INiTS – Boosting Startup Success & Corporate Innovation

DI Andreas Gschöpf, WWTF 2017
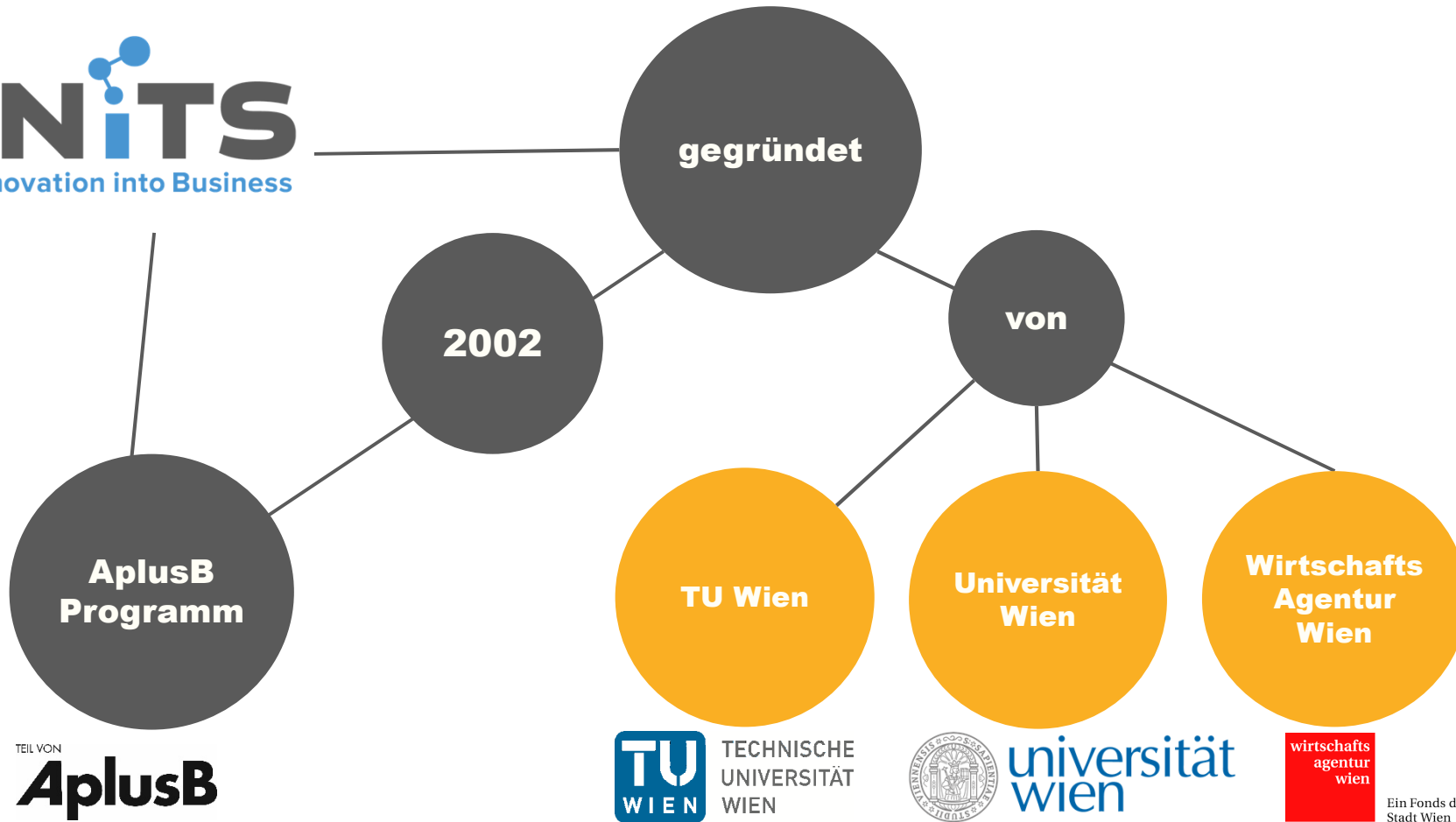
INiTS
