

ACCELERATION SERVICES

Catalogue 2026

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



Funded by
the European Union



Acceleration Services

Overview

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



Roadmap

Define your plan for a successful partnership implementation.



Proof of Concept

Mitigate technological risks before scaling up innovative solutions.



Business Case

Define your strategy to build an international business.



Investment & Scaling

Assess your readiness to scale and attract investment.

Quality Assurance

Follow-up of your services and milestones

Marketing & Communication

Promotion of your goals and achievements

Acceleration Services

Catalogue

Up to 14 services tailored to your needs:



Roadmap



Proof of Concept

- Open Innovation bootcamps
- Corporate Venturing capabilities
- PoC Design & Evaluation
- Assessment of AI Solutions
- PoC integration roadmap



Business Case

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



Investment & Scaling

- Scaling into corporate structures
- Access to public funding
- Investment readiness
- Ask the Angel
- Fundraising Strategies & Opportunities

Acceleration Services

Team

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

tecnal:a

MEMBER OF BASQUE RESEARCH
& TECHNOLOGY ALLIANCE

IDB | LAB

C A R I B B E A N
EXPORT
DEVELOPMENT AGENCY

tecnal:a
colombia

wayra
Innovation

IESE
Business School
University of Navarra

eban

ebn

**EXPERTISE
FRANCE**
GROUPE AFD

OCTANTIS
tecnal:a group



Acceleration services

PROOF OF CONCEPT



Proof of concept

What is the challenge?

PoCs

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

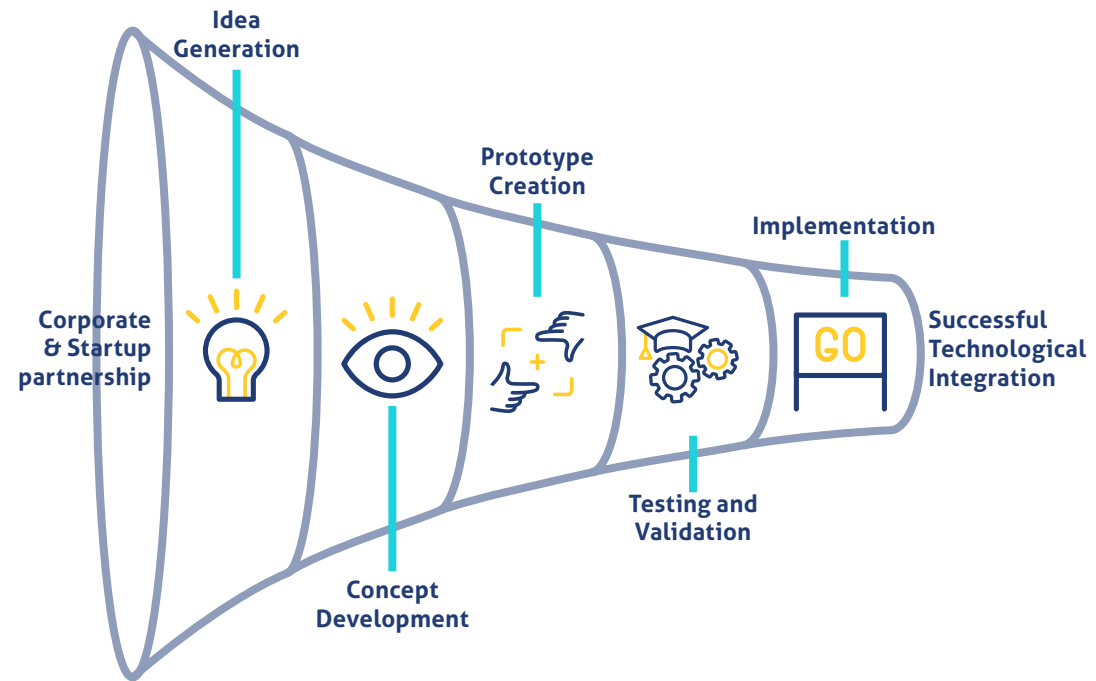


Fig. Procedure to test and validate innovative solutions before scaling up.

