EU-LAC DIGITAL ACCELERATOR
CATALOGUE OF SERVICES
Open Call

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.
- Assess 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 assess 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.

Services that can be provided both in batch or individually.
Business case

Size the market opportunity

- 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.

Analyse and define the business case

- 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.

Integrate the solution into the corporate structure

- 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.

Services:

- Market opportunity sizing
- Business model design and validation
- Pilot project evaluation and follow up
- Integration and implementation of the solution

Services that can be provided both in batch or individually.
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.

Services that can be provided both in batch or individually.
Catalogue summary

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- 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!