Innovation into Business
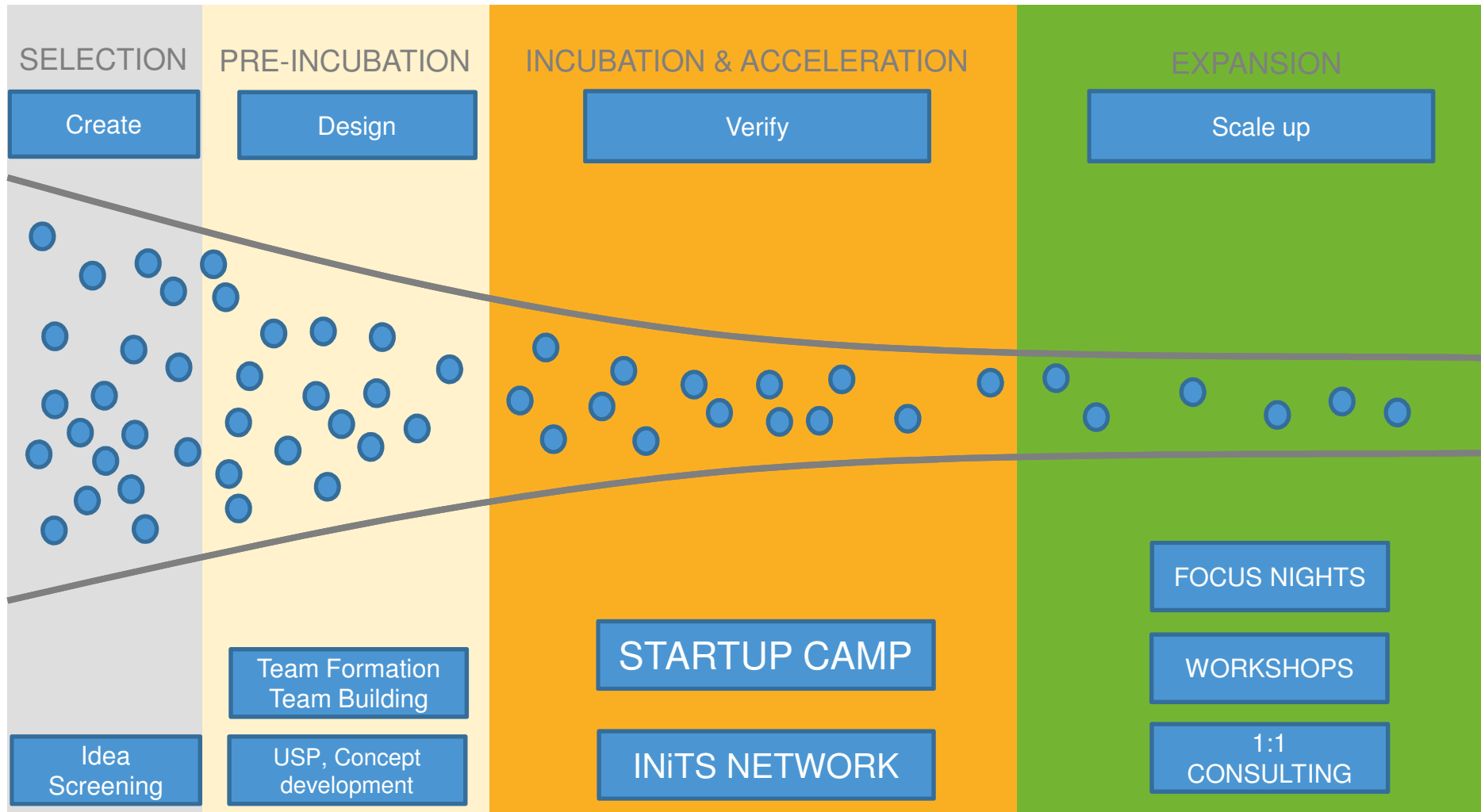
TOP UNIVERSITY BUSINESS INCUBATOR
UBI GLOBAL
2015
WORLD TOP 25

