

National Incubator Network



<http://www.technopreneurdevelopment.net.my>

The National Incubator Network (NIN) is one of the three key components of the Start-up Programme under the Technopreneur Development Division initiative. The NIN plays an important role towards fulfilling one of the main objectives of the Division that is to “capture and cluster” technopreneurs nationwide and to spawn as well as nurture a critical mass of technopreneurs, Small and Medium Enterprises (SMEs) and start-up companies involved in Information and Communications Technology (ICT) and biotechnology industries.

The National Incubator Network will also comprise a unique “community” where incubators throughout the country will be part of a network-sharing and providing opportunities for new ventures, knowledge and expertise on a common platform.

To this end, the Multimedia Development Corporation spearheads the initiative to create *sustainable incubators* nationwide that would provide a conducive environment to nurture budding technopreneurs. Built within the NIN also is the knowledge-based Centre of Expertise which helps in developing best practice incubation models, programmes and talent to mentor and nurture successful start-ups, such as mentoring programmes, business advisory and business plan enrichment services.

These incubators will be the spawning ground for entrepreneurs nationwide and will form the nuclei for the physical rollout of the MSC Malaysia throughout Malaysia.

Benefits to technopreneurs

- Incubators that are members of the NIN would present technopreneurs with the ideal environment to nurture their ideas and transform them into successful businesses. Incubator operators will provide strategic guidance, mentoring and assistance to technopreneurs.
- Technopreneurs located in MSC Malaysia Status incubators (within or outside the MSC Malaysia zone) will

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be able to enjoy some of the incentives under the Bill of Guarantees.

- Technopreneurs will be clustered and be able to leverage from the community network and Centre of Expertise in terms of knowledge-sharing.
- Through joint efforts at the strategic level and project collaboration with world class ICT companies/leading international incubators, technopreneurs will be able to gain added value in terms of knowledge, resources and new market access.

Furthermore, this unprecedented network of incubators will gradually extend beyond Malaysian shores, linking up with foreign incubators and technopreneurs, with the aim of expanding the “community” of technopreneurs.

Benefits to incubator operators

Special incentives and privileges will be awarded to incubator operators under the NIN programme. These incentives include MSC-Status and special privileges under the Bill of Guarantee, namely:

- World class telecommunications infrastructure (currently extended to incubators located in MSC Malaysia designated cybercities only)
- Employment of foreign knowledge workers
- Freedom of ownership
- Income tax exemption
- Intellectual property protection
- Guaranteed no censorship of the internet
- Competitive telecommunications tariff
- Tendering for MSC Malaysia infrastructure projects
- One stop shop service of MDeC
- Freedom to source capital

MSC Malaysia Score+ Programme

Government agencies MDeC and SME Corporation Malaysia have launched a new programme to help Malaysian SMEs move up the value chain. The Score+ measures the performance and market value of the rapidly growing MSC Malaysia community of companies. It helps MDeC identify high-performing companies with good revenues, competitive business operations and management, and ability to scale up for future expansion. Essentially, Score+ works as a survey and scorecard for MSC Malaysia companies.

For more information, contact:

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Incubation/spin-off management

<http://www.exploit-tech.com>

Exploit Technologies Pte Ltd supports business spin-offs started by budding technopreneurs from A*STAR research institutes. In addition, the Business Incubator provides office space and business service support to facilitate the formation of such business ventures for first-time entrepreneurs. Where necessary, Exploit will inject seed capital to catalyse the venture.

BLC Solutions Pte Ltd

BLC Solutions Pte Ltd (BLC), spun-off from the Singapore Institute of Manufacturing Technology (SIMTech) is a web-based collaborative Product Lifecycle Management software solution company. Its, TrueOrders™, manages the entire design-to-manufacturing process in discrete manufacturing industries. Targeting at SMEs, the unique features of TrueOrders™ are its ability to integrate, manage and control design tasks, CAD files, work processes, production resources and product lifecycles within a fully integrated framework. It enables SMEs to manage their entire businesses and manufacturing operations seamlessly over the internet.

Buzz City Pte Ltd

BuzzCity is a developer of global wireless communities and consumer services. It provides mobile phone entertainment, communication and information services. These services are delivered using text messaging (SMS) in 40 countries, by advanced technologies such as GPRS, WAP and MMS. Its product myGamma is an international wireless networking community with paid membership. myGamma provides many avenues for members to interact, broaden their social circles and maintain their mobility. It also provides merchants with a unified platform for content owners and providers to sell their online merchandise.

Molecular Connections Pte Ltd

Molecular Connections (MC) is a joint venture between I2R and Idea2solutions Pte Ltd, a life sciences business incubator in India promoted by the founders of the Dr Reddy's group. MC is a dry lab solutions provider for drug discovery process that offers biology research and discovery services to companies. It uses I2R text-mining technology for biomedical informatics; drug discovery companies to reduce the discovery cycle time and minimize the resources spent on drug discovery. Its proprietary protein interaction database, NetPro, contains 115,000 interactions from more than

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36,000 literature articles and highly granular contextual data on nature of interaction, pathways, diseases, location etc. that seeks to bring down the time and cost of target discovery cycles considerably.

SiMEMS Pte Ltd

SiMEMS is the forerunner in BioMEMs (Biological Micro Electro Mechanical Systems) solution in Asia. They developed a chip-based system that accelerates and miniaturise the process of extracting and detecting DNA. The SiMEM system boost micro extraction from DNA sample, its products are targeted for Molecular diagnostics while striving low cost, point of care diagnostic projects based on its chip platforms. It provides "Lab on A Chip" products for researchers, clinical laboratories and biotech industries as everyday genomic tools. The SiMEMS solution vastly reduces the sample, time and cost typically required for DNA analysis.

EDS Lab Pte Ltd

EDS Lab is a spin-out from Data Storage Institute (DSI) to design and market wireless storage device. Its first product, Wi-Drive, is the world's first portable wireless applications server, based on IEEE 802.11b/g connectivity with in-built applications. It enables an exciting wireless digital space for multi-sharing to any CE devices and PC/Laptops on any operating system. Wi-Drive also addresses data security concern by employing a password-controlled access feature as well as optional data encryption facility. The "block-level" storage access makes it similar to an internal hard drive providing better efficiency and direct storage management functions.

Pro-Therapeutics Pte Ltd

Pro-therapeutics is Singapore's first drug development company with a proprietary technology to allow optimization and oral delivery of peptides. It focused on developing small therapeutic peptide drugs from animal toxins for oral delivery. One of Pro-therapeutics' advanced development product is Prohanin, an analgesic peptide derived from the venom of the King Cobra. Prohanin provides the same pain relieve as say morphine but without any of the addictive side effect.

(Note: This is the last and concluding part of the article entitled "Incubation/Spin-off management" published in 'Business Coach' of Asia-Pacific Tech Monitor, May-Jun 2010)