



CLEANTECH IMPACT ACCELERATOR

Funded by:



A tailor made programme for
cleantech startups and
entrepreneurs who can
contribute to **bioresource
capture, recovery and use**

Meet the challenge
owners



WHAT YOU GET

Would you like to further **develop your business** together with challenge owners and other entrepreneurs from Denmark and Sweden?..

..Tap in to a **network** of people, activities and possibilities for development and funding both in your region - and internationally?

Then sign up for the Cleantech Impact Accelerator's 3rd round and get a chance to be selected.



Masterclasses and workshops on:

- Technological development
- Business development
- Financials
- Organizational development and legal aspects

Training



- Customer insights and introductions
- Access to the biological side- and waste streams from **Oatly** and **Nordex Food** and the possibility of pitching your solution to the challenge owners

Customer insights



- Exposure in the cleantech and foodtech ecosystems
- Access to relevant actors through your business supporter
- Network to likeminded entrepreneurs through workshops and sparring

Network



- Possibility to get a technological consultation of your technology by an expert
- Proof of concept

Technical validation*

*May come with a cost if the standard set-up of ½ hour is not enough

WHAT YOU GET – WORKSHOPS AND MASTERCLASSES

The program consists of masterclasses and workshops within the 4 thematic tracks; Tech, Business, Organizational & Legal and Financials.



- Customer Driven R&D
- Tech Roadmap
- CE Marking

Tech



- Releasing the Pains (The Why)
- Generating Income (The How)
- Market Analysis
- Beachhead
- Building a Business Case
- Elevator Pitch
- B2B Deeptech Marketing
- The Art of Selling and Closing Deals

Business



- Legal Framework for Startups
- IPR
- How to Build, Manage and Motivate a Successful Team
- Advisory Board: What, How and Why?
- Sales Contracts and Documents

**Organizational
and Legal**



- Pricing Strategy
- Financial Planning
- Softfunding
- Investment Readiness
- Investor Mindsets

Financials

CHALLENGE OWNERS

Check out the challenge owners to see if your technology can contribute to the capture, recovery and use of the side- and waste streams from their production!



Oatly is a Swedish producer of oatbased alternatives to dairy products. The company has more than 30 years of experience with production and sales of oatbased products.

[Read more here!](#)



Nordex Food has over 35 years of experience with production and sales of white cheese. The company sells to more than 70 countries worldwide and is one of the largest suppliers of salat cheese, feta and Halloumi in Northern Europe.

[Read more here!](#)

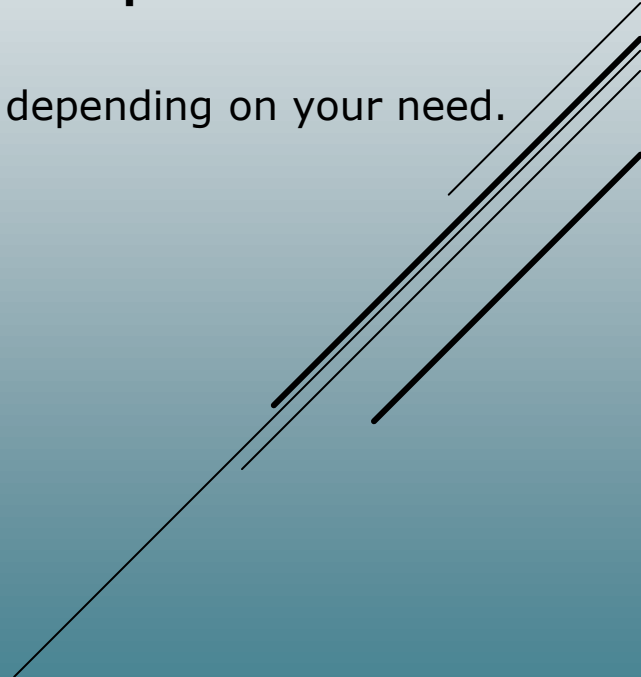


Peter Larsen Kaffe is a coffee wholesaler and producer. The company was founded in 1902 and is present in Denmark, Norway and Sweden. Peter Larsen Kaffe strives to be 100% circular by 2030.

[Read more here!](#)

WHAT IT TAKES

What it takes:

- A technology which can support bioresource capture, recovery or use
 - Participation in workshops and masterclasses. You can choose to participate in the activities which are relevant for you, and thus you do not need to participate in all activities. However, **participation in at least 7 out of the 18 workshops/masterclasses is required.**
 - A time commitment of 2-8 hours per week from end of May until end of September, depending on your need.
 - Some technological validation comes at a cash cost (optional).
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PROCESS AND PRACTICALITIES

Up to 15 startups are selected to participate in the 3rd round of the CIA program

Deadline: **17th of May, 2021**

Duration of the program: **May-October 2021**

The selection process will be based on

- ▶ The innovative level of the technology
- ▶ The potential for the technology to contribute to the capture, recovery and use of biological side- and waste streams
- ▶ The team

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Sign up HERE!

DEADLINE: 17th of May.



Food & Bio Cluster
Denmark

Heidi Høy Dyrholm
hhd@foodbiocluster.dk
+45 6011 0363
(Copenhagen)



Emilie Kamuk Christiansen
ekc@cleancluster.dk
+45 2960 3918
(Copenhagen)



Lars Moberger
lars.moberger@ri.se
+46 (0)70-580 52 91
(Lund)



**Sustainable
Business Hub**

Anna Tibbelin
Anna.Tibbelin@sbhub.se
+46 (0)73 852 80 00
(Malmö)

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Food & Bio Cluster
Denmark

