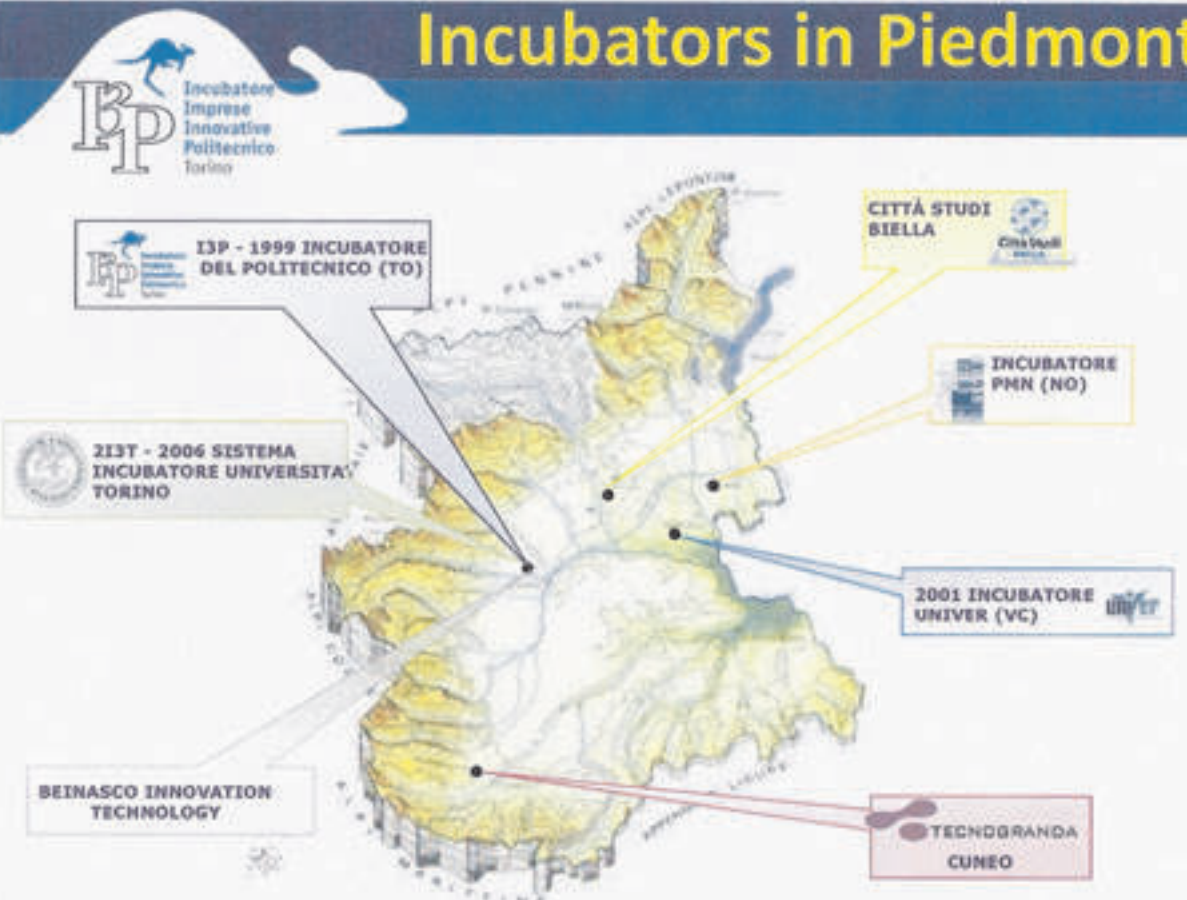




**I3P Location**



**Incubators in Piedmont**



**The "Cittadella Politecnica"**







## What is I3P?

I3P is a non-profit joint-stock company

Shareholders are:



## I3P Target Groups

- Students, researchers and professors from the Politecnico of Torino, Public Research Institutions, and enterprises interested in setting up an entrepreneurial spin-off.
- Anyone willing to create an innovative company and who can benefit from the proximity of the Politecnico's labs.



