

FINAL PROGRAM

Day 1 (Oct 3)	Plaza Ballroom, 2 nd Floor, Sofitel Plaza Hotel
7.45am - 8.30am	Moderators breakfast briefing: Ming Palace Restaurant, 2 nd Floor, Sofitel Plaza Hotel
8:00am	Registration – please be seated by 9am
9.00am	<p>Opening Ceremony Tran Van Nhung, Vice Minister of Education and Training Le Dinh Tien, Vice Minister of Science and Technology Ajay Chhibber, World Bank Country Director, Viet Nam Hoang Ba Chu, Rector Hanoi University of Technology Valerie D’Costa, Program Manager, infoDev</p>
9.35am	<p>Videos of Four infoDev Good Practice Case Studies CRC-TOPIC Business Incubator Member Graduate Awards <i>Recipients:</i> Tuan Linh Chemicals Ltd., Vimes Software Ltd, Topic64 Bac Ninh, Topic64 Thai Nguyen, Topic64 Quang Tri, Topic64 Quang Ninh <i>Presenting the Awards:</i> Valerie D’Costa, Program Manager, infoDev David Brunell, Economics Growth Program Manager ,USAID Hoang Ba Chu, Rector, Hanoi University of Technology (HUT) Tran Van Binh, Director, Center for Research and Consulting on Management, HUT Pham Minh Tuan, Vice Dean and Director, CRC-TOPIC Business Incubator, HUT</p>
10.00am	Morning tea
10.00am	Press Conference (by invitation only): Haiphong Room
10.30am	<p>Keynote Address David E. Martin, PhD, the founding CEO of M-CAM, Inc., the international leader in intellectual property-based financial risk management. M-CAM has established a global standard in intangible asset-backed finance, innovation finance arbitrage for the public and private sector, technology proliferation and counter-proliferation tracking, and patent quality and commercial validity assessment and management. Dr. Martin is also a Batten Fellow at the University of Virginia's Darden Graduate School of Business Administration. <i>From policy to reality. Why are government policy frameworks for innovation, entrepreneurship, intellectual property and technology transfer important? What is their impact in on the ground? Are there any myths and realities to share? (10 minutes)</i></p>
10.45am	<p>Innovation & Entrepreneurship (I&E) Policy Frameworks: Business Incubation and Science/Technology Parks: <i>Why are incubation and parks supported, how is support given, what lessons have been learnt, what has worked and <u>not</u> worked? What policy challenges are countries grappling with?</i> 15 minutes presentations followed by moderated discussion</p> <p>Moderator: Do Van Loc, General Director, Department High Technology, Ministry of Science and Technology Panelists:</p> <ul style="list-style-type: none"> • Jyrki Pulkkinen, Senior Adviser, Department for Development Policy, Ministry for Foreign Affairs, Finland • Ma Yan Min, Deputy Director General, Torch High Technology Industry Development Center, Ministry of Science and Technology, People's Republic of China • HK Mittal Advisor and Head National Science and Technology Entrepreneurship Development Board (NSTEDB) India

	<ul style="list-style-type: none"> • Edy Putra Irawady, Deputy Minister for Industry and Trade, Indonesian Coordinating Ministry for Economic Affairs, Indonesia • Annuar Saffar, Executive Director, Kulim Technology Park, Malaysia, Vice President, Asian Association of Business Incubation
<p>12.30pm: Lunch hosted by Vietnam Ministry of Science and Technology Ming Palace Restaurant, 2nd Floor, Sofitel Plaza Hotel</p>	
1.30pm	<p>ICT for Development: Business Incubation Perspective <i>How do incubators use ICT for poverty reduction? What is their role in facilitating innovation and entrepreneurship? What impact are they achieving? How do models vary in differing environments – from high technology to social and rural? What lessons have been learnt? What insights can be drawn from infoDev’s Monitoring Evaluation and Impact Assessment? What is the state of the business incubation industry in Vietnam?</i></p> <p>10 minutes presentations followed by moderated discussion</p> <p>Moderator: Ha Duyen Tu, Vice Rector, Hanoi University of Technology infoDev case study video on Busy Internet in Ghana Panelists:</p> <ul style="list-style-type: none"> • Seth Ayers, infoDev • Mark Davies, Founder, Busy Internet, Ghana • Dinesh Awasthi, Director, Center for Entrepreneurship Development, Entrepreneurship Development Institute of India • Lu Zhigang, Tianjin Women’s Business Incubator, Associate Dean, College of Business Administration, Tianjin University of Finance and Economics, China • RMP Jawahar, CEO TREC-STEP, India
3.00pm	Afternoon tea
3.30pm - 5:00pm	<p>ICT for Development: Donor strategies and challenges <i>How are donors addressing private sector development and ICT for development? What lessons have been learnt? How might business incubation assist? Comments and insights on the policy maker and business incubator presentations made earlier in the day.</i></p> <p>Short presentations by panelists followed by moderated discussion</p> <p>Moderator: Valerie D’Costa, Program Manger, infoDev</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Gerolf Weigel, Head of Division ICT4D, Federal Department of Foreign Affairs, Switzerland • Alan Johnson, Private Sector Specialist, DfID, United Kingdom • Peter Nagel, Director, Regional Office Vietnam, Laos, Cambodia InWEnt, Germany • David Brunell, Economic Growth Program Manager, USAID, Hanoi
5.00pm	IDIANET working group leaders meeting: Haiphong Room
6:30pm	Departure from the Sofitel lobby to SEN restaurant
7.00pm	Dinner at SEN restaurant, Hanoi Waterpark (casual wear)

