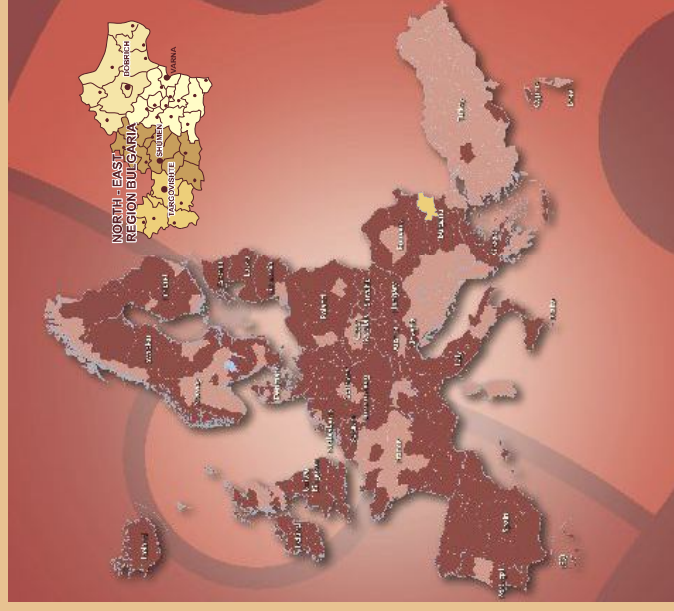


RAPIV

www.rapiv.org

REGIONAL AGENCY FOR ENTREPRENEURSHIP AND INNOVATIONS - VARNA

10 years



REGIONAL AGENCY FOR ENTREPRENEURSHIP AND INNOVATIONS – VARNA

High-Technology Business Incubator

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HIGH-TECHNOLOGY BUSINESS INCUBATOR

Regional Agency for Entrepreneurship and Innovations – Varna (RAPIV) is a non-governmental non-profit organisation, carrying out its activities in public benefit, for stimulating regional economy, through the development of entrepreneurship and innovations.



Dear Ladies and Gentlemen,

In the period 1995-2001, a group of Varna practitioners and enthusiasts, in their personal capacity and as representatives of institutions, held a lot of discussions on the advance trends in science, education and their closer relation with the economic prosperity. On 4th July 2002, consensus was reached for the establishment of a non-profit organization, registered in public benefit, with the aim to pave the way of innovative ideas and practices and high technology, as this is the way that will ensure the development of a highly competitive economy.

Commemorating the 10th anniversary of Regional Agency for Entrepreneurship and Innovation - Varna (RAPIV) we look back in the years with gratitude to the founders and current members of the Association for their support, highlighting the most significant results in fostering entrepreneurship and development of innovations in the North-East Region of Bulgaria.

Since the official opening of the building of the High-Technology Business Incubator in 2005, seven years of active work have passed. A high rate of successful high-tech incubation projects and starting companies has been achieved. The companies increase many times the number of the employees and the turnover after their successful incubating period and offer their products for transfer to European partners.

During this period RAPIV implemented 25 major projects, including 10 national (including projects under the pre-accession instruments) and 4 local. RAPIV is a lead partner in 10 of the projects. 58% of RAPIV's participation in proposals under European programs, where RAPIV is developing the project and leading the consortium, is successful for the Association. The attracted direct funding is 1,430,000 EUR and the indirect resources from the partnership are 8,507,000 EUR. Through its activities, RAPIV facilitates the transfer of good practices from and to Europe and among Bulgarian companies.

The Association actively participates in establishing sustainable institutional partnership among universities, scientific and research institutes, the local authorities, bank sector, local business and the organizations, supporting innovations. On average, three conferences, ten round tables and four seminars have been held annually during the 10-year period. The total number of participants in the innovation process, initiated by RAPIV in the North-East Region is more than 4,000, with over 750 participants directly involved (150 individuals and 600 organizations). The partnership map of the Association includes 46 organizations from 25 countries. Sustainable contacts are created with correct partners as a result of the successful joint implementation of European projects. RAPIV is preferred and respected partner.

Through its activities, RAPIV carries out dissemination and adaptation among different groups of European policies for: supporting innovation, regional and local development, business support, science and technology; action on climate change, education, culture and youth. The participation in high-level European forums proves that the activities of RAPIV develop in the current priorities of the European Union.