## I3P Mission and objectives

- To support the creation of knowledge-based startups with high-growth potential.
  - ✓ providing valued-added consultancy services along the process from Idea to Company.
  - ✓ managing a high-profile marketplace and network linking entrepreneurs, professionals, managers and investors.
  - ✓ offering high-quality logistics services to host startups and foster motivation and collaboration.

*Experience, scale, and size of network as key competitive factors.*



## How? Who? How Long?

- **How can you join I3P?**  
Have your business idea or business plan assessed by the I3P Evaluation Committee, composed of experts in different fields.
- **Who can be accepted?**  
Companies not older than one year.
- **How long can you stay in I3P?**  
A maximum of 3 years (+1 optional).

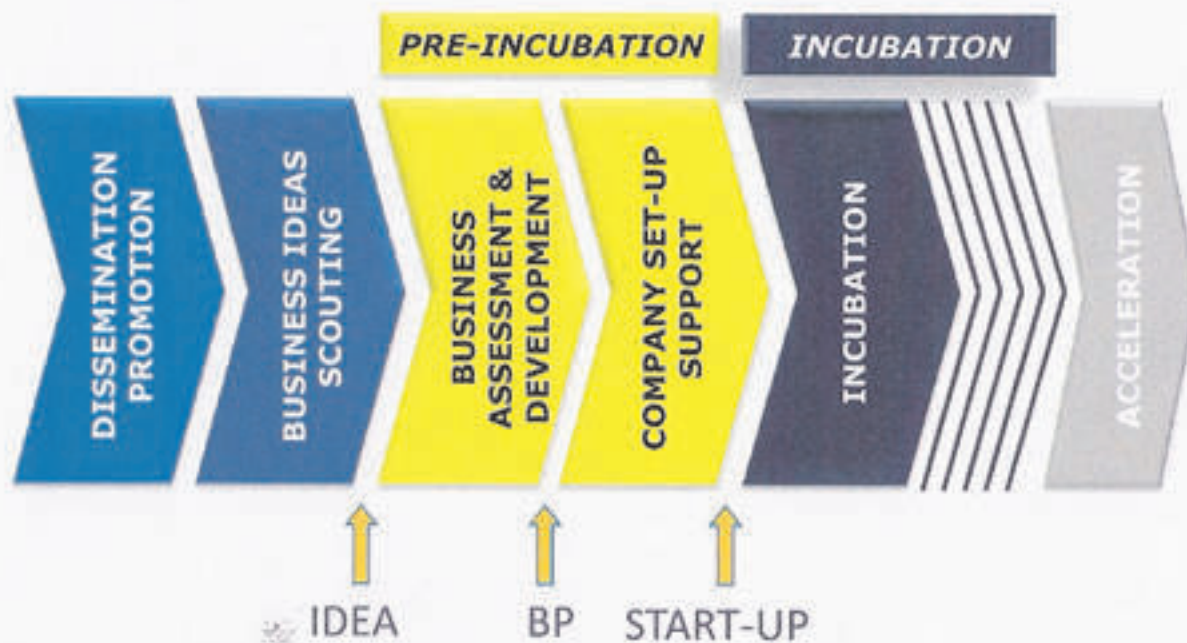


## Costs for tenant companies

- An **inclusive fee** covering all services (logistics, consulting, advisory, networking, etc.)
- Part of the fee can be substituted by a **revenue-sharing** agreement with I3P
- Companies can choose to have their premises outside I3P (**virtual incubation**)
- Low initial fees, approaching market prices at the 3<sup>rd</sup> year

## OUR SERVICES

## The incubation process



## Pre-incubation

Pre-incubation is the training period during which an innovative idea develops into a start-up company, under the guidance of a tutor.



I3P provides the competencies and expertise for:

- Assessing the business opportunity of an idea
- Designing a sustainable business model
- Developing a consistent business plan
- Enriching the entrepreneurial team
- Raising pre-seed capital





## Guidance during incubation

### • Tutoring / Coaching

- I3P Tutors are constantly in touch with the start-ups
- A team of specialist consultants are available for technical and managerial topics

### • Company check-ups and progress reviews carried out by senior experts:

- Strategic and management analysis for enterprises.

