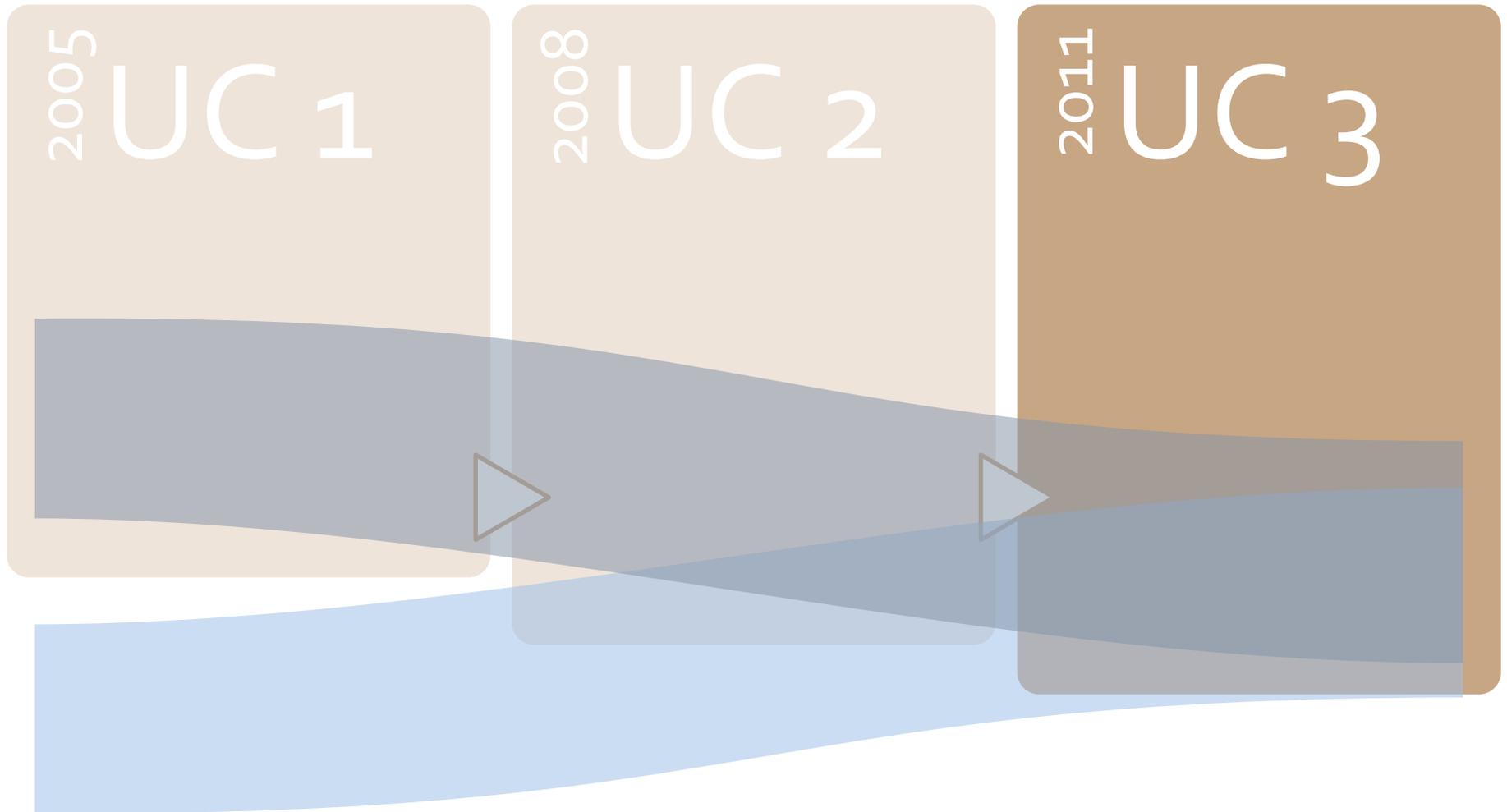


UC3: Kansas Opportunity Innovation Network : Rethinking What Critical Mass Means



Kansas Opportunity Innovation Network



***KOIN** will create an environment that transcends geographic isolation, discovers new markets, innovates openly and fosters global competitiveness to be at the intersection of great ideas and new opportunities.*

- Leverage AMI's integrated technology/business development competencies
- Profile innovation capabilities and needs of regions and local companies
- Scout new global opportunities
- Actively weave networks of technology providers, expertise and capital
- Span boundaries to build "hard-to-replicate" regional advantage

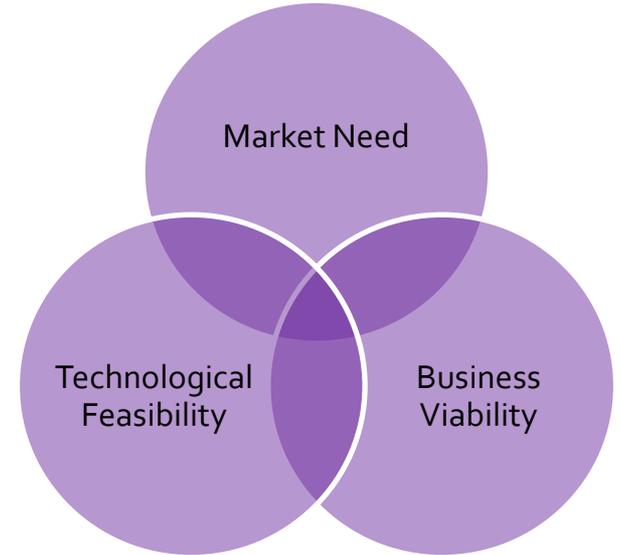
It is all about identifying and processing new business opportunities.



