


Name	<b>Wontack SUH</b>	
Occupation	General Manager Incheon Technopark, Republic of Korea	
Contact	<a href="mailto:suhwontack@gmail.com">suhwontack@gmail.com</a> , <a href="mailto:wantsuh@itp.or.kr">wantsuh@itp.or.kr</a>	

## Summary

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His main concern is Business Networking including 1) Developing Networking Organizations 2) Encouraging Entrepreneurship 3) Develop Funding Opportunities in the field of IT, BT and Mechatronics.

His career is mainly in two fields, one is at private sector and the other is public sector.

He started at Korea Technology Banking Corporation (KTB, owned by the Government and operated by Company Law in Korea) which is the biggest venture capital in Korea, and worked for 10 years as a project appraisal manager. During his business career he dealt with Venture Incubation, IPO and project Planning.

Now he is working at Incheon Technopark (ITP), Government Funded Regional Development Agency(Organization) for 12 years as a General Manager.

His 27 years working experiences include work at Samsung and College lectures in Technology management..

## Experiences as a presenter at International Forum and Conferences

	
<p>Presenter, <b>Pacific Sustainability Leadership Forum</b> at Singapore</p> <p>October 23~25, 2012</p>	<p>Presenter, <b>Netzero Cities International Conference</b> at Fort Collins, CO, USA</p> <p>October 21~22, 2013</p>

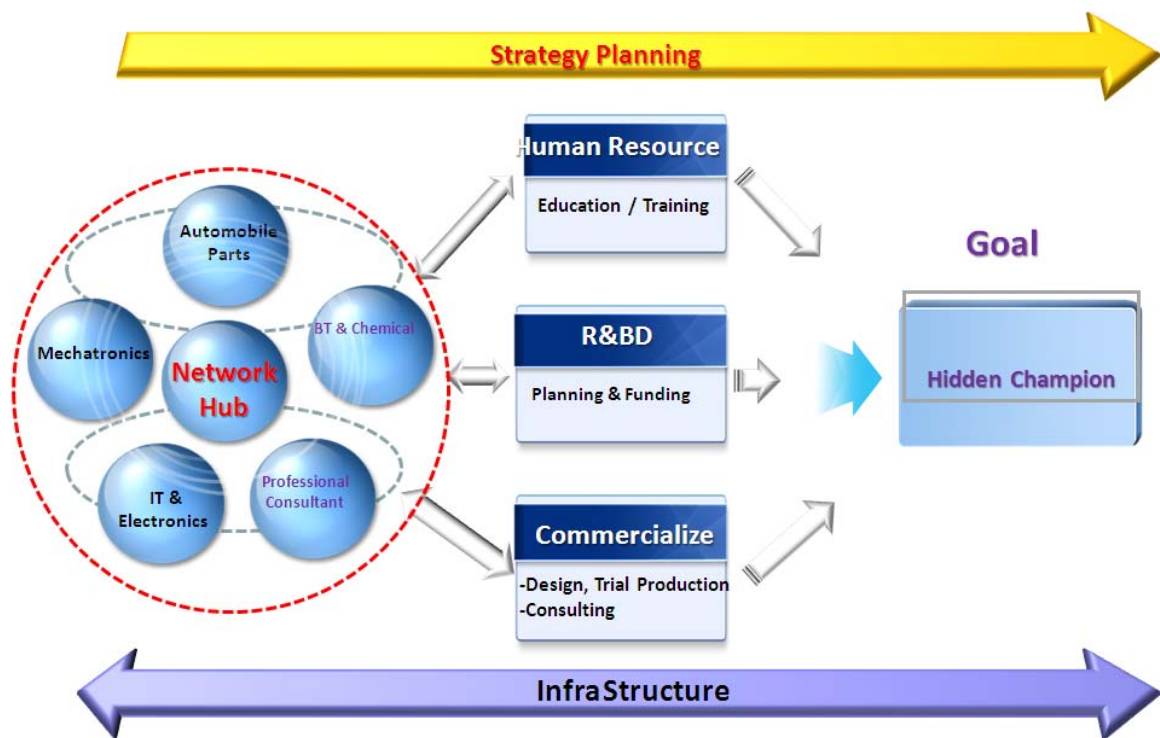
# Model of Cooperation between Universities, Family Companies and STP's

## Co-creation and the role of STPs and Universities

This paper introduces a framework and a practical case study on STPs' role of Value Creation between Family Companies, Universities and professionals from industrial field. In this regard, Incheon Technopark designed "Network Hub" Model and developed it with working together process.

