

How can we support New Business Development Processes for your company with the help of Start-ups?

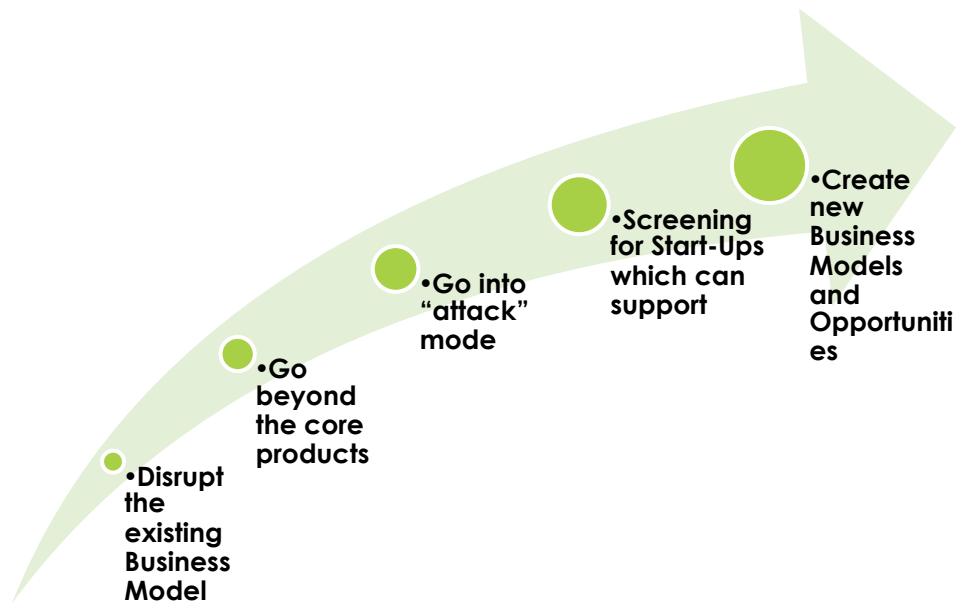
AT THE BEGINNING OF EACH NEW DEVELOPMENTS STANDS TYPICALLY THE STATEMENT:

“We have a problem”

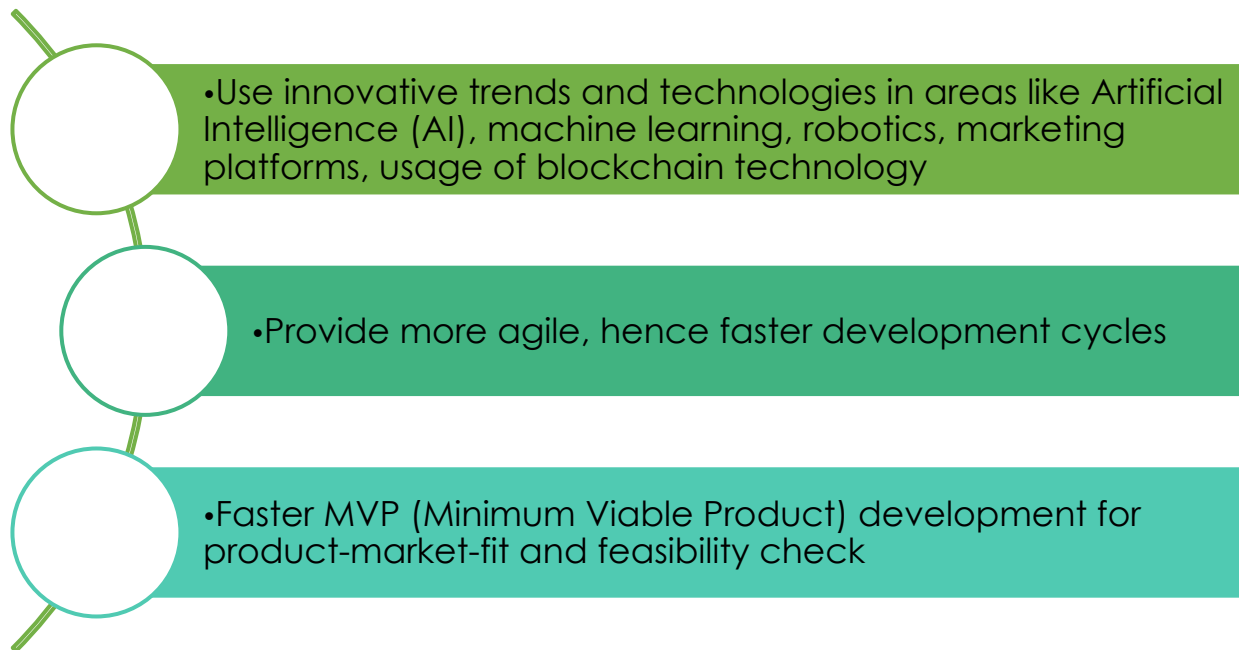
Focus areas for new developments are therefore often the need for:



What are visions for the New Business Development Process?