Proof of concept

Our services

Open Innovation Bootcamp

Corporate Venturing capabilities

PoC Design & Evaluation

Assessment of AI Solutions

PoC integration roadmap

> 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.

Provide assistance on determining the technical feasibility of the new product / process or service that applies AI (Traditional and generative) according to the business case or application domain, identifying possible gaps (i.e lack of data, quality of data...).

Build the roadmap that takes a proven PoC or pilot from test phase to full-scale operations inside the corporate: securing ownership and budget, mapping IT, legal and procurement requirements, and proving the business case.

> Deliverables

1 day workshop (online or onsite)

Online workshops

PoC design & evaluation

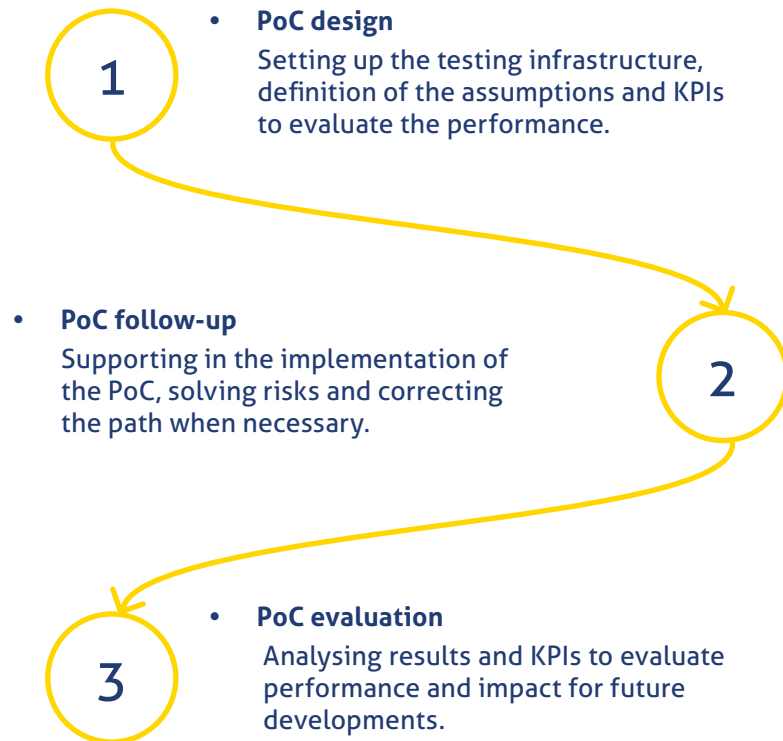
Technical Feasibility report And AI Roadmap design report

Integration readiness assessment, Scaling roadmap



Our expert's view

Example of our approach



"A PoC must precisely define the assumptions to be validated and the technological risk to be cleared out. Otherwise, Corporates will have no visibility on what steps to take to implement the solution into their businesses."

Txomin Rodríguez

Open Innovation Consultant

@OCTANTIS TECNALIA GROUP

Proof of concept

Our value proposition

“Mitigate technological risks before scaling innovative solutions.”

Leading implementation team



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.**



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



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



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.**

Acceleration services

BUSINESS CASE



Business case

What is the challenge?

Startups

fail to adapt an emergent
into a mainstream
solution, developing
international markets.

