



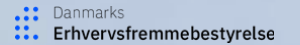
# CLEANTECH IMPACT ACCELERATOR

A tailor made programme for startups and entrepreneurs with technologies for **circular plastic solutions, bioresources, sensors and digital technologies.**

**Funded by:**



Region Halland



# What will you get from the program?

- ▶ **Develop your business together** with experts, corporates and startups within the cleantech and bioresource sector from Denmark and Sweden
- ▶ Get the chance **to tap into a network** of people, activities and opportunities for development and funding from within your region and globally



- Masterclasses and workshops on:
- Business development
  - Technology development

## Training



- Customer insights and introductions
- Access to leaders within circular plastics solutions, sensor technology and bioresources
- The chance to pitch your technology to potential customers and partners

## Customer introductions



- 1-1 sparring sessions and development of financial action plan
- Support for outreach to investors.
- Overview of relevant funding sources.

## 1-1 financial support



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

## Network



- Possibility to get a technological consultation for sparring or validation of your technology
- Proof of concept

## Technical validation\*

\*May come with a cost if the standard set-up of 1½ hour is not enough

## Business Development Workshops

### **Temperature Check**

Lean startup methodology and exercises in business model- and value proposition canvas.

### **Deep dive into assumptions and validation techniques**

Define, map and examine the underlying assumptions for your business through interviews with early adopters.

### **Data modelling and customer validation**

Data modelling to validate assumptions, ensure target customers/early adopters and identify major pain points.

### **Value proposition canvas**

Final value proposition canvas, peer to peer learning exercise and pitch training.

### **Corporate/startup collaboration**

Understand how to collaborate with big companies, and map out relevant partners.

## Technology Development Workshops

**How to involve your customer in your R&D process**

**"My journey" – report from a startup which has succeeded**

**E-marketing**

# Customer introductions

- ▶ Throughout the CIA program, participants have engaged with multiple challenge owners and through enrolment in the program, **participants will have the chance to get formal introductions.**
- ▶ In this track, the **introductions will be tailored to your needs**, and we will search our networks to find customers and partners which are relevant to your business.

Previous CIA startups  
have met



# What it takes

- A technology in relation to **circular plastic solutions, bioresources or sensors and digital technologies.**
- A recommended time commitment of 2-8 hours per week from **end of January until the end of April**, depending on your need.
- A startup with less than 10 employees.
- Technological validation beyond 1,5 hours comes at a cash cost (optional).

# Process and practicalities

Up to 15 startups are selected to participate in the 4th round of the CIA program

Deadline: **10<sup>th</sup> of December, 2021**

Screening: **Week 49 and 50, middle of December**

Duration of the program: **January-April 2022**

**The selection process will be based on**

- ▶ The innovative level of the technology
- ▶ The potential impact of the technology

# Cleantech Impact Accelerator

**Sign up HERE!**

**DEADLINE: 10<sup>th</sup> of December.**

**Funded by:**



**Emilie Kamuk Christiansen**  
[ekc@cleancluster.dk](mailto:ekc@cleancluster.dk)  
+45 2960 3918  
(Copenhagen)



**Astrid Hackl**  
[astrid.hackl@sbhub.se](mailto:astrid.hackl@sbhub.se)  
+46 (0)70 200 97 95  
(Malmö)

**Partners:**



**Lars Moberger**  
[lars.moberger@ri.se](mailto:lars.moberger@ri.se)  
+46 (0)70-580 52 91  
(Lund)



Food & Bio Cluster  
Denmark

**Heidi Høy Dyrholm**  
[hhd@foodbiocluster.dk](mailto:hhd@foodbiocluster.dk)  
+45 6011 0363  
(Copenhagen)