

ECAbit Investment Readiness Training

Kick-off, October 2008

Short Protocol

The ECAbit network organized a incubation management training addressing the investment-readiness of business incubator managers and clients. The training was supported by Mr. Karl-Heinz Clauß (entrepreneur and investor, Germany), Mr. Henning Bungards (PEM Consult, Germany) and Mr. Götz Borchardt (ProSME, GTZ, Armenia). ECAbit invited members of SENSI network to participate. Jointly, the following outcome was developed:

What means investment readiness?

- Understanding the investment-readiness of your region and the investment opportunities in the world
- Investors need local partners: “Honest guides”
- International investors often bring technology and skills to a region
- The importance of local investors including the specifics of informal investors is often underestimated

What means it for incubators?

- Public relation effects
- Incubators can become local investment-readiness enablers, the “honest local guide” with international links and skills
- It confirms the mission of the incubator.

What could it mean for the incubator network?

- Trainings and TOT in this area for incubator managers
- International and local links to investment forums in both the real and virtual world
- A database providing information about investment-ready incubator clients, to be maintained by clients
- Information about the investment-readiness of incubators and clients (survey)

What are the next steps?

1. Conducting survey on investment-readiness and needs of incubators and clients. Objectives: 1) Generating information about the overall relevance of the topic among incubators by assessing the overall investment-readiness and needs of clients, 2) Generating information for potential training activities (2008)
2. Training plan for TOT and training activities, based on the outcomes of the survey, including the evaluation of existing tools and potential links (2009)
3. Concept for investment-readiness database (2009)