



arQus

European University Alliance

Action Line 5 *Entrepreneurial University & Regional Engagement*

Action 5.3.3 - ISLYE *International Soft Landing for Young Entrepreneurs*

Call for applications 2020-21



UNIVERSIDAD
DE GRANADA



UNIVERSITETET I BERGEN



UNIVERSITÄT
LEIPZIG



UNIVERSITÉ
DE LYON



800
ANNI



UNIVERSITÀ
DEGLI STUDI
DI PADOVA



Vilniaus
universitetas

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Arqus – introduction

The [Arqus European University Alliance](#) brings together the universities of **Bergen, Granada, Graz, Leipzig, Lyon, Padova and Vilnius**, 7 universities who share experience in joint projects and a common profile as internationalized institutions with deep regional engagement in medium-sized cities. The principal ambition of Arqus is to act as a laboratory for institutional learning in order to design, test and implement an innovative model for inter-university cooperation.

ISLYE – International Soft Landing for Young Entrepreneurs

Introduction

The ISLYE international mobility programme for student entrepreneurs aims to offer international mobility opportunities between incubators (in collaboration with higher education institutions), to student entrepreneurs through partnerships based on the principle of reciprocity, in order to support them in the development of their internationalisation strategy.

All services and resources offered to incoming student entrepreneurs from partner incubators are offered free of cost.

Programme objective

Experiencing an international mobility is highly beneficial for entrepreneurs as they get to:

- experience an intercultural approach to business
- support for their entrepreneurial project through international mentoring and coaching
- meet startups and companies in a “peer to peer” logic
- develop their business network with help from the partners in the ISLYE network

Arqus – ISLYE programme

Incoming mobility hosts

Excepting Bergen, all partner universities are participating as incoming mobility hosts for this call.

Eligibility

This programme is open to student-entrepreneurs of all 7 Arqus partners’ incubators, whose projects have a strategic interest in acquiring an international orientation. Ideally, the participating projects must have a level of maturity corresponding to a start-up phase of commercialization.

Projects in the prototyping phase of a product or service, requiring a longer and more complex development and market access phase, may also apply.

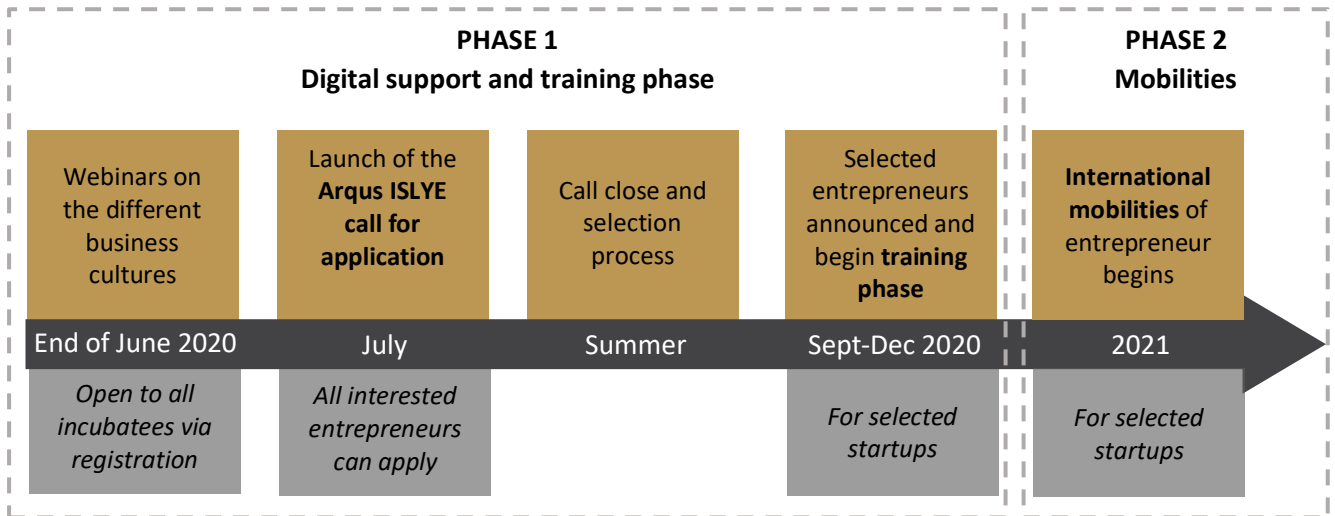
Funding opportunities for outgoing mobilities