The Regional Agency for Entrepreneurship and Innovation – Varna, realizing the importance of its mission and objectives to support the development of our society, through the efforts and support of its members, Management Board, Advisory Council and through the devoted activity and motivation of the Administration, successfully ensures the sustainable development of the organization.

Chairman of the Management Board:

Yani Yanev

Executive Director:

Dimitar Radiev



IMPORTANT DATES

1995 – 2001 Numerous consultative meetings for the establishment of the High-Technology Park and Incubator were conducted with the participation of academic society, local government, business enterprises, NGOs and others.

04.07.2002 Constituent Assembly of the High-Technology Business Incubator – Varna (HTBI-Varna) Association.

22.12.2004 Contract No 328 “Creation of High-Technology Business Incubator in Varna” with Ministry of Regional Development was first signed.

21.06.2005 The Association’s building in Asparuhovo quarter, Malka Chaika vicinity is inaugurated. (Fig. 4,5,6)

20.02.2007 Association “High-Technology Business Incubator – Varna” is transformed into Regional Agency for Entrepreneurship and Innovations – Varna.”

MEMBERS OF RAPIV

- **Local Authorities:** District Administration -Varna, Municipality of Varna, Municipality of Aksakovo;
- **Universities in Varna:** Varna Free University, Medical University Varna, Naval Academy, University of Economics – Varna;
- **Scientific and Research Institute:** Institute of Oceanology;
- **Non-governmental organisations:** Industrial Association Varna, Varna Chamber of Commerce and Industry, Bulgarian Chamber of Shipping, Agency for Social Development – Vision, ICT Cluster – Varna;
- **Bank:** Alianz Bank Bulgaria;
- **Commercial Entities:** “Cherno More” JSC., “Triada Soft” Ltd., “CNsys” JSC., “Teso-V” Ltd., “BPT” Ltd., “Marikon” Ltd., “Cores” Ltd.;
- **Physical persons.**

General Assembly of RAPIV is presented in Fig.1.

MANAGEMENT BOARD

The members of the Management board are on Fig. 2 from left to right:

- Mr. Yani Yanev, Chairman;
- Dr. Dimitar Radiev, Executive Director of RAPIV;
- Prof. Anna Nedelkova, Rector of Varna Free University;
- Prof. Aneliya Kilarova – Deputy Chairperson, former rector of Medical University Varna; Municipality of Varna – represented by Mr. Kosta Bazitov, Deputy Mayor;
- District Administration Varna – Mr. Dancho Simeonov – Governor of Varna District.

OBJECTIVES

- To render support to emerging and existing high-technological SMEs;
- To establish favourable innovative environment for the development of SMEs and increasing of their competitiveness;
- To encourage technological transfer;
- To generate conditions for the professional development of highly qualified young specialists;
- To create a high-tech park;
- To create favourable environment for the technology-oriented SMEs to bring their innovative products on the market;
- To create conditions for attracting local and foreign investors.

SERVICES

- Development, management and implementation of projects in national and European programmes;
- Business consulting;
- Analyses, strategies, surveys;
- Procession and evaluation of data with SPSS package;
- Legal consulting;
- Financial and Accounting services and consulting;
- Marketing consultations;
- Intellectual and industrial property protection;
- Training;
- Information resource services.



Fig. 1. General Assembly of RAPIV



Fig. 2. Management Board



Fig. 3. Administrative Staff



Fig. 4. The building before renovation



Fig. 5. The renovated building



Fig. 6. Official Opening of the Building



Fig.7 Advisory Council



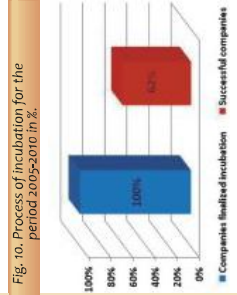
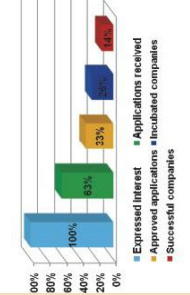
Visit of the Minister of Regional Development – Mr. Gerganov (June 2006).



Fig.9 Office of jK Ltd.



Fig.10 Successful companies for the period 2005 – 2010 in %.



RAPIV – MAIN TRENDS:

HIGH-TECHNOLOGY BUSINESS INCUBATOR

INNOVATIONS AND TECHNOLOGY TRANSFER CENTRE

HIGH-TECHNOLOGY PARK VARNA

HIGH TECHNOLOGY BUSINESS INCUBATOR

PRIORITY SECTORS FOR THE ADMISSION OF COMPANIES

- Information and Communication Technologies;
- Technologies for protection of the environment and the sustainable development (incl. alternative energy sources);
- Advanced marine technologies;
- Medical and Pharmaceutical Products and Technologies.