KOIN spans Economic Development Strategies

Innovation Intermediary

- Spur new business
- Improve business competitiveness
- Vet opportunities
- Foster open innovation
- Develop and leverage networks



Start
New

Incubate

Recruit

Organic
Growth

Regional
Innovation



The Rural Economic Development Portfolio

Recruitment

Grow Your Own

Ecosystem

Incentive Focus

Clustering

Entrepreneurship

Opportunity
Networks

Using local tax
dollar to recruit
new business
from other areas
in to your region

Acknowledge a
concentration of
existing
businesses and
develop policy to
support
companies

Develop policy
and/or services
to support
individual
startup and
existing
businesses

Increasing
co-innovation
by networking
businesses
around
synergistic
opportunities



The Networked Ecosystem Approach

Ecosystem

Opportunity
Networks

Increasing
co-innovation
by networking
businesses
around
synergistic
opportunities

- Relationship Focused
- Generates benefits of clusters w/o the critical mass of clusters
 - Volume of opportunities
 - Density of expertise
 - Diversity of interactions
 - Proximity to markets
- Challenges
 - Requires a strong and deep information network



KOIN Services/Tools Under Development

- **Planning Assistance**
- **Mapping & Analysis Service and Tools**
- **Asset Mapping Tools**
- **Business and Innovation Profiling**
- **Opportunity Scouting**
- **Networking**
- **Business Development Assistance**





**Kansas Opportunity
Innovation Network**

**Regional Projects
Enable “Learning by
Doing” Approach**

*Business Profiling/Supply
Chain Network Development*

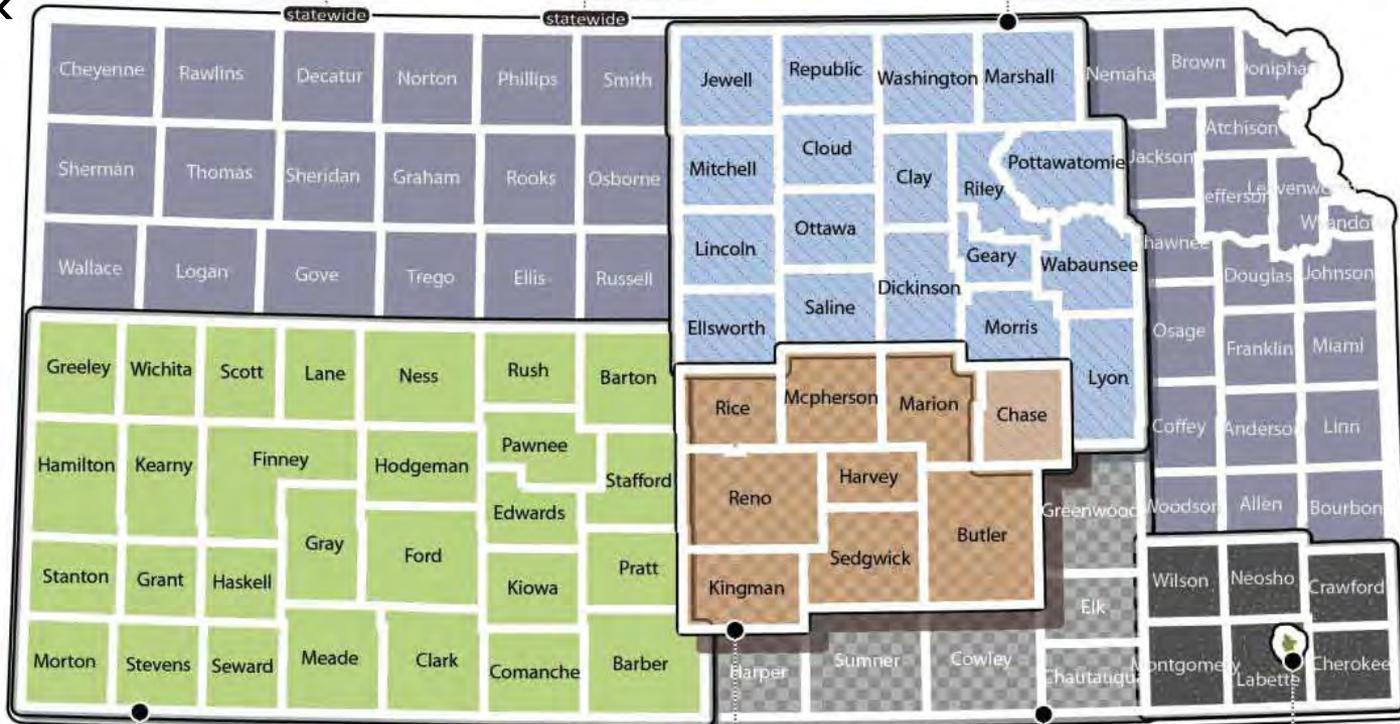
Partner: KDOC

*KTEC Technology
Cluster Strategy
Development*

Partner: KTEC

*Business Profiling and
Innovation Networking*

Partner: North Central
Regional Planning
Commission



Regional Asset Mapping

Partner: Great Plains
Development Inc.