This model was shown to Thailand, Singapore and even Saudi Arabia.

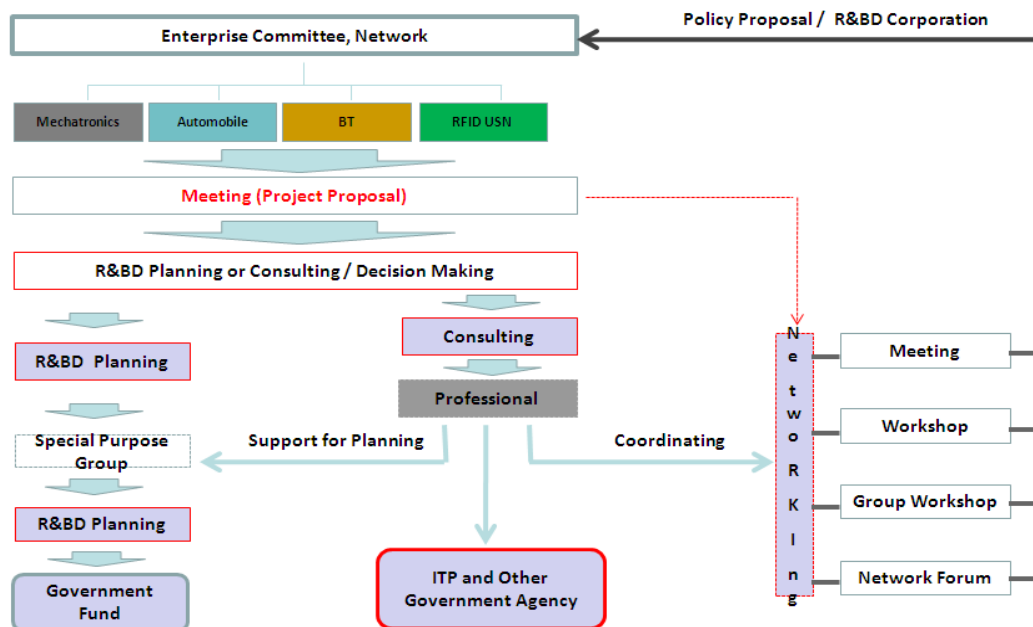
## Network Hub Model



Based on the "Network Hub" Model, Incheon Technopark activated it to "Enterprise Network Model"

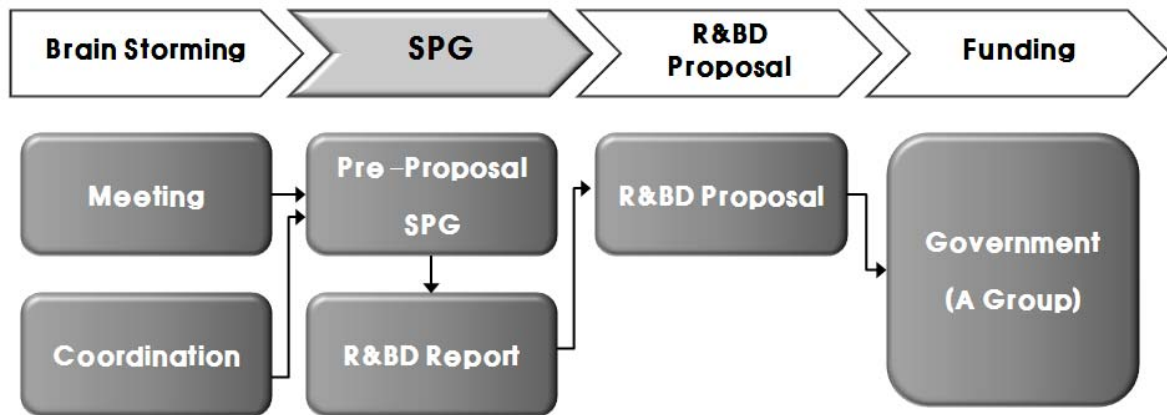
Key concept is companies from different industrial field work together with the companies in different field under the coordination of Incheon Technopark. The Technopark's role can be done by Universities or business supporting organizations ; key role is networking, business supporting and project planning.

