



Connecting Regional Networks



CONNECT Nordic and Baltic Sea Region cooperation (CBSR)

Torstein Skage
Managing Director
CONNECT Norway



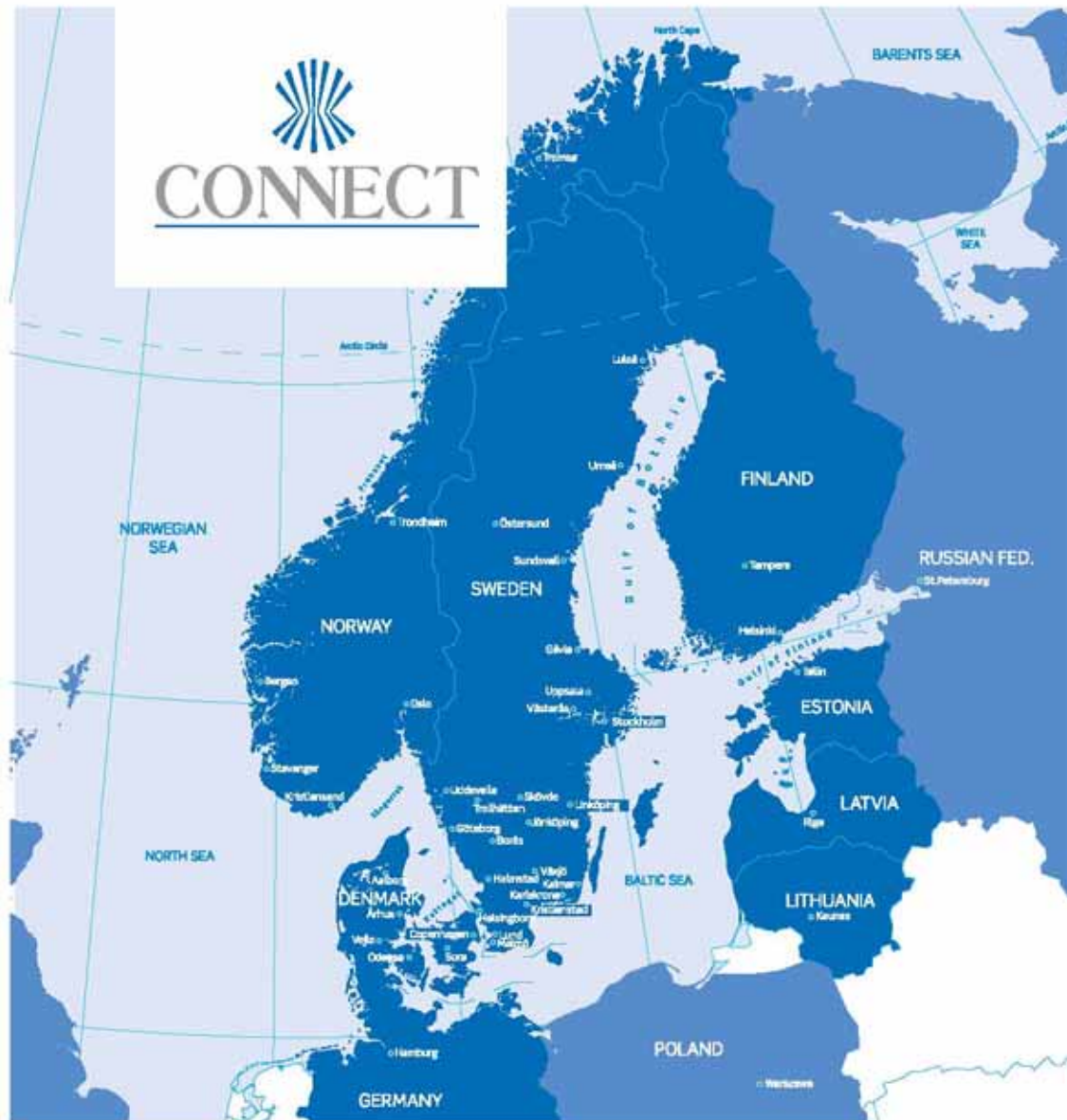
About Torstein Skage

- Working with CONNECT since 2000
- Active in bringing CONNECT to Norway
- Active in Nordic and Baltic Sea Region development
- 100+ Springboards
- Behind the first International Springboard in CONNECT in 2002
- Developed strategies, funding models, cooperations, programs etc.
- CEO in CONNECT Norway and CONNECT Western Norway
- Wife and two kids
- Some other hobbies: off piste skiing, climbing, hiking, kayaking, golf, race and mountain bike cycling, glacier instructor and guide ++