*Regional Manufacturing
Park/Incubator IBED Strategy
and Business Development*

Partner: Harvey County
Economic Development
Council

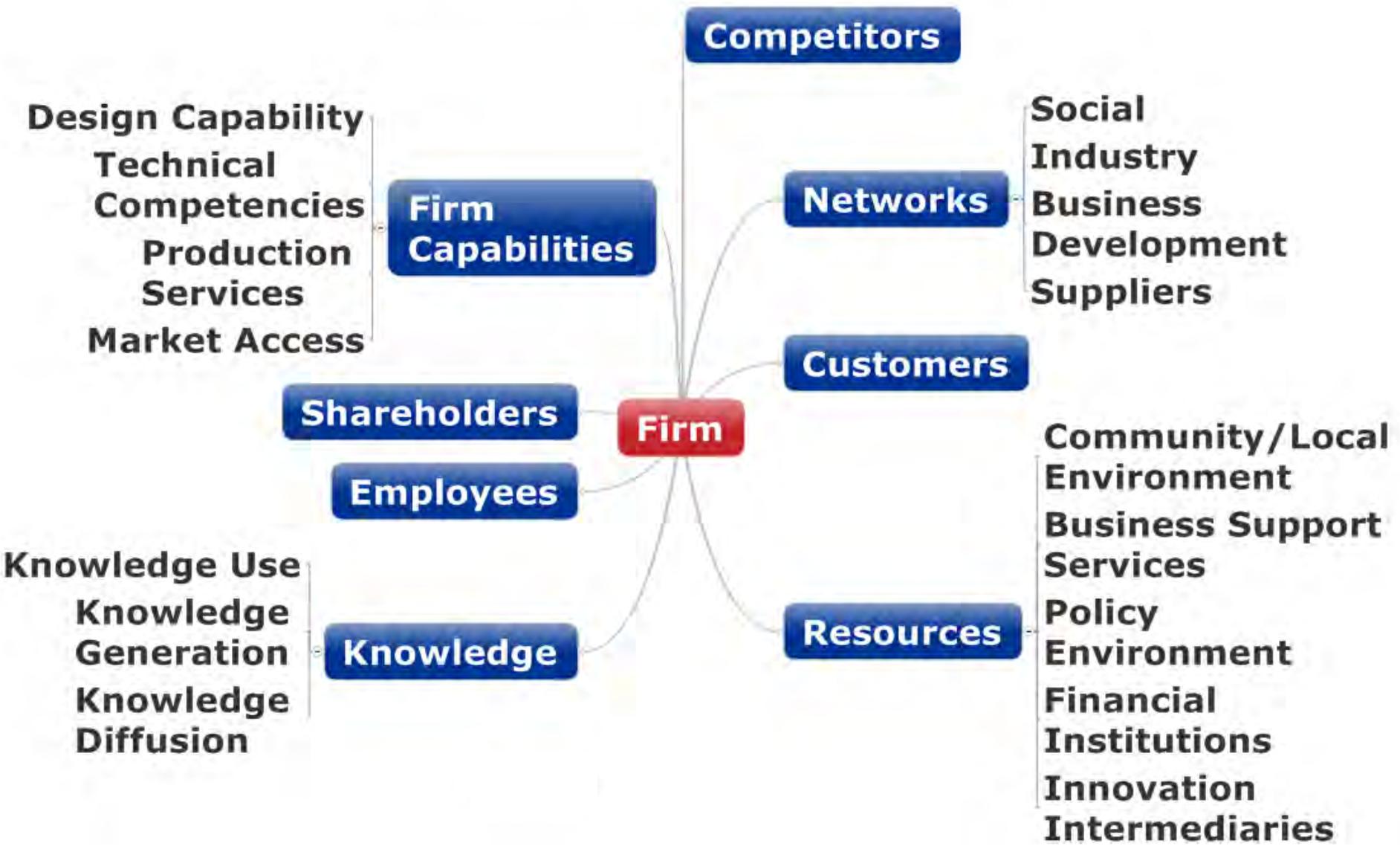
*Wind Supply Chain ID and
Pre-profiling Assessment*

