

CERlecon – CE119

# ***eSmart strategy for a regional ecosystem in Vienna region***

Deliverable D.T1.2.1

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## 1. Project Summary & document introduction

Change is still needed to make the cities and regions in Central Europe better places to work and live. Daring young entrepreneurs with brilliant ideas could contribute considerably to this change. But they can't. Factors such as a lack of an entrepreneurial culture and mind-set leading to a limited interest in entrepreneurship are hampering their efforts. There is also inadequate training to improve their skills and entrepreneurial competences and innovation in general is being hampered by the lingering effects of the historical east-west divide and the recent economic crisis through an underinvestment in R&D.

And yet, entrepreneurs must be empowered to create change; they "form the majority of business entities and are the biggest employers" in Central Europe. "It is important to provide, at regional level, the right mix of financial and non-financial support to assist entrepreneurs to create new firms." "And this is our goal. **By mid-2019, we will contribute to a change in the way entrepreneurs are inspired, trained and supported through a balanced package of strategies, actions plans, pilot actions, training, and tools to create new-type comprehensive regional innovation ecosystems in seven Central Europe regions.** With our three-step logical project approach (Development – Implementation – Improvement), we want entrepreneurs and SMEs to benefit the most from what we do. But also their regions will benefit because from now on regional smart specialization strategies will be further used to develop novel technologies, and brilliant products and services for economic and social innovation." The joint development of all outputs and a transnational network interlinking the regional ecosystems to improve international skills emphasize the project's transnational character. At present, there is presumably no such state-of-the art innovative support scheme in Central Europe. "That is why everything that we do will be transferable for the benefit of others."

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**WORK PACKAGE T1** is the strategic starting and finishing point in tackling the common territorial challenges and lays the foundation for the change that CERlecon plans to achieve. It provides the smart strategies that will implement the new-type innovation ecosystems incorporating the six domains (*policy, finance, culture, supports, human capital and markets*) that need to interact for target-oriented SME training (D. Isenberg) in the project regions; **RIS3** is the policy domain. It also provides the strategy for the transnational network interlinking these ecosystems in the project area. T1 will produce two outputs to achieve Project Specific Objective 1.

Results: Output T1.1 - Regional Playparks: eSmart-strategies for regional innovation ecosystems in CE regions through two activities: (1) Concept Development of eSmart-strategies for regional ecosystems in CE regions, which will be tested and evaluated through pilots/activities in T2 & T3, leading to (2) Strategy Finalisation: eSmart-strategies for regional innovation ecosystems in CE regions. Throughout regional policy level stakeholders will be involved to ensure the viability / sustainability of the strategies and the Playparks after project lifetime. Output T1.2: Playparks network: eSmart-strategy for a transnational network of innovation ecosystems in CE regions through two activities: (1) Concept Development of an eSmart-strategy for a transnational network



of innovation ecosystems in CE regions, which will be tested and evaluated through pilots/activities in T2 & T3 leading to (2) Strategy Finalisation: eSmart-strategy for a transnational network of innovation ecosystems in CE regions. Throughout regional policy level stakeholders will be involved. Process-related communication will aim to engage the selected target groups (e.g. policy/support/SME/funding initiatives) as essential partners in output development.

Led by a strong and experienced regional authority (PP3), all project partners will be involved in all WP activities. The WP is logically the basis for the two following thematic WPs.

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### **DELIVERABLE D. T1.2.1**

#### **e1x eSmart strategy for a regional ecosystem in CE region – Vienna (AT)**

In M6, based on the eConcept (D.T1.1.4) regional PP develop a working version of their strategies and after testing/evaluating in T2 & T3, finalise the eSmart-strategy for their specific regional innovation ecosystem in their CE region in M35

This document is intended to draw the final picture of the regional Playpark concept and its strategy starting from the re-definition of the inputs initially defined on the **Deliverable D.T1.1.4 - eConcepts for eSmart-strategies for regional ecosystems in CE regions**.

Whilst Chapter 3 reproduces the basic features expressed in D.T1.1.4 as tested and thus customized according to T2 and T3 activities, Chapter 4 (*Planning for sustainability*) tries to set the basic framework for the future action of the Playpark and thus its main rationale for sustainability.<sup>1</sup>

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<sup>1</sup> Deliverable D.T1.2.1 is strongly interconnected with *D.T2.2.2 - Pilot action for the Vienna (AT) region and implementation of the reg. Playpark*: the two Deliverables complement each other being the first one more centred on the structure and then sustainability of the Playpark whilst the second one is more related with the contents handled and delivered by the Playpark itself during the pilot actions. Both the Deliverables are thus shaping the way for an effective and sustainable action within the broader RIS3 strategies.