ADVISORY COUNCIL

Members of the Advisory Council (Fig.7) are:

- Dr. Anatoli Antonov; Prof. Atanas Palazov; Dr. Dimitar Radev; Dr. Hristo Krachunov; Dr. Kostadin Kostadinov; Prof. Nikola Ljutov; Dr. Peicho Kaloyanchev; Dr. Plamen Pavlov; Dr. Tsvyatko Tsanev; Dr. Valeri Penchev; Dr. Viktor Chirikov; Prof. Yulia Uzunova; Dr. Zlatislav Stoyanov.

ADMISSION OF COMPANIES IN HTBI

Companies, willing to become tenants in HTBI can apply with their own projects, or with projects, proposed by RAPIV. The candidates must answer the following expectation: to be Bulgarian physical persons or legal entities having as their objectives the development of products and/or offering of services within RAPIV's priority technological fields. Candidates are assessed by the Advisory Council of RAPIV. The Management Board of the Association makes the final decision on the admission of applicants in the Incubator.

RENTAL POLICY

The tenants are entitled to preferential prices. These prices are based on the average rent market price for Asparuhovo quarter in Varna, which is assumed as base level of 100%.

- I year – 10%
- II year – 30%
- III year – 60%
- Tenant companies – 80%

SUCCESS STORIES

There are incubated companies, which already finished their stay in the Incubator with very high results – more than 8 times growth in their income and 5 times increase of employees. These are “3K” Ltd. and “Svemar” Ltd.

Svemar Ltd. is accepted for incubation in 2005 with the project “Supplying new ecological and economically feasible solutions through the introduction of geo membrane coverings in the construction of reservoirs, water bodies and infrastructure objects with different purpose”. The company is specialized in the field of water technologies, construction and equipment of water bodies and irrigation systems.

3K Ltd. is accepted in 2006 for incubation with the project “Last Electric Mile” or telecommunications through the electricity network via PLC technology. This technology consists of building of networks for high-speed internet over the existing electricity distribution networks. It has found widespread application in the development of information networks in schools, hospitals, offices, hotels, trade centres, public buildings, tourist places, etc.

The two companies were nominated by the Business Academy for start-up companies for 2010.

According to Figure 10, 63% from those companies expressed interest apply with a project for incubation in HTBI within RAPIV and almost the half of them are approved by the Advisory Council. The share of companies, signed a contract for incubation is 26% from those, expressed initial interest.

Figure 11 shows the share of successful companies - 62%, from those that finish their incubation period in HTBI within RAPIV.

INNOVATIONS AND TECHNOLOGY TRANSFER CENTRE

REGIONAL INNOVATION POLICY

1. **Project BiasNET** “Black Sea Network for Regional Development” under Joint Operational Programme “Black Sea Basin 2007-2013” of the EC.

Duration: 24 months, 2011 – 2013.

Partners: RAPIV is the Lead partner of consortium of partners from five countries – Bulgaria, Greece, Romania, Moldova, Ukraine and one associated partner from Italy.

General Objective:

The establishment of Black Sea Network for Regional Development.

2. **Project INOLINK** “Connecting the Territory through the Innovation Network” under INTERREG IVC Programme of the EC.

Duration: 36 month, 2010-2012.

Partners: From Bulgaria (RAPIV), Germany, Italy, Portugal, Romania, Slovenia, Spain (Lead Partner RETA), United Kingdom.

General Objective:

To improve the territorial reach of regional innovation policies, through a better connection of peripheral areas with the regional innovation systems, in order to improve the diffusion of innovation and balanced economic and technological development throughout the EU territory.



INOLINK International conference in Varna



INOLINK Study visit in Coventry (UK)



REGIOCLIMA Dissemination event in Varna

3. **Project REGIOCLIMA** “Regional Cooperation towards Adaptation to Climate Change” under INTERREG IVC Programme of the EC.

Duration: 36 months, 2009-2011.

Partners: From Cyprus (Lead partner ANETEL), Italy, Spain, Estonia, Slovakia, France, Greece, Bulgaria (RAPIV).

General Objective:

To assist societies to adapt to the new climate conditions both by minimising the risk of damage and exploiting new opportunities arising from a changing climate.



