



Deep Tech startups, technological transfer and the role of the ecosystem

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Deep Tech Startups Needs (1)

Rigorous Research and Development (R&D):

- Heavy R&D investment
- Technical challenges
- Long time to market

Substantial Capital

- High capital requirements
- Long-term investment for R&D, prototyping, and scaling

Deep Tech Startups Needs (2)

Strong Intellectual Property (IP) Protection: Patents and other protections

Skilled & Complementary Team: Business acumen, technical expertise, industry knowledge

Infrastructure & Equipment: Access to specialized facilities and labs

Strategic Partnerships: Collaboration with universities, research institutes, **industry partners**, dedicated public agencies

Deep Tech Startups Needs (3)

- **Regulatory Navigation:** Understanding and navigating regulations
- **Market Fit and Adaptability:** Finding the right market fit and being prepared to pivot
- **Patient Capital:** Long-term investment perspective
- **Mentorship and Support:** Access to experienced mentors and advisors

Strategic Partnerships with Industry (1)

Benefits for Deep Tech Startups

- **Access to Resources:** Technical and commercial expertise, research facilities, equipment
- **Market Access:** Established market presence and customer base
- **Financial Support:** Shared expenditures for bringing technologies to market
- **Credibility:** Enhanced credibility through corporate partnerships

Strategic Partnerships with Industry (2)

Benefits for Corporations

- **Competitiveness:** Exposure to emerging technologies and trends
- **New Revenue Streams:** Business opportunities from integrating innovative technologies
- **Risk Mitigation:** Outsourcing innovation to startups to maintain financial predictability
- **Agility:** Adapting to market changes with new technologies and ideas

Strategic Partnerships with Industry (3)

- Joint Ventures
- Co-development Agreements
- Corporate Accelerators
- Corporate Venture Capital
- Commercialization Partnerships
- **Collaboration with other players, e.g. venture capital, angel investor, accelerator**