

READY2SCALE

Catalogue of Existing Services and Programmes dedicated to startups, SMEs, and scaleups.

Ready2Scale Deliverable 5.3

31.08.2024

This presentation offers a selection of projects tailored to European startups at various stages of development. The authors have prepared brief summaries of each project to assist readers in identifying those that are most aligned with their industry and growth stage.

Please note that this is the initial version of the presentation, which will be updated in 2025 to include a more extensive list, as well as the most current information, on available services and programmes.

Each project has been categorized to help identify the most suitable program for its stage of idea development. The following slide offer a detailed explanation of these categories.

Proof of Concept:

Design and Implementation of Pilot Projects



The Proof-of-Concept stage is focused on validating innovative ideas and solutions through the creation of prototypes or minimum viable products (MVPs). This phase involves testing these ideas in a controlled environment to assess their feasibility, functionality, and potential impact.

The goal is to gather initial feedback, identify any flaws, and make necessary adjustments before moving to larger-scale implementations.

Programmes in this category typically offer support for experimentation, testing, and refinement of new concepts.

Business Cases:

Implementation of the Solution



Business Cases involve taking validated concepts or MVPs from the Proof-of-Concept stage to real-world implementation. This phase emphasises refining the solution, tackling operational challenges, and demonstrating its value in practical settings.

Programmes within this category support startups and companies in developing business strategies, scaling operations, and optimising processes to ensure successful adoption. The goal is to achieve measurable outcomes and establish a sustainable business model.

Scaling:

Matchmaking with Private and Public Investors



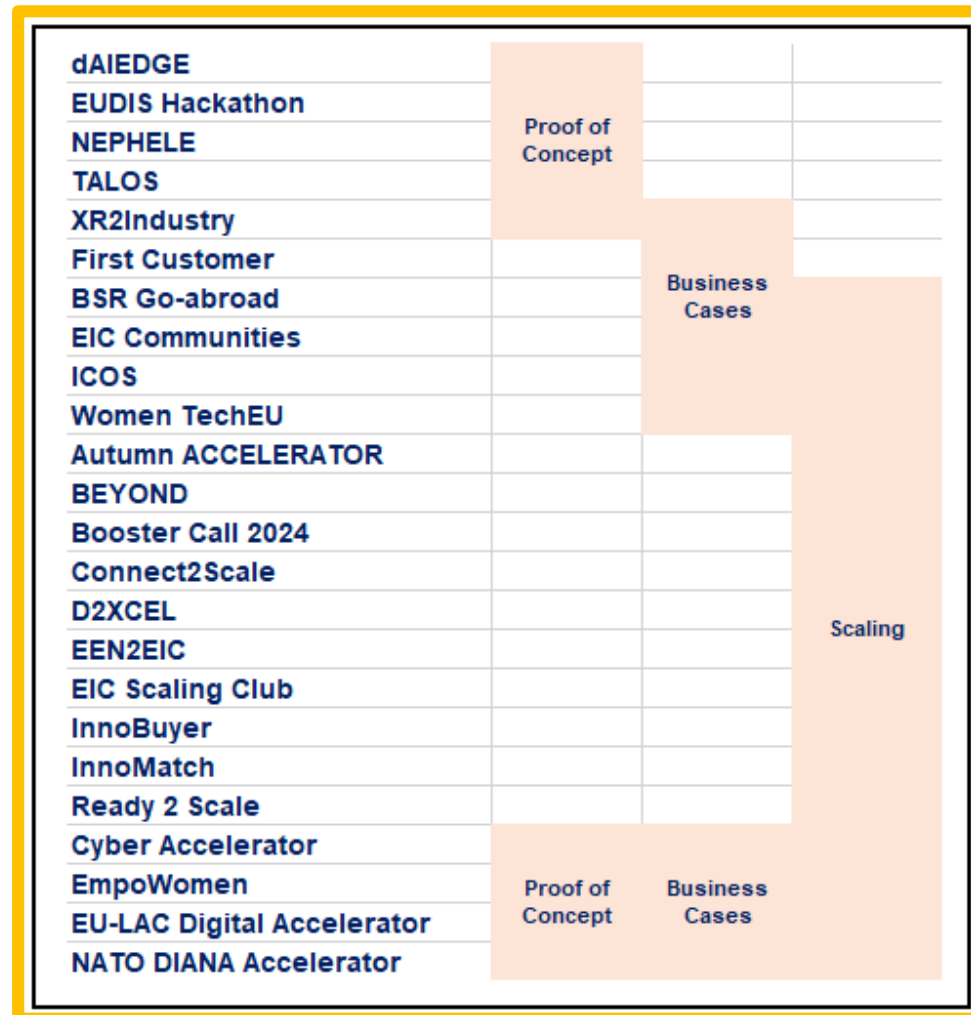
Scaling is the phase where a validated business case is expanded to reach larger markets or new regions. The focus is on driving business growth through strategic partnerships, securing investments, and strengthening operational capabilities.