Since 15 Years we deliver highest Quality for our customer

Value Boost over the whole Innovationprocess

INiTS — Innovation into Business

SELECTION	PRE-INCUBATION	INCUBATION & ACCELERATION	EXPANSION
Create	Design	Verify	Scale up

FOCUS NIGHTS

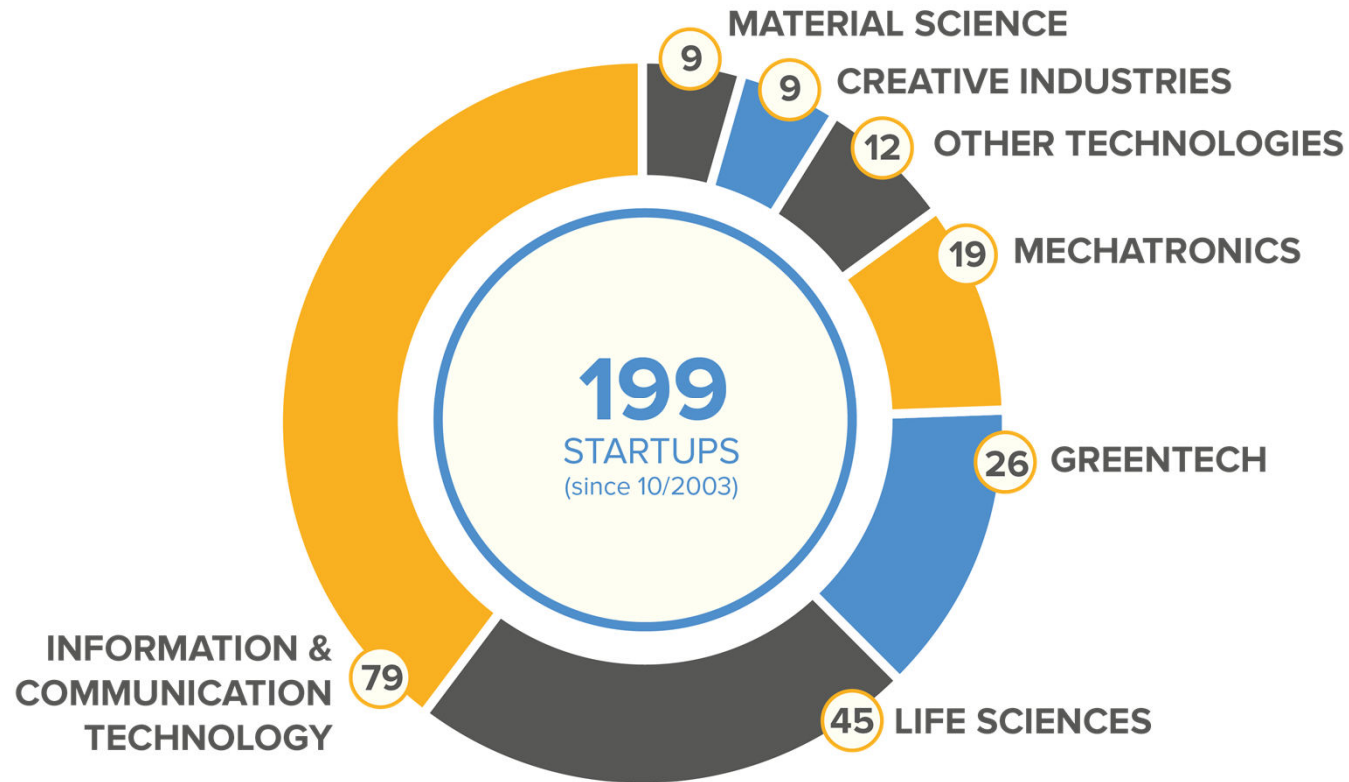|	Team Formation Team Building	STARTUP CAMP	WORKSHOPS
Idea Screening	USP, Concept development	INiTS NETWORK	1:1 CONSULTING

INiTS Incubation:
Value Validation

- 100 Days
- Early-stage-startups
  - with innovative
  - high tech
  - scaleable ideas
- Funding
- Validating business model
- Mentoring, training, networking
- Demo Day at the end (opportunity to fundraise, enter co-operations, gain market access,…)

INiTS Portfolio

199 STARTUPS (since 10/2003)

- MATERIAL SCIENCE **9**
- CREATIVE INDUSTRIES **9**
- OTHER TECHNOLOGIES **12**
- MECHATRONICS **19**
- GREENTECH **26**
- LIFE SCIENCES **45**
- INFORMATION & COMMUNICATION TECHNOLOGY **79**

Wir support **High Tech-Startups** in all Branches...

INiTS Startups get ready for further Value Growth

WORKSHOPS

MENTOREN und **CONSULTANTS**

NETZWERK

€ 113 M
PUBLIC FUNDING

€ 344 M
FOR STARTUPS

FÖRDERUNG

€ 231 M
PRIVATE FUNDING

... With capital ...