Partner: South Central
Kansas Economic
Development District

*Kansas Army Ammunition
Plant Business
Redevelopment*

Partner: Great Plains
Development Authority

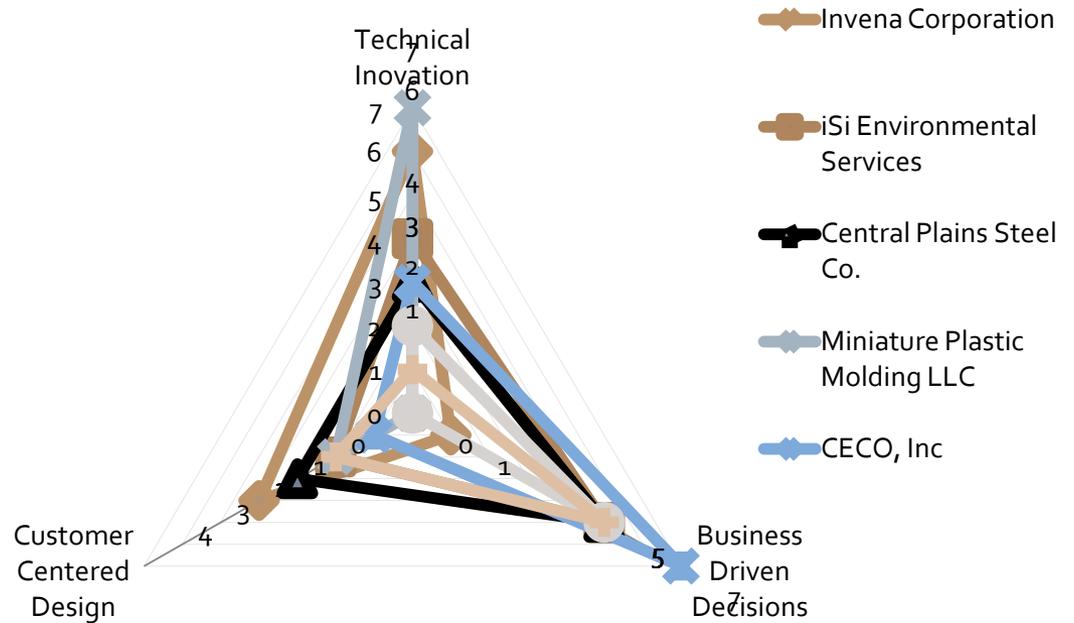
Business Innovation Ecosystem



Innovation Profiles

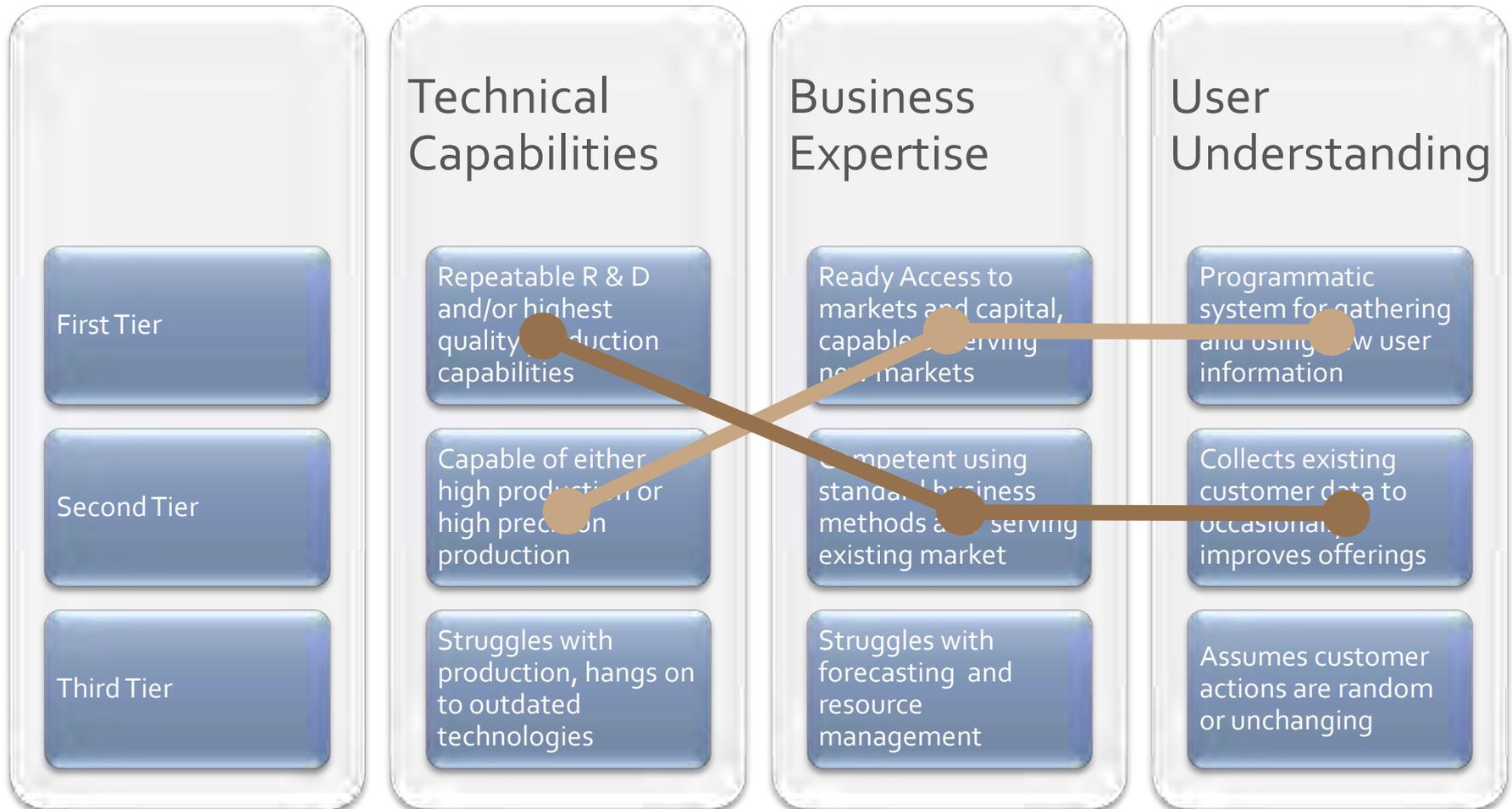
Aiming for a diverse ecosystem

- There is no one way to contribute to innovation