### • Mentoring program with a strong network of managers



## Financing

### • Advisory and support to strategic financial planning



- Access to funding opportunities promoted by local public bodies and institutions.
- Preferential agreements with banks, with advantageous terms and conditions for loans.
- Networking with individual and industrial investors (Business Angels and Corporate Venture Capital)
- I3P is a shareholder of **Piemontech** (local Venture Capital fund targeting angel-size investments)
- I3P is the **headquarter of the "Italian Hub of Venture Capital"** – a new institution that collects a group of high-ranking early-stage VCs.



## Specialist consultants



### • Technical

- ✓ Politecnico labs
- ✓ Leading technology vendors
- ✓ TOP-IX Internet Exchange

### • Management

- ✓ Faculty and students from the School of Industrial Engineering and Management
- ✓ external mentors

### • Fiscal & Tax

### • Legal

### • Intellectual Property

### • Safety regulations

### • Marketing and Sales development

### • Quality certifications



## Hub of Venture Capital

### 9 Italian funds

- Club degli Investitori
- Dpixel
- Eporgen Venture
- Finlombarda Gestioni sgr
- Friulia Finanziaria FVG
- Innogest Capital
- Piemontech
- Quantica sgr
- Strategia Italia



### 7 International funds

- 360 Capital Partner
- Doughty Hanson &co Technology Limited
- Jupiter Venture
- Kreos Capital
- Intel Capital
- Sofinnova Partners
- TLCom Capital LLP

**>1 Billion Euro altogether**





## Networking

- Synergies with other tenant enterprises.
- Network of contacts with public bodies, associations and industries.
- Agreement with the Industrialists Association of Turin
- Informal meetings with leading figures in business and finance.
- Effective contacts with Politecnico departments for using laboratories.



## Promotion

- Market visibility through introduction to local and visiting companies.
- Media exposure through the attention catalysed by I3P.
- Territorial visibility through local and national events and fairs.



