EU-LAC
Digital Accelerator

ACCELERATION SERVICES

Catalogue 2025

We accelerate the implementation of partnerships between corporates and startups or SMEs

Acceleration Services

Overview

6-month journey to support your growth in 3 stages:

Quality Assurance

Follow-up of your services and milestones

Roadmap

Define your plan for a successful partnership implementation.

Proof of Concept

Mitigate your risks before scaling up innovative solutions.

Business Case

Define your strategy to build an international business.

Scaling & Investment

Assess your readiness to scale and attract investment.

Marketing & Communication

Promotion of your goals and achievements

Acceleration Services

Catalogue
Up to 12 services tailored to your needs:

Roadmap

Proof of Concept
- Open Innovation bootcamps
- Corporate Venturing capabilities
- PoC design & prototyping
- Reliability of AI solutions

Business Case
- Business Model Design
- International growth & soft-landing
- IP Management
- Product roadmap & digital skills

Investment & Scaling
- Scaling into corporate structures
- Full process digitalisation
- Investment readiness
- Access to public funding

Acceleration Services

Team
Experts in Corporate Venturing, Digital Technologies, Business Development and Venture Capital:

PROOF OF CONCEPT

Proof of concept

What is the challenge?

PoCs

fail to adopt
the technology
in scale, as risks
are not clarified.

Idea
Generation

Prototype
Creation

Implementation

Corporate
& Startup
partnership

GO

Successful
Technological
Integration

Concept
Development

Testing and
Validation
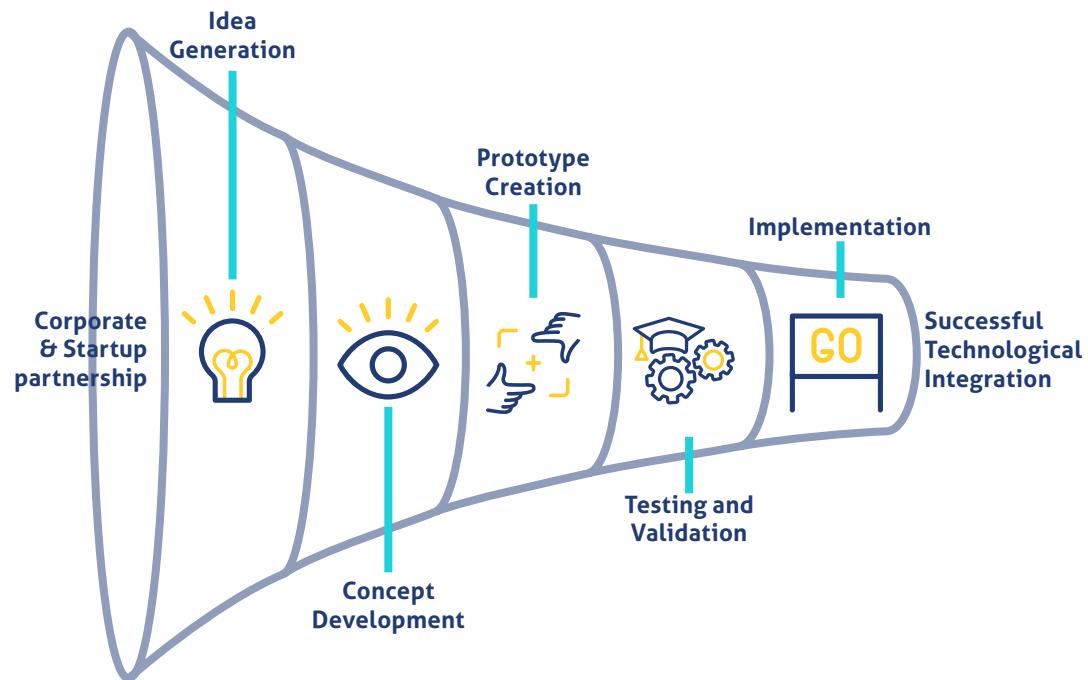
Fig. Procedure to test and validate innovative solutions before scaling up.

Proof of concept

Our services

Open Innovation Bootcamp	Corporate Venturing capabilities	PoC Design & Prototyping	Reliability of AI solutions

Scope

Peer learning, network, exchange of experiences and innovative approaches in Open Innovation for better collaboration between corporates and startups.	Gain insights and conduct a diagnosis on current results to further develop targeted strategies to enhance your corporate innovation practices with startups.	Define the scope and validation tests required to assess the technological feasibility of the solution and identify the technological risks to be cleared out.	Evaluate the quality and reliability of the data to improve your AI solution or deploy AI powered prototypes before tackling the final product.