REGIOCLIMA Dissemination Event in Varna



REGIOCLIMA Workshop in Heraklion (Greece)

4. **Contract No BG161PO001/4.2-01/2008/042-U-45/15-07-2010** “Development of Conception for Economical Development of the Municipalities from the Regional Development Scheme”, with Foundation “Institute for Ecological Modernisation”, 2010.

5. **Contract 1419/2008** “Actualisation of the Municipal plan for Development of Varna Municipality” for the Period 2007-2013., 2008.

6. **Contract 1244/2008** “Economic profile of Varna Municipality”, 2008



Presenting the activities of RAPIV to Members of EU Parliament in Varna Municipality



International Launch Conference
07.10.2005



Bulgarian delegation with district governors
in the Scientific Centre and
Technological Museum in Thessaloniki



Steering Committee Meeting, Pescara,
Italy, April 2006



Visit of Mrs. Alice Wu from EC in Naval Academy,
14.03.2006



Official Welcome of the Bulgarian delegation in
Region Liguria, Italy, 18.04.2007



Representatives of the foreign partners



Bulgarian Delegation in front of the
Regional Secretariat of Western Macedonia,
Greece, October 2006



Meeting of Mrs. Alice Wu from EC with the District
Governor of Varna District - Mr. Kandilarov, 14.09.2006



Discussion seminar in Silistra, 13.04.2007 with the
participation of the district governor Svetlana Velikova

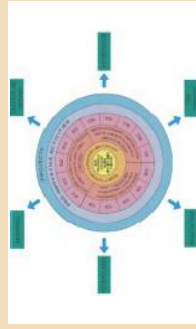


RIS Final Conference, 30.01.2008

7. Project NE - BG RIS, "Regional Innovation Strategy (RIS) for the North-East Planning Region (NEPR)", under 6 FP of the EC.

Duration: 32 months, 2005-2008.

Objective: Development of Regional Innovation Strategy of the North East Planning Region (NEPR).



Partners:

- RAPIV, Lead Partner;
- Alliance of the District Governors of NEPR, Bulgaria;
- Ministry of Regional Development and Public Works, Bulgaria;
- University of West Macedonia, Greece;
- Regional administration of Region Liguria, Italy;
- Regional administration of Region Abruzzo, Italy.

Total number of participants in the innovation process in NEPR is more than 1400, 750 of which participate directly-150 physical persons and 600 organisations.

Strategic Priorities for Innovative Development:

- Priority 1:** Development of the innovation potential of the region for increasing the competitiveness of the economy.
 - Priority 2:** Creation and development of pro-innovative environment (including infrastructure) in support to entrepreneurship and business.
 - Priority 3:** Support to the development of human potential and creation of the modern innovation culture in the region.
- 43 projects to be realized, 7 of which are pilot projects.

INNOVATIONS AND TECHNOLOGY TRANSFER CENTRE

INNOVATION SERVICES FOR SMES

8. Project INNOMOT "Improvement of Innovation Policies for Promotion and Motivation of Non-Technological Innovations in SMEs" within INTERREG IVC Programme of the EC.

Duration: 36 months, 2011-2013.

Partners: From Sweden (Lead Partner West Sweden), Belgium, Bulgaria, Ireland, Spain, Italy, France, Poland, Denmark.

General Objective:

To prepare the deployment of new policies and programmes addressed to support the adoption of non-technological innovations by SMEs in the Regions involved.

9. Project COLUMBUS 3 "Fostering the Mobility of Young Entrepreneurs", Programme "Erasmus for Young Entrepreneurs" of the EC.

Duration: 18 months, 2011-2012.

Partners: From Bulgaria, United Kingdom, Spain, Italy (Lead partner BIC Liguria), Slovenia, Hungary, Finland.

10. Project I84/ 2001 ICE 061966 of the Italian Government - Creation of a Network for High-technology SMEs from Liguria (Italy), Varna Region (Bulgaria) and Region of Constanta (Romania).

Duration: 18 months, 2009-2010.

11. Project "Fostering the Entrepreneurship among the Young Specialists", financed with State Budget Subsidy for the support of NGOs.

Duration: 12 months, 2009-2010.

12. Project No CSDP 2005-043 under PHARE Programme "Support to the Entrepreneurship for Innovations in the North-East Planning Region: Key element for the Development of Knowledge Economy in the Civil Society" with the Ministry of Finance.