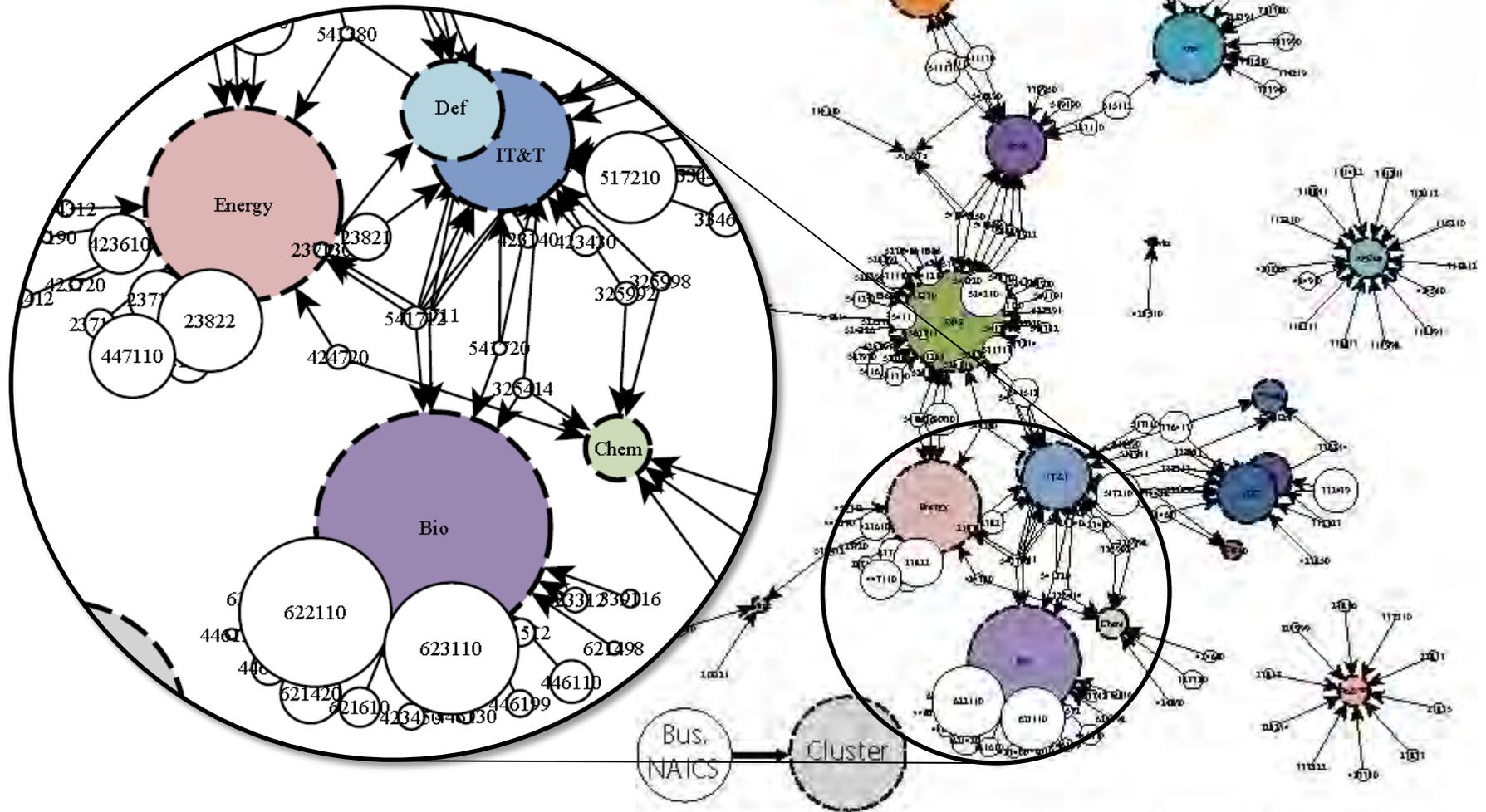


Connecting Through Competencies

Business Profiles/Clusters not Based on Final Product/Service



Connectedness - Mapping Industry Connections Using SNA Methods

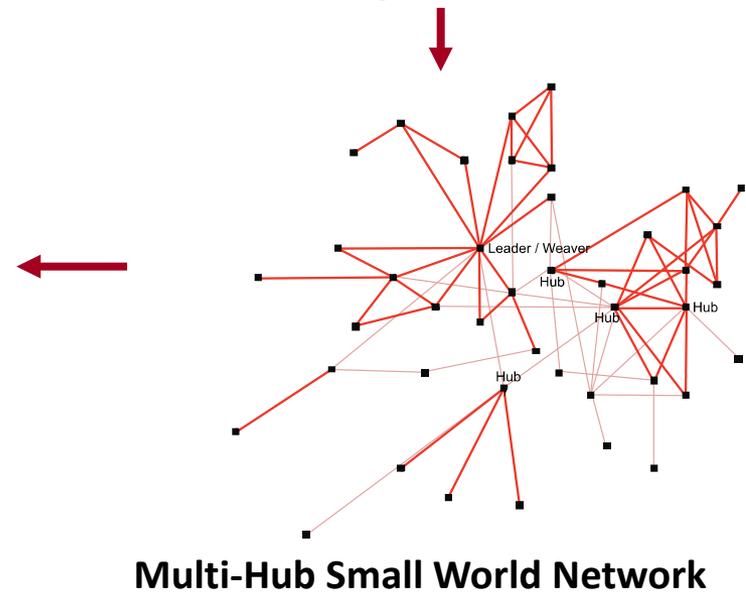
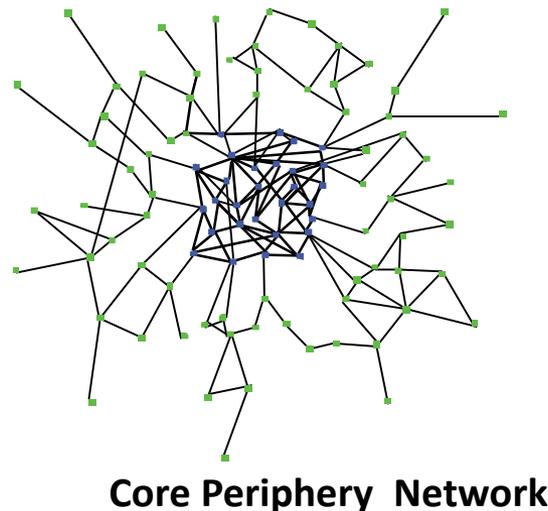
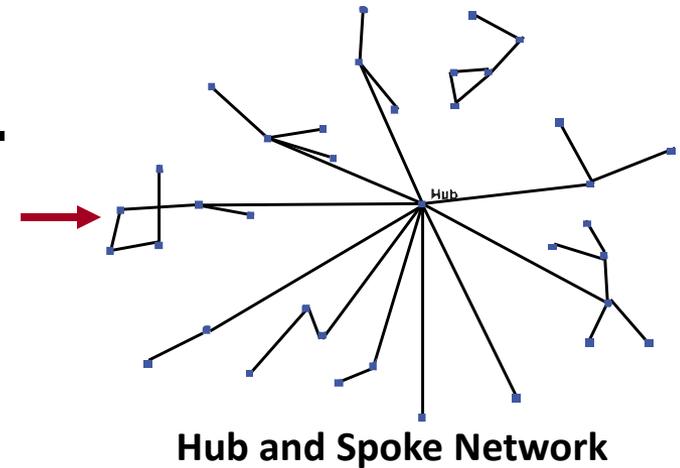
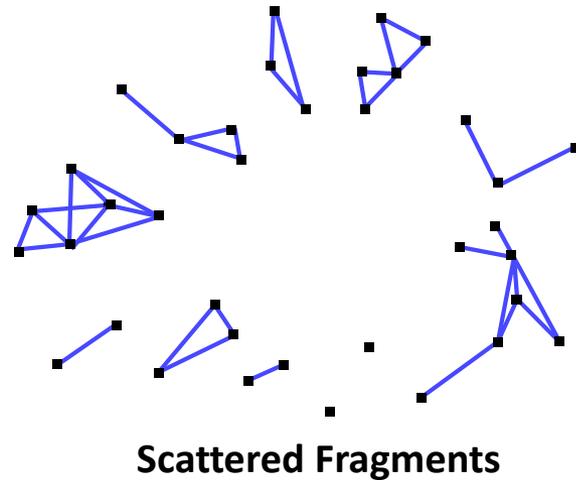