If you are selected for undertaking an outgoing mobility, local **funding may be available** at your university under specific conditions (and additional documents may also be required):

- **Bergen:** entrepreneurs of the University of Bergen, please contact your local referent to check if any funding is available for outgoing mobilities.
- **Granada:** please check with the local referent as funding may be available through an additional application process at the International Relationship office
- **Graz:** please contact your local referent for funding opportunities, as this has to be discussed with the Office for international Relationship case by case.
- **Leipzig:** funding is available, please contact your local referent for more information.
- **Lyon:** the « Bourse Régionale Mobilité Internationale Jeunes entrepreneurs de la Région Auvergne Rhône Alpes ([BRMI](#)) » or other funding may be available. Please contact your local referent for more information on the application conditions.
- **Padova:** No funding source identified as of now. Please contact your local referent for more information.
- **Vilnius:** No funding source identified as of now

Programme timeline

The Arqus ISLYE programme is divided into two main phases: a digital support and training phase (coaching and mentoring sessions) followed by the physical mobilities that will take place in 2021.



As this programme differs from entrepreneurship awareness or pure entrepreneurship training programs, in phase 2, a mobility period of 1 to 3 weeks is highly recommended.

2020-21 Call calendar

- The deadline for applying to the 2020-21 Call for application is the **15th of September** midday.
- Results will be announced by the **end of September**
- Training phase (virtual mentoring and coaching session) from **October to December**
- Final mobility periods for 2021 is to be decided between the selected entrepreneurs and the host incubators later in the year.

Application submission

Documents required to apply:

- Completed **Application Form** (maximum 3 pages)
- **CVs**

Completed applications for outgoing mobilities are to be submitted **by email** to your **local referent** by **15th of September midday**.

Local referents

The following list are your local contact persons coordinating the Arqus ISLYE programme:

- | | | |
|-----------|------------------------------|--|
| • Bergen | Yves Aubert | yves.aubert@uib.no |
| • Granada | Vanesa Barrales Molina | vanesabm@ugr.es |
| • Graz | Christina Kröll | christina.kroell@uni-graz.at |
| • Leipzig | Christian Hauke | christian.hauke@uni-leipzig.de |
| • Lyon | Charles Basset | charles.basset@universite-lyon.fr |
| • Padova | Giulia Turra | g.turra@galileovd.it |
| • Vilnius | Kristina Babelytė-Labanauskė | kristina.babelyte-labanauske@cr.vu.lt |

Please send your completed application form by email to your local referent, the referent will then coordinate with the university incubator you would like to visit.

For any general information on Arqus ISLYE, you may contact smita.mohanty@universite-lyon.fr

Incoming mobility host in Granada

Introduction



The University of Granada (UGR) set up in 2015 a new specific area, the General Coordination for Entrepreneurship of the University of Granada (UGRemprendedora), led by Prof. Maria del Mar Fuentes, devoted to coordinate and integrate activities designed to foster entrepreneurship within the university community. The goal of UGRemprendedora is to encourage innovation and to make significant socio-economic contributions to society.