## 2. The CERlecon vision: setting the scene from the beginning

In strategic management, the term *vision* is used to indicate the projection of a future scenario that reflects the ideals, values and aspirations of those who determine the objectives (*goal-setting*) and encourages action.<sup>2</sup>

As outlined on the description of the project relevance the CERlecon regions reflect the uneven distribution of economic strength in Central Europe, which is rooted in the historical 'east-west divide'. Common territorial challenges can be summarised as underinvestment in R&D plus a lack of interest in entrepreneurship and self-employment; inadequate training to improve skills and competences; modest advancement in economic and social innovation; unequal levels of male/female entrepreneurs; and demographic change leading to out-migration or immigration. [...] It is therefore necessary to implement new smart solutions in transnational cooperation that will change this baseline in the project regions and offer possibilities to other Central European regions and across the whole of Europe.<sup>3</sup>

The CERlecon project **main objective** is to increase and improve the skills of employees in the business sector (particularly in start-ups and young SMEs) in CE Member States regarding novel technologies, innovative products, services or processes and social innovation contributing to regional smart specialisation strategies. An entrepreneurial culture will be developed and fostered so that more and more young females and males are inspired to become entrepreneurs and develop their own firms. Their skills and entrepreneurial competences will be improved through the best possible regional support and training available in **new-type comprehensive regional innovation ecosystems**. These ecosystems will incorporate and utilise regional smart specialisation strategies (RIS3) as drivers for innovation. [...] By mid-2019, CERlecon will have changed the way entrepreneurs are inspired, trained and supported through a balanced package of strategies, actions plans, pilot actions, training, and tools to create new-type comprehensive regional innovation ecosystems and a transnational innovation ecosystems' network in a majority of Central European Member States.<sup>4</sup>

"The first report of the HLG [*High Level Group on Innovation Policy Management* <sup>5</sup>], which was discussed at the informal Competitiveness Council under Ireland's EU Presidency last year, was

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<sup>2</sup> In this sense the term **vision** is the set of long-term goals that the top management want to define for the organisation, understanding the overview of the market and the interpretation of the role of the same in the long-term economic and social context.

<sup>3</sup> As from the Application Form, section C.1 "Project relevance"

<sup>4</sup> As from the Application Form, section C.2 "Project focus"

<sup>5</sup> The *High Level Group on Innovation Policy Management* is an independent, tripartite initiative launched by the Polish Presidency of the Council of the European Union in December 2011 which has been tasked to elaborate recommendations on how to develop Europe's innovation policy. The Group brings together high-level representatives from EU Member States, the European Commission, the European Council, leading innovative enterprises and prominent academic thinkers. Its composition allows the Group to produce



well received. There was a broad consensus that better innovation policy is not just a function of money spent on research activities or other programmes, but that non-financial means of support are at least as important."<sup>6</sup>

"Job creation is now a pressing priority, and must be achieved by unlocking the potential of European research and innovation in all market value chains. This requires also strong actions to innovate education systems and to make entrepreneurial education a part of it. Another key step refers to making the European Research Area more competitive and to improve working conditions throughout Europe, also by stimulating strong industry-research networks and concentrating resources on impactful European industrial research projects. Of equal importance is the need for better coherence between European and national policies, and a more open mind-set towards the challenges of a global, digitalized economy."<sup>7</sup>

In concrete, according to the project, new-type comprehensive regional innovation ecosystems [so called **Playparks**] are regional physical centers of excellence. Each Playpark (one per region) will inspire and train at least 30 start-ups and young SMEs during project lifetime. The Playparks will provide SME improvement training in all six domains of a successful ecosystem (i.e. policy, finance, culture, supports, human capital, and markets - *D. Isenberg*) and will be interlinked in a transnational network to improve international skills. The ecosystems and network will be prepared according to clearly defined action plans with breakdowns of strategy goals and objectives into timelines of specific tasks, etc. (WPT1) and pilot actions to implement and test these novel schemes.<sup>8</sup>



On a logical sequence **Work Package T2** (*New-type innovation ecosystems in seven CE regions interlinked in a transnational network*) has implemented the new-type comprehensive six-domain regional innovation ecosystems in PP regions and **Work Package T3** (*Improving skills and competences for economic and social innovation in seven CE regions*) has started testing the efficacy of the Playpark by improving the skills and entrepreneurial competences of 210+ start-ups/young SMEs ('n' individuals) in seven CE regions.

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horizontal and operational recommendations, directly addressed to the decision makers in the European Institutions and Member States.

<sup>6</sup> Damien English, T.D. - Minister for Skills, Research and Innovation, Ireland - *Inspiring and Completing European Innovation Ecosystems* – EPPA 2015

<sup>7</sup> Senator Stefania Giannini - Minister for Education, Universities and Research, Italy - *Ibidem*

<sup>8</sup> As from the Application Form, section C.2 "Project specific objectives"



### 3. The *Playpark* concept

The concept is a design proposal necessary to define the *basic elements* of a project and provides the basis for the realization of the same. Within a concept, the designer sets the **guidelines** that accompany the implementation phase; these lines are rough and depending on the quality of the concept itself for design purposes, the final product may differ more or less from the first conceptual proposal. The final design is then mainly formed by a succession of different conceptual phases.<sup>9</sup>

To achieve change, the project will develop smart solutions to address the question: how to provide **start-ups and SMEs** with “adequate human resources”? In other words: how to inspire and sustainably improve **skills and entrepreneurial competences**? “Entrepreneurs / SMEs are at the centre of the creation of jobs and growth...it is important to provide, at regional level, the right mix of financial and non-financial support to assist entrepreneurs to create new firms ...”

