

The European Coordination Hub for Open Robotics Development



**E++ 3rd Review Meeting** 

**Proposed Experiment Booster** 

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Focus of E++ project is taking technology from the lab to the market

Some experiments have potentially good products / services but relatively are weak on the route to market (for a variety of reasons)

Providing expert guidance to such projects is seen the best use of the €250k potential project underspend









12 month programme

Support for around 3 teams (out of 31)

Selection by excellence, ability to benefit and ability to fully participate

20-42 weeks coaching in entrepreneurship skills + use of Makerspace for ongoing development

12 weeks externally funded incubation programme (Nexpreneurs)

Opportunity to bid for customer funded 20 week customer oriented accelerator programme (TechFounders)







**Delivery: Potential Provider** 



Able to access regional government and Venture Capital funding, thus leveraging EC funds

€25k funds available for teams without taking any equity

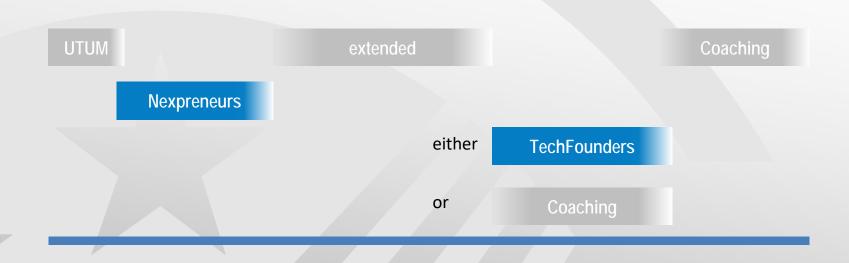
Mentorship from in-house team and over 200 successful serial Entrepreneurs, experts, Business Angels and Venture Capitalists

Free access to Europe's largest high-tech workshop (Makerspace) to further develop product with state-of-the-art machinery





### **Experiment Booster: Illustration**



### Results

- Enlarged market potential
- Stable and complete team (sales, finance, product development etc.)
- Further funding
- TRL Level TRL 7/8, customer approved product
- ~5 pilot customers, first revenues



## **Nexpreneurs Detail**

Nexpreneurs helps teams make the most of their business ideas by providing personal coaching and mentoring through market-driven and industry-specific program tracks.

Selection Phase scouting & evaluation	Starting Phase Convey business basics to founders			Developing Phase Support with industry specific knowledge		
Industry tracks	Software and Hardware, Augmented and Artificial Intelligence, Robotics, 3D Printing, IoT, TUM Exist, Smart City, Medtec					
Sources	Kick-off	Workshops	Pitch Event	Kick- off	Expert sessions	Demo-Day
TUM Existing Teams  Startup Competitions (Smart City. MedTech Challenge,.)	Community Building & Knowledge Boost	<ul> <li>Product developm</li> <li>Legal &amp; Tax clinic</li> <li>Finance</li> <li>Sales Seminar</li> <li>Business Design</li> <li>Pitch training</li> </ul>			<ul> <li>Bringing founders together with industry experts</li> <li>Tailored action recommendations</li> </ul>	Visibility & connection to our network
Research Institutes (FHG, MPG)	Workshops • Project- managent • Marketing		Reality Check	Introduction		
Program Partners (Climate KIC,)  ECHORD++	Sales     Teambuilding	Coaching  • Bi-weekly progres reviews	S		Coaching • On-demand support	



### **Techfounders Acceleration Programme Detail**



#### PREPARE

- Definition of search focus and requirements of industry partner
- Alignment of internal and external structure, process and interfaces
- Communication and marketing of program
- Scouting (technology, talents, startups)
- Evaluation and selection of teams
- Team recruiting und matching

#### START

- Onboarding
- Budget/pilot customer
- Coaching and mentoring
- Workshops and trainings
- Team building/recruiting support
- ▶ Best-practice tool-sets
- Infrastructure (office and prototyping workshop, test labs)
- Access to experts, customers and strategic partners
- Administrative services and access to service providers

#### ACCELERATE

- Development of business case
- Preparation of investor pitch
- Access to business angels, VCs, corporate VCs
- Access to funding
- Sparring partner for business planning, business modelling, financial modelling, exit story telling
- Access to industry partners
- Communication and marketing support

#### **STAY IN TOUCH**

- ➤ Community building
- Consulting, interim and project management for startups
- Support in setting up long-term cooperation activities between established company and startup
- Access to funding





**Selection Criteria (Suggested)** 



Or competitive selection comprising:

Technical excellence of product / service at least at TRL 6

Scalability of potential enterprise

Ability to benefit from programme

Dedicated full time team

Preferably willing to relocate to Munich for programme duration

For Techfounders Acceleration
Programme additional selection criteria







### **Conclusions**



Good opportunity for some project partners

Good use of funds (leveraging regional and private funds)

Delivery partner has proven track record in area





## Thank you.

# Suggestions welcome

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