... And Know How.

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TU WIEN TECHNISCHE UNIVERSITÄT WIEN Vienna University of Technology
universität wien
wirtschafts agentur wien Ein Fonds der Stadt Wien
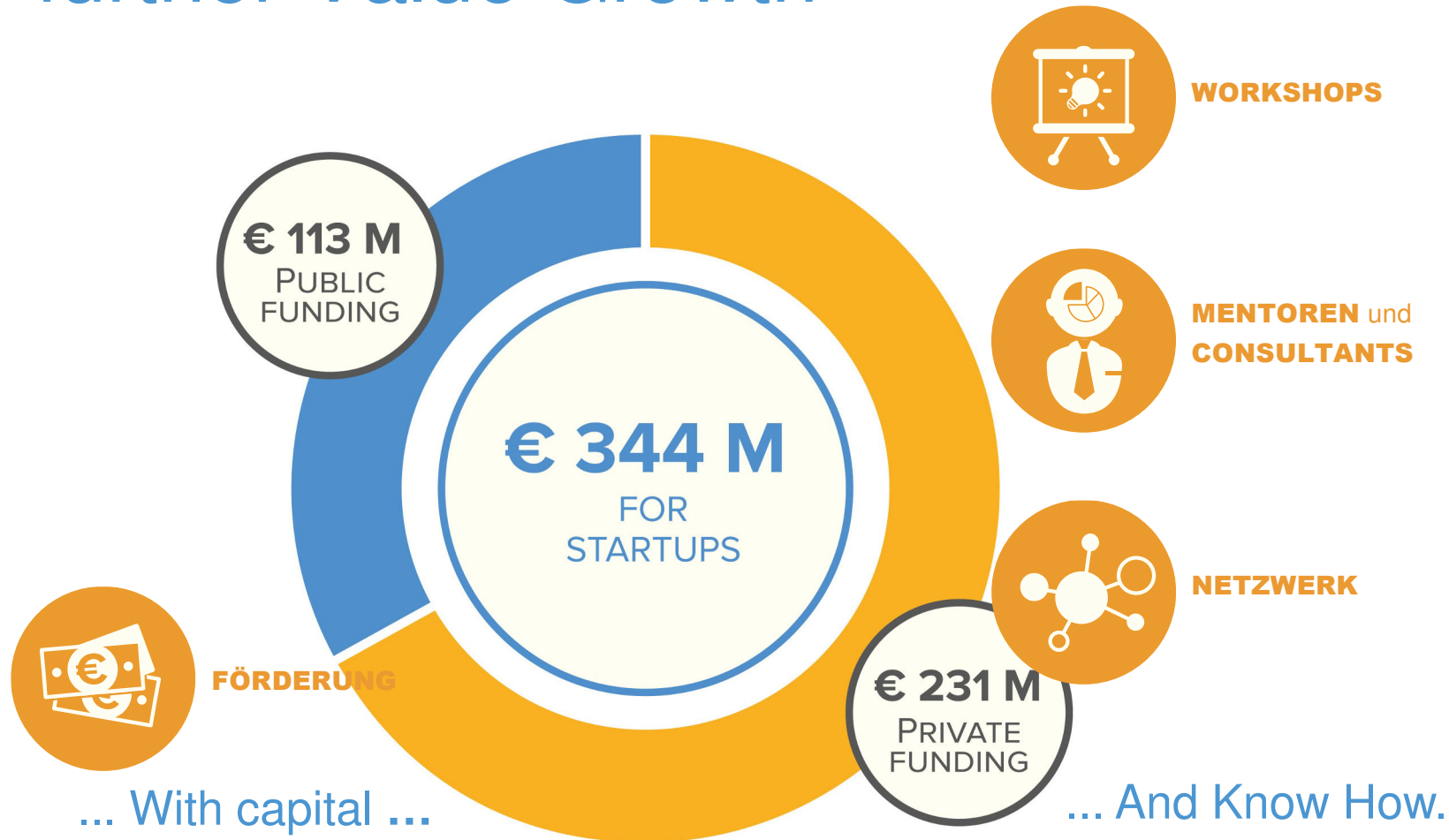
Success Stories (selection)

AWARD WINNERS

TREVENTUS MECHATRONICS

€ 200,000,-

LICENSE DEALS

F-star
BISPECIFIC. BY DESIGN.

with Boehringer Ingelheim 2010

marino med

Boehringer Ingelheim 2010: international license deal for nasal spray

EMPLOYERS

UBIMET

shpock

> 100 employees

FUNDRAISING

F-star
BISPECIFIC. BY DESIGN.

crystalsol™

€ > 10 Mill.

radiant minds

taken over by Atlassian, Australia

UBIMET

Majority shares taken over by Red Bull

DUTALYS

taken over by Roche (€ 500 Mill.)

