GET YOUR DEEP TECH INJECTION FOR CLIMATE ACTION

BATCH MAY 2020

AHEAD Empowering Hightech Ventures
PARTNER UP WITH EUROPE’S LEADING INSTITUTION FOR APPLIED RESEARCH AND LET US JOINTLY INVEST INTO ACTUAL LEVERS TO STOP CLIMATE CHANGE
WHAT IS AHEAD?
AHEAD’s mission is to build entrepreneurial teams around deep tech. By creating an environment tailored to science-backed innovation that brings out the best in team, market and product, we are taking tech transfer to the next level.

ONE-STOP-SHOP FOR ENTREPRENEURIAL TECH TRANSFER
team, business, product and IP-strategy development combined with our strong network and funding sources

CENTRAL PLATFORM FOR THE STARTUP ECOSYSTEM
we bring together the brightest minds at Fraunhofer with entrepreneurs, startups, corporates and entrepreneurial organizations

TAILORED TO EVERY SINGLE TEAM AND NEED
a 2-24 month process tailored to our teams’ specific needs and challenges to get them market- and investment-ready.
AHEAD: SUPPORT DIMENSIONS

FULL-FLEDGED TEAM DEVELOPMENT
- Develop your High Performance Team
- Professional individual and team coaching
- Brings together external entrepreneurs (Pioneers) and Fraunhofer researchers
- Get everyone on the same mission

HIGHECH PRODUCT DEVELOPMENT
- Professional product design support
- Benefit from user testing and the MVP logic of building products
- Tailor the IP strategy to your markets

GETTING THE BUSINESS MODEL RIGHT
- Get access to our corporate network, get crucial market feedback and find your first customer
- Direct access to venture capitalists and additional funding instruments
- Business intelligence for 360° market analyses
- State-of-the-art entrepreneurship and business trainings for researchers

---GIVING YOU GUIDANCE THROUGHOUT THE TECH TRANSFER AND/OR SPIN-OFF PROCESS AT FRAUNHOFER---
## AHEAD: PROCESS STRUCTURE

<table>
<thead>
<tr>
<th>Bootcamp</th>
<th>Phase 1</th>
<th>Phase 2</th>
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<tbody>
<tr>
<td>Stress test for the team and project</td>
<td>Strengthen the team, understand and validate the market, shape the IP and product strategy</td>
<td>Get the team, business model and technology market-ready</td>
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<tr>
<td>Create an individual roadmap</td>
<td>Define the tech transfer concept and negotiate its fundamental terms</td>
<td>Execute the tech transfer concept with minimal time-to-market</td>
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<tr>
<td>Apply for funding and tailored support</td>
<td>€50K</td>
<td>FLEXIBLE FUNDING</td>
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### Output
- Spin-off or licensing deal!
CLIMATE ACTION TRACK
AHEAD is vertical- and technology-agnostic. However, in every batch we will also focus on specific topics with particular relevance. We do this by creating so-called tracks inside AHEAD that provide tailored activities & enhanced partnerships for the respective track.

One track is always dedicated to the UN’s Sustainable Development Goals (SDGs). That is our contribution to the world’s most relevant to-do-list and we commit ourselves to

#foundersforfuture
AHEAD TRACK: CLIMATE ACTION

SDG #13: TAKE URGENT ACTION TO STOP CLIMATE CHANGE AND ITS IMPACTS

The AHEAD track **CLIMATE ACTION** will support - in close collaboration with curated partners – those ventures providing an actual lever to **STOP CLIMATE CHANGE** and especially lead to a **SIGNIFICANT CO2 REDUCTION**.

#deeptechforfuture
#foundersforfuture
HOW DO YOU COME INTO PLAY?
WE ARE INVITING YOU TO COLLABORATE!

FRAUNHOFER AHEAD OPENS UP THE INTERNAL PROGRAM AND COLLABORATES WITH YOU WITHIN THE CLIMATE ACTION TRACK

APPLY AS AN EXTERNAL ENTREPRENEUR, STARTUP, OR ANY INNOVATOR WHO …

☑️ HAS DISCOVERED A PROMISING IMPACT OPPORTUNITY AND ☒️ LACKS THE CORE OR A PIECE OF TECHNOLOGY
YOU HAVE AN IMPACT OPPORTUNITY AND LACK (A PIECE OF) TECH TO PROCEED, SO YOU GET IN TOUCH WITH US.

AFTER SUCCESSFULLY APPLYING ON OUR WEBSITE WITH YOUR TECH NEED, OUR INTERNAL TECH SCOUTING WILL FIND YOUR MISSING TECHNOLOGY WITHIN ONE OF OUR INSTITUTES.

YOU WILL GET IN TOUCH WITH THE FRAUNHOFER SCIENTISTS TO CHECK FOR THE FIT. IF BOTH SIDES AGREE ON THE MATCH INITIALLY, YOU WILL TOGETHER BE INVITED FOR THE PULL WORKSHOP.

THE MANDATORY PULL WORKSHOP WILL BE A FIRST PERSONAL TOUCHPOINT OF BOTH SIDES. THERE YOU WILL WORK JOINTLY ON YOUR JOINT PROJECT, YOUR SHARED VISION, AND APPLY TOGETHER FOR THE UPCOMING AHEAD BATCH IN MAY 2020.
VALUE PROPOSITIONS

- **a swift matching process** with our institutes and scientists that gives entrepreneurs access to the right Fraunhofer technology experts as quickly as possible – with no strings attached.

- Access to working prototypes, strong & defendable intellectual property, proven use cases and experienced teams of scientists.

- A tailored and comprehensive support that will eventually help you to build a deep tech venture based upon Fraunhofer technology – transparent and goal-oriented.

- Full assistance by Fraunhofer Venture to align the interests of all relevant stakeholders and guidance throughout the process of spinning-off a Fraunhofer technology.
AHEAD AS A DEEP TECH INJECTOR

YOU INVEST YOUR TIME TO SET UP AND RUN THE BUSINESS

WE INVEST AHEAD INTO OUR RESEARCHERS & TECHNOLOGIES
FAQ: FINANCIAL SUPPORT

**Financing**
AHEAD is an Fraunhofer internal accelerator, financial support exclusively for Fraunhofer colleagues.

**Travel Expenses**
Travel expenses and accommodation for the pull workshop cannot be refunded for externals. There is no participation fee on the workshop.
TAKE URGENT ACTION NOW!
MOVING ON IN THE CLIMATE ACTION TRACK

- TODAY
- 31.01.
- 18.03.
- 20.03.
- 11-14.05.

DEADLINE
APPLICATION FOR TECH NEEDS

CORPORATES
ENTREPRENEURS
STARTUPS

MATCHING WORKSHOP

DEADLINE AHEAD MAY

BOOTCAMP AHEAD
YOUR CONTACT @ FRAUNHOFER

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