Connecting Local Entrepreneurial Hubs
Connecting Local Entrepreneurial Hubs

Igor Tasic

Emilio Corchado

Eurico Neves

Michela Michili

Brian O’Flaherty
STARTUP – SCALEUP:
Connecting Amsterdam, Dublin, Vilnius and Murcia

**Focus:** Internet of Things.

**Aim:** build a European ecosystem around four consolidated entrepreneurial ecosystems.

**Coordinator:** Cloud Incubator HUB

**Presenter:** Igor Tasic
INTERNET OF THINGS
A. Find the necessary talent

Focused on Internet of Things

- **Entrepreneurs**, of course ..., but also ...
- **Mentors** to show the way forward, and ...
- **Investors** to turn concepts into business.

**How?**

- Expertise, connections, and infrastructure
- Dissemination Programs
- Design value-added acceleration services
- Acceleration Programs & Project Platform

<table>
<thead>
<tr>
<th>Key performance indicators</th>
<th>1st year</th>
<th>2nd year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of accelerators and hubs</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>Applications submitted to acceleration programs</td>
<td>200</td>
<td>400</td>
</tr>
<tr>
<td>Startups running in acceleration programs</td>
<td>≥ 40</td>
<td>≥ 80</td>
</tr>
<tr>
<td>Business angels involved</td>
<td>≥ 20</td>
<td>≥ 40</td>
</tr>
<tr>
<td>Venture Capital Groups and Business Angels Networks</td>
<td>≥ 4</td>
<td>≥ 8</td>
</tr>
</tbody>
</table>
b. Growing across borders

*Different languages, legislations and cultures make difficult to overcome the borders ... compromising business feasibility ...*

**Horizontal measures across all packages**

- Transnational calls and Acceleration Programs
- Global Support and visibility through project platform
- Local Support through project ecosystems

**Specific Measures... Scaling Up the market**

- Identify requirements for international expansion
- Support entrepreneurs to access international markets
- Develop blueprints and tools that can be used by the accelerators and startups.
- Provide the services that the startups need to grow internationally.
C. Access to the right investors

There is more money looking for great ideas than ideas looking for money

The ecosystems will provide entrepreneurs significant access / connections to relevant investors / smart money

Horizontal actions across all packages

Actions to ensure business and technical feasibility

- Scaling up technical feasibility
- Scaling up business viability

Specific actions... Scaling Up investors attraction

- Lists of investors / contacts
- Strategies / mentoring on how and when to approach particular investors
- Content / education on how to attract the right investors
Index

a. Find to the Neccessary Talent
b. Growing across Borders
c. Access to the Right Combination of Finance
d. Success Story
e. Ambition of the project
<table>
<thead>
<tr>
<th>WHAT</th>
<th>HOW</th>
<th>FOR WHOM</th>
</tr>
</thead>
<tbody>
<tr>
<td>CREATE A PAN-EUROPEAN ECOSYSTEM</td>
<td>21 ACTIONS</td>
<td>WANNABE EARLY SCALE-UP</td>
</tr>
<tr>
<td></td>
<td></td>
<td>INVESTORS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TECH-BLOGGERS/MEDIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CORPORATES</td>
</tr>
<tr>
<td></td>
<td></td>
<td>INSTITUTIONS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CUSTOMERS</td>
</tr>
</tbody>
</table>

**Logos:**
- BISITE ACCELERATOR
- Parque Centro
- etventure
- DCU Ryan Academy
- betahaus
- Starteed
- SocioInversores
- TETUAN VALLEY
- dpixel
- Mind the Bridge
- Codemotion
a. Access to the necessary talent
Wannabe entrepreneurs & early stage startups

8 Hackathons

Visual Map (Berlin-Dublin-Madrid-Milan-Salamanca)

16 Workshops
- Today my startup failed
- Business game: Start doing!
- Ruby on Rails/ to inspire women to become coders.

Celebrations: 2 panEU nights
b. Growing across borders

Early stage & scale-up startups

Cross-border mentorship: 16 startups
Example: Berlin: Design, 3D-printing, Music

2 Roadshows:
- 16 seed startups/ 2 intensive weeks
- 120 scale-ups/ 2 large events + satellites

Europass: 32 seed startups attending 2 top level events

Unicorns Forum (first meeting at #SES15-13 unicorns & Vice-president Ansip)

Accelerators Assembly: 60 accelerators.
Next meeting at Startup Ole (Salamanca 9-11th Sep 2015)
SE Joint booth
Roundtable
Milan 16-19 March

Barcamper
Berlin 12-13 March

Networking session
Madrid 17-18 February

Welcome stand
Unicorn Forum
Berlin 12-13 February

Global Entrepreneurship Congress
MILAN

Startup Europe Summit
February 12-13, Berlin
c. Access to the right combination of finance

Early & scale-up startups

Crowdfunding: building a EU portal + best practices.