Duration: 24 months, 2007-2009.

Partners: Bulgarian Chamber of Shipping, Varna Chamber of Tourism.

13. Project InnoSME "Fostering of the participation in 7FP and the "Competitiveness and Innovations Programme" of EC", under 6FP of the EC.

Duration: 24 months, 2007-2008.

Partners: From Belgium (Lead partner TeleRegions Network), Bulgaria, Czech Republic, Hungary, Lithuania, Poland, Romania.

14. Project EOS "Euro Office Services - Opening of the International Markets for Small Innovative Companies" under 6FP of EC, activity area "Research and Innovations"

Duration: 2006-2008.

Partners: From Bulgaria, China, Germany, Greece, France (Lead partner CICOM), India, Ireland, Italy, Switzerland, United Kingdom, etc.



Signing of contract with young entrepreneur - Mr. Ivan Mantarov



Project I84/2001 ICE



Project I84/2001 ICE Kick-off meeting in RAPIV's premises





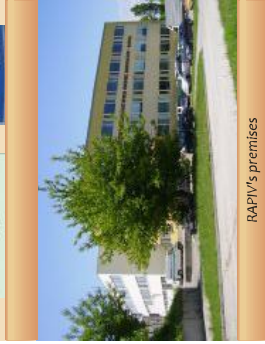
Naval Academy



Opening of Regional One-Stop Investment Office



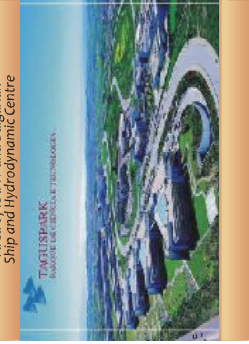
Coventry University Technology Park



RAPIV's premises



Area of RAPIV and Bulgarian Ship and Hydrodynamic Centre



TAQIUSPARK

INNOVATIONS AND TECHNOLOGY TRANSFER CENTRE

TECHNOLOGY TRANSFER

- 15. Project "Creation of "Marine Technologies Transfer centre" under PHARE programme, BF 2005/ESCI/G/TTo, in cooperation with the Naval Academy "N.Y.Vaptsarov", 2007-2008.
- 16. Project "Design and development of quality new automated surveillance system, analysis and presentation of the state of water basins on the territory of Bulgaria" developed together with "Triada Soft" Ltd., under the National Innovation Fund, 2008-2009.
- 17. Project "New ecological and economically efficient models for the creation of new hydro technical and infrastructural objects" together with "Svemal" Ltd., under the National Innovation Fund, 2008.

REGIONAL INVESTMENTS

In 2008 ICT Cluster- Varna is created with the support of RAPIV.

- 18. Project BG161PO003-2.2.01-0019-C001 "Extension of Business Incubator Varna at RAPIV" under Operational Programme „Development of the Competitiveness of the Bulgarian Economy 2007-2013".
Duration: 36 months, 2012-2015.
- 19. Project ROSIO "Creation of a Regional One-Stop Investment Office", within a project for Public-Private partnership under PHARE Programme, Contract No 2004 BG 2004/016-711-11-04 with the Ministry of Economy, 2007 - 2008.
Partners: Lead Partner RAPIV, Municipality of Aksakovo and Municipality of Beloslav.
- 20. Contract N328 "Creation of High-Technology Business Incubator in Varna" with Ministry of Regional Development and Public Works.
Duration: 18 months, 2004-2006.

HIGH-TECHNOLOGY PARK VARNA

Available conditions for the establishment of High-Technology Park in Varna:

- Organisational structure—RAPIV;
- Centre for development of the regional innovation policy;
- Presence of universities and research institutes;
- High percentage of regional companies in the sphere of high technologies;
- Presence of high qualified specialists;
- Access to international transport;
- Access to financial resources.

EXCHANGE OF EXPERIENCE

FROM EUROPE

PROJECT INOLINK

Good practices of Coventry University Enterprise have been evaluated as most suitable for transfer to NER.
During the second round study visit, Bulgarian delegation from NER (including Mr. Dancho Simeonov, District Governor, Mr. Kosta Bazitov, Deputy Mayor, Prof. Anna Nedyalkova, rector, "Varna Free University", Prof. Aneliya Klisarova, rector "MU - Varna", Mr. Yani Yanev, Chairman of RAPIV's Management Board, Dr. Dimitar Radev, Executive Director, Ms. Irina Kircheva) got further acquainted with the following practices:
- Experience of Coventry University Enterprise Limited;
- West Midlands European Services;
- Technology Park in Coventry with its four institutes. (Health Design and Technology Institute, Serious Games Institute, Institute of Applied Entrepreneurship, Institute for Creative Enterprise).