The project will provide this support through new-type comprehensive innovation ecosystems in the partner regions incorporating and utilising **regional RIS3** as drivers for innovation. The ecosystems will be linked in a transnational network to accelerate start-up growth and improve SME internationalisation. More young people in central Europe need to be inspired to become entrepreneurs and sustainably improve their skills and entrepreneurial competences and at the same time gain international business experience to face global challenges. In order to help the start-ups / SMEs in training to bring their ideas to market and create new firms, synergies with funding initiatives such as national / regional business angels, pan-European crowdfunding platforms will be established from the outset.<sup>10</sup>

The policy domain will be RIS3. At present, there is no such new-type six-domain innovative approach for start-ups and SME support in the project regions and presumably in the whole programme area.<sup>11</sup>

The following features have been finally customised to the regional action starting from the common picture set in **Deliverable D.T1.1.4 - eConcepts for eSmart-strategies for regional ecosystems in CE regions**: the initial common assumptions are still in the background to better outline the continuity and linearity with the common “conceptual” vision.

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<sup>9</sup> John Locke's description of a general idea corresponds to a description of a concept. According to Locke, a general idea is created by abstracting, drawing away, or removing the uncommon characteristic or characteristics from several particular ideas. The remaining common characteristic is that which is similar to all of the different individuals - *Questions Concerning the Law of Nature* (1664)

<sup>10</sup> As from the Application Form, section C.1 “Project relevance / Project’s approach”

<sup>11</sup> *Ibidem*

## I. Playpark target groups

The innovation ecosystems and the network will inspire and improve the skills and competences of at least 210 **start-ups** (of preference young females and males) and **young SMEs** ('n' individuals) in seven CE regions during project lifetime. [...] Young firms = less than 5 years of existence. <sup>12</sup>

According to the approved Application Form the common Playpark functions and “services” target group consists of both **young emerging entrepreneurs** and **young SMEs** (with less than 5 years of existence). This is the main target group to be involved already in WP T3 “Improving skills and competences for economic and social innovation in seven CE regions”.

Indirect target groups to be somehow involved and affected by the project (at different extent and relevance)<sup>13</sup> have been listed as follows:

- Local / Regional / National public authority
- Sectoral agency
- Higher education and research
- Education/training centre and school
- SME
- Business support organisation
- Interest groups including NGOs
- Clusters



**TABLE1: DEFINED AND SERVED TARGET GROUP**

Direct target group	Indirect target group
<p>The Playpark Vienna reached through its activities 31 start-ups, who participated at the 6-month-training and mentoring program and used the advantages the Playpark Vienna and the CERlecon project offered them.</p>	<p>As regional partners, the LP and PP2 focused on the communication objectives “raising awareness”, increase knowledge” “influencing attitude and changing behaviour’ in the Vienna region</p> <p>The external communication targeted both: reaching regional key stakeholders (tackled under WPT2 and WPC), and delivering information to stakeholders about the project results specifically in the Vienna region through email correspondence, targeted events, guided tours, and bilateral meetings, etc.</p> <p>All communication activities towards stakeholders have been realised in close cooperation between LP and PP2.</p> <p>See more details about the indirect target groups in Table 2.</p>

<sup>12</sup> As from the Application Form, section C.1 “Project relevance”

<sup>13</sup> All the listed bodies have to be considered and ‘treated’ as relevant stakeholders having anyway an interest also in being target of the different Playpart services.





Source: Playpark Vienna, 2019

**TABLE 2: INDIRECT TARGET GROUPS**

Indirect Target group	Quantification of target group reached	Description
Local public authority	12	<p>Local public authorities active in various areas of city-level policies are key to the CERlecon ecosystem. As a reg. partner LP focused on the communication objectives ‘influencing attitude and changing behaviour’ in the Vienna reg. The external communication targeted both: reaching reg. stakeholders (tackled under WPT2 and WPC), and delivering information to stakeholders about the project results specifically in the Vienna reg. through email correspondence.</p> <p><b>Examples of representatives involved and engaged in the CERlecon project:</b>            Tanja Wehsely (Head of the Social Council Vienna)            Klemens Himpele (City Department 23 Economy, Employment and Statistics)            Jürgen Czernohorszky (City Government Councillor: Education and Integration)            Yvonne Rychly (District Councillor, Chairperson, Culture Commission, Brigittenau District of Vienna)            Social City Wien – represented by: Emil Diaconu, Richard Vrzal</p>
Regional public authority	3	<p>Regional public authorities active in various realms of city-level policies are key to the CERlecon ecosystem. LP&amp;PP2 concentrated on establishing new relationships and further developing already established connections.</p> <p><b>Examples of representatives involved and engaged in the CERlecon project:</b>            Heinrich Himmer, Executive President, Vienna Board of Education, City of Vienna Department for Kindergardens            Danube Region Strategy Priority Area 10</p>
Sectoral agency	5	<p>All target group listed, with particular emphasis on the Vienna Business Agency and Social City Vienna, are key policy and city-leverage partners. LP&amp;PP2 maintained ongoing relationships, and gaining new contacts within the already connected institutions.</p> <p><b>Examples of representatives involved and engaged in the CERlecon project:</b>            Chamber of Commerce Vienna (Hannes Hippacher)            Wissenstransferzentrum Ost (Rudolf Dömötör)            Vienna Business Agency (Christina Alge, Tulaj Tuncel, Dudu Gence)            Social City Vienna (Emil Diaconu, Richard Vrzi)            Innovationsmanagement Wiener Stadtwerke (Gernot Sauer)</p>
Interest groups including NGOs	8	<p><b>Examples of representatives involved and engaged in the CERlecon project:</b>            Social Impact Award (Jakob Detering, Jonas Dinger)            ASHOKA Austria (Georg Schön)            Global 2000 (Martin Wildenberg)            Julius Raab Stiftung (Markus Gull)            Impact Hub (Sarah Haas)            WWF- Innovate for Nature (Elisa Gramlich)</p>





