

**“Technological Innovation for Small and Medium-
sized Enterprises Based on Science and
Technology” Workshop:
Report on Outcomes and Activities
September 17-26, 2011
Beijing, China**

Presentation to
Economic Development Committee
October 12, 2011

Presentation Outline:

- Workshop Objectives
- Background
- Overview of Workshop Participants and Itinerary
- Outcomes – Summary
- Opportunities

Workshop Objectives

1. To strengthen business links with Markham's economic alliance partners in China - the Zhongguancun Science Park in Beijing
2. To build international business relationship, which may lead to increased investment and trade opportunities
3. To gain the benefit of learning from international experts about nurturing technology innovation to build a prosperous and sustainable Markham
4. To showcase Markham as the high-tech capital of Canada and to promote Markham's strong high-tech and knowledge-based business sectors

Background

- Zhongguancun (ZGC) Science Park – Toronto Office is based in Markham and has a relationship with Markham since its establishment 8 years ago.
- The training workshop is conducted by the Administrative Committee of ZGC Science Park of Beijing with the aim of sharing successful experiences in the building and operation of hi-tech business incubators.
- Participants include industry leaders and experts in the field of science parks and business incubators.
- Participants are by invitation only. This year, Sandra Tam, Senior Business Development Officer, was recommended by ZGC Science Park – Toronto Office to participate.

Workshop Participants

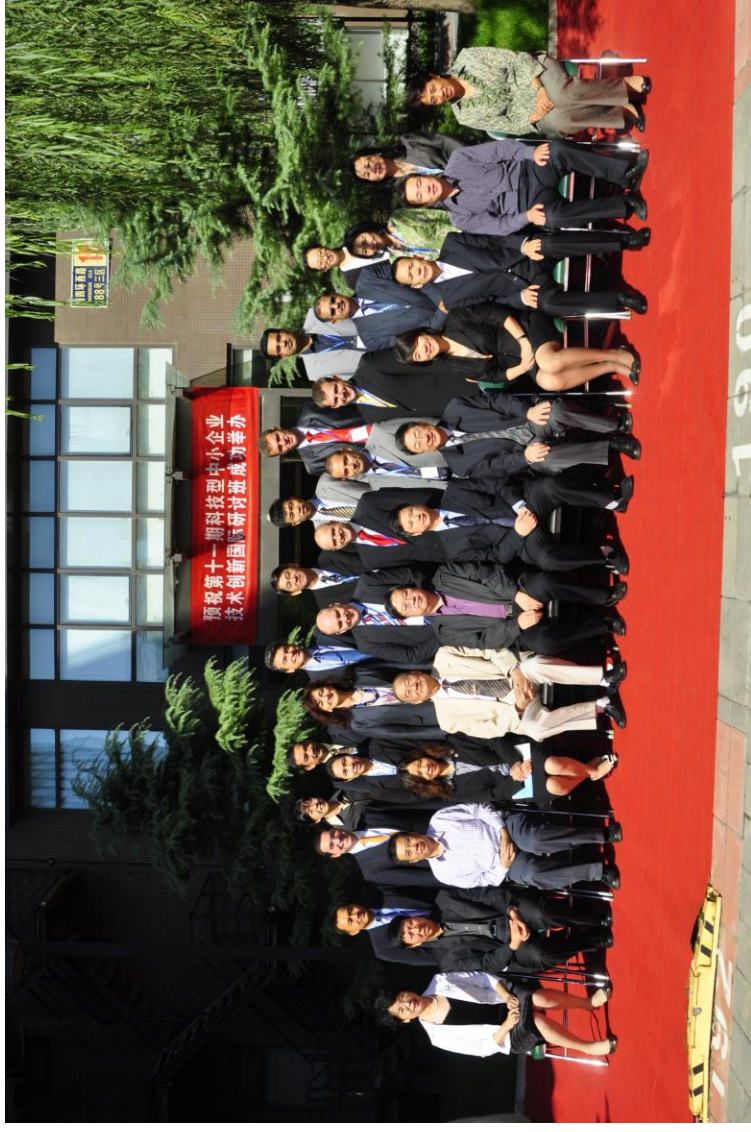
20 participants from 14 countries were selected from over 60 recommendations:

- Vitaly Gmyrak, PA to General Director, State Enterprise, Polytechnic, Republic of Belarus
- Ceri Jones, Deputy Head, Dept of Research & Innovation, Swansea University, Wales, UK
- Prof Iwan Davies, Pro-Vice-Chancellor, International Office, Swansea University, UK
- Jonathan Burroughs, Creative Places, Cambridge, UK
- Cvetan Stoevski, Director General, Competitiveness & Innovations, The Bulgarian Small and Medium Enterprises Promotion Agency, Republic of Bulgaria
- Dr. Desouky Abd-El-Haleem, Head of Environmental Biotechnology Department, Genetic Engineering and Biotechnology Institute, Egypt
- Dra A.D. Anna, Ministry for Research, Science and Technology, Indonesia

Workshop Participants cont'd

- Suranto Somorejo, Ministry for Research, Science and Technology, Indonesia
- Lilian Cazac, Counsellor, National Authority for Scientific Research, Romania
- Javaid Riaz, Project Director, International Centre for Chemical & Biological Sciences, Pakistan
- Nuntanit Kulcharoen, Head of Conservation Dept., Thailand
- Pham Viet Duc, Ministry of Science and Technology, Vietnam
- Jiri Hudecek, CEO, South Moravian Innovation Centre, Czech Republic
- Milos Sochor, Chief Consultant, South Moravian Innovation Centre, Czech Republic
- Alberto Peniche, Principal, Innovar, Mexico
- Jenny Flores, Innovar, Mexico
- Edgar Garcia, Director, Technology Application and Promotion Institute, Dept of Science and Technology, Philippines
- Fred Liza, Metals Industry Research & Development Centre, Philippines

Organizers and Participants



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Workshop location: Fengtai Science Park, Beijing



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Overview of Itinerary

- **Opening Ceremony**



- **Information Exchange: Best Practices Sharing by Participants**

*Presentation on Markham
& Markham Convergence Centre*



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Overview of Itinerary cont'd

- **Lectures:**

- **China Torch Program**, Director, Ministry of Science and Technology
- **Introduction to ZGC Science Park**, Zhang Xinmin, Director, International Cooperation Dept., ZGC Science Park
- **“Innovation & Development of China’s Hi-Tech Areas”**, Dr. Yingqi Xia, Commissioner, ZGC Science Park
- **“Present and Future of Hi-Tech Business Incubators in China”**, Zhang Fenghai, Director of Business Incubator, Ministry of Science and Technology
- **“Innovation, Entrepreneurship and Outstanding Services”**, Cheng Jun, Director General of Beijing International Business Incubator
- **“Why China needs Science Parks”**, Deputy Director, Tsinghua Science Park Development Centre



Overview of Itinerary cont'd

- **Site Visits** – Tour and meeting with tech companies in Fengtai Science Park: Beijing JBT Auto S&T Co Ltd.



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Itinerary Overview cont'd

- Summary of Findings – Graduation Design



Itinerary Overview cont'd

- Graduation Ceremony



- Experiencing China Culture – Climbing the Great Wall



Outcomes - Summary

- **Established awareness among international participants of Markham as the Hi-Tech Capital of Canada**
 - distributed Markham newsletters and made presentations on Markham
- **Built on partnership with ZGC Science Park, Beijing**
 - made connections with officials to ensure continuing scientific information exchange, mutual support and collaboration
- **Exchanged information with participants from different countries in supporting hi-tech SMEs**