PROJECT REGIOCLIMA

The best practice USE OF GEOTHERMAL ENERGY IN THE CITY OF GALANTA, SLOVAKIA has been selected for transfer to NER of Bulgaria. A field visit to Galanta with the participation of Mr. Dancho Simeonov, District governor and Dr. Dimitar Rusev, associate professor, Technical University- Varna, has been held. An analysis and an action plan for the transfer have been prepared on this basis.

In Gallanta, the geothermal energy from two sources meets the needs of sanitary hot water and hot water for heating of about 1300 flats, a hospital, schools, kindergartens, stores, a house of pensioners, which are 30% of consumers. The shareholders of the company are: the Municipality of Galanta, Nordic Environment Financial Corporation (NEFCO), Finland Slovensky Plynarensky Priemysel a.s. (SPP), Bratislava (Slovak Gas Industry), Orkuvelta Reykjavikur, Reykjavik, Iceland and Slovgteoterm a.s., Bratislava. SPP was beneficiary of a long term loan from Nordic Investment Bank Helsinki (NIB). The approach to the creation of the consortium in Gallanta (the share of the Municipality is now 77%), financing, remote control, and reuse of wastewater for spa and sport purposes are interesting as lessons learned. The Municipality uses the funds from another project - CONCERTO to increase the number of consumers through remediation of blocks of flats and public buildings.

TO EUROPE

The selected Bulgarian best practices have been chosen to be included in the REGIOCLIMA Best Practices Guide. They are:

- SUBSTANTIATED DECISIONS FOR DECREASE OF RISK AND CONSEQUENCES OF FLOODS - CORES Ltd., VARNA**
The DECISION SUPPORT SYSTEM (DSS) for management of coastal flooding, created under the guidance of Dr. Valery Penchev, is envisaged to be used as a training tool within the project SimCoast under the 7th FP of EU, and for coastal flooding management plans in a number of settlements in Bulgaria.
- SOIL EROSION PROTECTION - SVEMAR Ltd., VARNA**
There are good achievements in consolidation of batters through geocellular system GEOWEB, biodegradable mats Greenfix, combined with the method hydroseeding, which briefly covered large and uneven surfaces and has faster results.
- WASTEWATER TREATMENT SYSTEMS (FAST) supplied and installed by 3K JSC., Varna.**
Biostorm system - most suitable for adaptation to the extreme events in coastal areas. MicroFast system is suitable for homes in remote areas.



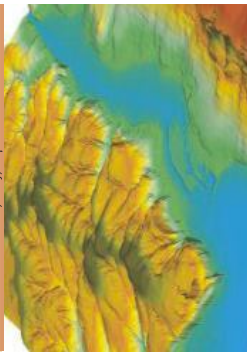
INOJLINK study visit in Coventry (UK), May 2011



At the Geothermal Energy centre in Gallanta, Slovakia, Dec 2011



At the construction site of MOSE project, Venice, Italy, Sept 2010



A digital model of the catchment area of Varna, CORES Ltd.



The Terminal 2 of Sofia Airport, 2008 - soil erosion protection activities, SVEMAR Ltd.