		<p>Beratungsgruppe – Liesl Frankl                  Backbone 20 Mobile Jugendarbeit – Richard Felsleitner, Manuela Synek</p> <p>NGOs and local community organizations are very important for the Playpark Vienna, since sustainability-driven entrepreneurship requires a broad range of cooperation within the ecosystem. These organizations overlap thematically with activities of the Playpark Vienna with regards to social innovation and sustainability values.</p>
Higher education and research	8	<p><b>Examples of representatives involved and engaged in the CERlecon project:</b>                  Netzwerk für Plurale Ökonomik e.V. (Jonathan Barth)                  Boku Centre for Global Change (Michael Ambros)                  FH Vienna (Thomas Faast)                  COPERNICUS Alliance                  OIKOS Student Network                  Kunst-EEK-GSK - Start-up Center at the Academy of Arts (Georg Russegger)                  Institute of Entrepreneurship and Innovation (Niklaus Franke)                  University College of Teacher Education Vienna</p> <p>Further reached stakeholders were:                  Students (150+) through intensified social media presence, awareness raising events, reaching out to students via teaching, as well as PP2 existing networks (e.g. via Sustainability Challenge, WU Gründungszentrum, RCE Network), and guided tours at Playpark Vienna.</p>
Education/ training centre and school	32+500	<p><b>Examples of representatives involved and engaged in the CERlecon project:</b>                  WU Gründungszentrum (Rudolf Dömötör)                  SiC! Students' innovation Centre (Nadja Najjar)                  INITS (Austria's largest Incubator programme) (Irene Fialka)                  Sustainability Challenge – WU (Renata Krenn)                  Dream Akademia (Hermann Gams)                  Entrepreneurship Educator (Johannes Lindner)                  180 Degrees (Alena Sainab Mohsenyar)                  Össfo, Gordana Maric)                  Teach for Austria (Davorin Baradzijd)</p> <p>These institutions and organizations are crucial for the Playpark activities' development. Their input was of high importance for developing feedback to the conceptual deliverables related to the playpark and the network.</p> <p>23 selected compulsory education schools from the 20th district were involved in inspirational brunches and teacher/pupil training:</p> <ul style="list-style-type: none"> <li>- VS Treustraße</li> <li>- VS Greiseneckergasse</li> <li>- NMS Staudingergasse</li> <li>- NMS Greiseneckerstraße</li> <li>- NMS Pöchlarnstraße</li> </ul> <p>Furthermore, all Polytechnic Schools in Vienna were involved – the CERlecon concept was presented during the 'Leitersitzung' to all headteachers, selected teachers and pupils joined the 'Business Maniacs' Event where they also got to know CERlecon and its innovative entrepreneurship education approach.</p> <p>Also the</p>