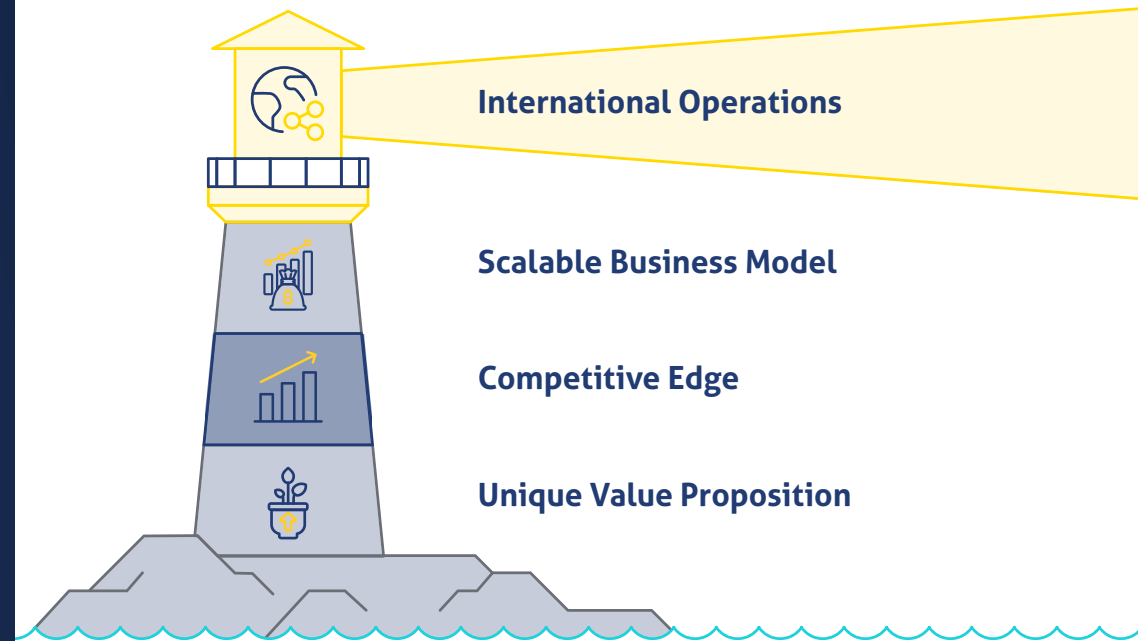


Fig. Requirements to build scalable business models

Business case

Our services

Business model design	International growth and soft-landing	IP Management	Product roadmap
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> Scope

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

Business plan review Mentoring sessions	Market study Mentoring sessions	IP assessment	High-level product roadmap
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Our expert's view

Example of our approach



"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

Business case

Our value proposition

“Setting up the right strategy to scale and 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.**



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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.**

Acceleration services

INVESTMENT & SCALING



Investment & Scaling

What is the challenge?

Scale

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

Investment & Scaling

Our services

Scaling into corporate structures	Access to public funding	Investment Readiness & Matchmaking	Ask the Angel	Fundraising Strategies & Opportunities
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> Scope

Make an assessment and define a plan about how to integrate innovative solutions into a Corporate structure to scale your business and grow.

Receive advisory to access EU funded grants or equity funds, by having an overview on potential programmes and opportunities.

Get ready to attract investment, assessing your readiness and defining the investors deck directly with professional investors to get their feedback.

Bridge the gap between early-stage startups and experienced investors/advisors.

Evaluation of current fundraising status, exploring alternative strategies (e.g., grants, crowdfunding, revenue-based financing), and connecting them with tailored opportunities.

> Deliverables

Scaling plan
Mentoring sessions

Assessment

3-4 online workshops
1-2 meetings with investors

Sessions with investor

Fundraising Assessment Report, Funding Opportunities Portfolio.



Our expert's view

Example of our approach



“Creating an scalability roadmap for a validated PoC is crucial to maximizing impact, optimizing costs, and ensuring sustainable growth.”

Fatima Valer
Innovation Lead
@WAYRA HISPAM

Investment & Scaling

Our value proposition

“Developing an investment proposal to engage with stakeholders.”

Leading implementation team



European Business Angels Network, acting as the pan-European representative for the early-stage investor community and gathering over 100 members in 50 countries. **EBAN drives successful Angel Investing.**



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