



Speed-up Centre

The MED Business Angel Support Centre at **Acceleratore d'Impresa**
the Business Incubator of the Politecnico di Milano



The Business Incubator



POLITECNICO DI MILANO



ACCELERATORE D'IMPRESA



Acceleratore d'Impresa is the Business Incubator of the *Politecnico di Milano* managed by the *Fondazione Politecnico di Milano*.

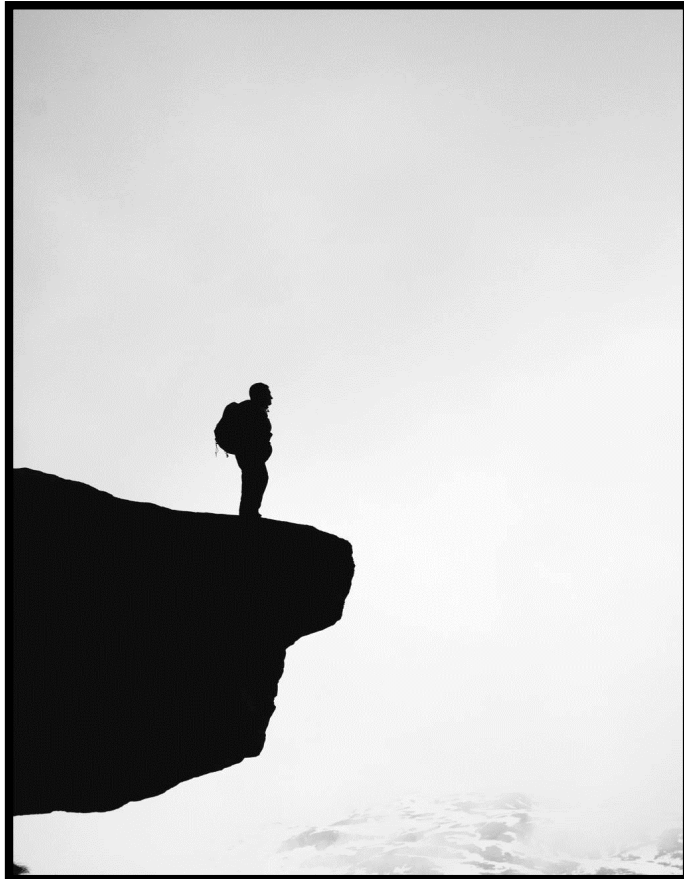
Coordinator: Matteo Bogana

Key Facts:

- ❖ Founded in 2000
- ❖ Located on 3 Campuses in Lombardy
- ❖ Strong collaborations with Italian VCs & BAs
- ❖ Strong focus on internationalization



Mission



To promote and support
high-tech and industrial
entrepreneurship,
creating synergies
with university and urban area



