

Networking of stakeholders for corporate-SME matchmaking

Stay tuned to ideas with industry leaders, technologies, innovators and investors.

Objectives

- Onboarding corporations to Innovation Leaders Club that supports their know-how building on smart R&D actions.
- Providing the opportunity to matchmake their innovation ambitions with startups and scaling companies.
- Providing custom made innovation programs for the corporations that have defined their R&D and innovation goals.

Added value for the client

Corporates, through the Innovation Leaders club, can build a club-like trust network where all the best practices and good examples are shared. This environment makes them more active to participate in innovation actions.

Collaboration with the startups is pre-validated and the technologies, legal framework has been set up for them to establish the collaboration right away.

If the trust is created, then Tehnopol has a good chance to up-sell its services to conduct more comprehensive innovation projects.

Procedure

The companies require hands-on approach during all the stages, so do the investors. The procedure needs somebody to keep up a constant communication between the parties. The work is divided into 4 stages:

Stage 1: Onboarding corporates (duration: ongoing).

The corporates see the advertisements and content related articles in media after what they are onboarded to the annual service contract.

Stage 2: Onboarding startups (duration: ongoing).

Onboarding companies to the annual service contract. The companies are pre-validated in terms of their product, service and traction, and their willingness to work with corporates.

Stage 3: Innovation Leaders Club (duration: 12 months).

Companies work one-on-one with a pool of dedicated mentors who cover all the important topics needed to fundraise.

Stage 4: Matchmaking and upsales (duration: ongoing).

Corporates enter one-on-one meetings with hand-picked startups. Dedicated events to matchmake parties. Upselling the personalized projects to corporates.

Contact

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