Programmes in this category connect startups and companies with private and public investors, offering resources, mentoring, and networking opportunities to help them scale effectively. The aim is to maximize the impact of the solution, achieve sustainable growth, and successfully enter new markets.

In some cases, the distinction between these categories is not always clear-cut, and a single project could align with more than one category.

This overlap typically occurs as a project progresses from an initial proof of concept to implementation and scaling or when different aspects of the project correspond to different stages of development.

These projects are often dynamic and versatile, requiring support across multiple areas of development. It is recommended to thoroughly review the project guidelines to understand the eligibility criteria, deadlines, and other essential details.



Proof-of-Concept



dAIEDGE

Category: Proof-of-concept

Website: [dAIEDGE](#)

Target group: SMEs/startups, researchers or PhD students.

Key services: An Exchange Programme for individuals to spend time and perform research in one of the dAIEDGE Hosting Institutions.

Funding: Up to €60.000 (per individual researcher).

EUDIS Hackathon

Category: Proof-of-concept

Website: [EUDIS Hackathon](#)

Target group: Students, researchers, startups, deep tech dual use startups, defence primes employees, military personnel, investors.

Key services: Challenge-based hackathon, access to the defence industry, mentoring programme for the winning teams getting tailored support to develop their solution.

Funding: 6 month paid mentoring programme service.

Proof-of-Concept



NEPHELE

Category: Proof of concept

Website: [NEPHELE](#)

Target group: SMEs and MidCaps (Industrial).

Key services: 6-month support programme to help validate the architecture and implement the meta-orchestration framework.

Funding: Up to €110.000.

TALOS

Category: Proof of concept

Website: [TALOS](#)

Target group: Startups or SMEs focused on developing robotics, AI, and data solutions.

Key services: 9-month support programme with expertise in engineering integration, testing and validation to support the selected SMEs and start-ups to demonstrate the added value of their solutions to address the challenges of the use-cases.

Funding: Start-ups up to €200,000, SMEs up to €140,000.

Proof-of-Concept & Business Cases



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XR2Industry

Category: Proof of Concept & Business cases

Website: [XR2Industry](#)

Target group: developers of extended reality (XR) components (MidCaps or SMEs).

Key services: 15-month support programme, individual mentoring plan, development of functional technical brick to be used and MVP, integration plan.

Funding: Up to €500.000.

First Customer by Startup Migrants

Category: Business cases

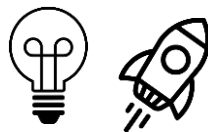
Website: [First Customer](#)

Target group: startups (with at least one migrant founder).

Key services: Sales acceleration program to assist startups in finding their ideal customers, creating a go-to-market plan, a sales strategy and the necessary confidence.

Funding: N/A.

Business Cases & Scaling



BSR Go-abroad

Category: Business cases & Scaling

Website: [BSR Go-abroad](#)

Target group: Micro-SMEs (from Baltic Sea region).

Key services: International readiness assessment, training, matchmaking.

Funding: N/A.

EIC Communities

Category: Business Case & Scaling.

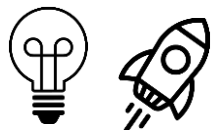
Website: [EIC Communities](#)

Target group: Beneficiaries of the EIC.

Key services: Matchmaking between project beneficiaries and stakeholders in relevant sectors, including investors when possible.

Funding: N/A.

Business Cases & Scaling



ICOS

Category: Business Cases & Scaling

Website: [ICOS](#)

Target group: SMEs/MidCaps (technology providers).

Key services: 6-month support program, individual mentoring plan, technical partners.

Funding: Up to €60.000.

Women TechEU

Category: Business Cases & Scaling

Website: [Women TechEU](#)

Target group: Women-Led Deep tech startups from Europe, especially widening countries.

Key services: Acceleration programme, access to deep tech events and pitching opportunities, mentoring and one-to-one coaching.

Funding: €75.000 (equity-free grant)

Scaling

Autumn ACCELERATOR

Category: Scaling

Website: [Autumn Accelerator](#)

Target group: Tech start-ups.

Key services: Online lectures and mentoring.

Funding : €40.000 (investment).