Our activities at a glance



we look for bringing our finding

Entrepreneurs
Ideas
Technologies
Talents

Business Network

+ supporting

Product and Business Development

+ Investments



Start-Up



Go to Market



From ideas to market



Research Labs }
Students }
Entrepreneurs }
Companies }

Academia }
Companies }

Business }
Network }



1
Ideas

2
*Ideas and Team
Validation*

3
*Start-Up phase
Product Development*

4
*Go to Market
Internationalization*

{ Scouting

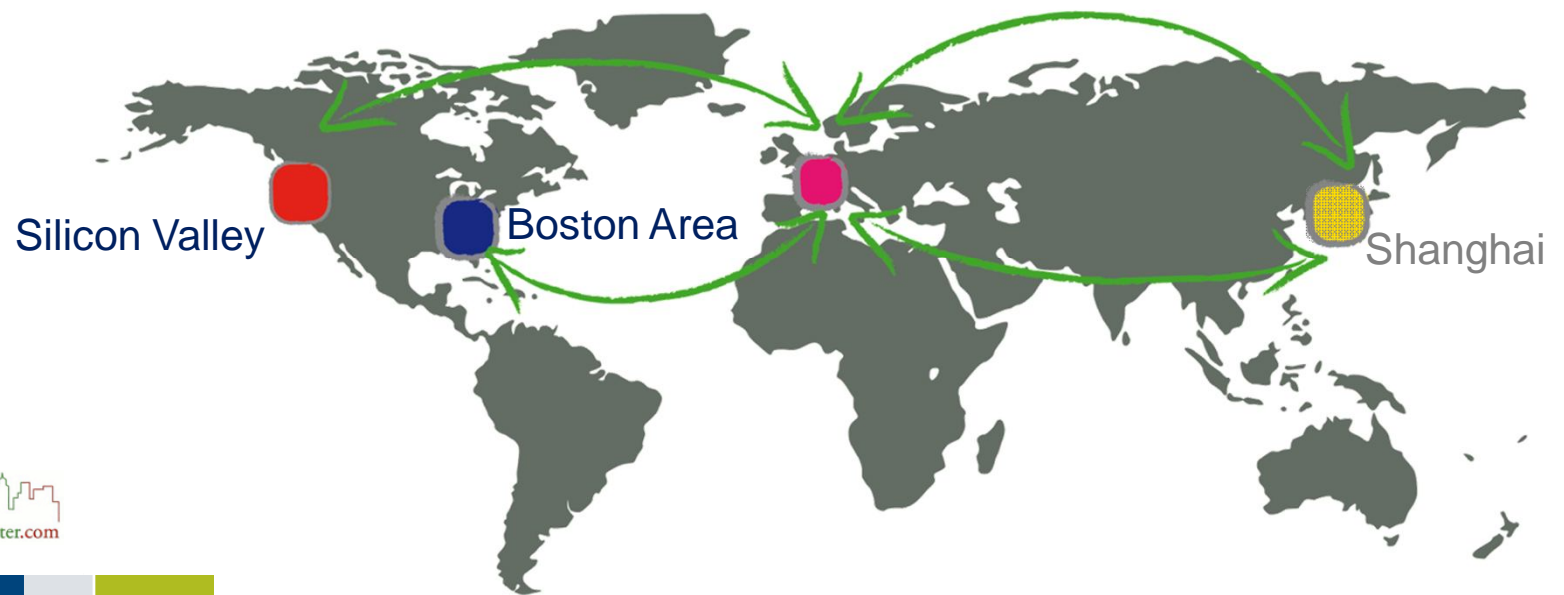
{ Pre-Incubation

{ Incubation

{ Post-Incubation



Internationalization



Our Start-Ups



61 Companies in
11 Years



Start-Ups

year 2011



ICT



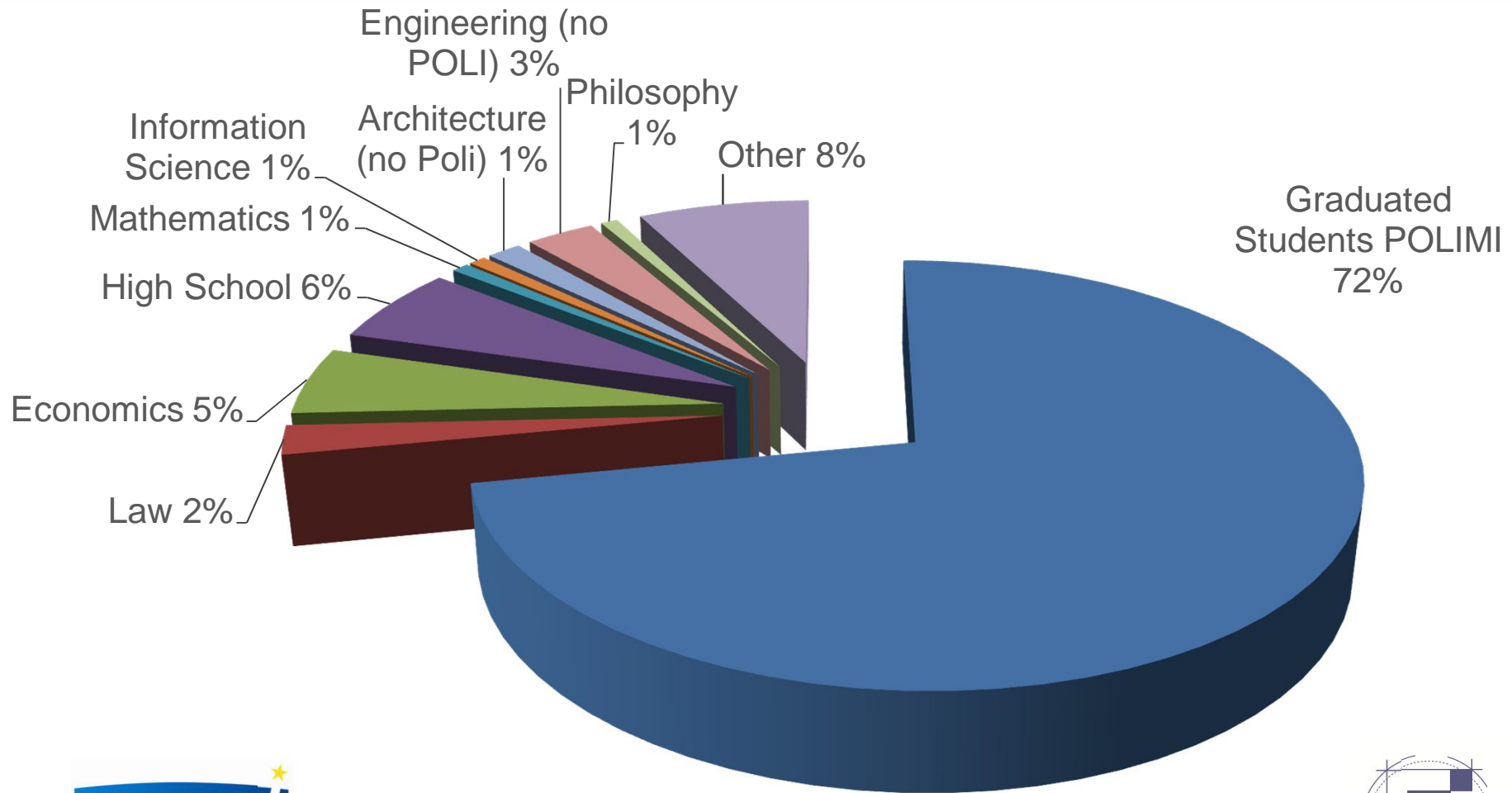
Cleantech



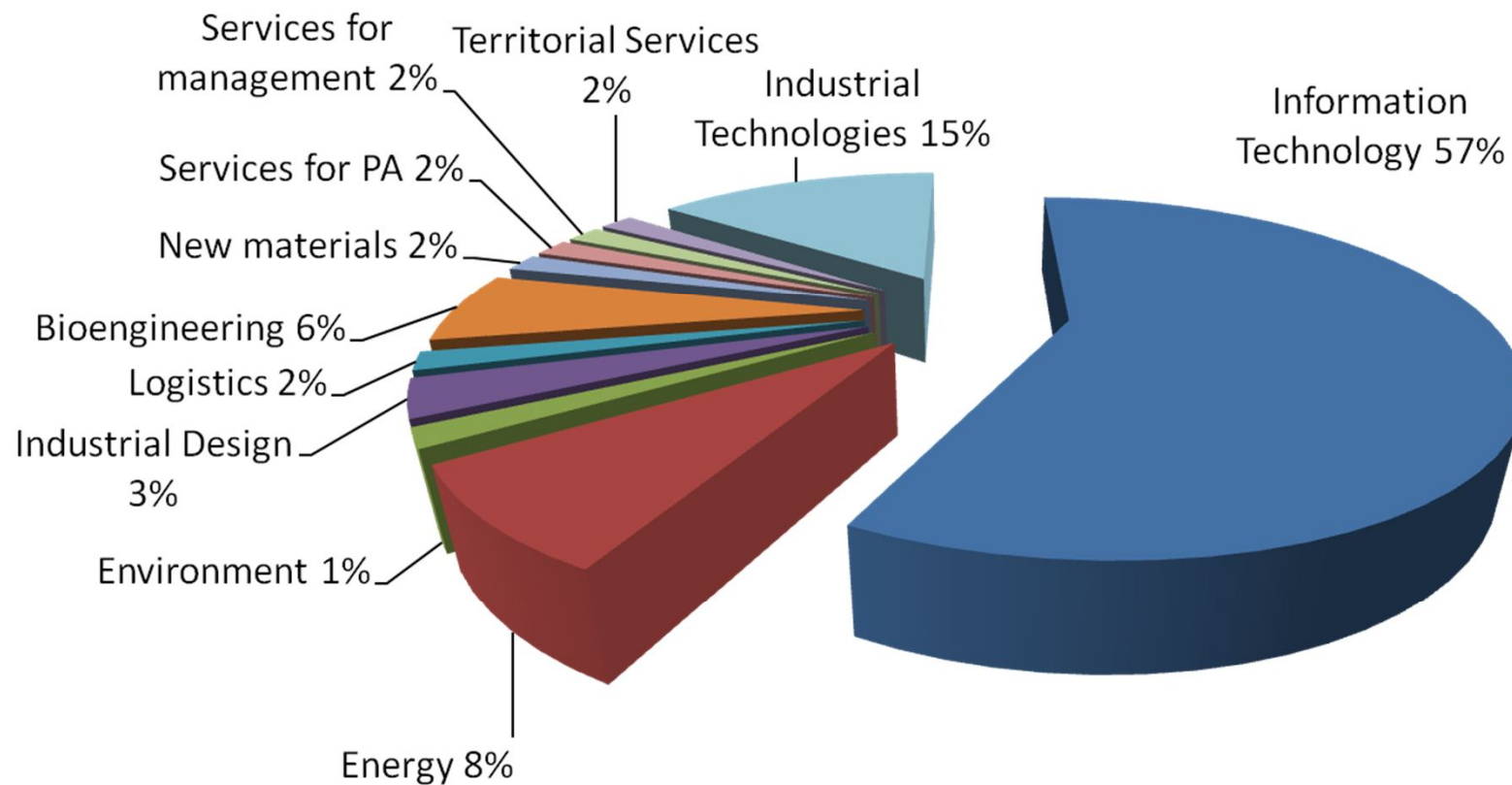
Medical Dev.



