# KIC InnoEnergy



# **European Platform for Innovation in Energy**

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## **Knowledge and Innovation Community - KIC InnoEnergy**



## KIC InnoEnergy SE – European Company

- we invest
  - in innovative business ideas in the area of sustainable energy
- we make
  - brilliant ideas marketable and profitable
  - young and established businesses successful
- we offer
  - investment, financial support
  - know-how transfer
  - active support on the way to commercial success
  - access to an international business network
  - partnership, without any financial risk for the participants
  - application-oriented education programmes for entrepreneurs in the energy market

## KIC InnoEnergy – Facts and Figures (2015)





#### **Partners**

- Shareholders KIC InnoEnergy SE:
   27 leading companies, research centres and universities of the European energy market
- An overall of 200 committed partners

#### **Activities**

- 400 enrolled students in KIC IE education programmes
- 50 new ventures supported through our accelerator
- 60 running innovation projects with a participation of more than 160 companies (80 % of them are from SME)

#### **Finance**

 Business volume of 300 M€ in 2014, expected to increase to 400 M€ p.a. in the following years







Steinbeis-Europa-Zentrum (SEZ), Technology Transfer Centre in the Steinbeis Foundation and Partner in Enterprise Europe Network, is building the bridge to Europe for enterprises, universities, research organisations and regional authorities in Baden-Württemberg.

KIC InnoEnergy is the European company for innovation, business creation and education in sustainable energy, with offices in 8 European countries.

SEZ und KIC IE are joining forces to foster business formation and networking in the sector of sustainable energy.

SEZ is Shareholder in KIC IE Germany GmbH.

# KIC InnoEnergy



# **Innovation Projects**

Bringing new solutions to market maturity in the network of competent partners



#### Successful realisation of innovative ideas



#### **Situation**

## Idea for a new product or service in the area of sustainable energy helping to

- Reduce the energy costs
- Increase the security of supply
- Reduce greenhouse emissions

#### Goal: to earn money with the product/ service in 3-5 years

- Technological feasibility (TRL >5)
- Useful research results are available

#### Need

- Additional know-how (Technology, manufacture/distribution, marketing, business development) to reach market maturity & successful commercialisation
- Access to business contacts in the sustainable energy field
- Additional resources (infrastructure, personnel) for the task required for the accomplishment
- Additional financial support
- Innovation environment with focus on sustainable energy

KIC IE is the catalyst for the successful commercialisation of innovative energy technologies.

## Development of new solutions in international project consortia



#### Input

#### **KIC InnoEnergy**

- Project Agreement
- IP-support (optional)
   Project Management (optional)

NDA

- Project Reviews
- Feasibility Study, Business Case
- Project Partner (optional)
   Financial Support
- Know-how (optional)

## **Brilliant Idea Prototype**

## **Further Development**

## **Marketable Solution**

#### **Output**

#### • Safe environment for open innovation (e.g. clarified IP-rights)

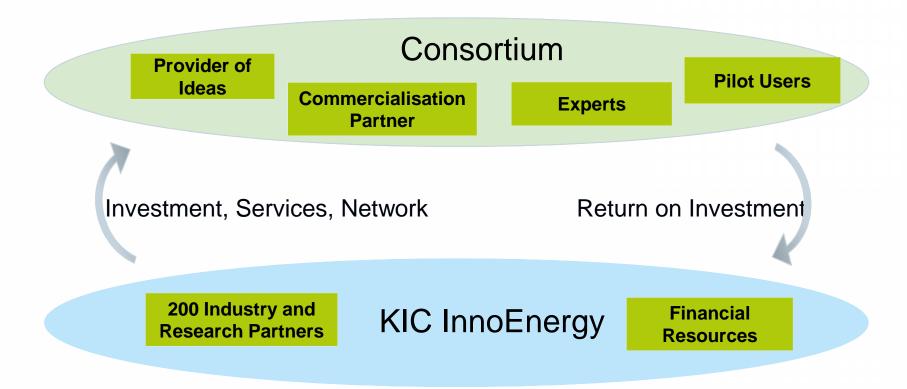
 Control of results and focus on commercialisation

#### **Innovation**

- Shared (financial) risks
- Network for your success
- Marketed product/service

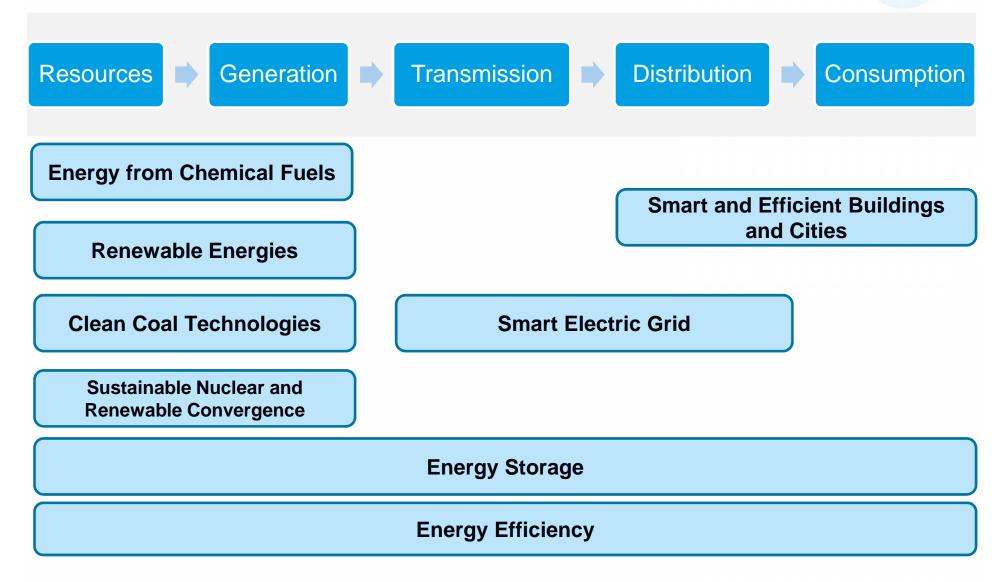
## The project consortium covers the whole value chain





