



EU-LAC DIGITAL ACCELERATOR

CATALOGUE OF SERVICES

Open Call # 1

Building bridges to accelerate Digital Transformation in
Europe, Latin America and the Caribbean



Catalogue overview

We will define a roadmap to support the growth of your EU-LAC Partnership that unlocks:

- Up to 15 services described in this catalogue.
- Deployed in 3 key stages of development.
- From our team located in Europe, Latin America and the Caribbean.



Proof-of-concept

- › Assessment and capability building to work with startups via corporate venturing.
- › Exploration of the impact of digitalization and complementary startups.
- › Technical expertise to design and implement pilot projects or democases.



Business case

- › Assessment of the market potential and IP management.
- › Business expertise to design and validate a business model, product and strategy.
- › Assessment of the pilot project outcomes and product roadmap.



Investment & Scaling

- › Assessment of the scalability potential and its implications.
- › Identification of international market opportunities and soft-landing.
- › Assessment of the investment readiness and matchmaking with investors.





Proof-of-concept

Improve corporate and startup collaboration

Review the partnership's gaps and needs

Design and execute pilot projects

Services:

Build corporate capabilities in Open Innovation

- › Increase innovation capabilities by better exploring the potential of the collaboration between corporates and startups.
- › Asses current maturity in Corporate Venturing, gain insights by exchanging experiences with other innovation executives, identify areas of improvement and enhance innovation practices.

Explore the full potential of digital transformation

- › Benefit from technical expertise and training in technologies such as AI, NLP, Blockchain, Robotics, Cybersecurity, Quantum Computing...

Scout complementary startups & solutions

- › Find additional startups or solutions required to further develop the partnership and asses how they can meet corporate needs.

Assess your technological risks and product specifications

- › Reduce technological uncertainties by assessing the solution feasibility and identifying the main risks to be mitigated or tested in pilot projects.

Design & implement pilot projects

- › Design discovery experiments to validate hypotheses and receive guidance to conduct tests, mock-ups or prototypes.





Business case

Size the market opportunity

Analyse and define the business case

Integrate the solution into the corporate structure

Services:

Market opportunity sizing

- › Refine market analysis by quantifying business potential and customer segmentation.

IP Management

- › Review freedom to operate and alternatives to protect your IP.

Business model design and validation

- › Refine with experts sales and customer acquisition plans, as well as marketing, brand or growth strategy.

Product roadmap and digital skills needed

- › Develop the product roadmap and supply chain / digital talent requirements identification.

Pilot project evaluation and follow up

- › Asses the pilot project results and outcomes, making informed decisions about the future of the product or service implemented.

Integration and implementation of the solution

- › Asses the feasibility and operational viability.





Investment & Scaling

Define the scaling and growth plan



Define the investment readiness plan



Expand your network of investors

Services:

Scaling of solution

- › Analyze the implications of scaling, considering geographical aspects and funding.

International growth plan and soft-landing

- › Internationalize the partnership, analyzing market opportunities or strategies and soft-landing in new countries.

Investment pitch and deck

- › Prepare partnerships to attract investment, assessing readiness and defining business plan or investors deck.

Matchmaking with private and public investors

- › Connect with investors to find the ideal match to fuel partnership growth and receive advisory to access to EU funded grants or equity funds.



Catalogue summary



Proof-of-concept

- › Build corporate capabilities in Open Innovation
- › Explore the full potential of digital transformation
- › Scout complementary startups & solutions
- › Assess your technological risks and product specifications
- › Design & implement pilot projects



Business case

- › Market opportunity sizing
- › IP Management
- › Business model design and validation
- › Product roadmap and digital skills needed
- › Pilot project evaluation follow up
- › Integration and implementation of the solution



Investment & Scaling

- › Scaling of solution
- › International growth plan and soft-landing
- › Investment pitch and deck
- › Matchmaking with private and public investors

Our partners:



Apply now!

Open Call #1 is now available.



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