Deliverables

1 day workshop (online or onsite)	Online workshops	PoC design & evaluation. Prototyping with AI.	Data quality checks. Tech risk analysis.

Our expert's view

Example: PoC design & evaluation

1
- **Understanding needs**
  Elaborate a plan to evaluate the PoC results, establishing the KPIs that will validate our feasibility hypothesis.

2
- **Defining uses cases**
  Identify the most relevant use cases of your product to determine the requirements for adapting to customer's environments.

3
- **Validating feasibility**
  Evaluate product performance in atesting setup that can reproduce the conditions of your customer's environment.

*"We can support you in reducing uncertainty when developing your innovations by conducting a proof of concept to determine the **feasibility of your project** generating the evidences that demonstrate the strengths of novel concepts andalso the challenges that must be undertaken to achieve success."*

Txomin Rodríguez
Product and business development
@OCTANTIS TECNALIA GROUP

Proof of concept

Our value proposition

"Mitigate your risks before scaling innovative solutions."

Leading implementation team

IESE Business School — University of Navarra

Leading Business School with HQ in Spain and with presence in Europe, United States and Latin America. Through their Open Innovation and Corporate Venturing Institute, **IESE supports corporations to innovate with startups.**

OCTANTIS tecnalia group

TECNALIA's team whose mission is to foster growth through the development of technology-based business opportunities and deep-tech entrepreneurship. **OCTANTIS supports companies torenew and diversify their businesses.**

tecnalia MEMBER OF BASQUE RESEARCH & TECHNOLOGY ALLIANCE

Largest centre of applied researchand technological development in Spain and a benchmark in Europe. **TECNALIA works with companies to improve their competitiveness through technology.**

wayra Innovation

Technological innovation hub started in Spain and Latin America as an initiative of TELEFÓNICA, connecting entrepreneurs, corporates and other partners. **WAYRA supports tech disruptors to scale and accelerate.**

BUSINESS CASE

Business case

What is the challenge?

Startups

fail to adapt innovative solutions into mainstream international markets.

International Operations

Scalable Business Model

Competitive Edge

Unique Value Proposition
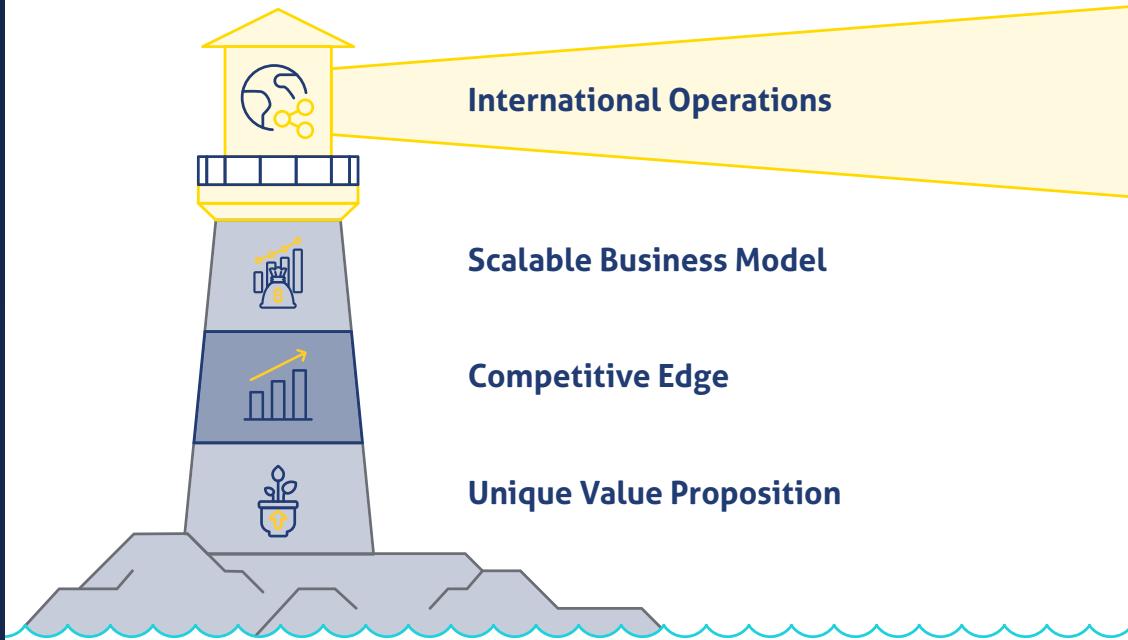
Fig. Topics to consider when building international businesses

