

JOIN THE CLUB STARTUP !



Club's Main Goals

Encourage exchanges and relations between Big Companies that build the network of the *Chambre's* French-Italian Business Community together with the **ecosystem of startups**, looking forward to create an environment of **Open Innovation and mutual contamination**. In all the meetings, both the **Startups** and the **Corporate Innovation Managers** will be involved.

The topics of discussion and the contents proposed by the Club Start Up Club are the result of synergistic collaboration with the **Major Universities, research centers, Institutions, Bpifrance and French Tech.**

With **Open Innovation**, in 2020, one in three innovative companies in Italy has been able to change their own business model, half of them got new customers and 44% accelerated the development of new products and services.



What we've achieved in 2020

29/01

Kick-Off Meeting

Presentation of
2020 Program

Studio Tonucci & Partners

28/04

Investment in innovation,
general considerations on
the form of agreements with
Startups

18/05

Tax incentives 2020 for
startups and innovative
Smes: Focus on support
instruments for businesses
at the time of Covid19

Leyton

27/05

Cultural intermediation
between startups and
large companies: the
search for a common
solution for a win win
relationship
Biouniversa

15/06

Startup Investment
Transactions: the main
clauses of the investment
agreement

Studio Tonucci & Partners

08/07

OPEN INNOVATION: how
corporations and startups
can find an efficient way to
collaborate
DPH S.p.a.

17/09

Innovation Manager
Meeting: how to
evaluate a startup

Early Metrics

29/09

Know-how and innovative
startups: identification and
protection of business
secrets

Lawtelier Avvocati Associati

16/10

The path of a Life
Science Startup: from
idea to exit

Panakès, Alira Health,
BiovelocITA

12/11
and
23/11

BtoB meetings between
Startups and Corporate with
Keynote speakers

Le Bridge

Final event of the 2020 program: Le Bridge Milan



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PARTICIPATING COMPANIES



What we will do in 2021

09/02

Creativity in Artificial Intelligence

Studio Tonucci & Partners

02/03

How to grow a Start Up

Leyton

24/03

E-commerce: legal aspects

Pirola Pennuto Zei & Associati

21/04

A new France/Italy Accelerator

BpiFrance

29/04

1° Session
Le Bridge
BtoB meetings between Startups and Corporate with Keynote speakers

26/05

Speech Venture Capitalist
(Topic to be defined)
Panakès

10/06

Gaia X, the Cloud Infrastructure Made in UE
French Tech

05/07

Case History Presentation
(Topic to be defined)

Le Village by CA

16/09

Cyber Security: last updates

Studio Tonucci & Partners

21/10

Direct investments by the European Commission in startups (digital, health and ecological transition)

17/11

2° Session
Le Bridge
BtoB meetings between Startups and Corporate with Keynote speakers

13/12

Case History Presentation
(Topic to be defined)

Bocconi for Innovation

Why you should join the Club Start Up

- 1 Approach French and Italian Corporate
- 2 Be an active part in the events
- 3 Create concrete business opportunities
- 4 Exchanges with different realities
- 5 Visibility on social channels
- 6 Access to targeted training and content

The Sponsorship: € 2500

Choose to support the *Chambre* because you believe that the exchange of ideas and projects can bring wealth, because you believe in the commitment of restitution and because you know that together we are stronger.

The sponsorship of the Startup Club includes both online and offline visibility actions:

OFFLINE

- Post-event list of participants shared
- Logo on Club Startup specific Roll-up
- Credits in opening and closing events
- Chambre Professional Screen Video Promo
- Participation in the 2 editions of the Bridge (April and November 2021)

ONLINE

- Logo presence on invitations and registration forms for Club events
- Logo presence on the Chambre website in the Club Startup section
- Logo on Club yearbook shared with all Startups
- Tag on LinkedIn post (pre and post event) + other social channels
- Chambre Professional Screen Video Promo
- Logo credits at the start and end of the streaming event
- Logo on registration of the meeting spread on YouTube, Chambre site, Newsletter and LinkedIn

The Main Sponsorship: € 5000

Promote, build and participate, together with *Chambre*, in a **project** that acts as a **double bridge** within our business community, linking **France, Italy** and two different but complementary realities such as **Startups** and **Corporate Innovation Managers**.

In addition to the benefits provided by the sponsorship (online and offline visibility), the Main Sponsorship includes:

- The organization of an **in person event** (*as soon as the health situation will allow it*), created *ad hoc* with topics and contents to be defined together, consistent with the Club's 2021 goals and program
- The publication of an **article** on Economy or other newspaper that deals with topics related to innovation, in which you will be able to make a contribution in terms of content

Participation in the Bridge: €600/session

The Club program foresees **two Bridge sessions for 2021 (April and November)**.

This day of **Speed Dating meetings between Start Up and Corporates** is designed with a view of **Open Innovation and Exit**, in order to create contact and share direct knowledge between the two entities. The Corporate could be represented by the Innovation Manager, Marketing, Purchasing or Finance Managers so that the business opportunity will be truly concrete.

Participation in each session includes:

- The organization of meetings with Start Ups operating in the sector and field of action indicated in the registration phase
- The presence of your logo and a quote in the article published on the website and in the December newsletter
- Participation in the speeches of the Keynote speakers in the opening round table

For sponsors, participation in the two Bridge sessions is included.

THANK YOU FOR YOUR COMMITMENT TO US!

CONTACTS

Greta Salina

greta.salina@chambre.it

Tel.: 349 92 64 073