Outcomes – Summary cont'd

- **Learned first hand government strategies and policies in managing successful business incubators and science parks**
- **Need for strategic and innovative approach in assisting SMEs:**
 - i) Identify strategic locations of business incubators, provide space
 - ii) Provide budget support
 - iii) Identify priority areas (strategic positioning in key R&D areas)
 - iv) Retain and nurture talents
- **Establish sound policy environment**
 - i) Establish effective financial support systems, e.g. project financing, funding and loan guarantee – e.g. risk sharing with venture capitalists.
 - ii) Incentive package system – tax credits, exemptions and subsidies
- **Effective and efficient management system**
 - i) Make available administration and support services
 - ii) Establish performance assessment of tenants
 - iii) Provide productivity and market promotion services
 - iv) Ensure a sustained mechanism for capital infusion

Outcomes – Summary cont'd

- **Identify academia-business-public sectors collaboration as a major success factor for business incubators**

- Toured Tech companies and met with Director of Tsinghua University Science Park

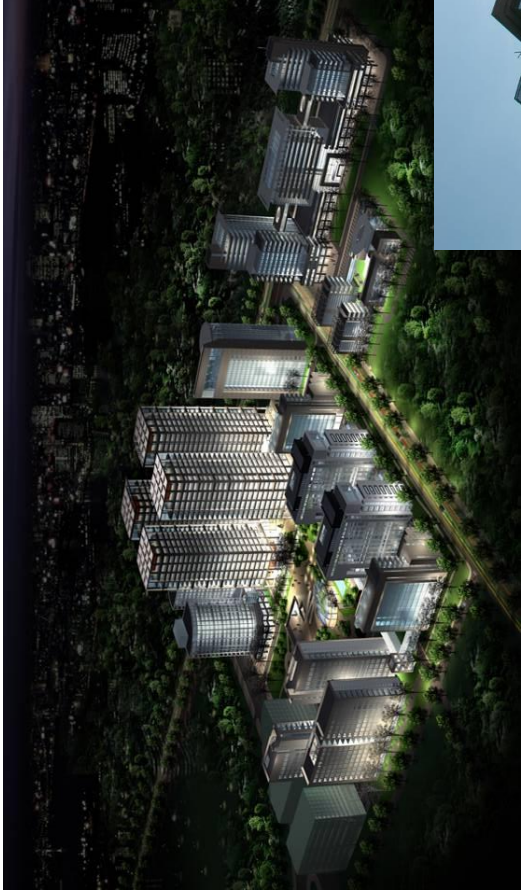
Chinese Science Parks grow in areas where there are universities – 375 universities are located in various science parks in China, and China has a total of 69 National University Science Parks

University Science Parks, backed by government support policies, assist SMEs by:

- i) providing talents, world class facilitation and top notch researchers
- ii) being the best connection between academia and commercialization of products
- iii) being the source of innovation and the best support platform for hi-tech SMEs
- iv) being the training ground for undergraduates

The result: ACCESS + LINKAGE + SHARING of Resources and Services

An Example: Tsinghua University Science Park, Beijing



It was first set up in 1991; by 2010, there are around 400 companies and 35,000 employees working in the Park.



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Current Tenants

Multinational Corporations



Large Chinese listed Corporations



The University-Industry Cooperation Committee of Tsinghua University

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Current Tenants cont'd

Over 200 local, highly innovative companies:

- Developing at astounding rates
- Sources of independent patent rights for the park
- Immense growth potential
- Technology in focus: digital TV, 4G, D-Ram, mobile TV, etc.



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Opportunities

- Explore opportunities to attract one or more Chinese universities that are interested in establishing its presence in Canada to locate in Markham
- Continue to work in collaboration with ZGC Science Park, Beijing and Toronto Offices
- Build on international business connections with participants to further trade and investment opportunities



"I was very impressed with the growth of Markham and I am always keen to keep in touch with best practice that delivers results in terms of enhanced innovation and enterprise."

~ Jonathan Burroughs, Cambridge, UK