Business case

Our services

Business model design	International growth and soft-landing	IP Management	Product roadmap & digital skills

❯ Scope

Build and validate the business plan; team building, pricing, sales forecast, marketing, branding, competitive analysis...	Analyse new market opportunities, design your soft-landing strategy on new continents and identify new business opportunities to further deploy your market.	Optimise your IP strategy, identify potential protection measures to be taken and define the right valorisation or exploitation strategy in diverse geographies.	Guide the conceptualisation and design of new solutions, build a roadmap and identify the digital technologies to be integrated or supply chain requirements.

❯ Deliverables

Business plan review Mentoring sessions	Market study Mentoring sessions	IP assessment	High-level product roadmap

Our expert's view

Example: International growth & soft-landing

1

- **Understanding needs**
  Sharing the starting point, the partnership's current situation, the strengths and the constrains for internationalization.

2

- **Designing an internationalisation strategy**
  Designing together with the partnership the best strategy to scale up the solution internationally: target market, channels, pricing...

3

- **Reviewing and calling to action**
  Reviewingthe international and soft-landing strategy and prioritisation of actions to put in place to scale-up the solution.

"Expert support on internationalisation and approaching new markets is key to scale up partnership between companies from the European Union, Latin America and the Caribbean."

Rubén Carrandi
Senior Project Leader
@EBN

Our expert's view

Example: Product roadmap & digital skills

1
- **Understanding the product evolution**
  Defining the product vision. Definition of short, medium and long term objectives. Establishment of product scaling phases.

2
- **Designing an internationalisation strategy**
  Identifying of technical and strategic competencies at each stage. Determination of required professional profiles for growth.

3
- **Reviewing and calling to action**
  Integrating the roadmap with the vision and objectives of the business. Prioritisation of functionalities.

"The result of this service will allow the alliance to have a product roadmap, and the definition of the technical team required for its new business line."

Claudia Montilla
Digital Transformation Manager
@Tecnalia_Co

Business case

Our value proposition

"Define the strategy to build an international business."

Leading implementation team

European Business and Innovation Centre Network, whose mission is to build strong innovation ecosystems that support the economic development. **EBN provides access to expert networks to foster entrepreneurship.**

Technological innovation hub started in Spain and Latin America as an initiative of TELEFÓNICA, connecting entrepreneurs, corporates and other partners. **WAYRA supports tech disruptors to scale and accelerate.**

Technological development and innovation centre dedication to the preparation and execution of applied research projects. **TECNALIA COLOMBIA helps to develop new technologies that meet industry needs.**

Largest centre of applied researchand technological development in Spain and a benchmark in Europe. **TECNALIA works with companies to improve their competitiveness through technology.**

INVESTMENT & SCALING
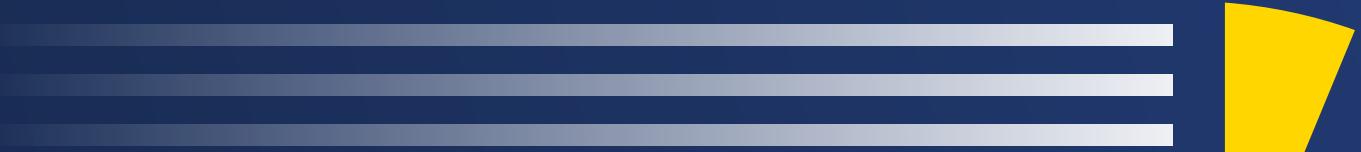
Investment & Scaling

What is the challenge?

Scaling

requires the buy-in from corporates and investors to access the infrastructure and funding for growth.

How to scale effectively?

Corporate Buy-in

Secures access to corporate infrastructure and resources, facilitating growth.

Investor Support

Provides necessary funding and financial backing for expansion.