### Business Supporting Process, Enterprise Network Model



A successful model case is executed by a tenant company of ITP, the name of the company is CES. This process is a part of "Enterprise Network Model" ; ITP build a small group with companies and professionals named "SPG" (Special Purpose Group) for the purpose of planning a good business plan and propose it to governmental fund. The process is shown below;

## Brief Process of R&BD [Research and Business Development]



The key role is done by "SPG" which is composed of a couple of companies, professionals (mainly composed by ITP, technical consultant and management consultants or professors who can guide the target project of the participating companies. Usually the operating period, mainly planning and finding the capability is no longer than half year. During this period the professional have meeting with companies, review the capability and find out the weak and strong point of the companies and eventually they define the product.

Usually the project group is done with companies in different field; mainly the combinations are made with IT and Mechatronics, IT and Biotechnology and others. The reason why they make group is the products are made in Convergence of different industrial field..

The reason why I propose you is; it is a very good model for the UMA or Andalucia Technopark. Because you are doing same role of Incheon Technopark, Network Hub – you can expand your role to the community and regional economy.

Now a days we make 20(twenty) SPG in a total, two times in a year. By operating them we organize as much as 20 R&BD (Research and Business Development) project during 6 months.

Key activities are;

- Making Group
- Defining target project after a couple of meeting
- Define weakness and strength of participating companies
- Matching the professionals from academia and industrial field by ITP
- Workshop of business skill and technology management
- Reviewing property right, compulsory
- Trail project planning by the companies
- Workshop with professionals
- Building business plan of himself(herself)
- Applying to government fund or adapting business plan to his company
- Execution

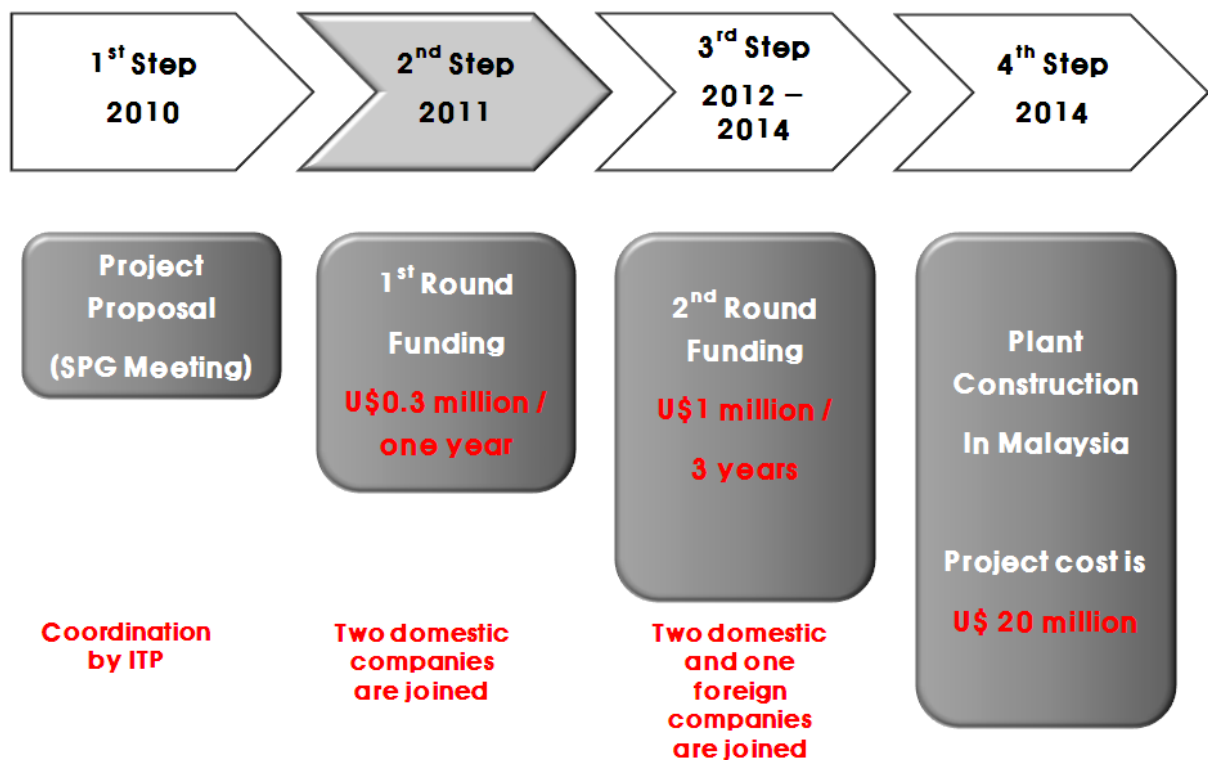
By doing this, 1 (one) from 3 (three) project get fund from the Government as much as U\$200 thousand a year, usually the project period is two years. Even though the company don't pass the hurdle by the government they can acquire very useful plan because the plan is set with the help of many professionals.