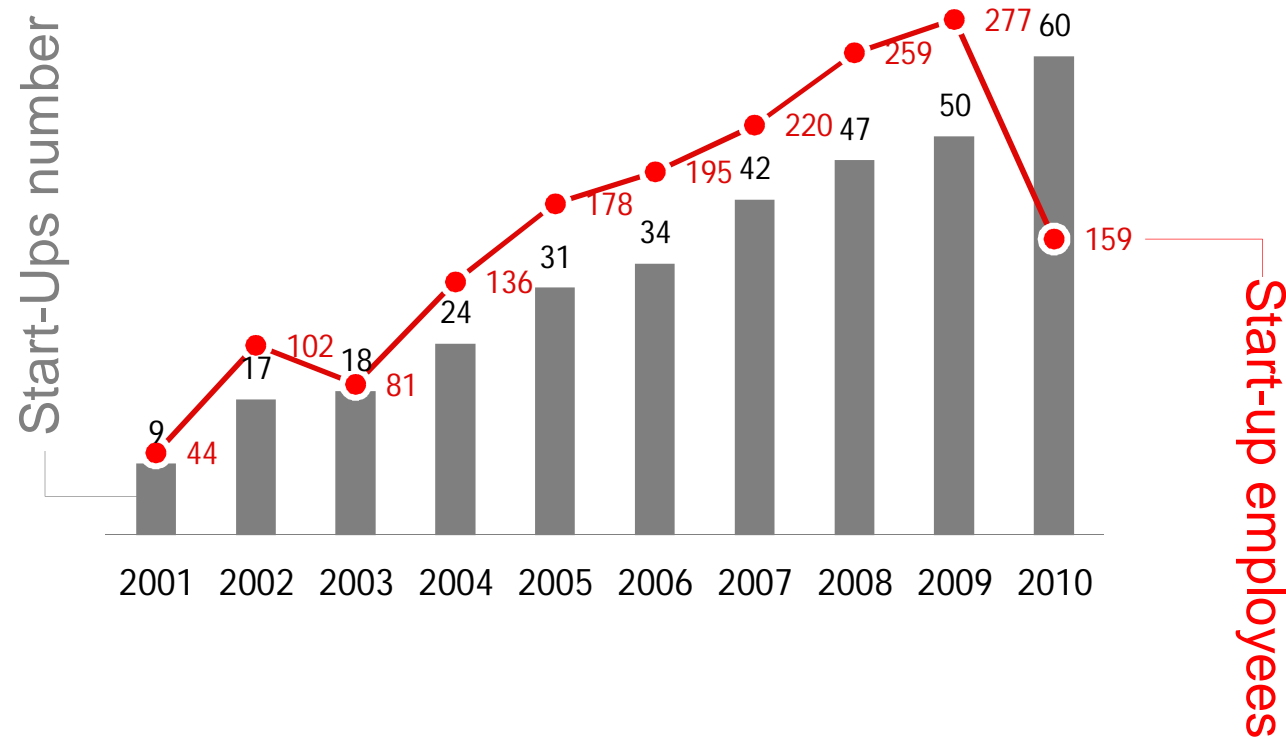
Our Entrepreneurs what they studied



Sectors



Our Start-Ups Trends number & employees



Social Feedbacks

Job opportunities



- ❖ About **600 new jobs created** in 11 years
- ❖ A **70% conversion rate** from internships to full positions
- ❖ An average of **13 employees/company** at graduation
- ❖ Average age of **start-up founders: 32 years old**