Businesses by NAICS in Clusters (size = employment)

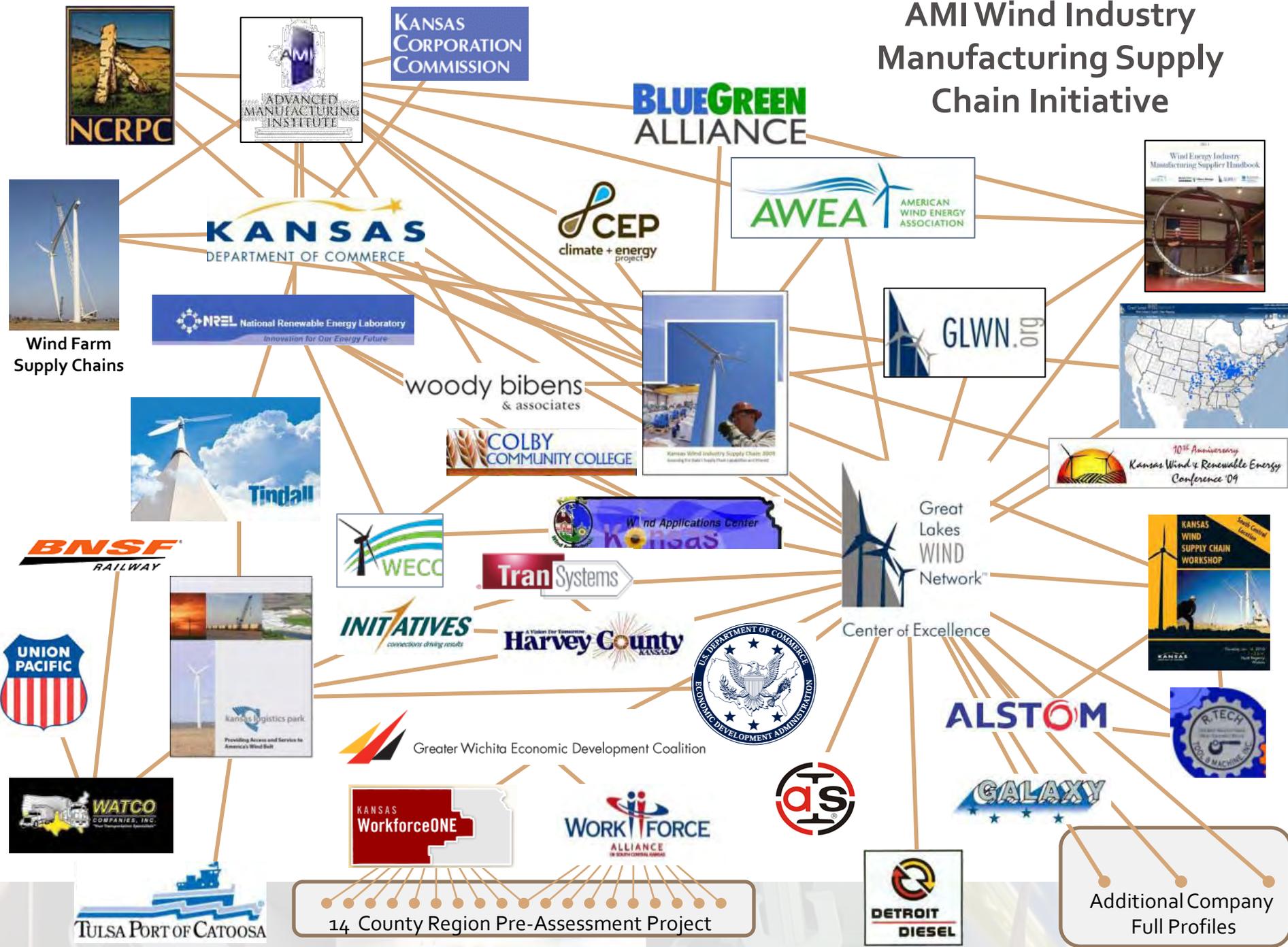


Network Weaving: Knitting Connectedness

- Most networks are fragmented unless deliberately developed
- Thicker networks help us learn faster, spot opportunities faster, align resources faster, and act faster. They accelerate innovation.
- Regional assets connected in new open innovation networks will expand opportunities



AMI Wind Industry Manufacturing Supply Chain Initiative



14 County Region Pre-Assessment Project

Additional Company Full Profiles

Wind Farm C&L Supply Chain Development

Goal: Increase local labor content of regional wind farm construction projects

- Provide wind farm developers and contractors with qualified “local” suppliers
- Proposed to adapt GLWN mfg. supply chain concepts to wind farm supply chain
 - Education
 - Capability profiling
 - Business development networking
- Partnered with KS Dept. of Commerce to provide initial education workshop – Green jobs funding
- Seeking funding to develop the balance of the wind farm supply chain services

Kansas Wind Farm Construction & Logistics Workshop ...
Get involved and learn about future opportunities

Tuesday, August 9, 2011 • 10 a.m. to 4:30 p.m.
Century II • Convention Hall • Wichita, Kansas

Early Bird Registration \$35 • Regular Registration \$50

Four new wind farms totaling over 800 MW will be constructed during 2011 and 2012 in Ford, Gray, Lincoln, Ellsworth and Elk counties. Millions of dollars of construction investment will be forthcoming. Kansas contractors can benefit!

