

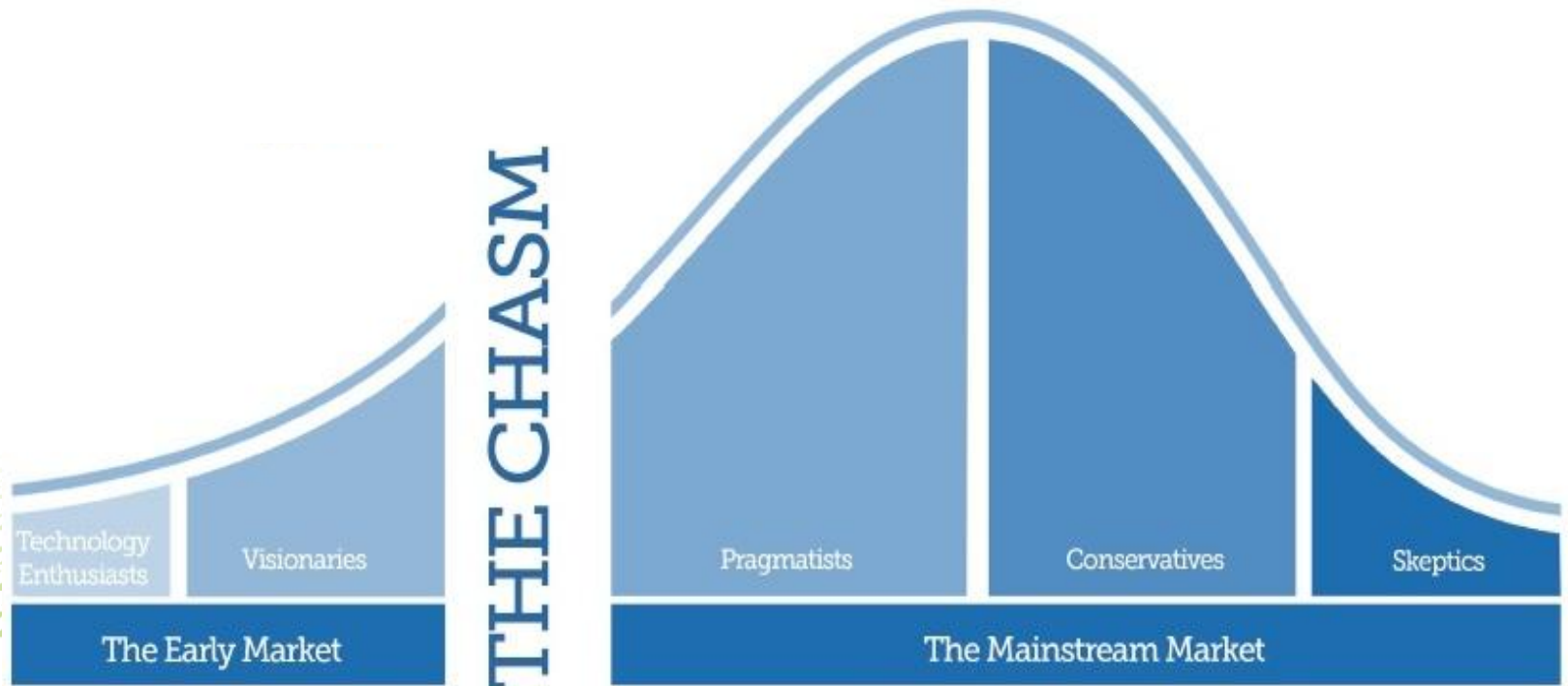


Results to market

Business Development

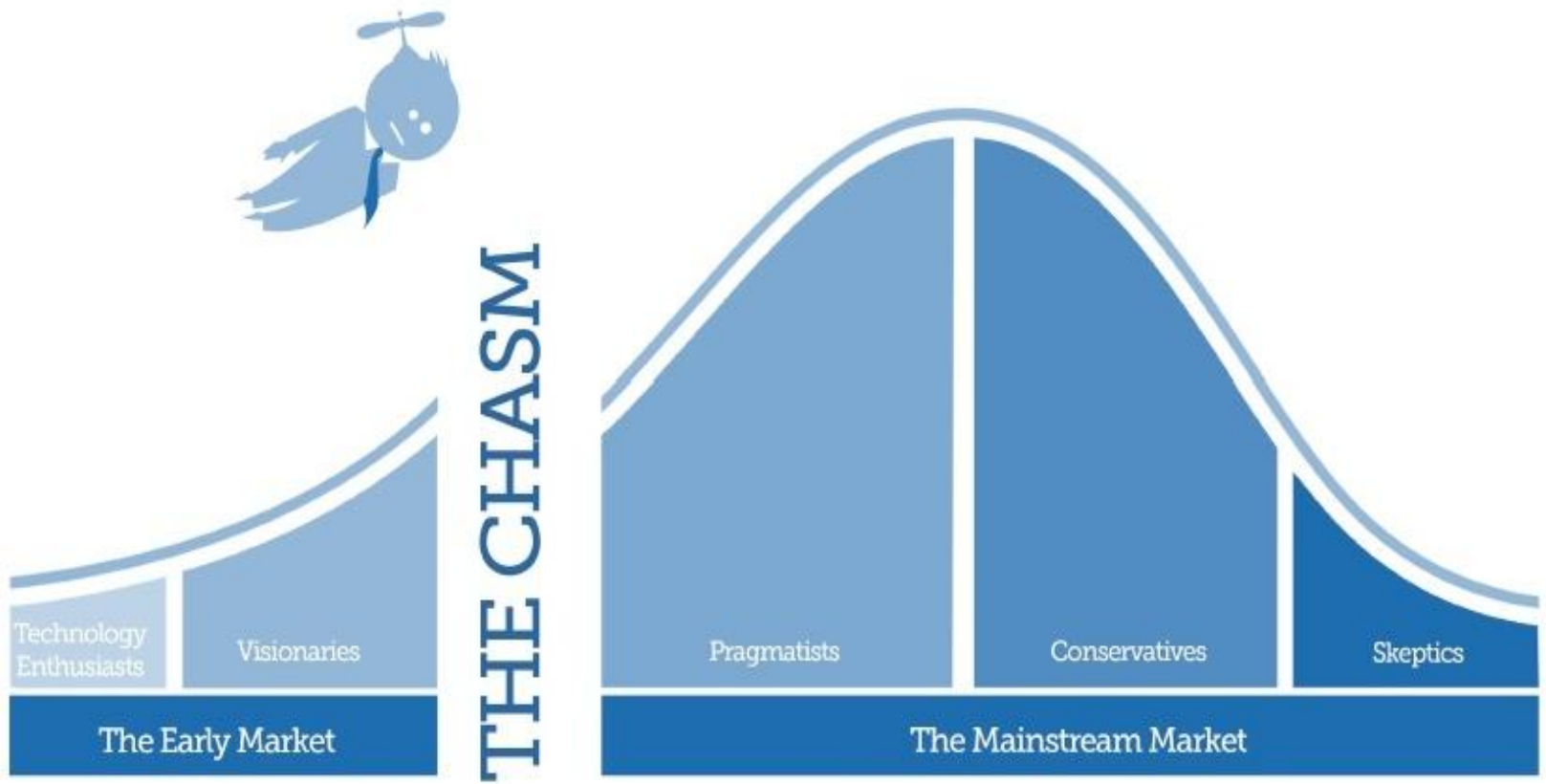
Bjorn Hovstadius Future Cloud

From research to business

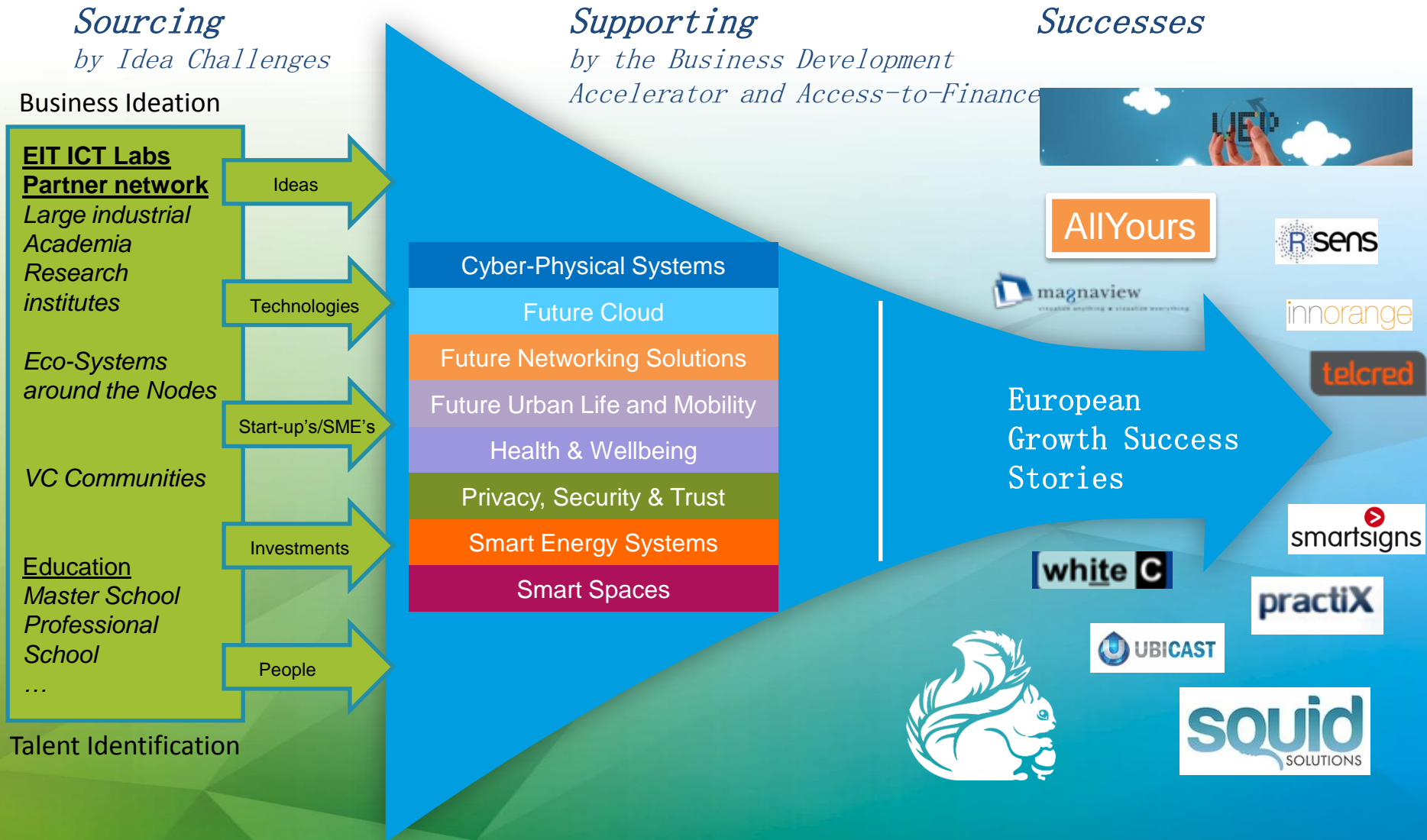


From research to business

BDA



EIT ICT Labs Business Strategy



Business Development Accelerator



Dolf Wittkämper,
BDA Manager

There is no other organization in Europe that is able to match in terms of

Coverage: local ecosystems in 9 European Nodes
EIF partnership and VC eco-system

Speed: from opportunity spotting to execution in weeks

Depth: top expertise through our partners and Action Lines

Quality: seniority of the team in business development

BDA added value to the ecosystem

- Strategic coaching
- European reach
- Industrial partner network
 - Access to customers
- Training
 - Business modeling
 - Pitch training
 - Marketing master classes
- Access to finance
 - People in each node with VC contacts
 - Cooperation with EIF
- Soft landing and CLC support



eit

Knowledge &
Innovation
Community

EIT ICT Labs