Fig. Unlocking partnerships capabilities

Investment & Scaling

Our services

Scaling into corporate structures	Full process digitalisation	Investment Readiness & Matchmaking	Access to public funding

Scope

Make an assessment and define a plan about how to integrate innovative solutions into a Corporate structure to scale your business and grow.	Analyse how a full process can be digitalised after a PoC and what technologies (AI, NLP, Cybersecurity...) could be integrated to improve its performance.	Get ready to attract investment, assessing your readiness and defining the investors deck directly with professional investors to get their feedback.	Receive advisory to access EU-funded grants or equity funds, by having an overview on potential programmes and opportunities.

Deliverables

Scaling plan Mentoring sessions	Process workflow 1-2 online workshops	3-4 online workshops 1-2 meetings with investors	Assessment

Our expert's view

Example: Scaling into corporate structures

1

- **Initial evaluation**
  Conducting a review of the solution to assess, deliverables, challenges and determine key go / no go factors.

2

- **Scalability factors**
  Assessingfeasibility, available resources, operational requirements, cultural considerations and potential risks while identifying key markets for expansion.

3

- **Co-creation of the scalability report**
  Definingthe roadmap, refiningthe business model and outliningkey expansion steps to enhance scalability and address primary barriers.

"Creating an scalability roadmap for a validated PoC is crucial to maximising impact, optimising costs, and ensuring sustainable growth."

Fatima Valer
Innovation Lead
@WAYRA HISPAM

Our expert's view

Example: Investment readiness & matchmaking

1 • **Initial evaluation**
Evaluatingcurrent pitch materials & investor feedback. Refine pitch deck: market entry, fund allocation & investor alignment.

2 • **Pitch Practice**
Conducting mock pitch sessions. Improve presentation skills & investor Q&A handling.

3 • **Investor Meetings & Follow-up**
Arranging & supporting investor meetings. Refine materials based on feedback & plan next steps.
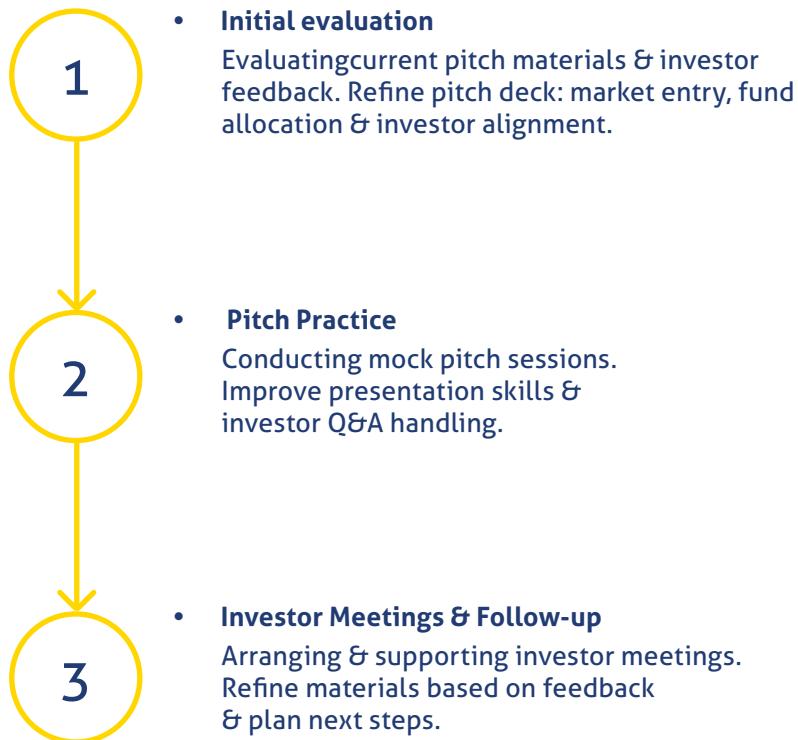
"*Our **Investment Readiness & Pitching Programme** will equip you with the tools, insights, and investor connections to succeed. In just 3 months, we'll help you sharpen your value proposition, master investor Q&A, and secure key meetings with potential funders. Don't miss this opportunity to accelerate your growth — apply now!*

Abel Fernandez
Heads of EU Projects
@EBAN

Investment & Scaling

Our value proposition

"Asses the readiness to scale and attract investment."

Leading implementation team

European Business Angels Network, acting as the pan-European representative for theearly-stage investor community and gatherin gover 100 members in 50countries. **EBAN drive ssuccessful Angel Investing.**

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