SUCCESSFUL EXITS

Global Top 25
University Business Incubator

NB. 1
D-A-CH

NB. 3
Europe

NB. 7
World

Top ranked via UBI Index worldwide...

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Global Top 25
University Business Incubator

VALUE FOR CLIENTS

✓ **Coaching & Mentoring**

✓ **Size of Investment**
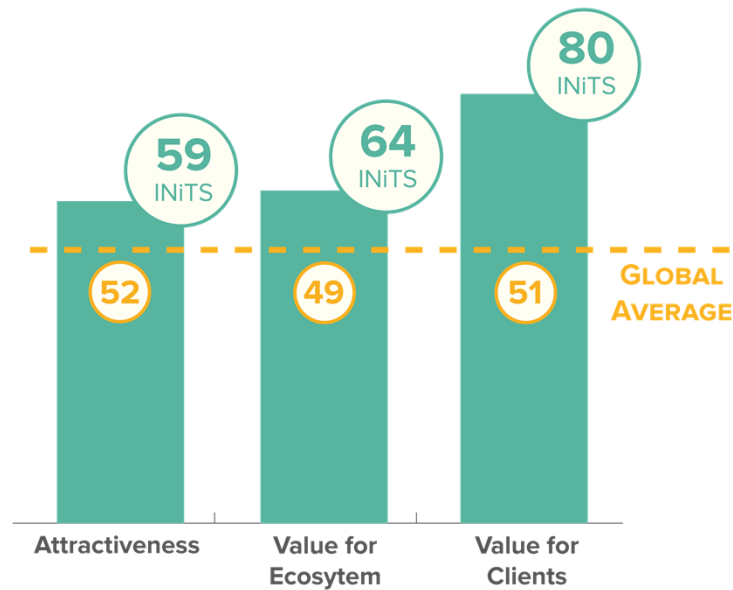✓ **Contacts with Seed Capital Firms**

✓ **Network of Partners,**
✓ **Sponsors & Corporations**

… especially value of the service

Global Top 25
# University Business Incubator

CATEGORY PERFORMANCE & SCORE

| 80 INiTS |
59 INiTS	64 INiTS
52	49	51	**GLOBAL AVERAGE**
Attractiveness	Value for Ecosytem	Value for Clients

… in all relevant **Services** …

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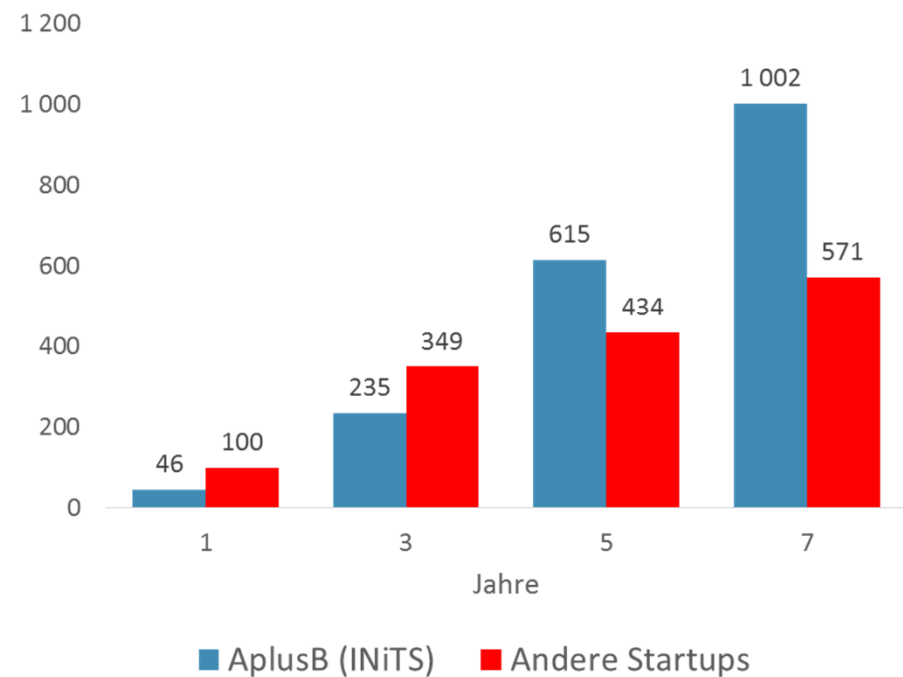
INITS Impact:
Survival rate and growth

