

# Catalogue of FI- Business Support Activities



## FI BUSINESS

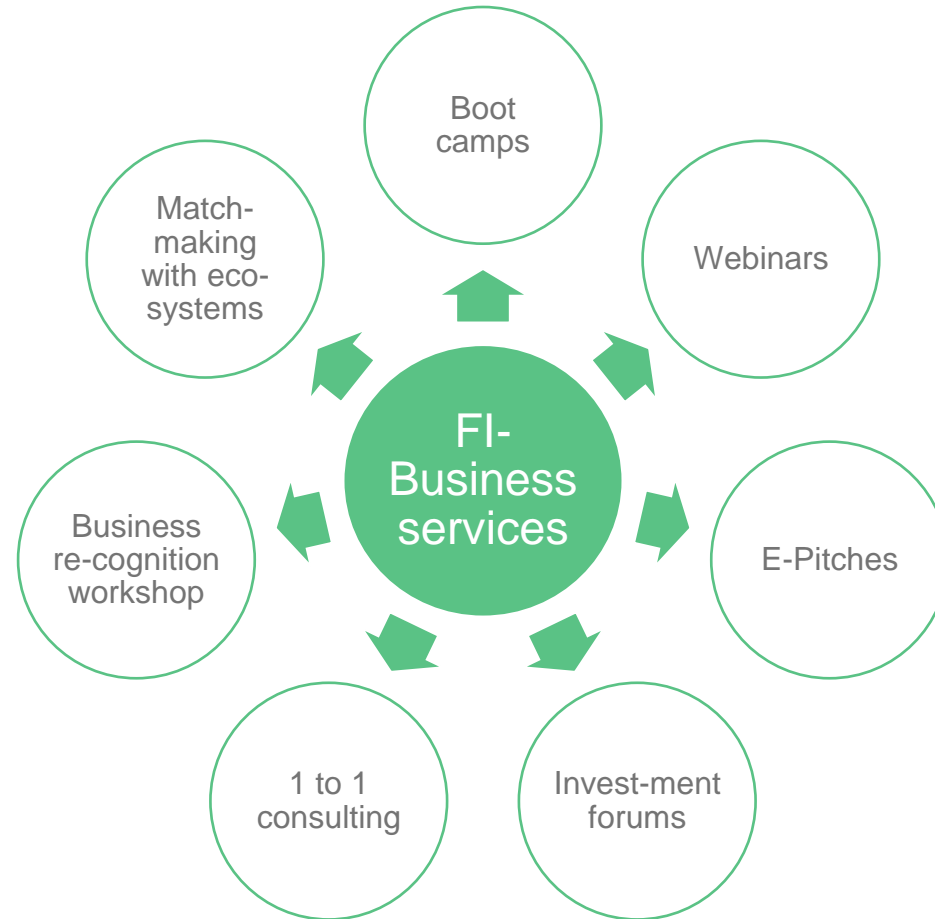
### FI-Business at glance

FI-Business is a support program for the 16 specific FIWARE accelerator programs and their selected start ups and companies (SUC). The aim of FI Business is to support FIWARE accepted SUCs with several kind of services, like boot camps, which are not offer by the accelerators themselves or are complementary to those ones.

Based on the business needs identified by the accelerators, FI Business will provide the selected SUCs with vouchers in order to utilize FI Business services. SUCs cannot apply directly for the above listed services, which are offered for free. However, SUCs can make use of one-to-one coaching also against payment of a fee (in case they have already consumed their vouchers).

## FI-Business Services

FI-Business physical and online services for early stage and advance stage FIWARE SUCs



## Boot Camps

3-day event with on-site workshops for early and advanced stage SUCs

FI-Business will organize 2 Boot Camps, one held in Berlin and the other in Athens. Each Boot Camp will take 3 days and consists of parallel tracks for early and advanced stage SUCs. The aim for early SUCs is e.g. to intensively work on their business model, exchange with other European SUCs, develop a financing strategy and to learn about team management. Each of the 2 Boot Camps will be open for 60 SUCs from all FIWARE accelerator programs. Each accelerator will receive 4 vouchers for their SUCs. FI-Business will contribute to SUC's travel costs to the boot camps.