Meet-ups/roadshows: connecting startups with BA + VCs + Crowdfunding

8 Matchmaking events for 32 startups with corporates & Smart finance.
Crowdfunding
Madrid
24 February

Dpixel Barcamper
Berlín 12-13 (SMAU)

Crowdfunding
Madrid 24 February

VC and angels workshop
Salamanca 24 February

Raising Money
Madrid 23 - 24 March
d. Success story

1. **Startup OLÉ**
   Europe

2. **wayra.**

- Smart finance
- Media impact
e. Ambition of the project

22,000 prospective web and mobile entrepreneurs to be reached

480 early stage startups supported through WELCOME activities to launch their operations

152 scale-up stage startups scaled up through WELCOME activities
escorchado@usal.es
@escorchado11
emicorchoado

www.welcomestartup.eu
@StartupEU    #StartupEurope
#Entreprenueuropeans

Sept´15 Salamanca  Startup OLÉ Europe
**ePlus:**
connecting Lisbon, Nice / Coté d’Azur, Baden-Württemberg

**Coordinator:**
Eurico Neves
a. Find the necessary talent

“cross-fertilization” of entrepreneurial talent across Europe and between the ePlus ecosystems and the researchers’ community (e.g. MCAA)

- “date-an-entrepreneur” and “date-a-researcher” services
b. Growing across borders

*a network of 3 outstanding local ecosystems – Lisbon, Nice / Côte d’Azur and Baden-Württemberg*

Together they offer a true pan-European range of facilities, services and contacts, spawning a web that covers all European territory from West to East and North to South.

- We also open new global horizons to web-entrepreneurs: from Lisbon towards the Atlantic and the US and South America, from Nice towards the Maghreb and Africa and from Baden-Württemberg towards Eastern Europe, Russia and Asia.
c. Access to the right combination of finance

The ePlus project will promote the access of web-entrepreneurs to e-capital for the launch and scale-up of their European and international business plans, either through Early Stage Venture Capital, Crowdfunding or Public-Private Partnerships (such as the 16 on-going Future Internet Accelerators).
TWIST DIGITAL: connecting Stockholm, Rome, Warsaw and Lille

Coordinator: Lazio Innova
Michela Michilli
a. Find the necessary talent

TWIST for scouting the right talents: supporting multidisciplinary team buildings with a variety of talent and experience in Hi-tech, product, design, marketing, sales, growth hacking, etc. who are willing to join new startups and help them grow and thrive.

Each of TWIST accelerators partners are already working with: “Team Building” Facilitators, such as Innovaction Lab (Rome), Seedcap (Stockolm), EuraTechnologies, Plaine Images (Lille), Science to businesses (Warsaw) Universities - La Sapienza, IED, LUISS, Stockholm School of entrepreneurship (SSES), Stockholm’s Royal Institute of Technology, INRIA, CTC, Universités Lille, Polish-Japanese institute of information and Technology, Warsaw University

TWIST for unlocking talents: The TWIST acceleration programmes will provide a way to unlock the potential of a talent, to bring the talents together, and to provide the necessary education and mentorship to help first-time entrepreneurs speed their way to market. → Right mentorship → Vertical experts → Investors

✓ 4 European Accelerators
✓ 500 talents for
✓ 4 Mentoring Programs
✓ 100 Mentors and Vertical Experts
b. Growing across borders

**Big companies**: Enel, Atac, Telecom, Eni, Finmeccanica, RAI, Mediaset, Engineering, Alenia, Sony (Rome) – General electrics, IBM, Kraft, Audi, CISCO, Eriksson (Stockholm) – TATA, Microsoft, Asos, Cap Gemini, Huawei, Orange (Lille) – Intel, Microsoft (Warsaw)