Join the Kansas Department of Commerce, **KANSASWORKS**, Associated General Contractors of Kansas, Advanced Manufacturing Institute and GLWN at this special workshop directed at helping Kansas contractors engage as subcontractors in wind farm construction.

Workshop topics include:

- How to become a part of the wind farm construction supply chain
- A review of upcoming Kansas projects and others in the Kansas pipeline
- An overview of available industry opportunities and qualification requirements
- The specific components to be constructed and other wind farm construction services requirements
- How projects are managed and wind farm developers and general contractors' expectations
- Potential next steps for interested companies

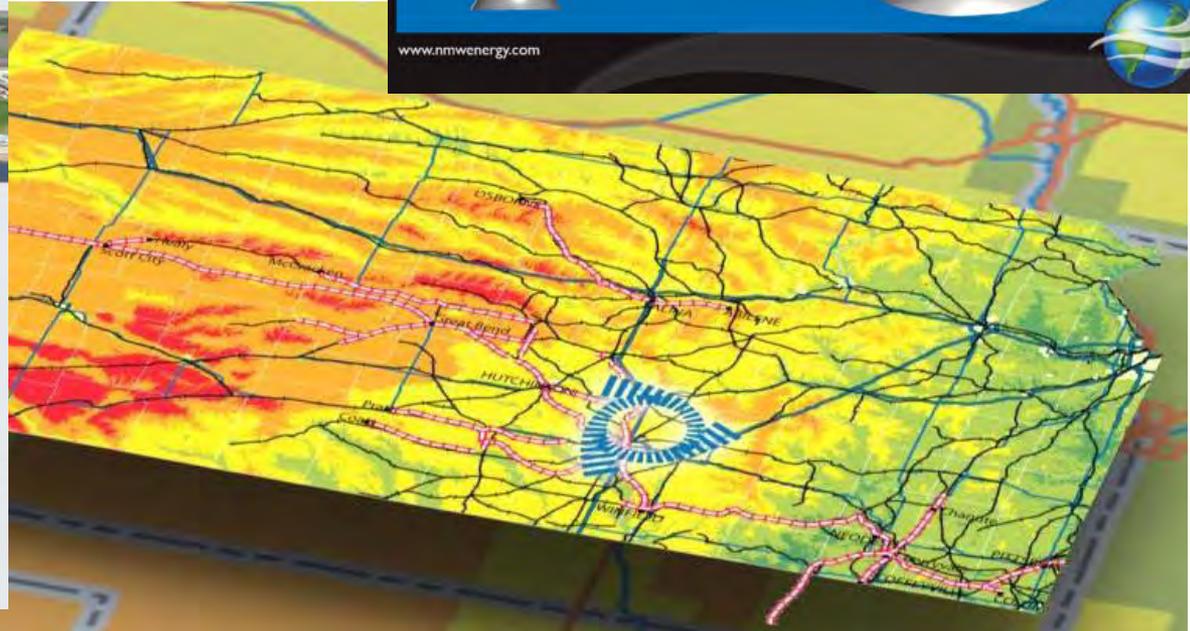
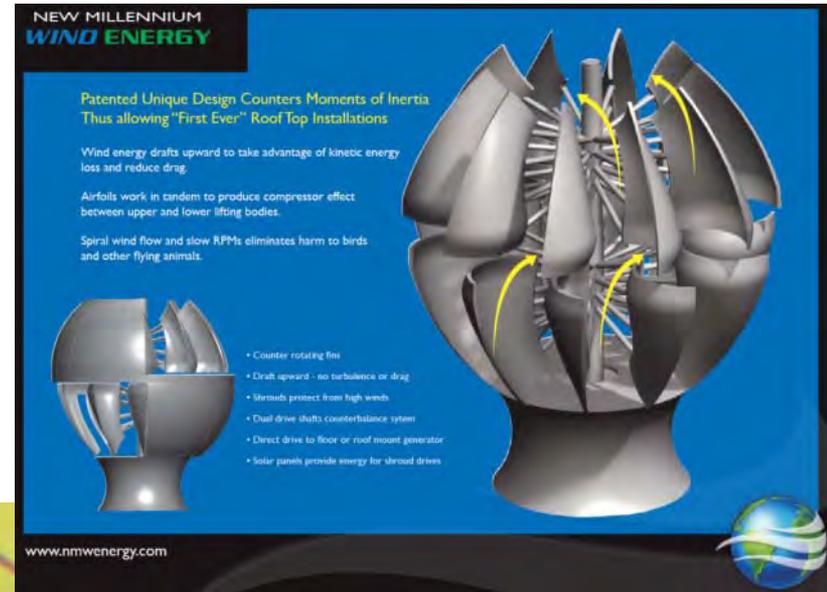
To Register, visit KansasCommerce.com/Wind.

Interested in exhibiting?
Contact Joey Frederickson at jfrederickson@kansascommerce.com or (785) 296-2283 for details.