S2P

Switch2Product

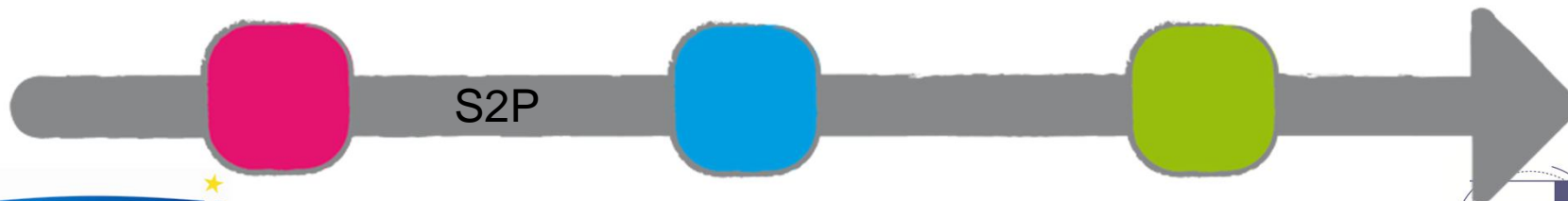


We support the Development of High-Potential Prototypes for Global Markets

Ideas/Labs

Prototypes

Markets





StartCup
MilanoLombardia
2010

La Business Plan competition che premia il tuo progetto d'impresa



L'Europe en Méditerranée
Europe in the Mediterranean



POLITECNICO
DI MILANO



UNIVERSITÀ
DEGLI STUDI
DI MILANO



Università Commerciale
Luigi Bocconi

START-UP
Centro Promozione

POLITECNICO DI MILANO



ACCELERATORE D'IMPRESA

Fondazione
Politecnico
di Milano



Alimenta
Incubatore d'impresa



FONDAZIONE
FILARETE

468 Business Ideas
&
340 Business Plans

collected in 8 years



Speed-up centre



*The MED Business Angel Support Centre at
Acceleratore d'Impresa*

*(managed by **Fondazione Politecnico di Milano**)
and supported by **Finlombarda**.*



Aims



- 1) increasing the quality of both the proposals and the files/dossier of investment for BA;
- 2) acting as interface among entrepreneurs and investors;
- 3) offering focused advice towards the aspiring entrepreneurs;
- 4) increasing the opportunities for meetings among proponents and informal investors;
- 5) stimulating private investment.

Activities (1/2)



The Centre works up to:

- ❖ giving information about deals opportunities to the MACC BAM investor's network, related to start ups selected by the S.C.;

Referring to the offer (would-be entrepreneurs):

- ❖ first selection of the most interesting projects on technical and economic basis;
- ❖ A page inside of our institutional website
- ❖ counseling and the training courses, assistance to applicants for the creation of effective presentations;
- ❖ counseling about settlement into a business incubator.

Activities (2/2)



Referring to demand (BAs and Investors):

- ❖ selection of the BA, the SME and the stakeholders in order to create a mailing list of beneficiaries from the project activities of matchmaking and training;

Facilitate the matching of supply and demand of services:

- ❖ disseminating information about good deals concluded, success stories, obtained by the S.C., as a part of the MACC BAM project (degree of confidentiality permitting);

Services /Information



❖ Realisation and maintenance of a web page, on
Fondazione web site presenting the essential

features of

❖ Implement

aspiring en

to provide c

events on t

our S.C..



www.fondazionepolitecnico.it



MACC BAM is a programme financed by the MED Programme and co-financed by the European Commission.



Services /training



The aim is to provide a set of homogenous competences and services.

In particular, due to our experienced support, focus will be on:

- ❖ preparation and analysis of business plans (including SWOT analysis);
- ❖ the process of due diligence;
- ❖ evaluation of start-ups;
- ❖ definition and operation of a deal;
- ❖ deal terms.

