

## B-HUB FOR EUROPE ACCELERATES BLOCKCHAIN STARTUPS!

From Autumn 2020 to December 2021, B-hub will accelerate up to 50 European startups. B-hub's acceleration programme is:

- **Free:** B-hub's professional services are funded by the European Commission, and provided to startups at no cost. We do not take equity in accelerated startups
- **Decentralized:** you can benefit from our services without having to move offices
- **Expert-led:** B-hub partners are leading innovation strategists, with extensive experience in deep tech startups acceleration and excellent connections to corporates, investors, public actors and SMEs
- **Cross-border:** selected startups will have access to five European innovation ecosystems through B-hub partners

## WHAT IS IN IT FOR YOU?

B-hub spans through 5 countries and 5 leading innovation ecosystems. For selected startups we will offer:

- Business support (business model adaptation, value proposition, internationalization, growth strategies, legal support, access to finance...)
- Key introductions (introductions with market actors, potential clients, investors through meetups, pitches, challenges)
- Visibility (dedicated communication actions: speaking slots, interviews, webinars, etc.)
- European exposure (pan-European workshops, joint sessions, etc)

## ARE YOU ELIGIBLE?

- You are a startup or SME based in the European Economic Area<sup>1</sup>, in the UK, or in a H2020 associated country<sup>2</sup>
- Your company is autonomous by the definition of the European Commission<sup>3</sup>
- You are a for profit company or you are a non-profit in the process of starting commercialization
- You offer a product or service based on blockchain technology (proprietary or not) and your solution reaches a TRL of at least 5

## WHEN CAN YOU APPLY?

The call will be open until March 15, 2021

## WHERE CAN YOU APPLY?

Fill in the application form on F6S (available from February 15): <https://www.f6s.com/b-hubopencall2021/apply>

<sup>1</sup> For a complete list of EEA countries, see: [https://ec.europa.eu/eurostat/statistics-explained/index.php/Glossary:European\\_Economic\\_Area\\_\(EEA\)](https://ec.europa.eu/eurostat/statistics-explained/index.php/Glossary:European_Economic_Area_(EEA))

<sup>2</sup> For a complete list of H2020 associated countries, see: [https://ec.europa.eu/research/participants/data/ref/h2020/grants\\_manual/hi/3cp/h2020-hi-list-ac\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/3cp/h2020-hi-list-ac_en.pdf)

<sup>3</sup> See European Commission SME definition guide: [https://ec.europa.eu/regional\\_policy/sources/conferences/state-aid/sme/smedefinitionguide\\_en.pdf](https://ec.europa.eu/regional_policy/sources/conferences/state-aid/sme/smedefinitionguide_en.pdf)

## WHY TO APPLY?

### An easy application process for high-value services:

- a two-page application describing your company and development
- a 90-second video presenting your company and explaining your motivations to join the program

### A customized programme adapted to your needs:

- 1/ Onboarding and analysis: a one-time in-depth assessment of your needs, development stage and potential roads to grow with B-hub
- 2/ Roadmap creation: We build with you a roadmap to guide your startup idea development and business growth through the B-hub support
- 3/ Drawing from the needs identified in the assessment and roadmap steps, we offer:
  - > The equivalent of 12 days of consulting spanning over 6 months in the following domains:
    - Business model & Strategy review
    - Marketing & Internationalization
    - Growth strategies
    - IPR protection, regulatory and compliance
    - Access to public funding
    - Access to private investments
  - > For each proposed domain, a multi-step, impact-driven format :
    - A webinar introducing the subject
    - A one-to-one workshop to further specify needs and action plan
    - Deep-dive, hands-on support to deliver the services needed
    - Customized mentoring and follow-up during the six months of acceleration
- 4/ At any given time, you are entitled to:
  - > Request up to 2 international speed-mentoring sessions with B-hub partners in five countries, allowing for a multi-country perspective on how to solve your challenges

- Access to our pan-European network of businesses, public actors and investors with opportunities for customers discovery, business matching and investment introductions
- Benefit from visibility opportunities in our events and communication platforms (speaking, pitching, demo...)
- Interact with a pan-European alumni community of startups

