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ROLE AND MISSION

ENTREPRENEURSHIP AND DEVELOPMENT OF THE TERRITORY

Founded in 1999, I3P is acknowledged as one of the best and longest-lived university incubators, for both its supported companies’ portfolio’s width and quality.

The mission of I3P is to support the entrepreneurial ecosystem in order to enhance both the economic growth and the employment in highly innovative industry fields and areas.

I3P’s distinctive characteristic in generating value for the incubated start-ups is the interaction with the Polytechnic of Turin and the research and innovation institutions related to it.

UBI Global has elected I3P as the Best Public Business Incubator in the world, as recognized by the World Rankings of Business Incubators and Accelerators 2019–2020.
ROLE AND MISSION
FOCUS ON HIGH-TECH ENTREPRENEURIAL PROJECTS

I3P is a non-profit, joint-stock consortium company with 6 equal associates.

I3P is characterized by its focus on industrial entrepreneurial projects.

• It supports both academic spin-offs and entrepreneurial projects by external teams.
• It is attractive also for projects and startups about specific technological areas, from Italy and abroad.
• It helps to introduce new projects and skills in the SME environment through Open Innovation initiatives.
ROLE AND MISSION

I3P AND THE POLYTECHNIC UNIVERSITY OF TURIN

The Polytechnic University of Turin represents **the most important source of technical and scientific skills** to enhance I3P’s activities and **the distinctive characteristic in generating value**, compared to other subjects which support and accelerate start-ups.

- Academic entrepreneurship’s channel
- Support on the development of technical skills of incubated start-ups
- Access to highly-qualified human resources (students, engineers, designers, PhDs)
- Joint programs of entrepreneurial education
- Network with important industrial groups
The ability of generating locally and attracting high innovative potential projects is also linked to the collaboration with institutions which operate in promoting research and innovation:

- Foundations and research centers working on themes regarding innovation and entrepreneurship
- Innovation centers focused on specific fields and technological domains
- Centers for specific skills’ development
- Corporate
- Financial partners, VC funds, business angels
ROLE AND MISSION
THE INCUBATOR AS A TWO-SIDED PLATFORM

The creation of value for the supported start-ups comes from the ability of the incubator to operate in a two-sided market:

- Start-ups, academic and industrial spin-offs, entrepreneurial projects
- Corporates, medium-size innovative companies, VC funds, financial intermediaries, business angels, thematic accelerators

I3P’s job is to guarantee the quality of the subjects operating on the platform and the presence of a sufficient critical mass to generate positive externalities, both between the two sides and within each one.

Being a consortium and a non-profit, I3P is coherent with institutional aim of its associates of subsidizing implicitly both sides of the platform and support local attractiveness.
ACTIVITIES

MAIN AREAS OF ACTIVITY

MATCHMAKING
Meetings with industrial partners and clients.

CONSULTANCY AND MENTORING
Strategic consultancy (business modeling and business planning); Specialistic consultancies in different areas through affiliate partners (legal, IPRs and certifications). External network of mentors. Support in completing teams.

SUPPORT TO TECHNICAL DEVELOPMENT
Link with University’s Departments and Research Centers for technical support.

FUNDRAISING SUPPORT
Support in the collection of capital funds with Business Angels, VCs, equity crowdfunding. Support in the collection of capital debts with banks.

SCOUTING
Competitions, hackathons, networking and direct scouting.

OPEN INNOVATION
Support to SMEs and corporates in their interaction with start-ups.
ACTIVITIES

MANAGEMENT OF PROJECTS IN PRE-INCUBATION PHASE

- **Definition and validation of the business model**, with a possible MVP development.
- **Approval by the Evaluation Committee**, which judges both the sustainability and the innovation of the Business Plan.
- **Analysis of the first ideas** and of the maturity of the entrepreneurial project, based on technical and business parameters. Average conversion rate in recent years: 15%
- **Business Plan’s writing** with market and field analysis, company strategy definition, first eco-fin projections.
- **Incorporation of the start-up**. The tutor follows the company, helping during the collection of funds, the team’s completion and the solution of critic points highlighted by the Evaluation Committee.
During the *incubation program*, the start-ups can use the *logistic and added value services* to develop their entrepreneurial activity. Moreover, it is also possible to choose a «*virtual incubation*» program, using just the added values services.
ACTIVITIES
SERVICES FOR INCUBATED START-UPS [12-36 MONTHS]

**Logistic services**
- 24/7 access to the venue
- Reception
- Meeting rooms and events
- Public and private IP addresses
- Furnished offices
- Print and copy services
- Access to the Polytechnic’s facilities

**Business services**
- Tutoring and coaching
- Networking and communication
- Financing
- Internationalization
- Promotion
- Link with investors, BAs and VCs
- Specialistic consultancies

**Partnerships**
- Banks
- Trade unions
- Research laboratories
- Accommodation facilities
- Technical partners (IBM, AWS, Hubspot, Microsoft, etc.)
- Promotion and education services
- Transportation
PORTFOLIO

PROJECTS AND START-UPS PORTFOLIO IN 2020

Selectivity in supported business projects

Overall portfolio of incubated or contractualized companies in 2020: 63

Network of over 270 active startups incubated over the years
PORTFOLIO

START-UPS BY TECHNOLOGICAL FIELD IN 2020

- IT / DIGITAL: 45%
- CLEANTECH: 20%
- MEDTECH: 15%
- INDUSTRIAL: 20%
In 2019
- Raised **16.3 M€** in seed & early stage funding
- Post-money value: **110 M€**

In 2020
- Raised **12.6 M€** (+**4.3 M€** matching funds)
- Post-money value: **70.9 M€**
CONTACTS

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