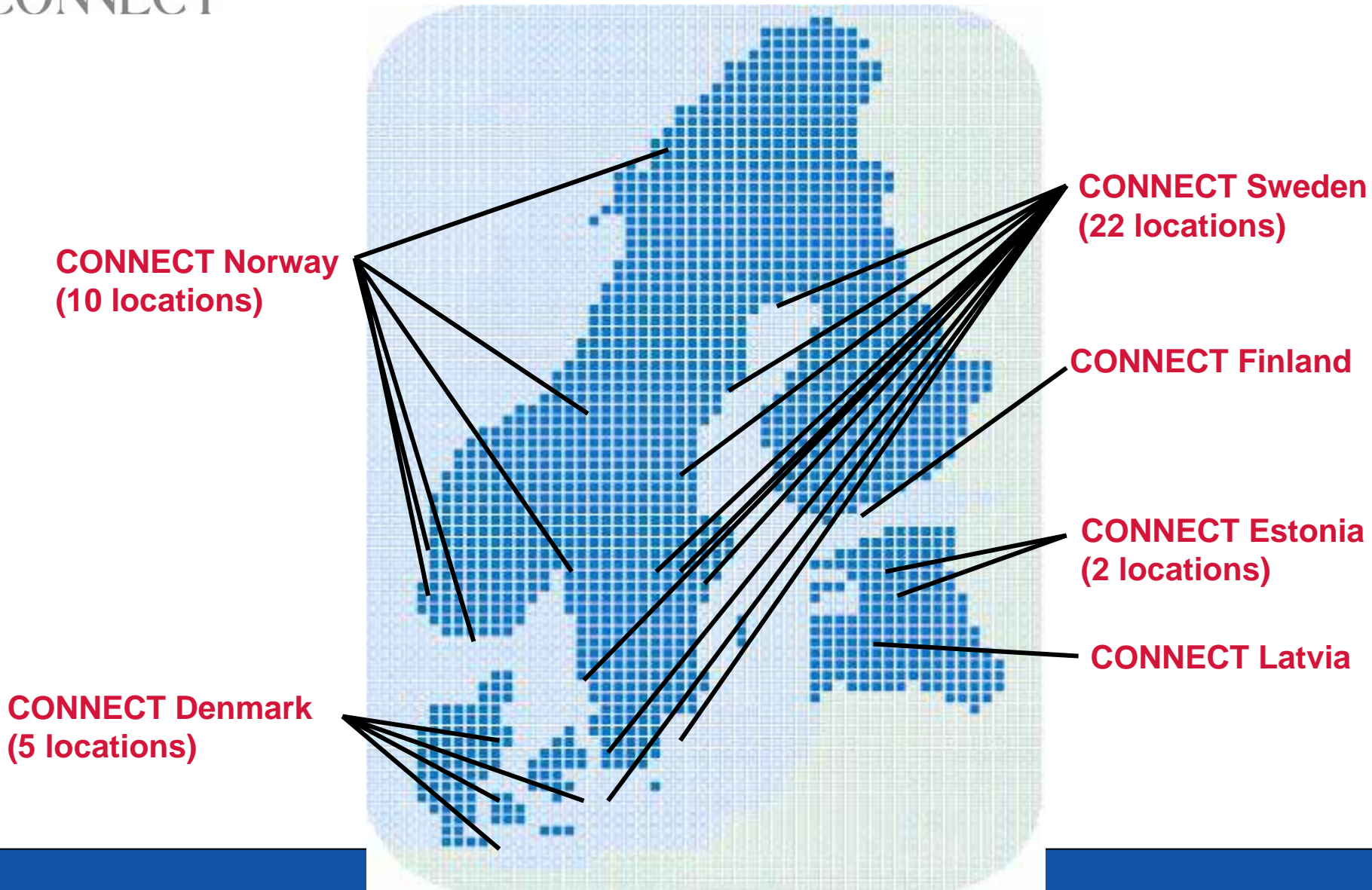
Panelists

- Deborah Lazard
 - Innovation Networks Director, Merck Sharp & Dohme, Mexico
- Elmars Baltins
 - CEO, CONNECT Latvia
- Søren Jonas Bruun
 - Chairman of the Board, CONNECT Denmark

