

Impact Venture Builder - Q&A

PART 1 : Supporters' perspective (founders, partners, project sponsors, investors)

1. What kind of inputs are required from the participants and what kind of outputs/rewards can participants expect?

Actor	Input	Output
Founder	<ul style="list-style-type: none"> ● In-kind contributions : ● Expertise to choose the ideas and talents for the project teams ● Expertise, contacts and test-beds to support the project development (if possible) ● Attendance to regular (online) meetings ● ● Financial support to the whole process ● Can <u>in addition</u> act as partners, project sponsors or investors 	<ul style="list-style-type: none"> ● Influence the nature and quality of the selected projects (choosing ideas and choosing talents for the project teams) ● Close connection to the start-up teams from the beginning makes it easier to develop a strategic relation or prepare a potential investment ● Engage in managing the whole process (if wanted) ● Increase collaboration with international actors in the cleantech field and beyond ● Visibility & profiling as co-founders of a new era innovation initiative
Partner	<ul style="list-style-type: none"> ● Distribute the “call for ideas” and “call for talents” to their employees, students and networks 	<ul style="list-style-type: none"> ● Offer their employees and students an optimized way to try an entrepreneurial venture. ● Be an element of the Culture Change if needed. ● Offer their network a new way to develop cleantech ideas further ● Visibility & profiling as partners to the Impact Venture Builder
Project Sponsor	<ul style="list-style-type: none"> ● Financial support to one project (or more) projects, which has prior been chosen by the Founders ● Expertise, contacts and test-beds to support the project development (if possible) ● Attendance to regular (online) meetings dedicated to the project 	<ul style="list-style-type: none"> ● Get to know Impact Venture Builder in a very lean way, on a chosen project. ● Close connection to the start-up team from the beginning makes it easier to develop a strategic relation or prepare a potential investment ● Increase collaboration with international actors in the cleantech field and beyond

Investors	<ul style="list-style-type: none"> • June 2020: Early-stage investments into one or more teams and prototypes • Later stage investments 	<ul style="list-style-type: none"> • Investments with higher probability of success and faster and larger success.
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2. Who will be responsible for the collection of incoming cases?

Cleantech Scandinavia forwards a “call for ideas” to all Founders and Partners of the Impact Venture Builder. They distribute it internally and within their network using existing channels (e.g. university platforms reach students, researchers and alumni, city platforms reach citizens, innovation hubs reach innovators, company internal platforms reach professionals etc.). In addition, all Founders of the Impact Venture Builder that want to go a step further make use of (new or existing) personal contacts to researchers in order to find research-based cleantech ideas through a direct approach.

3. How will the pricing of new cases work out in the event of a capital raise (priority for Founders/ Project Sponsors of the network? how would innovators react to this)?

In the first six months, Founders and Project Sponsors can/should support the development of the chosen ideas not only with financial, but also with other resources (such as expertise, testbeds etc.). Optimally, this early engagement in the development period leads to an investment through Founders/ Project Sponsors as soon as the idea(s) get(s) incorporated. There will be a showcase event in June 2020, where other potential investors get to know the cases, however Founders and Project Sponsors have the advantage of knowing about the ideas, building up an early relation with the teams and planning investments with them many months before that event.

4. Who will be responsible for following up cases to ensure the correct/sound growth path?

Newly created project teams are developing the chosen ideas further with the help of the Lund innovation ecosystem and the Founders. The achievement of milestones is controlled by Cleantech Scandinavia . The teams are offered an office space in Lund, where they would be in regular personal contact with the Cleantech Scandinavia team, the City of Lund and Partners to the Impact Venture Builder. For example, the partnering incubator program Ideon Innovation can support the teams through experienced business coaches and a wide network.

PART 2 : Teams’ perspective (innovators, researchers, team members)

5. What kind of ideas are we looking for?

Topic: The ideas should be customer-centered and have a positive environmental impact. They may be related to the following sectors: Mobility, Energy, Materials, Water, Waste, Circular economy/ Recycling, Consumption behaviour.

Stage: Ideas should be in an early development stage and ready to be turned into prototype within five to six months.

6. Who is selecting the ideas that will be developed further? Based on what criteria?

The incoming ideas are selected by the Founders of the Impact Venture Builder, based on the following criteria:

- Potential impact on Climate Change
- Stage of development
- Innovativeness of the idea
- Expected market size
- Interest of the Founders

7. Who has ownership of the ideas?

As soon as the idea gets incorporated, the individual/corporate who came up with the idea (and is part of the team to develop it further) will provide IP rights to the incorporated start-up and eventually future investors. This topic will be discussed on a case by case scenario. Project Sponsors and Founders do not access IP rights through these roles. In case the idea provider is not part of the team to develop the idea further, he/she receives a prize money of 1.000 € as soon as the idea is chosen to be developed further and has consequently no right for ownership.

8. What happens if the idea includes an IP (Intellectual Property) right?

If the IP of an idea is secured (for example through a patent) the idea provider is expected to provide access rights to the team members who develop it further, aiming for its practical implementation. The question of ownership and IP rights is discussed and documented with the idea provider before it is matched with possibly other ideas and talents in order to clarify under which conditions the IP can in the end be used by others (investors etc.)

9. Who will develop the idea towards a prototype?

As soon as the ideas are chosen, team members are recruited depending on the needed skills to develop each idea further. Some team members might work full-time, others part-time. The project teams consist of the individual/corporate employee who came up with the idea (if they want to), students, researchers or professionals with different professional backgrounds. The idea is to create strong and diverse project teams.

10. When and where will the ideas be developed?

The development of the business plan and prototype associated with the ideas should be initiated in December 2019. The location from where the ideas are developed will depend on the project teams assigned to each idea. However, there is a possibility to use the infrastructure of the Impact Venture Builder in Lund, where Cleantech Scandinavia and Partners can host the teams that need it. Other possibilities might come along, in Malmö – Copenhagen or Espoo.

11. What is the added value of the Impact Venture Builder for individuals/entrepreneurs/corporates wishing to develop their idea further?

Depending on the needs of the project, the Impact Venture Builder will provide various kinds of services: support in office space, coaching, mentoring, salaries in some cases, network to find testbeds/labs, access to a pool of investors, raising funds etc.

12. What happens after the 5-6 months of developing the idea further?

Impact Venture Builder is an end to end process, built to be satisfied only when a given innovation reaches all its possible markets in a short time. Depending on the success of the project development and secured funding, the project team would optimally continue working on the product/service to bring it to the market(s). The Founders, Project Sponsors and Investors can help the startup with access to the market(s), e.g. through their vast international contacts, event participation and showcase tours.

13. Is there any salary paid to the team members developing the idea further?

Depending on the circumstances and involvement within the project team (student, professional, full-time, half-time) a compensation can be paid for the team members. However, being part of one of the project teams should be understood as a unique experience to join a venture building journey designed to be efficient and successful. We aim to create strong project teams where team members burn for their ideas and enjoy working together towards the prototype, incorporation and potential co-ownership of the new startup (as a goal).

14. Who is practically coordinating the Impact Venture Builder activities?

The Impact Venture Builder is coordinated by the Founders. Each Founder is invited to appoint one or several individuals that can dedicate some of their time to the management of the Impact Venture Builder activities. Currently, most coordination work is done jointly by the first two Founders Cleantech Scandinavia (Charlotte Jost & Magnus Agerström) and EDF (Jérôme Maillet, Mathieu Bertrane and Valéry Prunier). The Founders will act more and more as a group starting this summer.