		<ul style="list-style-type: none"> <li>- Rudolf Ekstein Zentrum School – Elke Koschitz,</li> <li>- GRGORG 20 Karajangasse – Arpad Krämer,</li> <li>- ZIS 20 Treustraße – Andrea Bossler</li> <li>- VHS Brigittenau – Karin Dwulit as well as</li> <li>- Music School Wien Zentral – Brigitta Baumann</li> </ul> <p>were involved. The CERlecon project was presented and ways of cooperation and integration of the CERlecon entrepreneurship education approach were discussed.</p> <p>500 Viennese primary, general secondary, vocational training, trade and academic secondary schools were contacted through the 'Zentrale Arbeitsgemeinschaft' Newsletter (ZAG –(Central Working Community of Teachers and Heads of schools), which highlighted the work of the project. The main goal of the communication was to raise awareness, in particular about the Vienna Playpark.</p>
SME	11	<p><b>Examples of representatives involved and engaged in the CERlecon project:</b></p> <p>Co-working Space Rochuspark (Michael Pöll)          Co-working Space Schraubenfabrik (Stefan Leitner-Sidl)          Weitsicht (Marin Bauer-Leeb)          SBV Social Business GmbH (Richard Vrzal)          Co-working Space CoSpace (Georg Demmer)          Konsultori (Petra Wolkenstein)          Helioz (Martin Wesian)          Das Biber (Amar Rajkovic)          Second Opinion (Konstatinos Bitzios)          refurbished (Peter Windischhofer)          Wingz the intelligence of things (Patrick Thomas)</p> <p>In regard to SMEs, LP&amp;PP2 is gradually developing contacts, focusing primarily on the co-working settings that foster knowledge transfer and exchange.</p>
Business support organisation	14	<p><b>Examples of representatives involved and engaged in the CERlecon project:</b></p> <p>Austrian Start Ups (Philip Ehrenfellner)          Entrepreneurship Center Network (ECN) (Albrecht Karlusch)          UB-One Foundation (Tassilo Küpper)          Nine Dragons (Christoph Weber)          UNIDO (Matteo Landi)          Kolussi Palovitz (Markus Palkovitz)          Wirtschaftsagentur (Dudu Gencel)          Amaphiko (Lisa Penker)          What a Venture (Alexander Masek)          Brutkasten (Phillip Hofmacher)          Climate-KIC Austria (Joe Naimer-Stach)          Vienna Chamber of Commerce</p>
National public authority	2	<p><b>Examples of representatives involved and engaged in the CERlecon project:</b></p> <p>Federal Ministry of Science, Research and Economy (Evi Frei)          Federal Ministry of Education (Irene Krug, Christian Smoliner, Johannes Lindner)</p> <p>LP&amp; PP2 strengthened relationships with national public authorities in order to build the foundation for future cooperation and sustainability of the Playpark Vienna.</p>
Other	1	<p>CROWD-FUND-PORT, another Interreg CENTRAL EUROPE funded project was contacted through personal conversation during the PIT</p>



		event organised by the JS, and through email correspondence to find out possible cooperation opportunities for both projects. Project concepts, summaries and presentations were exchanged and it was agreed to intensify the exchange.
Total number of entities	126+500	

Source: Playpark Vienna, 2019

## II. *Playpark* common structure

Playparks are regional physical centres of excellence [...] There will be one Playpark per region.<sup>14</sup>

According to the definition in the Application Form the Playpark (*one in each partner region*) has to be a “**physical place**” having at least **3 staff members** who will be trained in the Joint Playpark staff training<sup>15</sup>, the contact person, and a flexible number of **collaborators** at disposal for the implementation first of all of the project related activities (tutoring, consultancy and training). Collaborators will be both external and internal staff members of the partner institution thanks to the creation of a “**list of experts**” (data base / roster) to be used as necessary.



Amongst the different functions, the Playpark has to act as “*one-stop-shop*” allowing thus an easy access to the public. In this sense, it should be inspired by an “*open door*” philosophy where thanks to the continuous participation of both current and emerging entrepreneurs<sup>16</sup> to its activities (and even their co-generation and co-implementation) its real efficacy and even existence will be assured.

Moreover, each Playpark has to guarantee the “*physical*” implementation of training and consultancy activities providing adequate facilities for it. In addition the centre should be enough equipped to provide services to its beneficiaries.

In this sense the Playpark will be able to strengthen the regional innovation ecosystems which will provide regional entrepreneurs with “the right mix of financial and non-financial support” to create their new firms and the network will provide them with a real European dimension for further development and even to their first business settlements.<sup>17</sup> It follows that its staff has to be considered a real pillar in charge of the coordination (and even execution) of this innovation catalyst.<sup>18</sup>

Starting from the picture outlined in the initial eConcept the Playpark Vienna has been located in the 20th district of Vienna – at Sachsenplatz 4-6. Playpark Vienna provides 24/7 access for young entrepreneurs. Start-ups/young entrepreneurs can use the coworking space including internet access.



<sup>14</sup> As from the Application Form, section C.2 “Project focus / Project specific objectives”.

<sup>15</sup> Output O.T2.3: Playparks network: 1x Joint Playpark staff training

<sup>16</sup> The Playpark should be real places where emerging entrepreneurs have the concrete opportunity to meet current entrepreneurs, to learn from their real “business cases” and to take profit from the specific “business environment” leading to a real processes of co-generation and co-creation of future business ideas.

<sup>17</sup> As from the Application Form, section C.1 “Project relevance”

<sup>18</sup> In this sense the staff trained during the project should be selected from the internal team of the partner organisations (or at least an “*internal equivalent*”, meaning an external collaborator working continuously with the institution) having the duty to coordinate both the inputs and the outputs of the Playpark.

There is also a meeting room available which can be booked via an online calendar. At least one meeting a week is scheduled with all the start-ups from the recent cohort and the Playpark Manager.