CO



CBSR locations



Some results 2002-2007

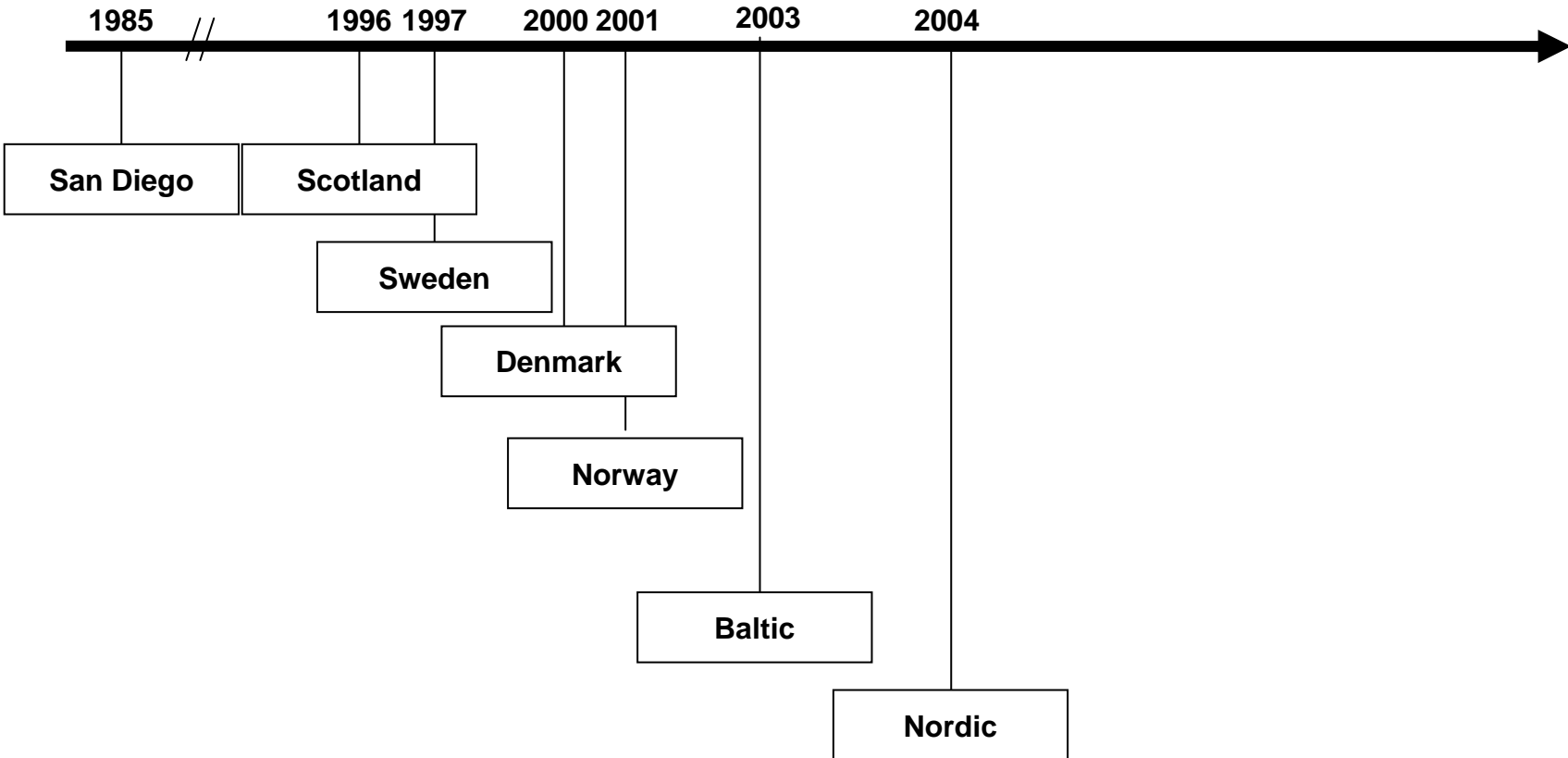
- Springboards 1,350 (+ 800 Pre-Springboards)
- 6,000+ resource people/volunteer experts in CONNECT networks
- Over 1 Bn EUR outside financing to Springboard companies



CONNECT Typical CBSR services

- Springboard
- Financial Forum / Investor Forum
- Partnership Forum
 - ICT
 - Biotech
 - Oil, Gas (and Energy)
 - Cleantech
- Breakfast meetings
- Sector Match
- Alumni networks
- Business Angel Networks

CBSR development



CBSR cooperation

- Nordic Financial Forums
- Nordic Partnership Forums
 - Biotech
 - ICT
 - Cleantech
- EU funded project to develop CONNECT organizations in the Baltic Sea Region (CBSR)
- Annual CBSR network meetings
- Best practice handbooks
- CBSR brochures
- Cross boarder Springboards
- Competence sharing

CBSR cooperation

- Informal
- Ad hoc
- Open minded

- Small home markets
- Lack of industry in home country
- Regional world class clusters