We take a clear approach

**TECHNOLOGY TRANSFER**

Vs.

VENTURE BUILDING

“TECHNOLOGY” is not the focus…

... instead, companies are interested in metrics (EBITDA, revenues) through new VENTURES.

“TRANSFER” implies a linear process…

... instead, developing a technology based business opportunity requires a non-linear co-BUILDING mindset.
Meeting point

• **Entrepreneurs** willing to convert disruptive technologies into ready-to-invest business opportunities

• **Investors** seeking to transform technology based investment opportunities into business value and growth
Objective

“INSPIRING PEOPLE for INSPIRING BUSINESS”

- We seek to develop entrepreneurial ecosystem by connecting entrepreneurs who want to turn disruptive technologies into business opportunities aiming at having an impact on the market and society.

- More than 700 members coming from Tecnalia; other research Organizations; students; entrepreneurs, etc.

Pitch&Pintxo
Informal and participatory events to share entrepreneurial experiences or success stories from our ecosystem.

Speed Dating
Events to connect people with a management profile with technological spin-off projects to transform them into high impact SMEs.

Leadership Series
Inspiring sessions with the participation of a leader of international relevance.

Meet the investor
Coaching sessions focused on specific topics to bringing people of international relevance.
“BUSINESS OPPORTUNITIES LOOKING FOR PEOPLE”
Building bridges with Business schools
Basque Government, concerned about the problem of Research & Technology Organizations to connect with entrepreneurial talent, encourages TECNALIA Ventures and Mondragon University to develop a pilot in order to attempt to tackle this problem.

TECNALIA Ventures
Deep-tech based entrepreneurial projects
TECNALIA Ventures provides “under construction” deep-tech entrepreneurial projects, with a business plan that must still be validated and with an incomplete team that usually requires the incorporation of entrepreneurial profiles.

Mondragon University
Entrepreneurial teams
Mondragon University brings entrepreneurial talent from the MTA-LEINN community of entrepreneurs, focusing on graduates and 4th year students of the Degree in Entrepreneurial Leadership and Innovation (LEINN).

4 teams consolidated and currently developing 4 deep tech-based business opportunities in the fields of Healthcare, Robotics, Energy efficiency and Cosmetics.

DEMO DAY: 31st of October, 2019
Kick-off event
Identify and select deep tech technology-based projects (challenges and profiles required) and entrepreneurial talent (skills and preferences).

Connection
Matchmaking process between technology-based projects (minds) and entrepreneurial talent (management).

Acceleration
Enrich each of the projects with the support of a mentor and coaching sessions, incorporating the contributions of the entrepreneurs and consolidating a business case strengthened by the capabilities of the entrepreneurial team.

Demo day
Pitch presentations of the projects to capture the progress made and providing visibility in the local entrepreneurial ecosystem, including potential clients and investors.
A programme to support biomedical entrepreneurship from idea validation to commercialisation

Project leader

"la Caixa" Foundation

Project partners

tecnalia ventures

TU Delft

Founders

eit Health

EU
TECNALIA Ventures, as a CaixaImpulse partner, plays the role of:

- **Trainer of the participating teams in the field of go-to-market strategy.**
- **Organizer of the matchmaking event in which a selection of 7 of the 21 participating teams receive support and feedback from TECNALIA’s technology experts.**
Take Aways

**CHANNELS**

- Build bridges with: University alumni; Business Schools alumni and students; BICs; Engineer associations, etc.
- Launch Entrepreneur’s Club that resulted in word of mouth.

**ISSUES**

- Ecosystem endeavour that needs coordination from different relevant stakeholders and could be fostered by public sector.
- Incentives for individuals Minds / Management level: Skin in the game , equity does not fall from heaven!!