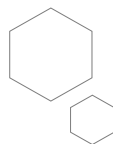




EU|BIC Essentials Track 2022

23 - 28 JUNE 2022



Drawing from the lessons and the best practices in business support delivery from across more than 35 countries worldwide, the EU|BIC Essentials Training Programme provides in 4 modules a comprehensive guide to all segments of the incubation chain and explores the latest trends in ecosystem building and innovation support.

Training schedule

The four-module training is scheduled for June 2022. Each module can be accessed live via Zoom.

- | | |
|-----------------|--|
| Module 1 | What does it mean to be an EU BIC?
23 June 2022 10.00 - 12.00 CET |
| Module 2 | Creating and operating a Business Incubation Centre.
24 June 2022 09.30 - 12.30 CET |
| Module 3 | What services and type of programmes do innovative entrepreneurs need in your territory?
27 June 2022 09.30 - 12.30 CET |
| Module 4 | How to support client companies with scale-up and internationalisation services?
28 June 2022 09.30 - 12.30 CET |

Training details

The EU|BIC Essentials Training is designed for **professionals seeking to access the foundational knowledge and resources necessary to improve Business Innovation Centres capacity and expand their client service offering portfolio.**

The overall EU|BIC Essential Training is **free for members of the EU|BIC Community**. The **Module 1** of the training is **exceptionally “open access” and free of charge for EBN partners and clients.**

Key takeaways

Understanding the **values** and **impact** that underpin the **EU|BIC community**. Promoting the organisation’s activities in the catchment area and lead-generation activities **ensuring a high-quality deal flow**. Strategizing for **reduced failure risk** for your client startups/ SMEs. Offering **tailored startup services** to the needs of innovative entrepreneurs in your region. Essential services to **support internationalisation and scale-up activities**.

Module details

MODULE 1 WHAT DOES IT MEAN TO BE AN EU|BIC?

23 JUNE 2022

Leading topics

- Which are the missions and standards that underpin the European Certified EU|BIC Community

Agenda

10:00 -11:00 CET

- EU|BIC supporting the entrepreneurs of the future. Smart actions for a sustainable society
- EU|BIC Innovation Model

11:00 -12:00 CET | Roundtable discussion:

- Creating an entrepreneurship culture. How to Start-up entrepreneurs supporting Environmentally Sustainable Impact with focus on People, Profit and Planet.
- How to build national and international ecosystems of investors. What are the challenges? EU|BICs role and paths of collaboration.
- How to build private business models for an EU|BIC? How to support deep tech companies and assure transfer of technology, ensure attraction of foreign companies?
- EU|BIC role as a broker: Methodology of open and interactive innovation targeting growth companies; The Triple Impact Social Entrepreneurship Accelerator.

Trainers and expert contributors

- **Alexis Toft**, Head of [Minerva Business Angel Network](#) at EU|BIC [University of Warwick Science Park](#)
- **Francisco Pizarro Escribano**, CEO at EU|BIC [Extremadura \(Fundecyt-PCTEX\)](#)
- **Gitte Schober**, Team Entrepreneurship Manager at EU|BIC [StartHub Wageningen](#)
- **Moyses Moyses**, Operations Manager at [Gravity Ventures Incubator](#) by EU|BIC [CyRIC | Cyprus Research & Innovation Center Ltd](#)



MODULE 2 CREATING AND OPERATING A BUSINESS INCUBATION CENTRE

24 JUNE 2022

Leading topics

- Process of Creating an Incubator.
- How to stimulate innovation & entrepreneurship to have high-quality deal flow with lead-generation activities.

Agenda

09:30 – 10:15 CET

Process of Creating a Business Incubation Centre.

- What are the benefits of an innovation and entrepreneurship support structure?
- Alignment with Regional strategies and public authorities.
- Business model for support structures. Examples from EU|BIC Wacano.
- Ecosystem development and business models.

10:15 -10:55 CET I Roundtable discussion

- What journey & progress for a new European Business Innovation Centre?
- How to respond to national systemic innovation challenges? Decentralisation and diversification of entrepreneurship instruments.
- How to create attractiveness for a given region by stimulating innovation & entrepreneurship initiatives. Objective: regional economic sustainable development.
- The pillars of quality business support? Practical examples, 1-on-1, group and pitching sessions.