## Logistic services



Serviced offices

Secretarial services



Meeting & Conference Rooms



Broadband Internet



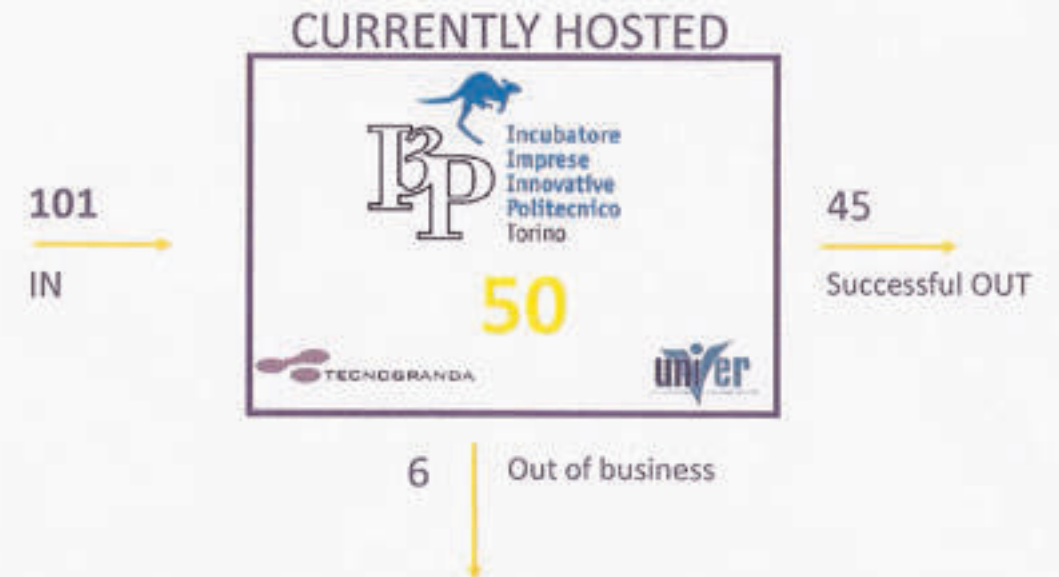
