

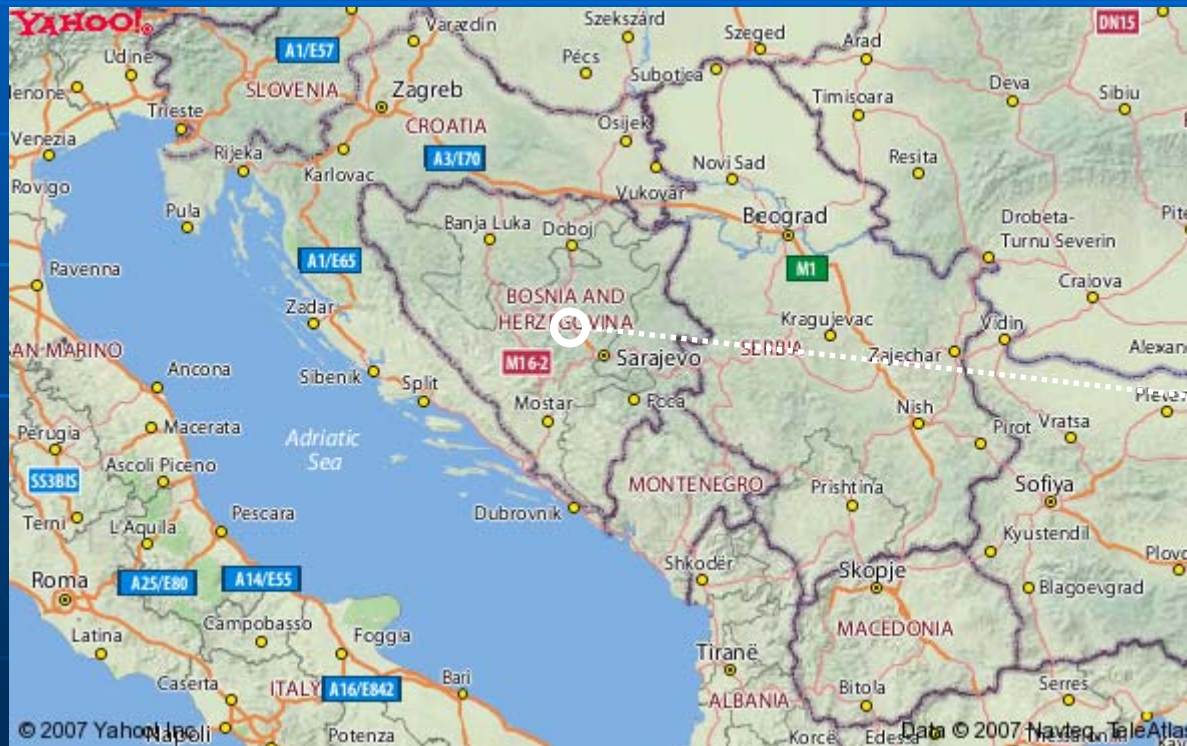
# Presentation by



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Tuzla 01.07.2009.

# South East European Position



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Tuzla 01.07.2009

# Introduction

General info on BSC Zenica

Economic environment of Zenica / Bosnia and Herzegovina

Lessons learned

Regional cooperation of SEE Business Start-up / Incubator network

# General info on BSC Zenica

## Facts and figures

- staff



**M.Sc. Nino Serdarevic**  
**SPARK BIH Director**  
**BSC Zenica Coordinator**

- activities

**Business Plans Competitions**

**Business Skills Trainings**

**Capacity Building Partners**

**Curriculum Development**

**ISO**

**Business Incubator**

**Lobbying in Removing  
SME Development Obstacles**

**Adela Berisa**  
**BSC Zenica**  
**Project Officer**



**Masa Susic**  
**BSC Zenica**  
**Project Officer**

**Damir Selak**  
**BSC Zenica**  
**Incubator  
Manager**

**Kimeta  
Mulamekić**  
**BSC Zenica**  
**Incubator Staff**

- budget – approx. EUR 1.5 Mio – 4 year life span
- established in April 2007
- results achieved

**Week of Entrepreneurship**

**1600 Youth  
educated**

**99 Business  
Concepts**

**Two Capacity Building  
Projects implemented**

**Post Graduate Studies**  
*Innovation and Entrepreneurship*  
*International Management*

**Business Incubator**

Tuzla 01.07.2009



# Economic environment of BSC ZENICA

- Branches of business, industry or other sectors BSC Zenica is mainly supporting

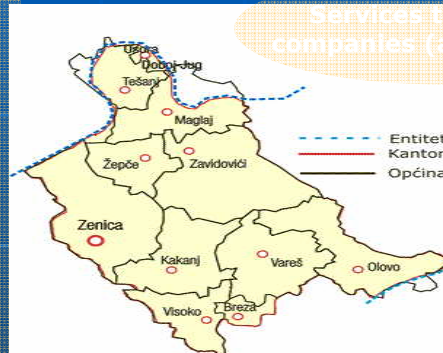
**TARGET GROUP**  
 <35 years

**LOW TECH PRODUCTION AND SERVICES**

**INVESTMENT VOLUME**  
 Approx. EUR 1 – 20t

**Zenica region**

- Ex industrial region
- Low entrepreneurial spirit
- Lack of clustering initiatives
- unemployment 68,000
- numerous supporting SME sector services – mostly administrative support



## EXIT SCENARIOS

Services to existing companies (added value)

Outsourcing for EU multinationals

Venture Capital

Exporting to EU

Internet based Virtual businesses

**Possible Outcome:**  
 Local Companies as outsourcing basis

- Location and outreach of supported businesses – n/a
- What is the average size of the supported business – n/a



# Lessons learned

## Top 5 achievements

1. Excellent Business – Governance relations - SME development initiatives
2. BSC Zenica considered as regional focal point in consolidating SME supports
3. Business Incubator positioned – integral unit of future Technological park (exchange of companies in accordance to the nature of business)
4. Recognition from side Mittal Steel – multinational present in Zenica – open offer for supporting in Local business opportunities & building up satellite companies
5. Raise of overall awareness – self employment instead of employment

# Lessons learned

## Top 5 challenges

BSC ZENICA as..

Business Incubator  
Established

.. incubator  
optimally supporting  
Tenants  
new view in BIH..

... recognized by the  
excellence achieved and  
invited to join BI network (s)..

Business Skills  
Educational body

..clear transfer of knowledge;  
building up the added value..

SME Supporting  
Institution

..focal point of One-stop-shop..

..fund raising IFC, USAID, EC..

# Regional cooperation



Concrete proposals for regional cooperation of a SEE Business Start-up / incubator network

Brainstorming..