The KLP Team Secures Second Wind Company

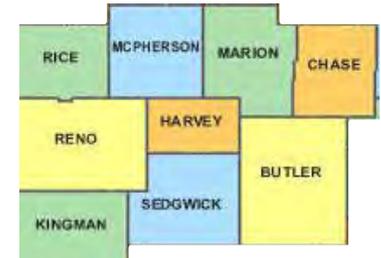
- A proven rural development regional approach
- County population: 33,700 (Harvey)
- Largest community: Newton – 17,000
- Invested over \$15M to develop park to date
- Received EDA infrastructure investment
- New Millennium: 350 jobs, \$40M investment



South Central Kansas Rural Innovation Accelerator



Rural Business Enterprise Grant



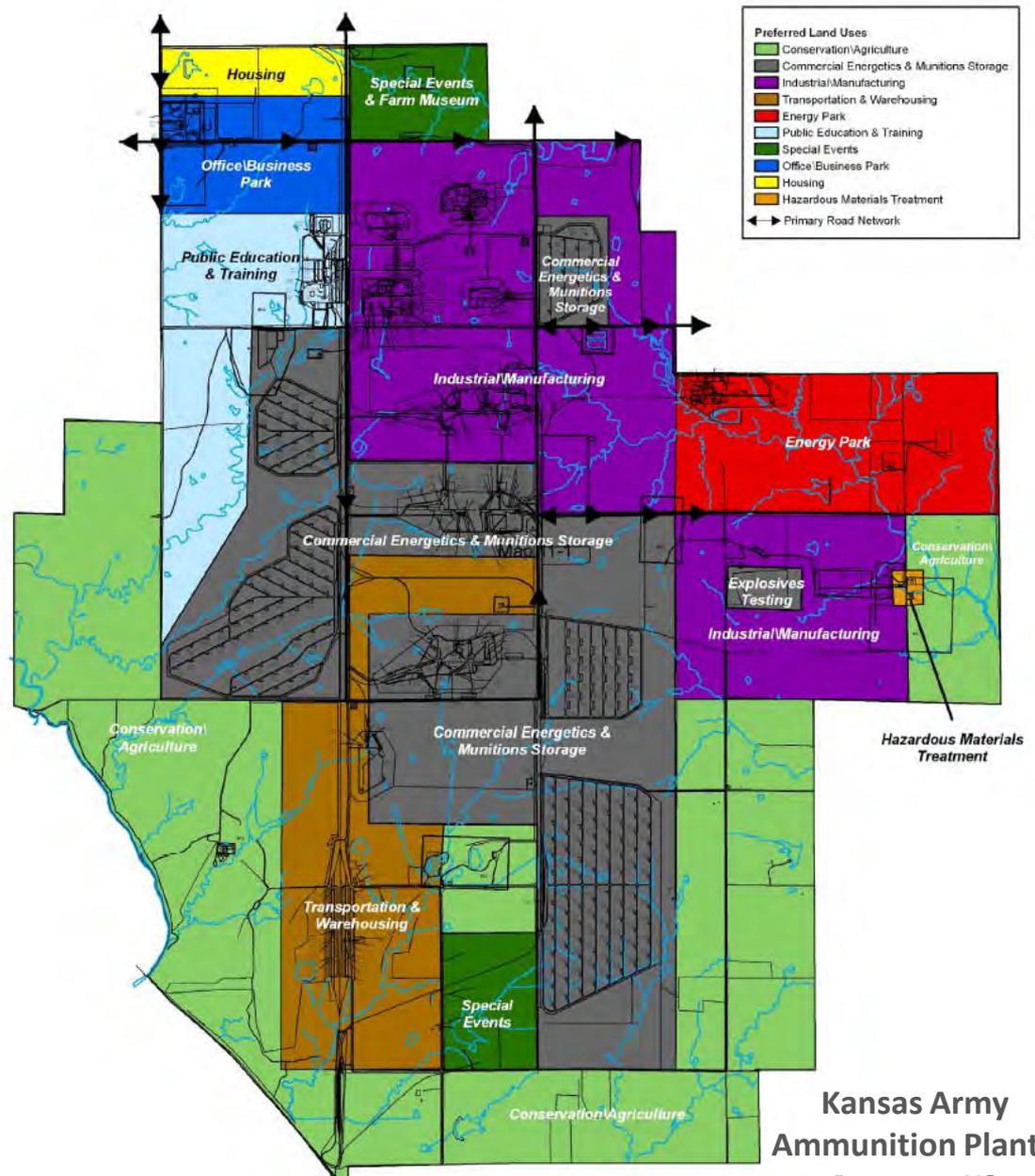
Goal: Grow a renewing stream of next generation regional goods producers

- Evaluates feasibility of manufacturing incubator serving nine rural counties
- Identifies business and technology needs of small emerging mfgers
- Support established manufacturers' "skunk work" development projects
- Develops plans to deliver sustainable incubation services
- Assesses the region's innovation readiness (ecosystem assessment)
- Compliment's region attraction/expansion efforts with top-line growth
- Synergizes organization missions, regional assets, and investments



Great Plains Industrial Park Development

- Collaboratively develop a three year strategic marketing plan
- Virtually extend market research and business development functions of staff
- Build networks to accelerate the search for opportunities
- Build recruiting team to respond to prospect opportunities
- Explore feasibility of non-traditional strategies to address park's previous mission
- Facilitate creative reuse thinking through visualizations



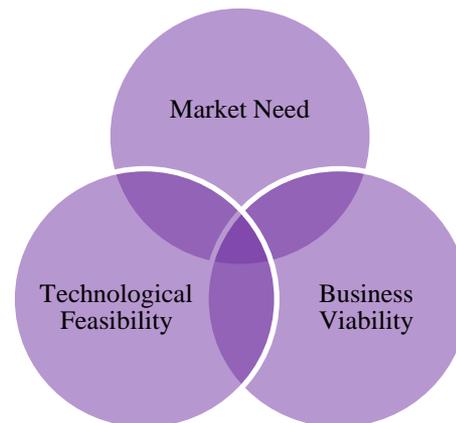
KOIN's Objective:
*Overcome Critical Mass Challenges
with Critical Connection Strategies*



Level the Playing Field



By spurring open innovation, providing access to innovation resources, and finding blue ocean opportunity



To Increase Competitiveness in Technology-Based Businesses



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