Playpark Vienna also provides specific services/activities for teachers as well as for pupils on a regular basis. Besides teacher trainings regarding entrepreneurship education, also workshops for pupils are organised in the Playpark. Apart from trainings and workshops, the so called CERlecon Playpark Brunch Club is considered to be a highlight. Within this event (taking place once or twice a month), pupils from elementary to secondary school are invited to come to the Playpark and to listen to inspirational stories of entrepreneurs who are sharing their success stories. After the presentations, the pupils and the entrepreneurs can network and clarify further questions within a nice and relaxing atmosphere during a brunch. The brunch is provided by a pupil company from a regional secondary school. The aim of the CERlecon Brunch Club is to broaden the pupils' perspective on work and the working life in general.



The thematic focus of Playpark Vienna is to support start-ups with social and/or ecological innovative business ideas.

PP2, the RCE Vienna at the University of Economics and Business, has a strong accentuation on green start-ups within a setting of green economy, social innovation and smart cities. Its focus is to support the development of entrepreneurial competences and skills of sustainability oriented entrepreneurs.

In Playpark Vienna, LP and PP2 use innovative didactical teaching methods for the training of the start-ups – combining them of course with the training methodology which has been developed within the CERlecon project.



The following support structure was provided at Playpark Vienna:

- Peer-to-Peer Sessions

At Playpark Vienna, we focused on regular Peer-to-Peer Sessions where the start-ups met with the Playpark Manager and synergies were used in order to address the topics and needs of each start-up.

- Coaching and Mentoring

Additional to the two day Idea Generation Lab, which was a 2-day coaching and workshop session, the start-ups were provided with two 'one on one' coaching sessions throughout the training, each start-up also received a mentor to help them with important networks.

- Workshops and Networking Events

Furthermore, there were some networking possibilities at several events held at the Playpark in cooperation with the Social City Vienna. Additionally, workshops with e.g. an international focus, inviting Kate Raworth – a well renowned scientist holding a workshop on "How to do business within the doughnut" or more practical workshops on topics like "Design Thinking for Social Entrepreneurs" were offered.





### III. **Playpark common functionalities**

The project will provide its support through new-type comprehensive innovation ecosystems in the partner regions incorporating and utilising regional RIS3 as drivers for innovation. The ecosystems will be linked in a transnational network to accelerate start-up growth and improve SME internationalisation.<sup>19</sup>

In a process-oriented approach and following the common assumptions already set in the initial *eConcept*, the Playpark has incorporate all the six domains that need to successfully interact to make any ecosystem efficient (*D. Isenberg*) i.e. policy, finance, culture, supports, human capital, and markets:

1. **Policy:** The playpark has to focus on the RIS3-Strategy of the region. This means on the one hand that entrepreneurs/SMEs who are trained at the playpark should deal with a business idea matching the branches/technologies of the RIS3. On the other hand trainers, experts and network partner of the playpark should be chosen by their expertise-level concerning the RIS3-branches/technologies.
2. **Finance:** the training program of the Playpark should directly qualify the participants and business ideas for the application for further funding. All regional and national funding programs, business angel and venture institutions, crowdfunding initiatives should be considered. The Playpark staff must have expertise in applying for funding in order to support the entrepreneurs/SMEs. Financial partners should be integrated as experts in the Playpark program.
3. **Human Capital:** the core of the Playpark is the 6-month training program which starts with an idea generation process and leads to viable business models (will be specified in O.T2.4). This training programm should integrate experienced enterpreneurs which could act as mentors for the younger startups / SMEs. Last but not least the Playparks should establish strong links to educational institutions where the Playpark participants can get further education and know-how.
4. **Markets:** Strong links to established companies of the RIS3 focuses should be developed. Representatives of those companies should assist the startups / SMEs with their expertise in developing, producing and distributing and should act as early adopters for proof-of-concept and reference customers.
5. **Culture:** the Playpark must be integrated in the regional Startup Community in order to make success stories visible, to open a broader network for the Playpark participants and to transfer the common culture of risk tolerance, experimentation, social status, etc.
6. **Supports:** The Playpark must be a physical place where startups / SMEs are trained and where they ideally find a temporary place to work. Furthermore it should integrate representatives of institutions such as legal, accounting, prototyping, labor, etc. to offer the startups / SMEs a broad technical and administrative support.

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<sup>19</sup> As from the Application Form, section C.1 “Project relevance”



#### IV. **Playpark common tools**

As a direct consequence of the common structure and functionality, each single Playpark can rely on (*being also responsible for its provision*) the following list of basic tools:

- **Playpark staff** (at least 3 in each centre) to be involved in the core activities as **facilitator / animator / sensitizer / consultant** to the direct promotion of the services towards the target group defined;<sup>20</sup>
- **Pool of experts** for business creation and management, innovation and internationalisation (*internal and/or external staff members*);
- **Online platform** including the business orientation eTool<sup>21</sup> (regional Playpark training will require ongoing use of the platform by the trainees), containing also joint training methodology and materials;
- **Basic ICT devices** to support end users start-ups and growth;<sup>22</sup>
- **A Transnational Innovation Network**<sup>23</sup> to interlink the ecosystems.