INTERNATIONAL PARTNERSHIPS

Belgium: TeleRegions Net	China: Shanghai Co-Way International Technology Transfer Center Co, Ltd	Cyprus: Lamaca District Development Agency	Denmark: midt Regional Development, Viborg	Estonia: Estonian Marine Institute, University of Tartu	Finland: Mikaeli Region Business Development Centre Misset Ltd	France: Pays d'Aubagne et de l'Étoile urban communities	Germany: IT Inkubator Ostbayern GmbH, Regensburg	Greece: University of Western Macedonia	Italy: Chambre of Commerce and Industry of Issone, CCI Essone	Japan: North France Innovation Development, Lille	Malta: IT Inkubator Ostbayern GmbH, Regensburg	Poland: The Gate Garding Technology and Entrepreneur Centre, Munich	Romania: NanoBioNere, V. Saarbrücken	Slovenia: University of Western Macedonia	Slovakia: Aristotle University of Thessaloniki	Spain: Region of Crete
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Hungary: KDRIU	India: Tiruchirappalli Regional Engineering College - Science & Technology Entrepreneurs Park	Ireland: Enterprise Ireland, Shannon	Italy: Meath County Enterprise Board, Navan	Malta: Malta Enterprise	Moldova: Organization for SMEs Development, Chisinau	Poland: Lódzkie Lodz Region	Portugal: Taguspark Lisbon	Romania: SMEs Association of Constanta	Russia: Agency for RD of NER, Iasi	Slovakia: National Association of Business Angels	Slovenia: MIRSA	Spain: Fundación Comunità Valenciana Europea	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol
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Malta: Malta Enterprise	Moldova: Organization for SMEs Development, Chisinau	Poland: Lódzkie Lodz Region	Portugal: Taguspark Lisbon	Romania: SMEs Association of Constanta	Russia: Agency for RD of NER, Iasi	Slovakia: National Association of Business Angels	Slovenia: MIRSA	Spain: Fundación Comunità Valenciana Europea	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol	Ukraine: Agency of Economic Development of Sevastopol
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ORGANISED EVENTS, MEDIA PUBLICATIONS

From Fig.12 it is seen that RAPIV is organising 3 conferences average per year, 10 round tables and 4 seminars for the period 2007-2011. RAPIV's presence in media for the period 2007-2011 is on Fig.13. RAPIV organizes press-conferences along with other events organized by the Association, or separately, thus achieving regular and effective communication. For the period 2007 - 2011 appear 49 publications, related with RAPIV's activities, average per year and 9 interviews are broadcasted by radio and TV.

RAPIV regularly publishes bulletin with information about its activities and about different European programmes and policies, concerning innovations and entrepreneurship.

RESEARCH ACTIVITIES

RAPIV develops analyses, investigations and strategies in the field of innovations, entrepreneurship and regional planning.

On Fig. 14 are presented the results from survey on the competitiveness of the companies in different sectors in the region. Cooperation of companies with universities and research institutes is presented in Fig. 15.

FINANCIAL RESULTS

The average success rate of RAPIV in EU projects for the period from 2005 to 2011 as Lead Partner is 58%. It is more than twice higher than the one as a partner in the EU granted projects -20% (Fig.16).

The total direct income for the same period for RAPIV is 1 430K € (Fig.17) and is distributed: as Lead partner is 908K €, as Project partner - 522K €. The indirect income from EU funded projects is 8507K €.

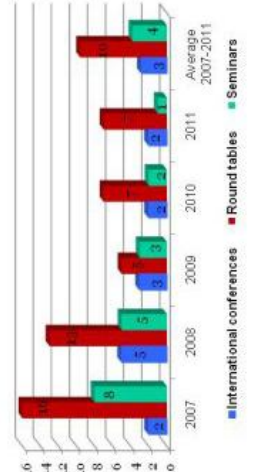


Fig. 12. Organised events

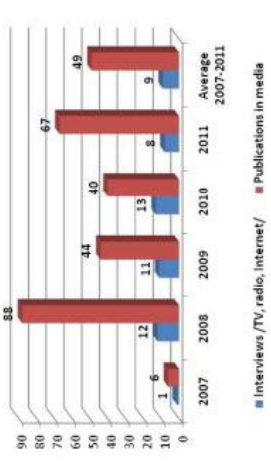


Fig. 13. Media presentations

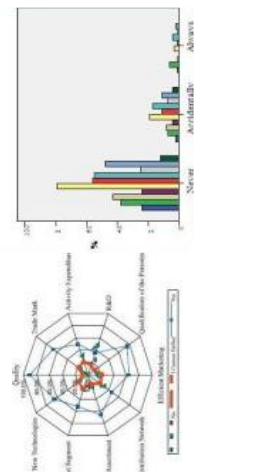


Fig. 14. Factors influencing the competitiveness

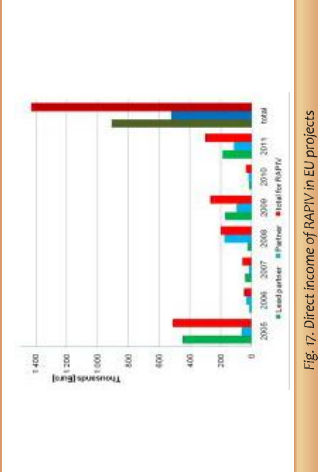


Fig. 17. Direct income of RAPIV in EU projects