BEYOND

Category: Scaling

Website: [Beyond](#)

Target group: Pre-seed startups, tech startups from Europe.

Key services: Acceleration Program with tailor-made fundraising courses, mentoring, access to an international network of investors and investor matchmaking.

Funding: Up to €50.000 investment (as a trigger for a €150.000 syndication from curated network of international investors).

Scaling

Booster Call 2024

Category: Scaling

Website: [Booster Call](#)

Target group: Start-ups, scale-ups and SMEs.

Key services: Comprehensive value-added services, all aimed to deliver a lasting, sustainable impact on the raw materials value chain.

Funding: Up to €500.000.

Connect2Scale

Category: Scaling

Website: [Connect2Scale](#)

Target group: Startups, investors.

Key services: Pitching opportunities, tailored tracks, specialised training.

Funding: N/A.

Scaling



D2XCEL

Category: Scaling

Website: [D2XCEL](https://www.d2xcel.eu)

Target group: SMEs, start-ups, or scale-ups.

Key services: Mentoring, strategic connections, market expansion support, visibility raising, providing access to pan-European growth funding, markets, and lead customers.

Funding: N/A.

EEN2EIC

Category: Scaling

Website: [EEN2EIC](https://www.een2eic.eu) (*Enterprise Europe Network to European Innovation Council*)

Target groups: Innovative companies, holders of the Seal of Excellence (SoE).

Key services: Supports more efficiently by improving the capacity of SMEs to apply to the EIC and by helping Seal of Excellence (SoE) holders finance their projects.

Funding: N/A.

Scaling

EIC Scaling Club

Category: Scaling

Website: [EIC Scaling Club](#)

Target groups: Deep tech scale-ups from Europe.

Key services: Brings together 100 selected deep tech scale-ups from Europe in 10 verticals, providing them with networking & matchmaking opportunities and resources to support their scaling journey. It also connects them with investors, innovation agencies, corporates, and other relevant stakeholders.

Funding: N/A.

InnoBuyer

Category: Scaling

Website: [InnoBuyer](#)

Target group: Large public and private procurers, Innovation suppliers (SMEs) with a preference for EIC companies.

Key services: Challenge design, matchmaking, co-creation, coaching, webinars.

Funding: up to €58.500 to co-create a pilot with large public and private procurers.

Scaling

InnoMatch

Category: Scaling

Website: - *(Scheduled to launch in September 2024)*

Target group: Large public and private procurers, EIC innovation suppliers.

Key services: Matchmaking, cocreation, coaching, webinar.

Funding: €60.000 for EIC solution providers.

Ready2Scale

Category: Scaling

Website: [Ready2Scale](https://www.ready2scale.eu)

Target group: Investors, business support organizations, digital & deep tech startups from Europe, especially widening countries.

Key services: Acceleration programme, a series of meetings and webinars strengthening relationships within the digital and deep tech community.

Funding: €60.000 (equity-free grant)

Proof-of-Concept & Business Cases & Scaling



Cyber Accelerator

Category: Proof-of-concept & Business Cases & Scaling

Website: [Cyber Accelerator](#)

Target group: Early-stage cybersecurity startups and spin-offs, student teams, SMEs.

Key services: 6-months acceleration programme, cybersecurity-specific workshops, key mentors, individual mentoring sessions, access to co-working space, community events, supporting communication activities.

Funding: €48.000.

EmpoWomen

Category: Proof-of-concept & Business Cases & Scaling

Website: [EmpoWomen](#)

Target group: Early-stage SMEs (with women deep tech entrepreneurs on the board).

Key services: 6-month Accelerator programme in two phases: Phase 1 focuses on building and growing Deep Tech businesses. Phase 2 prepares startups for investment.

Funding: €45.000 (equity-free grant).

Proof-of-Concept & Business Cases & Scaling



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EU-LAC Digital Accelerator

Category: Proof-of-concept & Business cases & Scaling.

Website: [EU-LAC Digital Accelerator](#)

Target group: Startups, innovative SMEs, investors, corporates, business support organizations.

Key services: Scouting solvers for corporate challenges, matching making for startups-corporates, acceleration programme for the corporates and startups, access to investors.

Funding: N/A.

NATO DIANA Accelerator

Category: Proof-of-concept & Business cases & Scaling

Website: [NATO DIANA Accelerator](#)

Target group: Startups (from NATO countries)

Key services: 6-months acceleration program, workshops, expert, 60hrs individual mentoring sessions, access to co-working space, community events, supporting communication activities, access to over 180 test centers.

Funding: up to €400.000.

READY2SCALE

**2nd Version will be
published in 2025**

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