Day 2 (Oct 4)	Plaza Ballroom area, 2 nd Floor, Sofitel Plaza Hotel	
9.00am	<p>Technology transfer and marketing: Plaza Ballroom 1&2 University to business transfer, B2B transfer, match making, technology marketing. <i>Myths and realities of technology transfer and IPR and the implications for innovation and entrepreneurship? What works, what does not work? Are on line portals effective? How to fund technology development?</i></p> <p>10 minute presentations followed by moderated discussion</p> <p>Moderator: David Martin, CEO M-CAM Panelists:</p> <ul style="list-style-type: none"> • Stefan Schandera, infoDev Incubator Initiative Eastern Europe and Central Asia Regional facilitator • Masami Nakata, Program Specialist, UNESCO, Jakarta, Indonesia • Liu Zhengping, General Manager, Shanghai Coway International Technology Transfer Centre, China • Sandeep Kumar Sharma, Chief Innovation Officer, Society for Research and Initiatives for Sustainable Technologies and Institution (SRISTI), India • Souphalak Souksavath, Digital Divide Data, Laos 	
Morning tea: 10.30am		
11.00am	<p>Parallel Session 1: Challenges and opportunities working with universities Plaza Ballroom 3 <i>What works and does not work? How to develop effective strategies to engage universities, their staff, students and commercial/ holding companies? What is the distinction between technology incubation and technology business incubation?</i></p> <p>10 minute presentations followed by moderated discussion</p> <p>Moderator: RMP Jawahar, CEO, TREC-STEP, India Panelists:</p> <ul style="list-style-type: none"> • Hong Kim, Dean, Graduate School of Entrepreneurship, Hoseo University, Korea and Honorary President AABI • Janekrishna Kanatharana, Director, National Science and Technology Development Agency (NSTDA), Thailand • Mercedes Barcelon, Project Lead, Ayala TBI Network, Philippines • Lim Ching Zhu, Manager, Engineering Incubation Centre, National University of Singapore • Poyini Bhatt, Chief Administrative Officer, Society for Innovation and Entrepreneurship (SINE), IIT Mumbai, India 	<p>Parallel Session 2: ICT for Development: New models for provincial incubation Hoi An Room <i>What are the lessons from models that are taking business incubation to provincial, rural and regional areas? Is there a need for a global working group in this area? What needs to be done going forward?</i></p> <p>10 minute presentations followed by moderated discussion</p> <p>Moderator: Stefan Schandera, infodev Panelists:</p> <ul style="list-style-type: none"> • Wichai Saretawekul, Program Manager, Kenan Institute Asia, Thailand • Pham Minh Tuan, Director, CRC-TOPIC Incubator and Vice Dean, Hanoi Advanced School of Science and Technology, Vietnam • Suresh Regmi, Immediate Past President, and Shashi Bhattari, General Secretary, IT Professional Forum, Nepal • Aarti Kawlra, Consultant, Rural Technology and Business Incubator (RTBI) TeNeT Group, Indian Institute of Technology, Madras Chennai, India • Nedumpully Narayanan Sreejith, Rural Outsourced Production Enterprise Pvt.Ltd. (TeNeT incubatee) India
12.30pm Lunch: Ming Palace Restaurant, 2 nd Floor, Sofitel Plaza Hotel		