Trainers and expert contributors

- [Vivian Bertin](#), Program Manager at EU|BIC [Wacano](#)
- [Ahmed Dahy](#), Branch manager, EU|BIC [TIEC](#), Assiut branch
- [Carlos Soares Lopes](#), CEO at [Startup Madeira](#)
- [Eileen Moloney](#), Senior Consultant at [CorkBIC](#)






Leading topics

- Developing network of investors and national/international business mentors' network.
- Working and supporting early-stage companies.
- Providing technology transfer capacity from Universities to SMEs.

Agenda

11:00 – 12:30 CET

- Developing network of investors and national/international business mentors' network,
- Working & supporting early-stage companies, pro-

viding technology transfer capacity from Universities to SMEs.

- Developing highly effective models for decentralised incubation.
- Collaborate with corporates: Microsoft Google cloud, AWS, Dell, Hubspot and more.

Trainers and expert contributors

- [Eduardo Díaz Sánchez](#), Head of Unit at EU|BIC [Fundación madri+d](#)
- [Eric Barquissau](#), Incubator Advisor at EU|BIC [Estia Entreprendre](#)
- [Martin Hulobec](#), Incubation Advisor at EU|BIC [Pilsen](#)





Training schedule & curriculum

Leading topics

What services and type of programs do innovative entrepreneurs need in your territory?

Agenda

09:30 – 10:15 CET

Krystal Khalil, Director of Programs: Innovation, Social Entrepreneurship, Circular Economy at EU|BIC Berytech

- How to develop business support programs under specific industry verticals.
- Train of trainers methodology to fit industry verticals.

10:15 -10:55 CET | Roundtable discussion

- Social Innovation methodologies & practices to support the design, validation & acceleration of social impact ideas and their business applications
- How to create comprehensive funnel of support for companies through open innovation collaboration?
- How to set up your own investment impact fund? Reflexion, partners and models. How to scout & select impact driven sustainable ventures?

Trainers and expert contributors

- [Krystal Khalil](#), Director of Programs: Innovation, Social Entrepreneurship, Circular Economy at EU|BIC [Berytech](#).
- [Filippo Psacharopulo](#), Investment Manager at EU|BIC Candidate [SocialFare](#).
- [Marco Cornetto](#), Startup & Social Business Developer at EU|BIC Candidate [SocialFare](#).
- [Manuela Giacobbi](#), Coordinator of Lazio Innova Open Innovation Active Spaces at EU|BIC [Lazio Innova](#).



Leading topics

How to support early-stage startups with acceleration and open innovation programmes.

Agenda

11:00 – 12:30 CET

- How to support startups with acceleration and open innovation programmes?
- LivingLab: innovative solutions that contributes to dynamizing the business environment and accelerating innovation processes.
- How to connect startups with SMEs and corporates, through public-private challenges?

Trainers and expert contributors

- [Bartosz Józefowski](#), Deputy director at [Kraków Technology Park \(KTP\)](#)
- [Laura Autor](#), Innovation Coordinator at EU|BIC [Beaz Bizkaia](#).
- [Celia García Anzano](#), CEO EU|BIC [Aragon](#).
- [Ignacio Uzquiza Cuellar](#), Financial and Business Support & EU Project Manager at EU|BIC [Murcia](#).



MODULE 4 SCALE UP AND INTERNATIONALISATION SERVICES

28 JUNE 2022

Leading topics

- From internal diagnosis of processes and products to modernization to targeted marketing and internationalisation.
- How to leverage our international network to provide hands-on support to companies.

Agenda

09:30 – 11:00 CET

- Challenges for EU|BIC's in internationalisation: company level, product level, market level.
- Opportunities of EU|BIC's: Outward vs inward internationalisation.

11:00 – 12:30 CET

Examples of internationalization programs and initiatives supporting scale-ups.

Trainers and expert contributors

- [Azucena Elbaile Mur](#), Director of Innovation Spaces & Acceleration Programs at EU|BIC Associate [Barrabés Biz](#).
- [Vitor Ferreira](#), General Manager at EU|BIC [Startup Leiria](#).
- [Pietro De Martino](#), Incubation and Entrepreneurship Expert et EU|BIC [Filse](#).
- [Alexandra Badoiu](#), Business Advisor at EU|BIC [CEEI Castellon](#).
- [Anna Tórz](#), International Cooperation Officer at EU|BIC [Poznan Science and Technology Park](#).



Contact

For more information on the EU|BIC Essentials Training contact Florian Sora (EBN) via florian.sora@ebn.eu. For technical support before or during the training, contact events@ebn.eu.