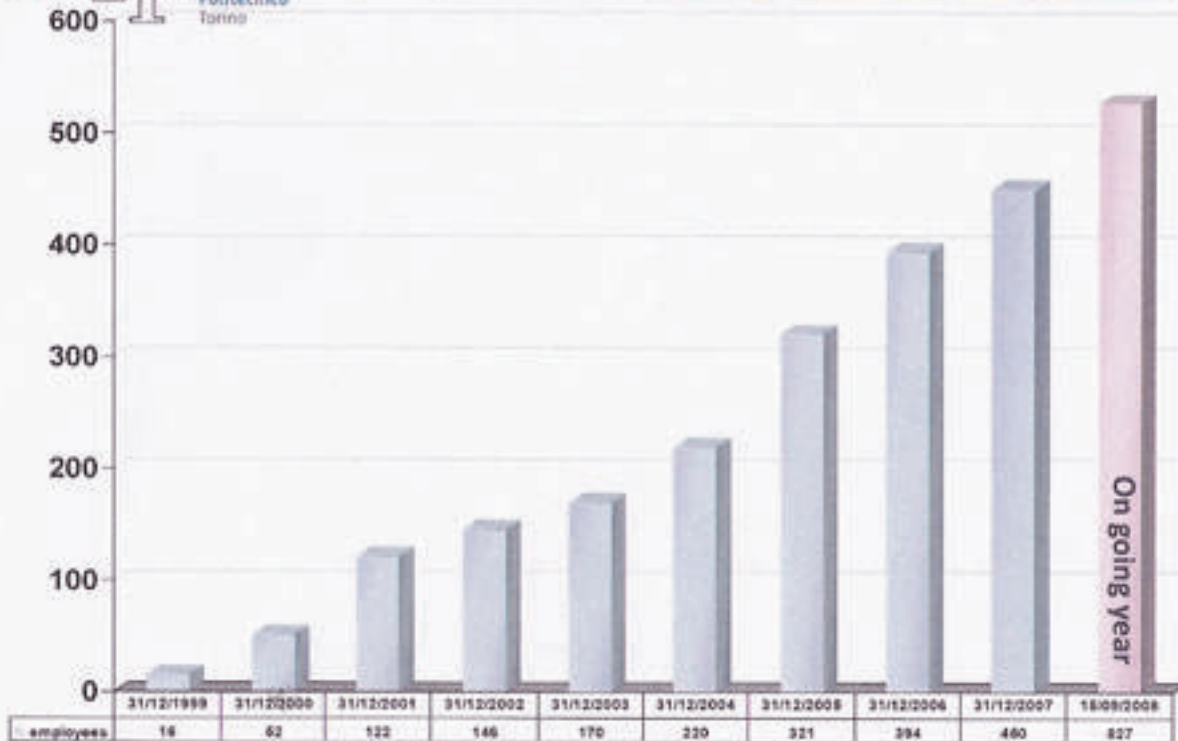
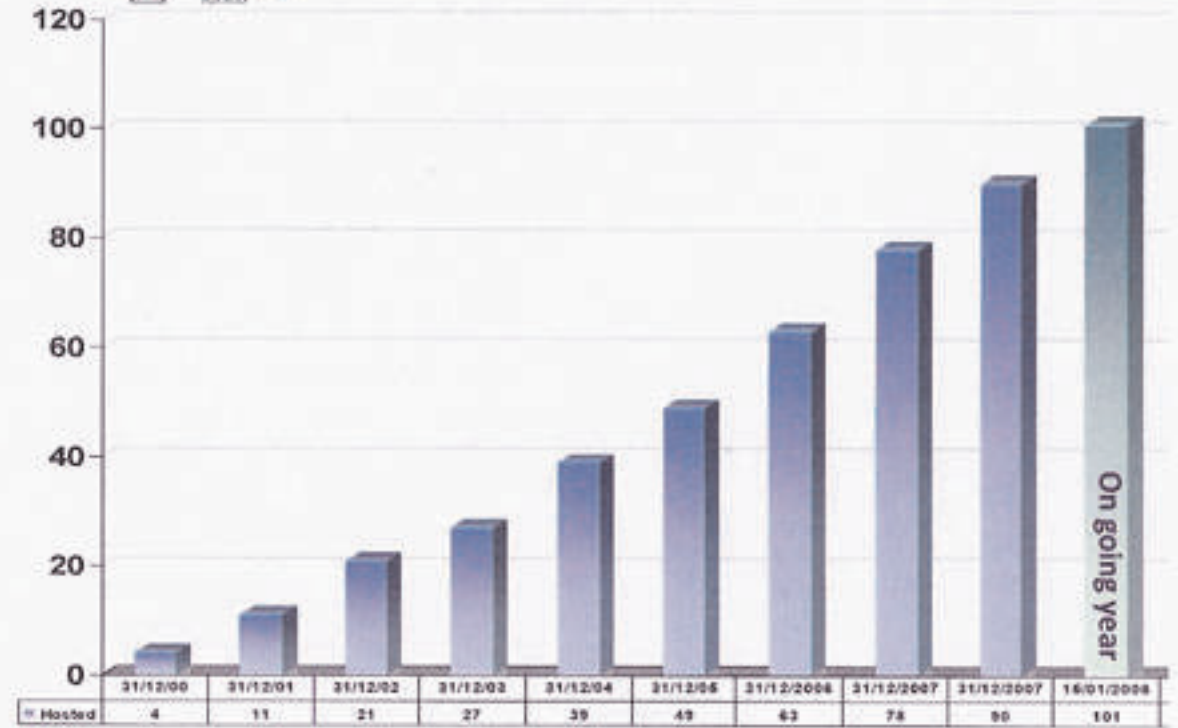
## The Agora Cittadella of the Politecnico di Torino