## KIC InnoEnergy invests in the whole value chain





# KIC InnoEnergy



# **Business Creation Services**From the Idea to the Successful Entrepreneur



## KIC InnoEnergy – Individual solution without risks for start-ups



**KIC InnoEnergy** 

Service Partner

Service-Solution

Additional Investments

Shares of the Start-up

Start-up

#### **Our Services**

Excellent services, especially:

- Top Coaches
- Product development and manufacture
- Business model and business plan development
- Team and organisation development
- · Business development
- Finance & Administration
- Legal, IP

#### **Our Offer**

Individual solution development (complementing already existenting support mechanisms) for business creation within two years

- Basic investment by services
- Access to investors
- International business network
- Personal engagement and coaching leading to commercial sucess

#### **Our Conditions**

KIC InnoEnergy acts as an accelerator and is usually the first investor

· no financial risik for the founder

#### In return:

10-15% equity share of the future start-up for KIC InnoEnergy

### Our Process for realising your business idea



# Idea submission & preliminary analysis Presentation of the

## 2. Opportunity Assessment

## 3. Coach Assignment

## 4. Delivery of Service solution

## 5. Further Development

- Presentation of the business idea by the entrepreneur
- Evaluation of the future potential in a first analysis
- Positive evaluation: Signing of the BCS Agreements between the enrepreneur and KIC IE

- In-depth analysis and evaluation of the business idea
- Assessment of the technology, market and the team by independant experts
- · Go/No-Go gate

- Joint selection of an experienced Business Coach, who will assist the entrepreneur in the further process
- Development of a roadmap and definition of the service package as an investment from KIC InnoEnergy
- Basic services will be granted according to the milestone
- Support by the coach and a responsible from KIC InnoEnergy
- Front-end financing (VC community, KIC InnoEnergy Investment Fund)
- Product development (Fast-Track solution)

- Support for growth (Boostway-solution)
- Follow-up financing through KIC InnoEnergy Investment Fund, VCs, etc.

BCS Agreement

Term Sheet

-2-3 Months

-1-2 Years -

### The service package is flexibly and individually developed



#### **Services and Examples**



## **Technology**



- Development of a patent & IP strategy
- Improvement of the technology and the prototype
- Access to research & technology centres

#### **Finance & Administration**



- Financial support in the early stage
- Access to our European VC- & business angels network
- Assistance with the founding process including legal aspects

#### **Market**



- Market and competitor analysis
- Implementation of a business model
- Assistance developing a business plan
- Marketing & sales support

#### **Team**



- Development and extension of the skills of the team
- Talent-oriented team complement
- Special training and workshops by coaches & experts
- Interim CxO consultants/experts, e.g. CFO

## Fast & safe successful – on the KIC InnoEnergy Highway®



- Tailored solutions, developed for the individual needs of the entrepreneur (no product!, but rather complementary to other mechanisms)
- KIC IE as first investor door opener for other investors
- Access to experience and competence out of a professional network of coaches and top consultants on the way to a successful entrepreneur
- Committed support (personal contact person from KIC IE), without risik, no loan
- Member of an international high-tech network in the energy market
- Exchange (of experience) with technology and business experts from research, medium-sized industry and corporations from the energy market
- Direct market access (KIC IE helps to find the first customers)
- Staying independant in the driver seat
- Structured path to personal success

## 40 Ventures are currently supported: for example...

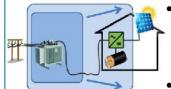


#### **CorPower: Wave Power (Sweden)**



- System solution based on wave energy converter
- Full scale system ready in 2016
- 1st wave farm in 2018

#### Ferroamp Elektronics (Sweden)



- Develops power electronics for smart grid applications related e.g. to solar power, energy storage
- Market introduction in 2014

#### **Enerstone: Battery Management (France)**



- Helps battery pack makers to prolong the lifetime of their products by at least 30%
- Competencies: Microelectronics, Electrochemistry, Power Electronics, Embedded software

## **Our references in Germany**





www.enoware.de

- Sensor systems for the fluid environment, energy monitoring and R&D service
- Areas of application
  - Mobile sensor systems for the application in the fluid environment
  - Energiy and environment monitoring like geothermics, water, waste water etc.
  - Research and engineering



www.avispectro.com

- Development of oscillating spectroscopic measurement methods and innovative measuring cells for measuring complex chemical systems and surfaces
- Measurements through infrared and Raman microscope technology
- Application in the energy sector: Measurements of fly ash in coal-fired power plants



















## www.kic-innoenergy.com

KIC InnoEnergy receives funding from the European Institute of Innovation and Technology (EIT)

