecnológica de Maringá	Maringá
8	5	Incubadora		Centro Incubador Tecnológico – FUNDETEC	Cascavel
14	6	Incubadora		Fundação Educere	Campo Mourão
2	7	Híbrido		Incubadora Santos Dumont	Foz do Iguaçu, Medianeira
7	8	Incubadora		Incubadora da UTFPR Câmpus Curitiba	Curitiba
17	9	Incubadora		Incubadora da UTFPR Câmpus Cornélio Procópio	Cornélio Procópio
3	10	Incubadora		Incubadora da UTFPR Câmpus Medianeira	Medianeira
11	11	Incubadora		Incubadora da UTFPR Câmpus Pato Branco	Pato Branco
1	12	Incubadora		Incubadora Tecnológica de Guarapuava – INTEG	Guarapuava
10	13	Incubadora		FINDEX	Francisco Beltrão
12	14	Incubadora		Incubadora de Negócios Tecnológicos da UFPR	Curitiba
15	15	Incubadora		Incubadora da UTFPR Câmpus Ponta Grossa	Ponta Grossa
16	16	Incubadora		Incubadora Municipal Bernardino Zelindo Barbieri	Palotina
5	17	Incubadora		SUDOTEC	Dois Vizinhos

Gerida/Mantida pela Universidade *Colaborando com a Universidade*

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RECOMMENDATIONS FROM UBI GOLBAL

INSIGHTS PRÁTICOS PARA REINOVAPR

RECOMENDAÇÕES

Próximos Passos Recomendados

REINOVAPR incubation programs should:

1. **Further diversify your revenue streams;**
2. **Focus on attracting corporate sponsorships, donations and service offerings;**
3. **University incubator maintainers should increase their financial commitment to innovation programs**
4. **Improve the recruitment and qualification of qualified staff**
5. **Intensification of stakeholder engagement (graduate companies and investors);**
6. **Intensify the interaction between startups and their coaches and mentors**
7. **shorten incubation time**
8. **Improve the efficiency and quality of incubation programs;**

All of these actions have improved the efficiency of the incubation program, attractiveness and business flow.

Áreas de foco

- Retenção de Talento
- Atratividade do Programa
- Desenvolvimento de Competências

Holger Meyer
Global Insights & Research Manager

Aumente Seu Conhecimento Com A Pesquisa Da UBI Global

No site da UBI Global você pode encontrar insights, análises, benchmarks, melhores práticas, casos de sucessos, e mais para continuar sua pesquisa. Esperamos que sua participação no World Benchmark Study 2017 – 2018 tenha fornecido insights importantes que possam ajudar a tornar mais eficaz, eficiente e competitivo.

- Estocolmo, Outubro 2017

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Application developed to monitor the results of incubated companies

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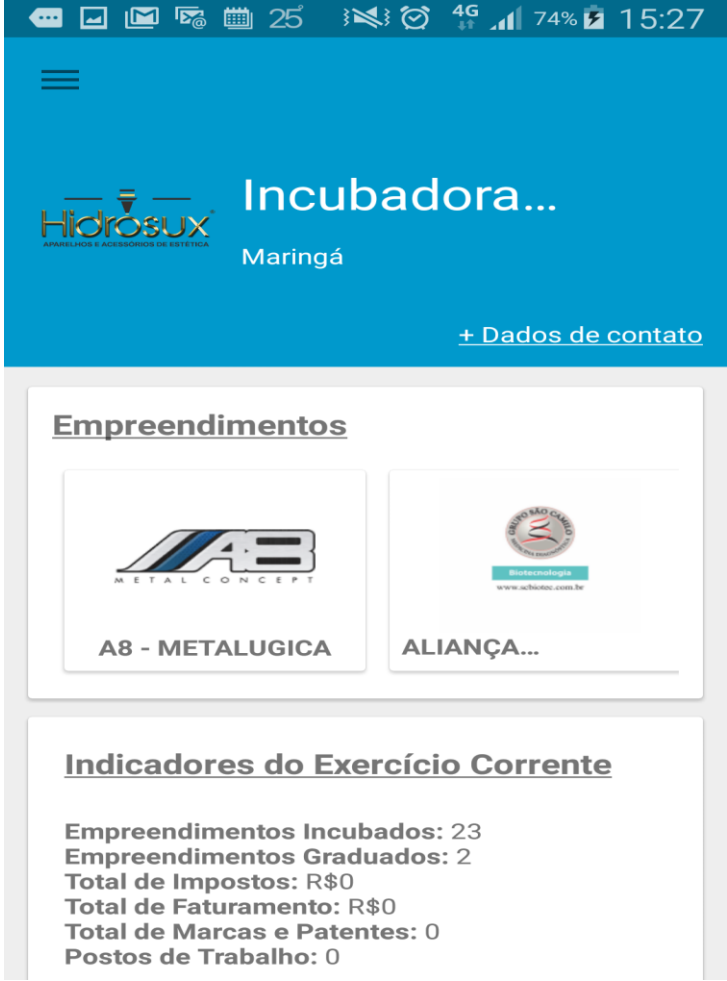
SEBRAE PARANA

CURRENT Exercise Indicators - 2017

1. Revenues
2. Taxes
3. Brands and patents
4. Employees

We also monitor the number of incubated and graduated enterprises



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SEBRAE PARANA

HISTORICAL Indicators – 2012 to 2016

Maringá Technology Incubator

1. Total revenue sum

The other indicators (Taxes, Brands and patentes, Employees) are the same screen

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SEBRAE PARANA

Current Exercise Indicators – 2017

CONSOLIDATED indicators of the 17 Incubators of Paraná

1. Total revenue sum

The other indicators (Taxes, Brands and patentes, Employees) are the same screen

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Thank You

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