Services /Events



Events Agenda:

- International Conference on activities and results of the MACC BAM (February 2012)
- International Investors' Forum with elevator pitches held by new start-ups and aspiring entrepreneurs (February 2012)

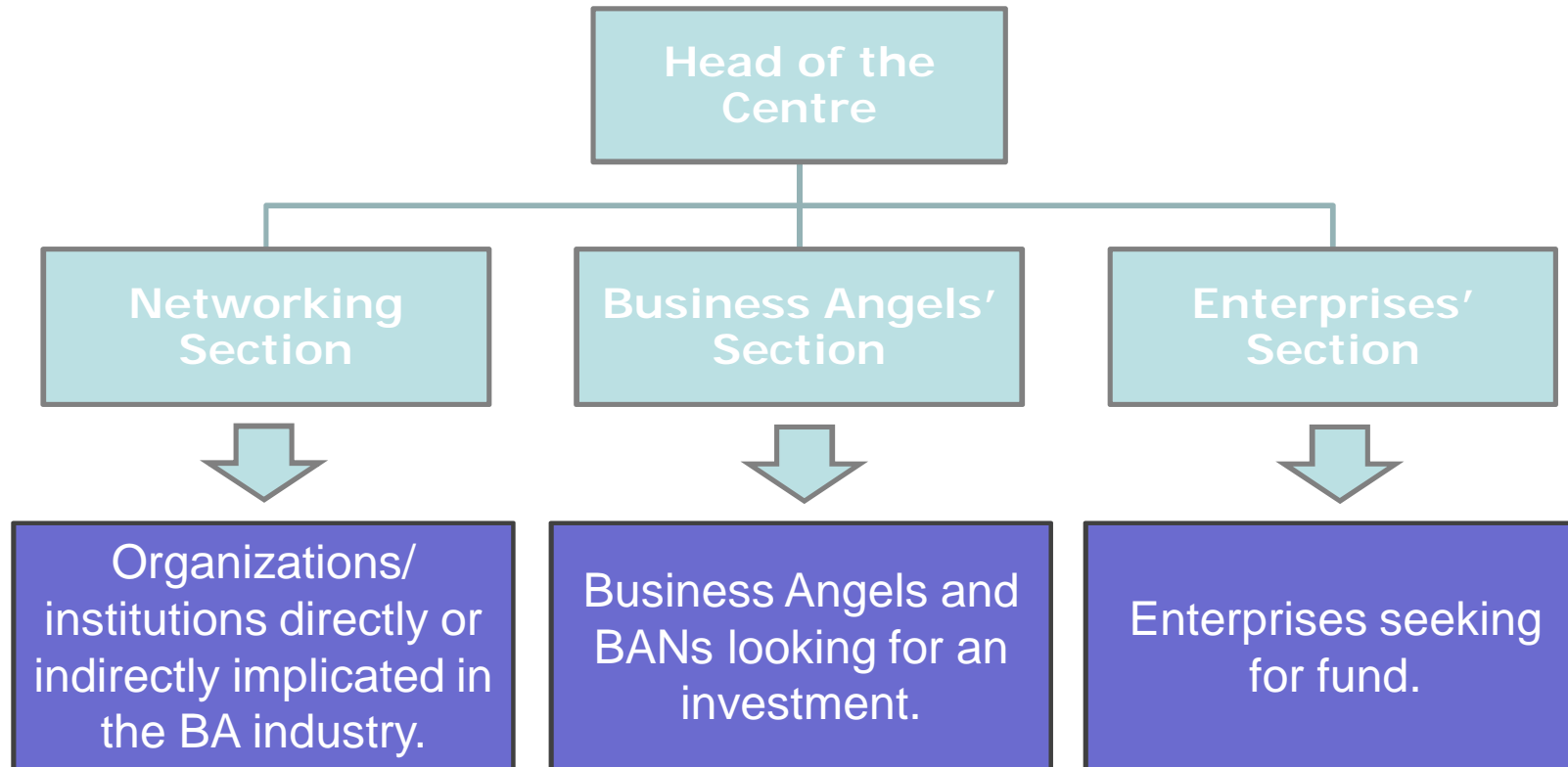
Policy recommendations



- ❖ Manual of policy recommendations about effective measures to support the informal investors market in the Mediterranean area.
- ❖ Proposal of an innovative financial instrument, realized with Finlombarda



Organizational Chart



Staff and contacts



Gianluca Pappalardo

Head of the Centre and Networking Section

Tel. +39 02 2399 2994

Email. pappalardo@ai.polimi.it

Rasha Mozil

Business Angels' Section

Tel. +39 02 2399 2995

Email. mozil@ai.polimi.it

Domenico Pannofino

Enterprises' Section

Tel. +39 02 2399 2993

Email. pannofino@ai.polimi.it

SPEED-UP CENTRE

c/o Acceleratore d'Impresa

Politecnico di Milano

Via Durando, 38/A

20158 Milano

T: +39 02 2399 2991

F: +39 02 2399 2990

Email: acceleratore@ai.polimi.it