Agorà: Main square of the "polis", economic, commercial, religious centre; setting of the dialectical visions, of complementary intelligence, of the shared path. The "School of Athens" has been chosen as symbol of the Agora of the 'Cittadella Politecnica'.



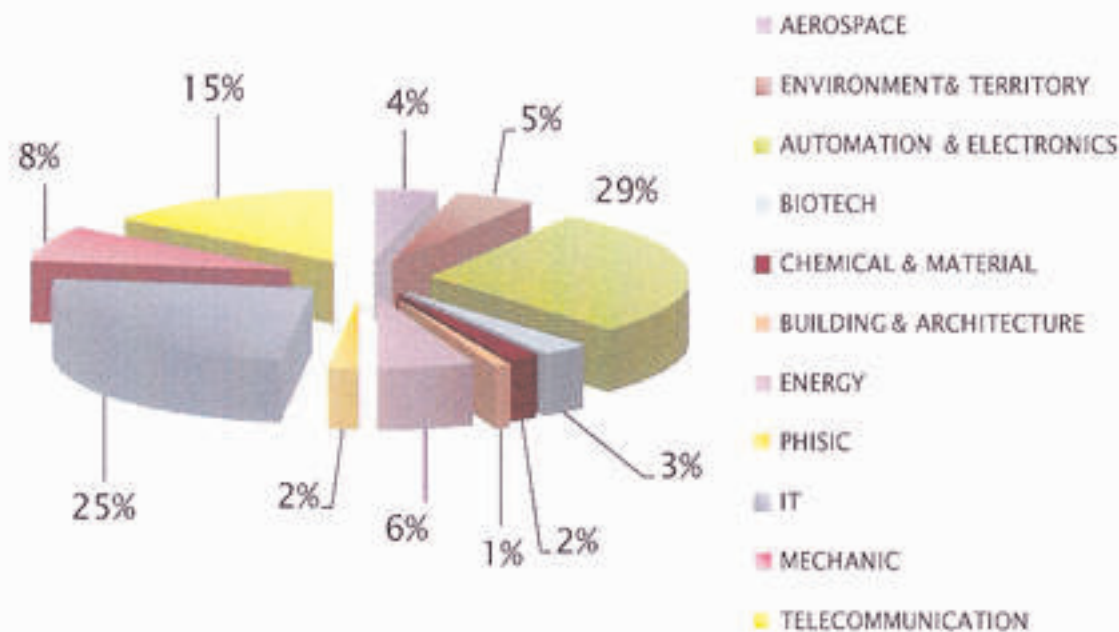
## SOME STATISTICS





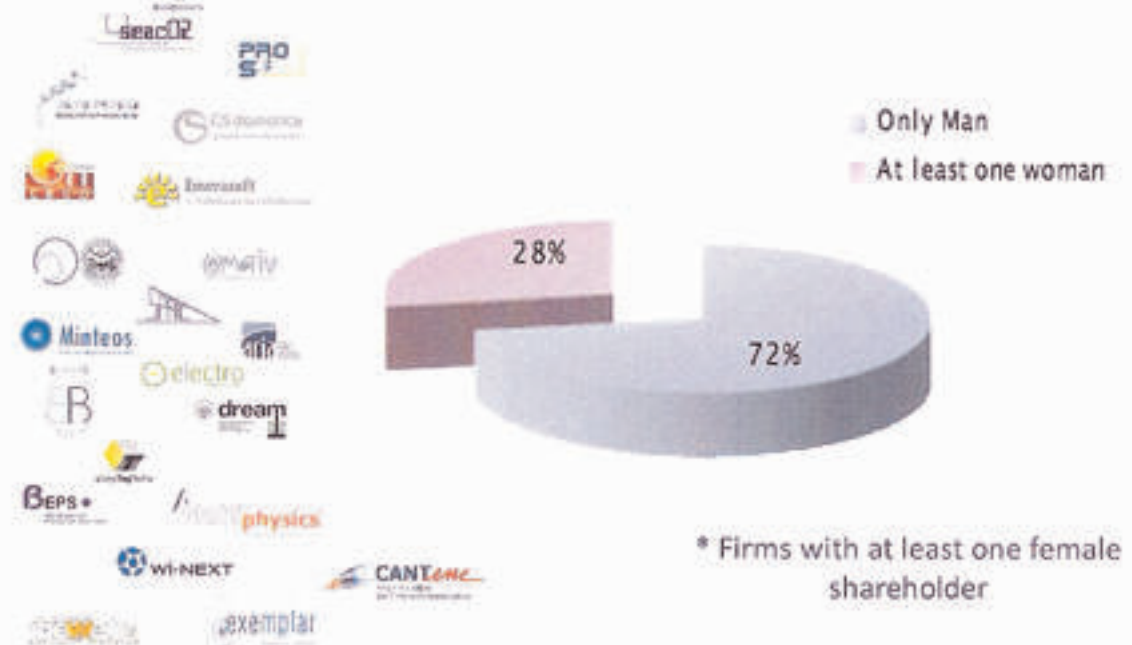
# Start-ups by industry

(Nov. '08)



# Presence of female entrepreneurs\*

(Nov. '08)



# Socio-economical impact



## In 2007 our start-ups registered :

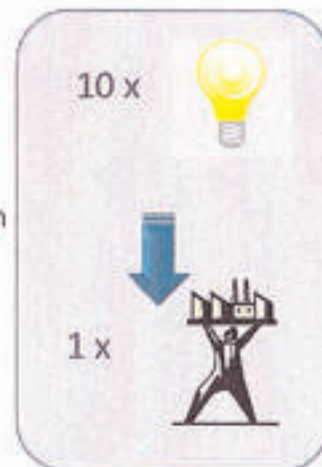
- More than 20 M€ total sales (approximately 80% by the 20% of firms having turnover > 500 k€)
- More than 450 people employed
- 700 k€ in pre-seed funding deals

## From ideas to companies :

- Almost 700 business ideas submitted and assessed
- Almost 240 teams tutored to develop a business plan

## On average, each year I3P:

- Receives 150 business ideas
- Evaluates 50 business plans
- Hosts 15 new start-ups



# "Best Science Based Incubator Award"



IN 2004 I3P WON

THE III EDITION of "Best Science Based Incubator Award" (Oxford, UK)



- **PARTICIPANTS** about 50 incubators coming from all over the world, half of them from Europe and three Italians.
- **JURY** of worldwide experts award the performances in the category of best growth rate, return on investments and self-sustainability.
- **I3P RECEIVED THE OVERALL AWARD** which reward the most effective incubator basing on the mean of different parameters taken in consideration.

