

Climate-KIC Accelerator Spain Guidelines for Stage 1, 2 & 3

Incubation Stage 1 – Fundamentals. Business model development

Purpose

Help entrepreneurs translate inventions into business plans.

Develop and present a business model using the Business Model Canvas or another appropriate business model assessment framework, and present a plan for validating that business model by real-world customers.

Scope of offer

Stage duration: 3 months (April, May, June)

Financial support: up to 5k grant (eligible costs* under justification/invoices)

Support services**:

- Access to Climate-KIC coach network.
- Access to Master Classes
- Access to Technology Validation Vouchers (if needed)
- Access to Community Link
- Formal sessions (e.g. Bootcamps, training in IP strategy, sales, pitching etc.)
- Informal sessions (e.g. peer-to-peer, access to mentors working pro-bono, etc.)
- Networking events (e.g. Demo day)
- Talks by 3rd parties
- Access to events and fairs
- Access to incubation facilities (offices, co-working space, etc.)

* Eligible costs will be explained to successful start-ups

**Mandatory attendance to at least 80% of sessions

Eligible Recipients

We are looking for start-ups that comply with the following criteria:

- Have a breakthrough idea related to new technology or service with substantial climate impact.
- A BASIC business model is already defined
- The start-up is composed by a motivated team (at least two founders).
- The start-up may or may not have a legal entity formed yet.
 - If yes, the legal entity cannot be older than 2 years.
 - If not, one of the objectives in stage 1 is to create a legal entity.
- Are committed to participate in the programme activities (compulsory)
- The team is capable of working in an English-speaking environment.

Incubation Stage 2 – Validation. Business Model Validation

Purpose

Help entrepreneurs translate business plans into concrete value propositions.

Provide evidence of the validation of the business model by real-world customers and develop and present a plan for developing products/services to market-readiness and achieving market entry.

Scope of offer

Stage duration: 6 months (July to December)

Financial support: up to 15k grant (eligible costs* under justification/invoices)

Support services**:

- Access to Climate-KIC coach network.
- Access to Master Classes
- Access to Technology Validation Vouchers (if needed)
- Access to Community Link

- Access to Investor Network
- Access to Venture Competition***
- Formal sessions (e.g. Bootcamps, training in IP strategy, sales, pitching etc.)
- Informal sessions (e.g. peer-to-peer, access to mentors working pro-bono, etc.)
- Networking events (e.g. Demo day)
- Talks by 3rd parties
- Access to events and fairs
- Access to incubation facilities (offices, co-working space, etc.)

* Eligible costs will be explained to successful start-ups

**Mandatory attendance to at least 80% of sessions

*** To be determined

Eligible Recipients

We are looking for start-ups that comply with the following criteria:

- Successfully absolved stage 1 or coming directly to stage 2.
- Have a breakthrough idea related to new technology or service with substantial climate impact.
- A SOLID business model is already defined.
- The start-up is composed by a motivated team (at least two founders) and the leadership team is already in place.
- The start-up has already a legal entity (cannot be older than 3 years) or is in advanced process to set one.
- Are committed to participate in the programme activities (compulsory)
- The team is capable of working in an English-speaking environment.

Incubation Stage 3 – Onwards to investment and scaling

Purpose

Help entrepreneurs translate business plans into concrete value propositions.

Pursue market entry with core product/service in beachhead markets and achieve a meaningful number of commercial transactions that validate value proposition of product/service and leads to generation of first commercial revenue.

Scope of offer

Stage duration: 9 months (January–August 2018)

Financial support: up to 30k grant (eligible costs* under justification/invoices)

Support services**:

- Access to Climate-KIC coach network.
- Access to Master Classes
- Access to Technology Validation Vouchers (if needed)
- Access to Community Link
- Access to Investor Network
- Access to Venture Competition***
- Formal sessions (e.g. Bootcamps, training in IP strategy, sales, pitching etc.)
- Informal sessions (e.g. peer-to-peer, access to mentors working pro-bono, etc.)
- Networking events (e.g. Demo day)
- Talks by 3rd parties
- Access to events and fairs
- Access to incubation facilities (offices, co-working space, etc.)

* Eligible costs will be explained to successful start-ups

**Mandatory attendance to at least 80% of sessions

*** To be determined

Eligible Recipients

We are looking for start-ups that comply with the following criteria:

- Successfully absolved stage 2 or coming directly to stage 3.
- Have a breakthrough idea related to new technology or service with substantial climate impact.
- A VALIDATED business model is already defined.
- Early users/ customers/ partners identified.
- Are committed to participate in the programme activities (compulsory)

Application & Decision process

- Pre-approval start-ups will pitch in front of dedicated selection committee: at least, 5 min. pitch and 5 min. Q&A
- Evaluation criteria:
 - Innovativeness
 - Feasibility
 - Team
 - Climate Benefit
 - Scalability
 - Long term perspective
 - Programme fit
- Composition of the selection committee
 - Four members at least with minimum one representative from a Climate-KIC Legal Entity
 - One member of the Start-up Accelerator Programme
 - At least two external reviewers (with no conflicts of interest with CKIC LEs or Partners)
 - At least 50% of the reviewers have to be external

For additional information (enquiries, suitability with the program, application form items, etc.), please contact:

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