### Early Stage Programme

- Parallel Workshops on generic topics like Business Modelling, ICT Management, Financing Opportunities and Pitching preparations

### Advanced Stage Programme

- Workshops on (sector) specific topics like IPR Management, CRM, Social Media Marketing, Patents, License Management etc.

### Joint Programme

- Pitching of later stage SUCs in front of experts, entrepreneurs and market experts
- One-on-one sessions with consultants and other SUCs to work on individual topics and challenges

## Webinars

Online Seminars on General Entrepreneurship Topics and Specific Challenges

FI-Business will offer a number of webinars to the SUCs of all FIWARE accelerators tackling generic entrepreneurship topics like business plan, legal issues, marketing as well as specific challenges for SUCs in a advanced stage like internationalization, IPR Management, CRM and licensing. Each webinar will be composed of the following modules:

### Recorded Video Stream

- FI-Business will interview experts, serial entrepreneurs and investors on relevant topics for ICT startups and prepare high-quality video material available on public stream to all accelerators and their SUCs.

### Live Discussion with the expert

- FI-Business will offer every 2-3 month a row of online discussion rounds on basic entrepreneurship topics following the application rounds of the accelerators. The same applies to the advanced stage webinars. These webinars are aimed to be tailored to the needs of the advanced stage startups of the FIWARE accelerators.

### Online Library of FIWARE Webinars

- Next to self-produced webinars, FI-Business offers a pool for the webinars produced by FIWARE accelerators in a central library that is open to all accelerators. The aim is to exchange material and to avoid the production of repetitive content.

## E-Pitches

Online Pitching Presentations of Selected FIWARE SUCs

All FIWARE accelerators will have the chance to select their best SUCs to take part in an E-Pitch to qualify for the attendance of an onsite FI-Business Investment Forums. The online pitches will be evaluated by sector-experienced business angels and investors and each SUC will receive a detailed feedback on the quality of their presentation and business idea.

### Qualification for Investment Forums

- The E-Pitches need to be passed successfully in order to achieve a place in one of the on-site investment forums organized by FI-Business.

### Helpful Feedback

- The investors taking part in an e-pitch will fill out an evaluation form for each presenting SUC which hints what they still need to improve and a quality rating of each part of their presentation.

### How does an E-Pitch work?

- Attendees gather in a virtual conference room and one after the other give a presentation in front of their webcam
- 5-min. online presentation followed by 5-min. Q+A

## Investment Forums

On-site Pitching Event with Selected Investors

FI-Business will organize at least 5 investment forums within the project timeline, which will be linked to other FIWARE events or third-party events in order to offer the participating SUCs a chance to get in touch with business angels, investors and other European SUCs.

The first investment forums will have a specific sectorial focus while the last investment forum is planned to offer parallel pitching session for several sectors present in the FIWARE accelerator family.

### Rehearsal

- Each SUC will have the opportunity to review their presentation with an investment expert and work on the last details.

### Pitching

- The pitch takes place in front of selected investors that are focused on the sectors of the selected SUCs.

## One-on-One Consulting

Online Platform to arrange consulting sessions with international experts

FI-Business plans to provide an online platform to arrange one-on-one consulting session between the FIWARE SUCs and international experts (tbc). Each accelerator can suggest coaches from their networks to join the pool and distribute consulting voucher to their SUCs.

### Open Point System

- Each FIWARE accelerator receives a quota of consulting voucher that their SUCs can trade in for consulting hours on the platform.
- In case the vouchers of a SUC or accelerator are used up, the SUC have the possibility to make use of the consulting services against payment of a fee.

### Pool of International Experts

- Each FIWARE partner can assign consultants and experts to the pool that is available to all FIWARE SUCs.

### Consulting Sessions

- A consulting session can either take place online via Skype or any other conferencing tool or in form of a personal meeting on-site. The choice is up to the consultant and the SUC.



## Matchmaking with Regional Ecosystems

Getting in touch with established companies

FI-Business will organize several events in different places to match FIWARE SUCs with established companies in order to get in contact with potential customers for the FIWARE innovations.

### Target group

- FIWARE start ups and companies with B2B products and services

## Contact



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