**TABLE 3: LIST OF THE TOOLS @ THE PLAYPARK VIENNA**

Tool	Description
<b>Playpark staff</b>	<p>The Playpark Vienna involved 2 Playpark managers.</p> <p>One Playpark manager worked directly with the entrepreneurs and SMEs together. This manager was in charge for organising all three cohorts with all the events (idea generation labs, coaching &amp; mentoring program, Playpark Exchange visits, etc.).</p> <p>The other Playpark Manager was responsible for organising the so called 'CERlecon Playpark Brunch Clubs' for the school pupils; organising teachers' trainings in order to train further trainers who can spread the CERlecon concept among schools, and this person was also in charge for the students' trainings at schools.</p>
<b>Pool of experts</b>	<p>Playpark Vienna cooperated with the following institutions/organisation in order to foster multidimensional skill development by the participating young entrepreneurs and SMEs:</p> <p>eg.</p> <p>Co-working Space Rochuspark (Michael Pöll)</p> <p>Co-working Space Schraubenfabrik (Stefan Leitner-Sidl)</p> <p>Weitsicht (Marin Bauer-Leeb)</p> <p>SBV Social Business GmbH (Richard Vrzal)</p>

<sup>20</sup> Each regional Playpark must have at least one staff member acting also as coordinator / contact person.

<sup>21</sup> **D.T3.1.2** - The *e-Tool* is developed and is part of the initial joint transnational training of Playpark staff (D.T2.5.2) to familiarise staff with its use/potential. It will be then used for improvement trainings at regional Playparks and in the network

<sup>22</sup> According to the regional Playpark customisation as defined in D.T2.1.1

<sup>23</sup> "A transnational network interlinking the ecosystems will provide entrepreneurs with opportunities to increase their international skills in an international business environment", as from the Application Form, section C.2 "Project focus"



	<p>           Co-working Space CoSpace (Georg Demmer)            Konsultori (Petra Wolkenstein)            Helioz (Martin Wesian)            Das Biber (Amar Rajkovic)            Second Opinion (Konstantinos Bitzios)            refurbished (Peter Windischhofer)            Wingz the intelligence of things (Patrick Thomas)         </p> <p>           As a regional authority, also the Vienna Board of Education was strongly involved by reaching out the young future-emerging-entrepreneurs: the school pupils, in order to raise awareness and support their educational development especially related to the 7th key competence defined by the EU (2006): 'Sense of initiative &amp; entrepreneurship' <sup>24</sup>.         </p> <p>           Through the so called 'CERlecon Playpark Brunch Club' events organised for school pupils, two guest speakers (entrepreneurs from the Vienna region) pro event talked about their company and their business idea(s). Depending on the age of the students, the entrepreneurs gave a short presentation or answered some questions within a moderated discussion group.         </p> <p>           After the presentations have (or the discussion has) come to an end, the students had the opportunity to directly ask the entrepreneurs about what they have always wanted to know about entrepreneurship, the working world in general or the companies presented. After all questions have been answered, another highlight of the CERlecon Playpark Brunch Club events were the buffets prepared by a pupil enterprise of NMS Konstanziagasse 50, 1220 Vienna. The nice atmosphere during the brunch invited the pupils to further communicate with the entrepreneurs.         </p>
<p><b>On-line tools</b></p>	<p>The following on-line tools were used to deliver the training / mentoring to the participants:</p> <p>CERlecon xChange tool: <a href="http://ceriecon-tools.ssr-wien.at/login.php">http://ceriecon-tools.ssr-wien.at/login.php</a></p> <p>CERlecon Platform: <a href="http://ceriecon-tools.ssr-wien.at/ecosystem.php">http://ceriecon-tools.ssr-wien.at/ecosystem.php</a>  <a href="https://pro4edu.net/cms/index.php/en/">https://pro4edu.net/cms/index.php/en/</a></p> <p>E-Learning Modules: <a href="https://pro4edu.net/cms/index.php/en/webinars-en/webinars-vienna">https://pro4edu.net/cms/index.php/en/webinars-en/webinars-vienna</a></p> <p>CERlecon Youtube Channel:</p> <p>CERlecon video 1 – 'Be part of an ecosystem'  <a href="https://www.youtube.com/watch?v=37f-psYnQNk">https://www.youtube.com/watch?v=37f-psYnQNk</a></p> <p>CERlecon video 2 - 'Ideas Change the World':  <a href="https://www.youtube.com/watch?v=YTjantbQ1jE">https://www.youtube.com/watch?v=YTjantbQ1jE</a></p>

<sup>24</sup> <http://data.consilium.europa.eu/doc/document/ST-5464-2018-ADD-2/EN/pdf>



