EIC – EIT DIGITAL VENTURE BUILDING PROGRAMME

for EIC Pathfinder and EIC Transition beneficiaries

1 Introduction

EIT Digital, the largest digital ecosystem in Europe, under the scope of its agreement with the European Innovation Council (EIC), is offering in 2023 the **EIC - EIT Digital Venture Building Programme**. An incubation bootcamp that enables EIC-supported innovators to benefit from EIT Digital's support, to transform knowledge into impact and gain entrepreneurial skills to build and boost their deep tech start-up.

2 Programme Details

The **EIC - EIT Digital Venture Building Programme** is six (6) weeks incubation bootcamp, mostly online, free of charge, hands-on and collaborative. It is dedicated to EIC Pathfinder, EIC Transition and EIC Transition Seals of Excellence beneficiaries.

It is designed to coach up to 10 teams of EIC-supported innovators on how to structure, develop, and transform their deep tech solutions into a business. It is focused on the needs, challenges, and opportunities of creating and growing a start-up business. Two (2) people per team are expected to consistently attend the programme.

Business building blocks **(on-line)**	Markets and marketing - group coaching session + individual work+ individual marketing audit
	HR& organization for entrepreneurs - group coaching session + individual session with advisor
	Finance for startups - group coaching session + individual session with advisor
	Legal and regulatory - group coaching + on-demand individual advisory
	How to reach first sales-group coaching - inspiration meeting with real-life case studies presentation
Business development **(on-line)**	Understanding client - workshop + individual sessions + individual work supervised by expert
	Business model validation and willingness to pay - workshop + individual work
	Developing a business plan - workshop + individual work
	Pitch deck creation - workshop + individual work + individual session with advisor
	Product validation and pilot preparation and facilitation - workshop + case studies presentation

	From technology to product - the path for technology transfer and business validation based on proprietary technologies, IPR&FTO - workshop
Scaling up	Connection to corporate and industry partners for technology, product and business validation -group training + meeting with corporate representative
(on-line)	Support in preparing and managing successful pilots or POCs when viable - group training + individual session when viable
	Fundraising and VC market - group training
Pitching **(Brussels)**	Pitch your projects to Jury | 2 days

2.1 Eligibility criteria

The **EIC - EIT Digital Venture Building Programme** is dedicated to the following EIC-supported innovators:

- EIC Pathfinder beneficiaries

- EIC Transition beneficiaries

- EIC Transition Seal of Excellence holders

In addition, the applicants' technology area should be aligned with one of the focus areas of EIT Digital strategy, defined in the EIT Digital Strategic Innovation Agenda 2022-2024: Digital Tech, Industry 4.0, Smart Cities, Digital Health, and Fintech.

2.2 Key Learnings

The Individual Learning Objectives for the participants are:
- Problem and business need definition
- Team- Identifying missing skill sets
- Basic Financial Literacy
- Technology transfer
- FTO & IP Strategy
- Investor readiness: communication, pitching, presentation

3 Process overview

3.1 Important dates & application form

Application period

- Submissions **open**: June 13th, 2022, 12:00 CEST
- Submissions **close**: **(EXTENDED!) December 19**th, 2022, 23:59 CET. Late or incomplete applications will not be eligible for evaluation.

Evaluation period

- December 20th – November 26th, 2022

Venture Building bootcamp

- **Starts:** January 23rd, 2023,
- **Ends:** March 16th, 2023
- **Format:** primarily online. March 15th and March 16th at EIT House in Brussels.

EIC-supported innovators can submit their complete applications for the EIC - EIT Digital Venture Building Programme via this application form, considering guidelines provided in this document.

3.2 Selection Criteria

Up to 10 teams will be selected to join the EIC - EIT Digital Venture Building Programme based on the following selection criteria:

- Innovation potential of the applicant's project to have a high impact on economy and society. Representing 35% of the weighted scoring.
- Entrepreneurial spirit, motivation, and capabilities of the team to develop a business. Representing 35% of the weighted scoring.
- Alignment of the applicant technology area with one of the focus areas of EIT Digital strategy: Digital Tech, Industry 4.0, Smart Cities, Health Tech, and Fintech. Representing 30% of the weighted scoring.

3.3 Selection Process

Submitted applications are assessed by the EIT Digital Innovation Team. The evaluation follows the selection criteria described above. Based on the assessment and recommendations, go/no-go decision is deliberated for each application.

The outcome of the selection process and go/no-go decision will be communicated to the applicants by December 27th, 2022, and the results will also be published on the EIC Pilot dedicated section of the EIT Digital's website.

4 The EIT Digital Innovation Factory

During the bootcamp, the participating teams will have the opportunity to connect with **EIT Digital's Innovation Factory** to potentially create or boost their start-up with further support from EIT Digital.

The Innovation Factory supports pan-European entrepreneurial teams together with EIT Digital partners to build and accelerate ventures in our strategic focus areas. The support is both financial and ecosystem-related: customers, technology, talent, and access to finance.

5 Participant commitments

Companies accepted in the **EIC - EIT Digital Venture Building Programme** shall commit to the following:
* Allocate necessary resources to allow for a successful completion of the programme. Two motivated people per team are expected to consistently attend the programme.
* Respond to the Programme satisfaction survey at the end of the programme.

6 Support contact email address

For any questions related to the **EIC - EIT Digital Venture Building Programme** and its application process, please contact: eic.pilot@eitdigital.eu