The IV edition of the  
**BEST SCIENCE BASED INCUBATOR AWARD**  
has been hosted in Turin, December 2005.





## The awards won by the companies

<b>2004</b> <b>Ampli-Chip</b> 3 <sup>rd</sup> prize	<b>2005</b> <b>electro</b> 1 <sup>st</sup> prize
<b>2007</b> <b>INGENIA</b> 3 <sup>rd</sup> prize	<b>seac02</b> 1 <sup>st</sup> prize
<b>2008</b> <b>dream</b> 2 <sup>nd</sup> prize	<b>INGENIA</b> 2 <sup>nd</sup> prize
<b>Wi-NEXT</b> Best start up at the	<b>EPoS</b> 1 <sup>st</sup> prize



## PROMOTIONAL TOOLS: BUSINESS PLAN COMPETITION



## Regional Start Cup Competition

**Tu hai un' idea innovativa?**  
partecipa a Start Cup competition per realizzarla

[www.startcup-piemonte.it](http://www.startcup-piemonte.it)

Promoted by:



Organized by:



With the support



## Awards

1st PRIZE	20.000 euro
2nd PRIZE	15.000 euro
3rd PRIZE	10.000 euro



The competition will also award the following **SPECIAL PRIZES** of 7.500 euro each

- **ICT** for the best business plan related to Information & Communication Technologies (ICT), sponsored by Istituto Superiore Mario Boella
- **TURISMO HIGH TECH – HIGH TECH TOURISM** to the best business plan related to innovative technologies for the tourism sector, sponsored by Regione Piemonte - Department of Tourism.
- **DONNA INNOVAZIONE PIEMONTE – WOMAN INNOVATION PIEMONTE** to the best business plan with a female prevalence in the entrepreneurial team, sponsored by Gender Equality Unit of the Province.
- **LOCAL AWARDS – Cuneo & Vercelli**



# PNICube - Association



The first three winners of START CUP TORINO PIEMONTE compete against the winners of the other ITALIAN START CUPS



### AWARDS

- 1° prize: 60.000 euro
- 2° prize: 30.000 euro
- 3° prize: 20.000 euro



- Università di Bologna - Incubatore Almacube
- Politecnico di Torino - Incubatore I3P
- Politecnico di Milano
- Scuola Superiore di Studi Universitari e di Perfezionamento Sant'Anna di Pisa
- Università degli Studi di Perugia
- Università degli Studi di Udine
- Università degli Studi di Trieste
- Università degli Studi di Padova
- Università degli Studi di Torino
- Università Federico II di Napoli
- Università degli Studi di Palermo
- Università Tor Vergata di Roma
- Università Cà Foscari di Venezia
- Università di Modena e Reggio Emilia
- Università degli Studi di Catania
- Università del Piemonte Orientale
- Università degli Studi del Molise
- Università degli Studi di Camerino