### An international team of experts to support your development:

- A pan-European network of businesses, public service providers and investors to help you make the connections that matter. Through B-hub partners, you can benefit from exclusive insights on European markets. B-hub consortium key figures and achievements:
  - > In total, a network of 2,000+ businesses and 600+ investors
  - > Since 2013, B-hub partners have successfully supported more than 270 SMEs to access funding, including private investments totaling an amount of more than 700 million euros
- **INNOVA** is a technology and business accelerator offering services to innovative companies in cutting edge disruptive technologies, mainly ICT (AI, IoT, blockchain, machine learning, Industry 4.0). INNOVA holds branches in Italy, Poland, Spain, UK and US (ICG - Boston). The US company operates within the Cambridge Innovation Centre (MIT Incubator) supporting the creation of new US-EU venture capital scaleup partnerships. INNOVA provides specialised support for technology assessment, market acceleration, IPR protection, project financing and internationalisation. Main areas of expertise range from technology validation, to technology transfer, new business launch and market take-up at international level. The accelerator assists companies in completing series A (optimisation of products and user base) and B (expansion of the market reach) financing rounds.

- **Connect Global** is an international network of digital experts dedicated to producing tangible impact on the global innovation market through blockchain, sustainable tech, artificial intelligence and Internet of Things solutions. CG advises, supports, evaluates and educates on the integration of technological solutions - from concept to execution, Connect Global co-creates innovation strategies and digital customer experiences. Its network includes technology experts and deep tech startups; access to technology hubs, tech communities and media partners.
- **Spherik Accelerator** was born at the intersection of Technology, Education and Investment. Spherik brings together a community of technology enthusiasts, entrepreneurs, corporations, investors to support the development of the startup ecosystem at regional level. Spherik has been awarded the Best Acceleration program in Romania for three years in a row (2016, 2017, 2018) at the Central European Startup Awards' regional competition. Their services include, between others, business development support, soft landing in new markets, access to funds (training in negotiation & public funds, meetings with investors) and startups scouting.
- **Startup Division** is an entrepreneurship and startup support organization connecting entrepreneurs, startup ecosystem builders, mentors and investors to help their ideas grow. Since its early days in 2009, Startup Division has been bringing together start-ups and mentors, creating a forum to discuss ideas and advance the state of the startup ecosystem. Today, Startup Division is a well-recognized community leader with a pool of mentors that includes most of the key ecosystem stakeholders. The organization has assisted over 1000 startups, driving them towards raising capital, assembling teams, winning international competitions, and to achieving various other goals. Startup Division has been working with different funding authorities, e.g. European Commission, EEA Norway Grants, Interreg, Agency of Science, Innovation and Technology of Lithuania.
- **Systematic Paris-Region** is a Gold Label cluster<sup>4</sup> recognized by the French State as a global competitiveness cluster. Gathering 900+ members among which 150 major industrial players and 600+ SMEs and startups, the cluster has developed accelerating programs dedicated to the growth of Deep Tech startups. Accelerating programs typically combine: access to market with the regular organization of open innovation challenges or specifications-based sourcing for major players; access to funds through a deep tech mix of venture and public funds. Systematic has also set up a "champions" program tailored to give more visibility to high growth SMEs & startups. Systematic animates Paris Saclay Digital Innovation Hub and has an excellent location in the Paris Region, one of Europe's biggest business and innovation regions.

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<sup>4</sup> By the definition of the European Cluster Excellence Initiative

## SELECTION PROCESS

- The B-hub call for applications will be open from February 15, 2021 to March 15, 2021. We will select between 10 and 20 startups for the acceleration programme.
- In early April, you are informed of the result of your application

· If selected, then:

- > You are assigned to a B-hub mentoring organisation (depending on geography, markets of interest, sector of application targeted, etc.)
- > You co-design an acceleration programme with your mentoring organisation and sign a charter to commit to objectives
- > You access services and the overall offered support (networking, matching, visibility, community, etc.)