At UGRemprendedora, we help to turn the ideas into hands-on entrepreneurial projects. UGRemprendedora carries out and supports the following **activities and programmes**:

- Activities aimed at students and graduates, teachers, researchers and administration and service staff that encourage innovation, entrepreneurial initiatives (in all knowledge areas), and the development of innovative and entrepreneurial attitudes and behaviour within the University community, such as:
 - “Entrepreneurship days” at Faculties and Schools
 - Workshops and round tables about entrepreneurship
 - Business Ideas competitions
 - University teaching staff training in business attitudes and capabilities.
- Activities designed to coordinate and promote entrepreneurial initiatives carried out in UGR centres and other bodies
 - “UGR Entrepreneurial Talent”
 - “UGR Social Entrepreneurship Laboratory”
 - Mentoring programme
- Activities designed with a view to diagnosing and analyzing the entrepreneurship phenomenon and its constantly evolving ecosystem
 - “Face2Face with entrepreneurs”
 - Business skills workshops.
 - Startup management capabilities courses.
- “Activities designed to improve the communication and dissemination of entrepreneurial activities at the University of Granada
 - “UGR Entrepreneurship Forum”
 - “Annual UGR Entrepreneurship Prizes”
 - Press releases of success startup stories.
 - Networking events

Strong local sectors

We adopt a broad approach to promote entrepreneurship from all knowledge areas; then, our incubated projects are really diverse: digital technologies, food and beverages, professional communication services, etc. Also, in Granada we have a health technology park which could offer interesting synergies for healthcare projects.

Startups targeted: business areas and maturity

Startups from all business sectors are welcome. Our projects incubated are mainly early-stage projects.

Services provided to incoming startups (*on demand according to their needs*)

In our **Entrepreneurship Centre** we have a **Business Incubator area** and a **Coworking room** for students and alumni projects. Two multi-purpose classrooms (45pax) are used in our programmes, as well as the **mentoring offices**. Also, we develop different regular activities such as (in Spanish):

- “Face2Face with entrepreneurs”
- Business skills workshops.
- Startup management capabilities courses.

Potential dates for mobility in 2021

Between March – May and October - November

Maximum number of incoming entrepreneurs per mobility

2

Incoming mobility host in Graz

Introduction



With 31,000 students and 4,300 employees in research, teaching and administration, the University of Graz (Uni Graz), founded in 1585, is the second largest, most traditional, and at the same time, also one of the most innovative universities in Austria. The core purpose of Uni Graz is to explore key issues that are central to our society,

to identify solutions to problems, and to provide responsible guidance and education for young people so that they can help shape the way society develops in the future.

The **Center for Knowledge and Innovation Transfer (ZWI)** offers space for innovators by actively bringing the acting persons and organisations into contact with each other, with the aim to create a hub for entrepreneurship and innovation (offices, co-working spaces, services, event areas, etc.) in the heart of the city that is fueled by the power of university research and exploits the dynamics of entrepreneurial activity. The ZWI's role is being a platform for various players in the innovation ecosystem, primarily start-ups and companies that want to be active in the university environment.

Strong local sectors

The University of Graz makes a decisive contribution to the pulsating life of the Styrian capital. Its geographical location allows a lively scientific, economic and cultural exchange with South-Eastern Europe, from which the city benefits as much as its educational institutions. In our Start-up Support Programmes, we are not restricted to a specific Vertical. As modern, multidisciplinary research university, Uni Graz takes a clear position on the essential social questions of the present and the future. To do this, Uni Graz has developed Fields of Excellence (Climate (change) research, BioHealth, Complexity of Life research, Dimensions of Europeanisation, and the effects of technical innovations on law and the economy ("Smart Regulation")) in which Uni Graz aspires to be international leader. Science, innovation and digitization are currently among the most important topics in our region. With a R&D quota more than 5% of the regional gross domestic product Styria is not only the innovation leader in Austria but is also among the leading regions in Europe. An important factor of our success is the good collaboration between research and competence centers, private enterprises and universities. The Styrian core competences are mobility, green technology as well as health tech. Companies are clustered around that core fields.

Start-ups targeted: business areas and maturity

Start-ups from all business sectors are welcome. Our projects incubated are mainly early-stage projects.

Services provided to incoming start-ups (*on demand according to their needs*)

We can offer infrastructure in our co-working space. The team can also take part in workshops offered within our acceleration programme. We will organize also mentoring sessions as contact into the local innovation system depending on the needs of the incoming project.

Potential dates for mobility in 2021

Between April to end of June or October to December.