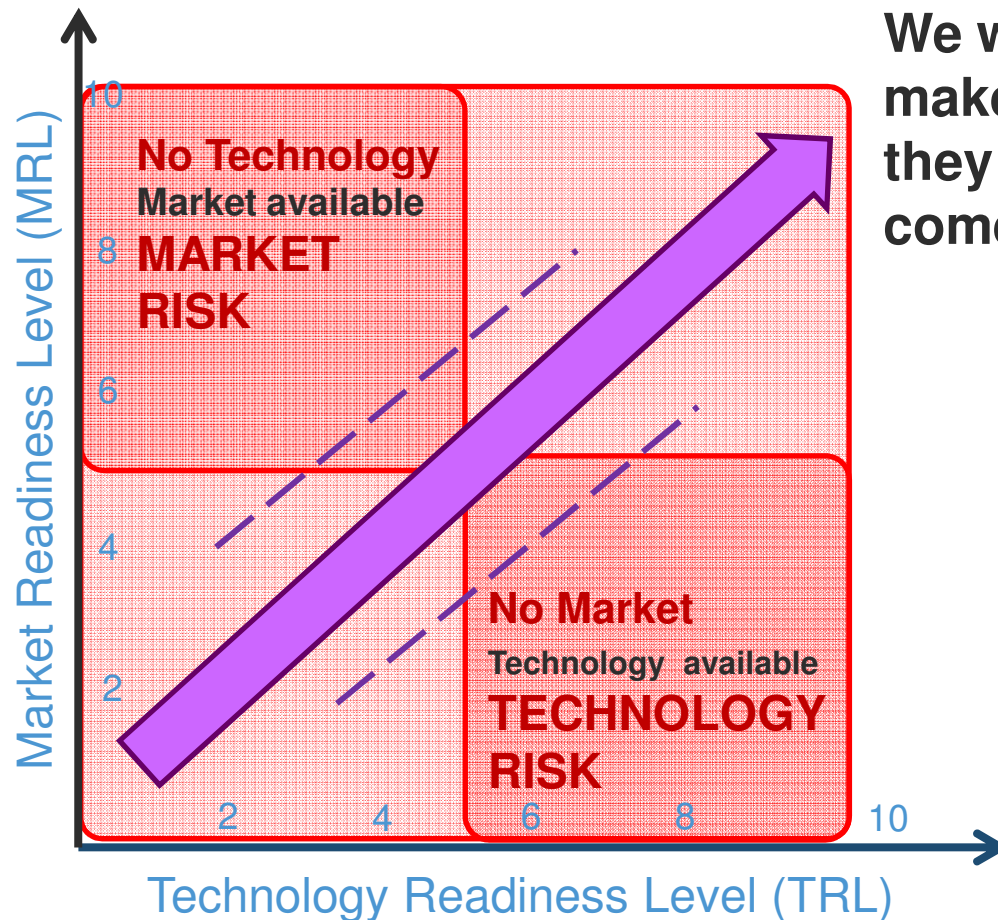**Higher Survival Rate & Dynamic Growth of INiTS Startups vis-a-vis the Average Startup**