www.pnicube.it

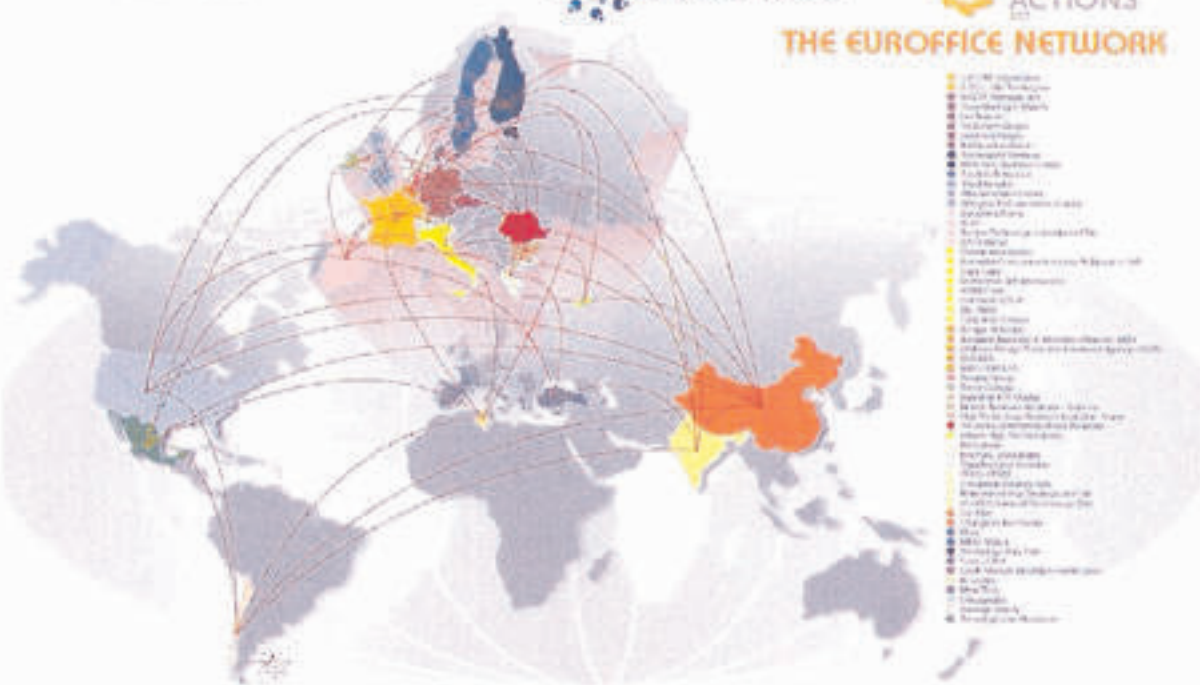


## INTERNATIONAL CONNECTIONS

# EurOffice Network



### THE EUROOFFICE NETWORK



# Internationalisation



- **Welcome services** for start-up, for visiting abroad international partners (EOS network)
- **Support** for international business plan development in cooperation with the Anderson School of Management (UCLA, USA).
- **Synergies with local bodies** to foster start-ups internationalisation (Chamber of Commerce, Torino Wireless, ICE)
- I3P is member of the Incubator Forum Network (Gate2Growth), which more than 100 technology incubators focused on entrepreneurship support
- Politecnico of Torino is member of the CLUSTER taskforce on entrepreneurship, which involves some major technology universities in Europe





# Incubate

Brings together 11 partners from 8 European countries in a project aimed at enabling young SMEs in the field of information and communication technologies (ICT) to get better access to current and future European research and technology development (RTD) activities and programmes, as the European Commission's Seventh Framework Programme (FP7) for research.

As the beneficiaries of the INCUBATE project, ICT enterprises involved in the activities will be able to:

- Enter European RTD activities and thereby boost their innovation capacity
- Enhance their European cooperation networks with other enterprises and research organisations
- Widen the own technology base
- Develop new cooperation agreements at European level

Duration: 30 months from 1/2006



Funded by the European Commission's Sixth Framework Programme



# Future developments

## Promotion of entrepreneurship and hi-tech management

- Stronger connections with Ph.D. curricula
- Stronger connections with the M.Sc. Curriculum in Industrial Engineering and Management
- Hosting and supporting events on entrepreneurship

## Support to entrepreneurs during pre-incubation

- Post-doc grants supporting the "Proof of concept" and business plan development phase

## Networking and internal operations

- Setting up of international Advisory Board
- Increasing the network of mentors and potential managers for startups
- Strengthening links with Angels, VCs and Corporate VCs
- Networking with other incubators in order to achieve critical mass
- Internal IT infrastructure



# Some Closed Projects

## HIGHEST++ EUROPEAN PROJECT (PAXIS):

Network of Excellence in Entrepreneurship (partners: Torino Area, Alpes-Maritimes Region, Helsinki Region, South of Sweden, City of Berlin)

## GATE2GROWTH: Incubator Forum

## ET-NET (LEONARDO DA VINCI):

European project in partnership with the French Schools of Telecommunication, the University of Barcelona, the University of Durham, the University of Compiègne, University of technology and Economics of Budapest, University of Science & Technology of Krakow, Advancia (Fr), UPTA (Es) E-Zone(UK) – associations of innovative enterprises and independent workers.



# Let's Network!

*Thanks for your kind attention*

I3P s.c.p.a.

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10129 Torino

ITALY

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