

# Managers of intermediary organisations

*Intermediary organisations such as incubators and accelerators foster a culture in which enterprising minds are encouraged. They are indispensable in any local digital ecosystem to support the pathways engaged by local innovators and potential entrepreneurs. These intermediary organisations can provide the necessary spaces for collaboration and cross-fertilisation between actors of different sectors and institutions.*

## Speeding up the development of digital entrepreneurial companies

Incubators and accelerators provide an array of support services for start-ups companies who need advice and venture capital to get their ideas off the ground. Their task is to inspire and stimulate local businesses in all sectors. They can thus play a critical role in their local digital ecosystem.

Working on a daily basis with companies, incubators and accelerators are at the forefront to **get a deep understanding of local businesses digital skills requirements**. By leveraging on their extended network of contacts, they can also **connect businesses with the right stakeholders** to find digital talents and enable their digital transformation.

## Developing competences for today's digital companies

The dearth of digital talents is one of the challenges companies face when going digital. As the use of mobile and analytical tools is no longer falling under one specific department (i.e. the IT department), digital skills are required in every function across the organization. There is therefore an urgent need to invest in digital skills.

Incubators and accelerators can **provide digital trainings** to local companies and start-ups. They are best placed to **keep track of the evolution of companies' needs for new types of technical skills**.

They can also **enter into partnerships** with public institutions and education providers and **engage with the business community** in order to skill the local workforce. Such joint initiatives will allow the incubators and accelerators to engage in best-in-class services for their digital trainings.

## Encouraging the use of big data

Big data are increasingly being used as business leaders start to see real value from its analysis. Yet, a major concern remains. In the face of rising cyber attacks and data breaches, finding ways to ensure the protection of sensitive content is one of the most prominent focuses of companies.

Incubators and accelerators can help companies to **develop an appropriate strategy for improving security**. They first can show the example by enhancing the cybersecurity of their own information system to ensure data protection. They can also help companies identifying possible technical solutions by leveraging on their network of contacts.

Besides, incubators and accelerators can enhance the flow of data between companies by **promoting the creation of open data platforms**.

## Enabling digital ideas to unfold

In order to successfully help companies in their digital transformation, incubators and accelerators need to **inform the local authorities and other stakeholders about their own infrastructure needs**.

When possible, they should **use public funding** at local, regional, national and/or EU level to finance their digital infrastructures.