Überlebensrate nach Jahren
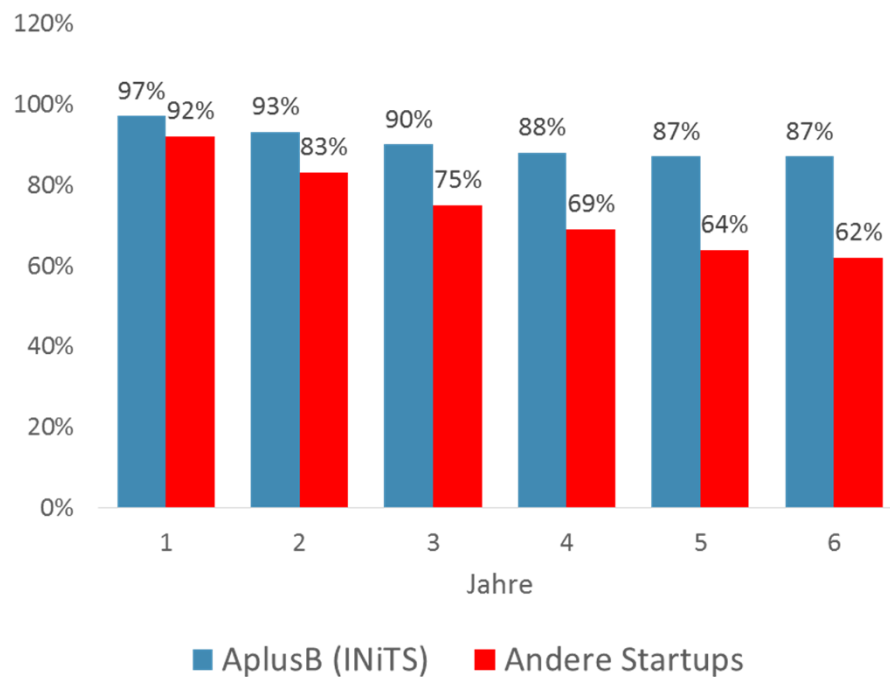
Umsatzentwicklung nach Jahren

INITS Impact: Technology Readiness versus Market Readiness

We will make it, and they will come!

CONCURRENT, STEP-BY-STEP MARKET AND TECHNOLOGY DEVELOPMENT PLACES THE RIGHT PRODUCT INTO THE RIGHT MARKET WINDOW AT THE RIGHT TIME.

Market Readiness Level (MRL)

10

No Technology
Market available
MARKET RISK

8

6

4

No Market
Technology available
TECHNOLOGY RISK

2

2   4   6   8   10

Technology Readiness Level (TRL)

INITS Impact:
Execution in Innovation Life Cycle

BASED ON EMPIRICAL RESEARCH OF INITS OPEN INCUBATION PROCESS WE ARE WORKING ON A DIGITAL TOOL FOR

– Orientation in,
– pre-evaluation and progress
– operating

the Market/Technology/Team/Investor Readiness of Innovation Projects/Portfolios in Quality and Quantity

– like a flexible, open Innovation, also community based learning „entrepreneurship Management system"

in the execution in its whole innovation life cycle

We are looking for Pilot Tester! Your Welcome…
andreas.gschoepf@inits.at

Picmet 2016 „Technologies for Social Innovation "Technology Readiness, Market Readiness and the Triple Bottom Line: An Empirical Analysis of Innovating Startups in an Incubator" Autoren: Rainer Hasenauer, Hi-Tech Center, Vienna, Austria Andreas Gschöpf, INITS, Vienna Biocenter (VBC), Austria Charles Weber, Portland State University, USA - Status: (published)

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Mitgründer des *größten Startup Netzwerks* in Europa


Stargate Members

- **ABC Accelerator** (Ljubljana, Slovenia)
- **Bolt** (Malaga, Spain)
- **ClujHub** (Cluj, Romania)
- **ELTE** (Budapest, Hungary)
- **EMGI** (Tel Aviv, Israel)
- **European Innovation Hub** (Berlin, Germany)
- **Faubour Numerique** (St Quentin, France)
- **INiTS** (Vienna, Austria)
- **InovaJET** (Prague, Czech Republic)
- **IPN Incubadora** (Coimbra, Portugal)
- **JIC Brno** (Brno, Czech Republic)
- **PSCN IIH** (Poznan, Poland)
- **Technoport** (Esch-sur-Alzette, Luxemburg)
- **To be disclosed** (London, Great Britan)

Other iHub Members

- **Aalto** (Helsinki, Finland)
- **CIE** (Oulu, Finland)
- **Coffee Ventures** (Vilnius, Lithuania)
- **EIT ICT Labs Italy** (Trento, Italy)
- **EIT ICT Labs IVZV** (Brussels, Belgium)
- **iCatapult** (Budapest, Hungary)
- **IMDEA** (Madrid, Spain)
- **iMinds** (Ghent, Belgium)
- **INRIA** (Paris, France)
- **Speedup! Europe** (Hamburg, Germany)
- **Technopol** (Tallin, Estland)