What Start-ups can contribute to a business development process?



How does such a process work?

STEP 1: Definition of the problem(s) the company wants to solve (creation of a problem statement) and what criteria do we have for the startup (region, technology, stage)

STEP 2:

We start a Scouting Process to identify suitable Startups which can help to solve the problem

In our database we have more than 14,000 startups which have already:

- ready to use products or
- technologies or similar ready to use cases or
- ready business models

which can be used and will be identified by us.

With this Scouting Process customers achieve a faster, more efficient and more cost effective Business Development Process as if they would do it the traditional way.

STEP 3:

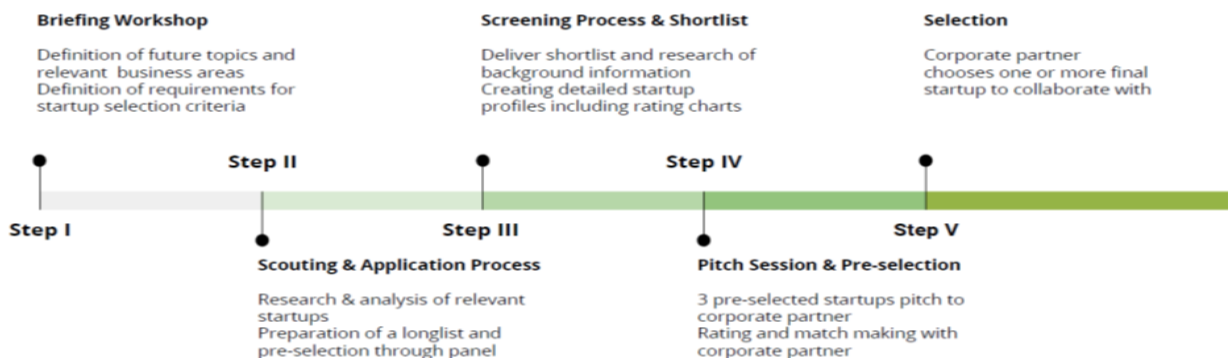
We organize "Pitch Sessions" with the finalists where they present their business models and show their solutions (Demo-day)

STEP 4:

We organize an Innovation Day / an Innovation Challenge where the Startup and the company work together to solve the problem.

Outcome of this Innovation Day/Challenge are MVP's for market-fit / testing.

The Startup Scouting Process



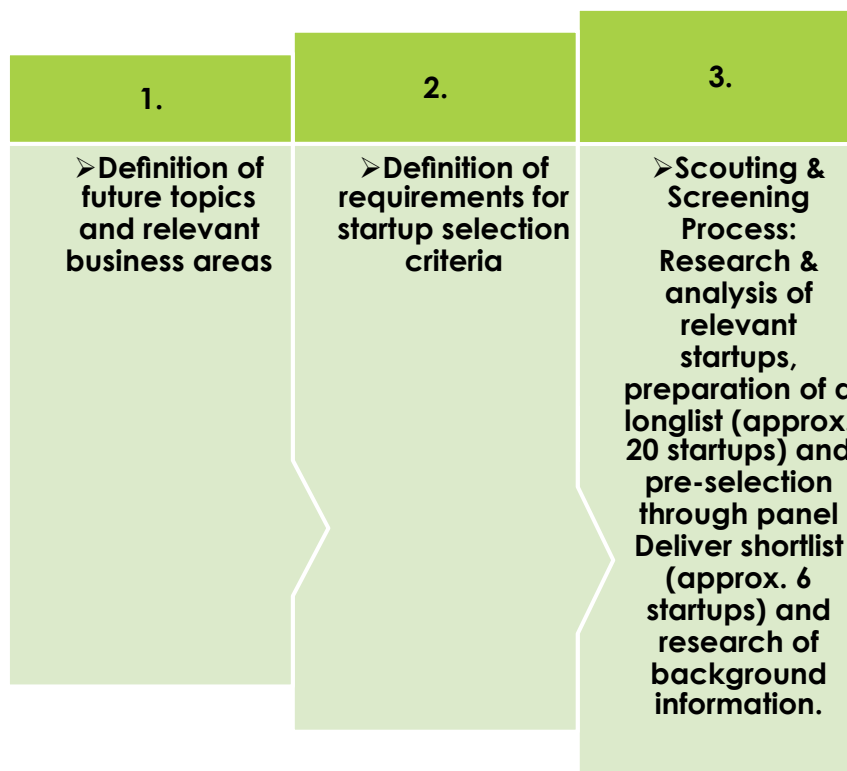
What can we offer for interested Corporates:

In cooperation with "Go Silicon Valley e.V., Berlin, Germany,
we can support in the Business Development Process with Start-ups.

In an initial online session we can e.g. explain the scouting process, show the innovation potential and show examples from companies like Wilo, Daimler, KWS or Hella and their transfer benefits.

Our Startup Scouting Package 2020

Briefing Online-Form & Tele conference:



References (examples):



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