**Supporting Organisation**: Global entrepreneurship Congress (GEC 2015), Microsoft BizPark, Google for Developers, Softlayer, Wind (Rome) – Global entrepreneurship Week (GEW), Startup Grid, Swedish Startup space, Startup today (Stockholm) – Frenchweb, Maddyness (Lille) – Akademickie Inkubatory (Warsaw)

**Other Accelerators**: agreement with ENEL LAB, TIMWCAP (Rome, Milan, Bologna, Catania), Tallin.

✓ **4 Challenges** launched by MLTN companies and public organizations;
✓ **50 startups** co-working to explore solutions for the TWIST Challenges;
✓ **4 Co-living programs** for **20 European startups**
✓ **100 Webinars** with international experts
### c. Access to the right combination of finance

<table>
<thead>
<tr>
<th>Ecosystem</th>
<th>Rome</th>
<th>Stockholm</th>
<th>Lille</th>
<th>Warsaw</th>
</tr>
</thead>
<tbody>
<tr>
<td>VCs and Seed Capital</td>
<td>Lazio Innova, Lventures, Invent, H2i, Italiana Investimenti, Nc Finco, Methorios Capital, Aldabra Capital</td>
<td>Almi Invest, Northzone, Creandum, SEB Venture Capital, Small Entreprises Assistance Fund (SEAF),</td>
<td>BPI France, Finorpa, Finovam, Nord Capital Partners, Pleiade, Cape horn</td>
<td>Zernike Meta Venture, AIP Seed, Platinum Seed,</td>
</tr>
<tr>
<td>BAs</td>
<td>IBAN, IAG</td>
<td></td>
<td>The Connect Investor Club, EBAN BA nord de France</td>
<td>Business Angels Networks</td>
</tr>
<tr>
<td>Crowdfunding</td>
<td>Fundedbyme</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **10 pitching events** & DemoDays
- **Direct contacts** with investors through **TWIST platform**
EU-XCEL
European Virtual Accelerator

Connecting: Cork, Cartagena, Athens, Munich, Poznan & Copenhagen.

Project Co-ordinators:
Brian O’Flaherty & Joe Bogue
University College Cork, Ireland.
Find the necessary Talent

EU-XCEL is a new virtual accelerator which seeks out talented, aspiring entrepreneurs in the field of information and communication technology (ICT) to participate in a unique international entrepreneurship experience focused on creating and supporting European teams of incubator-ready entrepreneurs.

Project Motivation:
Develop more Incubator ready ICT entrepreneurs
Growing Across Borders

Multi-National Teams

> 6 Summer Schools per year in 6 locations across Europe
> Virtual Support for 5 months
> EU-XCEL Challenge
> Bringing early stage entrepreneurs students to ‘Incubator ready’

Contact: www.euxcel.eu
The EU-XCEL Toolkit

**ACTION AREA 1**
**Intensive Training**
A unique & empowering entrepreneurship training & mentoring programme that includes:
- Technology scanning & sourcing innovation
- Commercialisation & market insights to overcome challenges
- Entrepreneurship & business development training
- Pitching techniques & networking
- Team-building skills

**ACTION AREA 2**
**Virtual Acceleration**
A bespoke virtual accelerator of continuous support as EU-XCEL entrepreneurs develop their products & compete in the EU-XCEL Ultimate Challenge Final & beyond including:
- A community forum
- Moodle training supports
- Online-technical mentoring
- Online business development mentoring

**OUR FOCUS**
**INTERNATIONALIZATION AND TECHNOLOGY**
Our mission is to provide the optimum virtual and physical platforms to enable aspiring ICT tech entrepreneurs to flourish and become incubator-ready after our international five month acceleration program.

**The Right Mix of Know-How**

**ACTION AREA 3**
**A European Wide Recruitment Campaign & a Cross-European Delivery Model**
A campaign that targets talented young entrepreneurs across the entire EU
Start-up scrums hosted across six countries maximising opportunities for participation
Successful applicants grouped into international teams of four using proven matching techniques to build the best products

**ACTION AREA 4**
**An EU-XCEL Challenge Final**
A cutting edge jury to select the best start-up scrum teams to connect with and pitch to leading venture capitalists, angel investors & successful tech entrepreneurs

**Expert Advice & Collaboration**

**ACTION AREA 5**
Collaboration, co-creation & continuous engagement with six of Europe's leading organisations with proven track records in successful incubation
Expert external advice from leading entrepreneurs and industry experts across Europe