Das INiTS Team
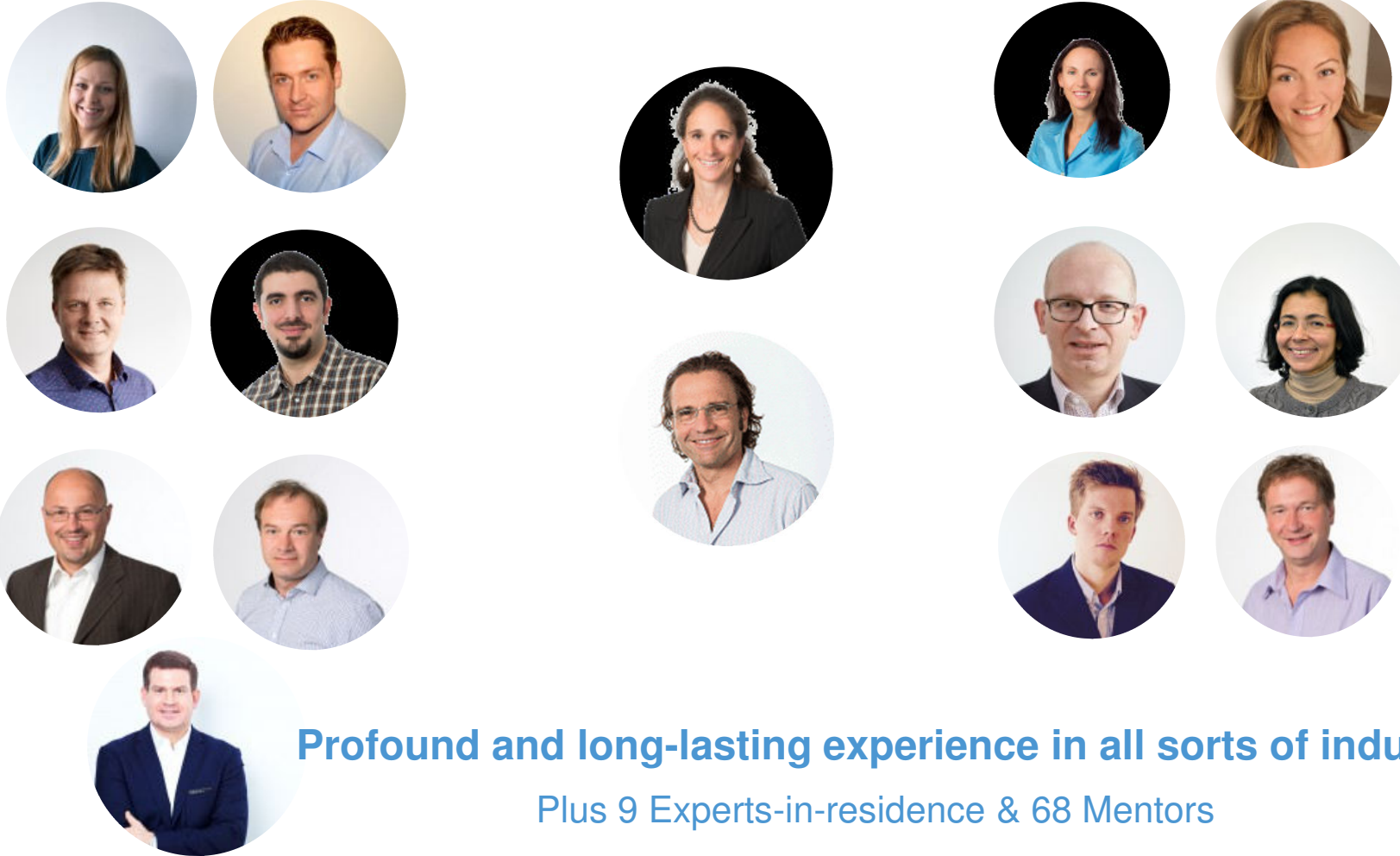
Profound and long-lasting experience in all sorts of industries

Plus 9 Experts-in-residence & 68 Mentors

INiTS

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