And typical, successful result is;

The process is very simple, but the project was not successful if not have coordination of ITP because ITP connected companies, universities and professionals from industry. ITP managed and guided and provided fund making prototype which can be used in market test. And do the important role certifying his

ability in technology development. In this regard, I experienced co-creation of values from working with different fields

- The step from 1<sup>st</sup> to 3<sup>rd</sup> is done by domestic project and 4<sup>th</sup> is international project with Malaysia. The project was supported step by step in different business and fund scale



The concept of the project is very simple. It is making fuel from Fresh Fruit Bunch. It is wasted before the project was realized but it (waste) was turned to fuel, so the product can decrease waste. This development can be used to different resources such as wood and even waste from animal.

The key technology is mixing, branding and drying wet materials in cheap energy consumption. This mechanism was designed and made with solution from IT and Mechatronics.

## Appendix

### Business Case

The main concept is Inviting hi-tech companies to ITP (Incheon Technopak) and find way what to provide. Successful cases are coming from a collaboration between two or three companies with business coordination and consulting from ITP.

For instance, in 2010, I planned and coordinated a project with tenant company. Because I know the company is strong in mechanical design, I asked for the company to cooperate with IT company which can develop sensing mechanism. Finally, the company can complete the machine successfully. As I guided.

The first such project involved converting waste to biomass for use as fuel. In July 2010, Suh approached CES, an auto parts maker at Incheon Technopark that was known for its strong design capability, and proposed building a machine to purify coconut fruit bunches. He had been inspired by reports that the fruit bunches, which contain coconut oil, are burned for fuel in Malaysia. Suh proposed that CES build a machine that would produce oil from the fruit bunches. He instructed CES to keep the technology at a relatively low level to make it easier to market in Malaysia. In the project's second year, Ewon Technology of Seoul came aboard, as did the Korean Institute of Energy Technology Evaluation and Planning, which is one of five cleantech research institutes located in or near Incheon.

Based on early results - the project was funded by the government for 2 years project as much as **U\$0.3million.**, the Korean government extended 1.35 billion Korean won (920,000 euros) in project financing. Then CES won a contract to export the 20 billion won (10 million euro) machines to Malaysia. The company also filed two patents during the project period. the project was funded by the government for 2 years project as much as **U\$0.3million.**The Key concept is "Bio pallet production using



EFB (Empty Fruit Bunch)". Do you know Malaysia produce 83million tons of FFB (Fresh Fruit Bunch) in a year? Almost 25% of EFB are making serious problems in deal with waste. The project above mentioned is a solution changing waste to bio-mass(fuel).



Pilot machine (1st step)

Pilot machine (2nd step)

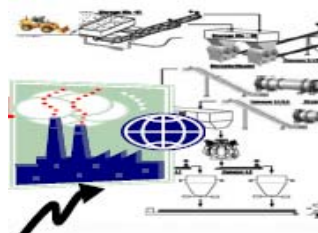
Pallet(Bio mass) plant



FFB



EFB



Pallet(Bio mass) to Electricity