	<p>CERlecon video 3 – ‘The Playparks Final’  <a href="https://www.youtube.com/watch?v=MXj-wpG_Q3M">https://www.youtube.com/watch?v=MXj-wpG_Q3M</a></p> <p>CERlecon video 4 – ‘The CERlecon Concept’  <a href="https://www.youtube.com/watch?v=4li17G45z50">https://www.youtube.com/watch?v=4li17G45z50</a></p> <p>CERlecon video 5 – ‘The CERlecon Story’  <a href="https://www.youtube.com/watch?v=ZXlJk754Vs">https://www.youtube.com/watch?v=ZXlJk754Vs</a></p> <p>RIS3 App:  <a href="https://www.ceriecon.eu/news/index">https://www.ceriecon.eu/news/index</a></p>
<b>ICT devices</b>	Playpark Vienna did not provide any ICT devices to the participant of the training and mentoring program.
<b>Transnational action</b>	<p><b>1<sup>st</sup> cohort Playparks Exchange (5-day)</b></p> <p>Based on the success of their RIS3 business idea on the Playpark xChange tool (D.T3.1.2), in total 8+12+10? firms &amp; 1 Playpark manager were participating at the 5-day work-visits (3-times during all cohorts) at another Playpark to accelerate SME internationalisation and create new firms.</p> <p>Playpark Vienna together with the participating young entrepreneurs/SMEs visited:</p> <ul style="list-style-type: none"> <li>- During the 1st cohort training and mentoring program Playpark Bratislava</li> <li>- During the 2nd cohort training and mentoring program Playpark Brno</li> <li>- During the 3rd cohort training and mentoring program Playpark</li> </ul>
<b>Other relevant info</b>	not applicable

## 4. Planning for sustainability

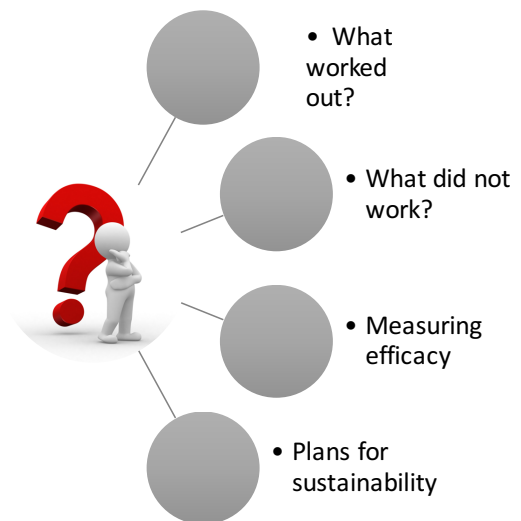
As a result of the initial strategy drafted according to the project assumptions and the pilot action performed in T2 and T3, the Playpark Vienna sustainability is tracked out of a set of conclusions summarised as follows:

### WHAT WORKED OUT AT BEST?

The Playpark Vienna considers the implementation of the CERlecon project results as a great success. As examples: all the main targeted results have been achieved; more indirect target groups have been involved as initially planned. For sustainability purposes the cooperation among LP&PP2, such as the key stakeholders is ensured by the signed Letter of Commitment.

Some activities that can be highlighted:

- *Idea generation events during all 3 cohorts*
- *CERlecon Playpark Brunch Clubs*
- *CERlecon Finals*
- *Involvement and engagement of regional key stakeholders (through the Playpark events and during the brunch clubs).*



### WHAT DID NOT WORKED AT ALL?

There are not so many issue that can be considered as failures, or that not worked out very well, as both the partners (LP&PP2), and the Playpark managers reacted on the challenging situation flexible and immediately. As an example the xChange tool can be mentioned: during the 1<sup>st</sup> cohort it was not very clear yet, how the start-ups with a very initial concept can be involved and can benefit from the game.

### RESULTS ACHIEVED SO FAR

The main results achieved are in numbers (2016-2019):

- Number of trained start-ups: 31
- Number of trained persons: 968
- Number of participating school classes 27
- Number of participating school pupils: 873
- Number of indirect target groups: 127
- Number of other Playpark visits: 3



## PLAN SET FOR PLAYPARK VIENNA SUSTAINABILITY

- implementation of 'VEE' – Vienna Entrepreneurship Education Center for the Region of Vienna (teacher and pupil training workshops)
- continuous organisation of the Playpark Brunch Club
- CERlecon xChange tool: <http://ceriecon-tools.ssr-wien.at/login.php>
- CERlecon Platform: <http://ceriecon-tools.ssr-wien.at/ecosystem.php>,  
<https://pro4edu.net/cms/index.php/en/>
- E-Learning Modules: <https://pro4edu.net/cms/index.php/en/webinars-en/webinars-vienna>
- CERlecon Youtube Channel:

CERlecon video 1 – 'Be part of an ecosystem' <https://www.youtube.com/watch?v=37f-psYnQNk>

CERlecon video 2 - 'Ideas Change the World': <https://www.youtube.com/watch?v=YTjantbQ1jE>

CERlecon video 3 – 'The Playparks Final' [https://www.youtube.com/watch?v=MXj-wpG\\_Q3M](https://www.youtube.com/watch?v=MXj-wpG_Q3M)

CERlecon video 4 – 'The CERlecon Concept' <https://www.youtube.com/watch?v=4li17G45z50>

CERlecon video 5 – 'The CERlecon Story'  
<https://www.youtube.com/watch?v=ZXIJKJ754Vs>

- RIS3 App: <https://www.ceriecon.eu/news/index>





<http://tinyurl.com/CERlecon>

[www.interreg-central.eu/CERlecon](http://www.interreg-central.eu/CERlecon)