<p>1.30pm</p>	<p>Parallel Session 3: Quality performance: Internationalization Plaza Ballroom 3 <i>Knowledge sharing and generation between incubators has been happening internationally but promotion of incubatees across countries is lagging. Why? How to develop effective internationalization programs.</i> 10 minute presentations followed by moderated discussion</p> <p>Moderator: Pham Hang, VCCI, Vietnam Panelists:</p> <ul style="list-style-type: none"> • Wang Rong, Director, Shanghai International Business Incubator, Shanghai Technology Innovation Center and President AABI, China • Chew Mun Hou, CEO iAxil Pty Ltd and President Arcasia Properties, Singapore • Barry Lim Yong Hew, CEO Solution Engineering Holdings Berhad, Malaysia • Rahul Patwardhan, CEO Indiaco, India 	<p>Parallel Session 4: ICT for Development: Incubation of agricultural and related sectors Hoi An Room <i>What are the lessons from models incubating agricultural and other related sectors? Is there a need for a global working group in this area? What needs to be done going forward?</i> 10 minute presentations followed by moderated discussion</p> <p>Moderator: HK Mittal, Advisor and Head (NSTEDB) India Panelists:</p> <ul style="list-style-type: none"> • Mark Davies, Founder, Busy Lab • Somasundaram Karuppanchetty, Manager, Agri Business Incubator, International Crops Research Institute for the Semi-Arid Tropics (ICRISAT), India • Hadi K Purwadaria, Head Research and Development Centre for Entrepreneurship, Bogor Indonesia • M A Jayantha Rathnakumara Gunasekera, Team Leader, Practical Action, Sri Lanka
<p>3.00pm</p>	<p>National associations and networks Plaza ballroom 1 & 2 <i>What are the benefits of national associations and networks? How do they operate and who funds them? Learning from national associations.</i> 10 minute presentations followed by moderated discussion. Moderator: Wang Rong, Asian Association of Business Incubators (AABI), President, China Panelists;</p> <ul style="list-style-type: none"> • Heidi Humala, infoDev • Annuar Saffar, Vice President AABI and President National Incubator Network Association Malaysia • Terutaka Tansho, Visiting Researcher, Japan Association of New Business Incubation Organizations (JANBO) • Pham Hang, VCCI, Vietnamese Incubation Club <p>Introduction to the Asia and Pacific Regional Incubator Network and working groups Introduction to the network, its objectives and working groups. Preparation for working group meetings.</p> <ul style="list-style-type: none"> • Mercedes (Michi) Barcelon, AFI, Philippines; RMP Jawahar, TREC-STEP India and Julian Webb, infoDev Incubator Initiative Asia Region Facilitator 	
<p>4.00pm Afternoon tea (program continues at 4:30pm)</p>		

4.30pm-6.00pm	<p>In Plaza Ballroom 3</p> <p>Working Group Meetings to finalize the action plan for the next 12 months</p> <p>Plaze Ballroom 3</p> <ol style="list-style-type: none"> 1. Networking 2. Knowledge base 3. Capacity Building –Mr John Mercer, APEC International Business Counselor, Australia as a resource person 	<p>In Hoi An room</p> <p>Working Group Meetings to finalize the action plan for the next 12 months</p> <p>Hoi An Room</p> <ol style="list-style-type: none"> 4. Linking to other networks 5. Fundraising and self sufficiency and network organizational arrangements (membership fees, criteria and arrangements)
6:30pm	Departure from the Sofitel lobby to location of the Networking Dinner	
7.00pm	Networking Dinner, Rung Restaurant, 297 Au Co Street	

