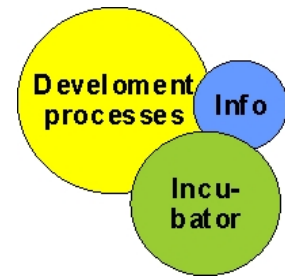


# The activities of Clara Vallis

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The purpose of Clara Vallis is to catalyse the development of the industries and businesses within the municipality of Ljusdal. The activities are divided into two operational areas – the Business Incubator and the Development Processes. A third important area is "Information", which is compounded with content from the other two areas. The goal is to reach a more knowledge based entrepreneurship and further cooperation through cluster development.



## Overall way of working

### *Prospect and establish*

The development will mainly come from an active promotion and support of development activities and by attracting business with a high degree of value built into their products and services.

Innovation processes and commercialisation of ideas shall be supported. Processes can be initiated in by student thesis projects that are given favourable conditions for further development. In addition Clara Vallis through its Incubator shall offer good circumstances for the establishment of new companies.

### *Increased competency*

Clara Vallis shall identify the overall need for competency development so that valuable and adapted educations and trainings can be offered - by other parties. In addition, seminars should be arranged, which will give injections of competencies, create shared knowledge and opportunities for cooperation.

Research, based on actual business needs, will be supported by Clara Vallis e.g. through support of pre-studies or the work with funding and applications e.g. to national financiers like Vinnova and NUTEK.

### *Co-operation and the World around*

Clara Vallis shall increase its regional and national spread of results and create international networks. The purpose of the latter is to seek and identify long-term partners and to contribute to an increased spread on European level.

Clara Vallis shall stimulate cooperation e.g. through demonstrator projects and common seminars. But the most important is to support various initiatives for cooperation in business development.

Clara Vallis shall also have a good surveillance and through limited pilot projects investigate new areas for industry growth. Clara Vallis has an important role in identifying trends and macro-changes and create new services and business opportunities when the technology and market is mature.

## Operative areas

### *Description of the Incubator*

In the Incubator, new companies or companies will have favourable circumstances to start and establish their operation effectively, thereby improving the prospect of having a long-term sustainable operation.

Clara Vallis is thus operative in the establishment of new companies, which choose to be tenants in the Incubator. The favourable circumstances and the opportunity to cooperate with other tenants provide a creative environment with synergies and new business opportunities. The various companies develop relationships that live on after they have spent their 18 months period in the Incubator.

In the Incubator Clara Vallis prioritises entrepreneurs, innovators, businesses with female ownership and companies within the environmental, and energy sectors.

### *Interpretive description of the operative area Development Processes*

Parallel to the Incubator Clara Vallis manages more outward facing processes, developing already exciting companies and clusters within Ljusdal. These processes shall also stimulate establishment of new businesses and create opportunities, so that innovations and new business concepts can prosper.

This operative area has many facets and the role of Clara Vallis can mainly be described as the initiator, the integrator, the one communicating and marketing the good and successful examples, the overall purpose being to create deeper insights and actions - locally and regionally. Equally important Clara Vallis also explores opportunities for financial development support.

### *About the activity "Information"*

The spread of information is a vital mission for Clara Vallis, so that development processes gain a momentum and that the notion of success is instilled in the local business community over time. Available channels are utilised like the local newspaper, newsletters and the Internet. The information activities are crucial and many times have a decisive influence on success, in the relatively intangible operation of Clara Vallis. To communicate the concrete examples and successful deployments is one key, the overall purpose being to create insights that prime incentives for action.