Day 3 (Oct 5)	
9.00am	<p>University spin offs and bootstrapping – case studies of incubated companies Plaza Ballrom 1 & 2 <i>What is a spin off? What are the challenges? How to facilitate a spin off from a university? How to help bootstrap a spin off? What is the relationship between technology incubation and technology business incubation?</i> Moderator: Orgodol Amartuvshin, infoCon, Mongolia Company case studies:</p> <ul style="list-style-type: none"> • Steve Hampson, Manager, Cii, New Zealand • Peter Gelleri, Chairman, Winsdom Consulting, Hungary • Phan Van Hanh, CEO, Vimes Software Ltd., Vietnam
	<p>Quality performance, Monitoring and Evaluation: Plaza Ballrom 3 <i>How to develop and implement simple and effective M&E frameworks</i></p> <ol style="list-style-type: none"> Management performance frameworks and measures (KPIs) infoDev MEIA – insights and lessons M&E Tools <p>Moderator: Terutaka Tansho, Visiting Researcher, Japan Association of New Business Incubation Organizations (JANBO) Panelists:</p> <ul style="list-style-type: none"> • Laith Kasis, General Manager, Palestine Information and Communications Technology Incubator (PICTI) • Julian Webb, infoDev Incubator Initiative Asia Region Facilitator
10.30am Morning tea	
11.00am	<p>Incubation Asia: the infoDev Incubation Asia Network (IDIANET) Plaza Ballrom 1 & 2</p> <ul style="list-style-type: none"> • Report back from the working groups – working group leaders • Agreement on the Asia Regional Network action plan • Consideration of AABI MOU –Wang Rong, President AABI and Michi Barcelon, Secretariat IDIANET • Introducing the IDIANET Secretariat – Michi Barcelon AFI, Philippines • Agreement about network membership, interim governance and fees • How can the network assist the Pacific – short presentation by Alise Faulalo-Stunnenberg, Private Sector Development Officer, Pacific Islands Forum Secretariat • Launch of IDIANET and call for members <p>Moderator: Pham Minh Tuan, Vice Dean and Director, CRC-TOPIC Incubator, Hanoi University of Technology, Vietnam</p>
12.00 mid day	Wrap up and closing ceremonies
12.30pm Lunch: Ming Palace Restaurant, 2 nd Floor, Sofitel Plaza Hotel	
1.30pm	Free networking time
4.00pm	Hanoi Guided tour and networking
7.00pm	Networking Dinner Potomac Cruise Restaurant, Ho Tay Lake, Thanh Nien Street

<p>Day 4 (Oct 6)</p>	<p>Pacific Islands Forum In Hoi An Room Objectives:</p> <ul style="list-style-type: none"> • Maintain momentum from Fiji conference in November 2006 • Development of plans for innovation and entrepreneurship support programs in the Pacific • Critique of Pacific Island State plans • Recommend next steps 	
<p>9.00am</p>	<p>Setting the scene: <i>What are the specific challenges for innovation and entrepreneurship in the Pacific? Is incubation a relevant tool, if so how and if not what instead? How does incubation fit with existing donor strategies? What can be learnt from incubation in other island states?</i> Short presentations from panelists and then discussion with participants</p> <p>Moderator: Seth Ayers, infoDev Panelists:</p> <ul style="list-style-type: none"> • Alise Stunnenberg, Pacific Islands Forum Secretariat • Mark Davies, Busy Internet Ghana and adaptation to Mozambique • Roshan Seebaluck, Team Leader, IBM Belgium, European Union Project in St Vincent and the Grenadines, St Lucia and Dominica in the Eastern Caribbean • Julian Webb, infoDev Incubator Initiative Asia Region Facilitator 	
<p>10.30am Morning tea</p>		
<p>11.00am</p>	<p>Parallel session with 50% of countries represented 10 minute presentations of plans and, at the same time, what participants have learnt from the previous 3 days</p> <p>Resource people will respond to each presentation and after the presentations work with the country representatives to improve plans</p> <p>Moderator: Alise Stunnenberg Resource People: Julian Webb, Mark Davies</p>	<p>Parallel session with 50% of countries represented 10 minute presentations of plans and, at the same time, what participants have learnt from the previous 3 days</p> <p>Resource people will respond to each presentation and after the presentations work with the country representatives to improve plans</p> <p>Moderator: Seth Ayers Resource People: Roshan Seebaluck, Seth Ayers</p>
<p>12.30pm Lunch: Ming Palace Restaurant, 2nd Floor, Sofitel Plaza Hotel</p>		
<p>1.30pm</p>	<p>Continued from the session prior to lunch</p>	<p>Continued from the session prior to lunch</p>
<p>2.30pm</p>	<p>Overall Response to the plans <i>How can the plans be improved? Are they realistic?</i> <i>Resource people provide overall and where necessary specific responses</i> <i>Group discussion</i> Moderator: Seth Ayers Resource People: Julian Webb, Steve Hampson, Roshan Seebaluck, Mark Davies,</p>	
<p>3.00 Afternoon tea</p>		
<p>3.30pm to 4.00pm</p>	<p>Going Forward <i>What needs to be done? What resources are needed and where might they come from? Formation of an Advisory Group? What action is required?</i> Moderators: Alise Stunnenberg and Seth Ayers</p>	