Maximum number of incoming entrepreneurs per mobility

2



Incoming mobility host in Leipzig

Introduction



The Self Management Initiative Leipzig (SMILE) is active in the promotion of an entrepreneurial spirit, start-up support and knowledge & technology transfer at Leipzig University. SMILE is closely cooperating with further partners throughout Saxony and Germany to help young entrepreneurs, start-ups and existing companies to succeed.

<https://www.smile.uni-leipzig.de/>

Our didactic principles and implementation concept

- Workshops, seminars and events are organised all the year outside study programmes and are open for everyone interested
- SMILE Trainers open their network in the city of Leipzig and the region around for the teams
- SMILE personnel is guiding young entrepreneurs in a coaching process to the establishment of a company

The SMILE team combines people with diverse entrepreneurial backgrounds, skills and experiences, who operate in a highly professional and flexible manner to bring the best ideas to the market. They offer their service in German and English.

SMILE was established in 2006 and as a direct result more than 500 businesses were founded.

SMILE of Leipzig University is specifically aimed at strengthening the activities of academic-based knowledge transfer within the Life Sciences, Healthcare, and Medical Device sector in order to ensure the further development of this important cluster in the region.

Strong local sectors

Leipzig concentrates on five economic clusters: Media and Creative Sector, Life Science and Bioeconomy, Logistics, Energy and Automotive. You can find here for example a [smartinfrastructurehub](#) or the [Bio City Leipzig](#)

The City is in the heart of the Metropolitan Area Central Germany and one hour by train from Berlin

Startups targeted: business areas and maturity

SMILE is open for all sectors

Services provided to incoming startups (*on demand according to their needs*)

- Participation on workshops and seminars
- Support for project (mentoring, coaching)
- Meetings with peer to peer startup
- Meetings with companies, universities and/or local research centres; public and private economic and financial institutions, ngos, clusters...
- Office
- Community events

Potential dates for mobility in 2021

Between May-June and October-November

Maximum number of incoming entrepreneurs per mobility

2

Incoming mobility host in Lyon

Introduction



The Université de Lyon and the Fondation pour l'Université de Lyon supports students through the Entrepreneurship Center of the Université de Lyon, since 2014. It offers training and support programs specially adapted for its different audiences. It also provides a link between the university and stakeholders in the local entrepreneurial ecosystem and contributes to the dynamics between the academic and socio-economic sectors.

Through its programs and competitions, the Entrepreneurship Center supports entrepreneurs and startups in all phases of their development, from discovery to acceleration, by proposing training sessions, co-working spaces, mentoring et coaching, prototyping ressources, seed money, international mobility programs, community events and so on,

- **DISCOVER :**
The Campus Creation competition: create virtual companies and deepen your entrepreneurial knowledge (5 months - 500 students /year)
- **VALIDATE:**
Lyon Startup programme and competition: to move from idea to project 4 months – 200 startups /year (2 sessions with 100 startups /year)
- **PROTOTYPE, ACQUIRE FIRST CUSTOMERS:**
Programme “Start” and D2E (Diploma student entrepreneur): incubation programs to structure business model, prototype your solution and acquire customers (1 year – 100 startups /year)
- **SCALE**
The JEA competition and programme “Up”: supporting startups as they accelerate From 5 months (JEA) to 1 year (Programme “UP”) - 30 startups/year

Strong local sectors

In the Metropole of the sectors of excellence are: pharmaceutical industry, the chemical industry, the textile industry, the automobile industry, information technology....

Startups targeted: business areas and maturity

- Startups from all business sectors
- Phase “3 prototype” and “4 scale”

Services provided to incoming startups (*on demand according to their needs*)

- Training program
- Support for project (mentoring, coaching)
- Meetings with peer to peer startup
- Meetings with companies, universities and/or local research centres; public and private economic and financial institutions, ngos, clusters...
- Prototyping ressources, (fablabs and advices)
- Community events

Potential dates for mobility in 2021

Between May (around the Hublo Festival for young entrepreneurs)-June or October-November

Maximum number of incoming entrepreneurs per mobility

8

Incoming mobility host in Padova

Introduction

Start Cube is the business incubator of the University of Padua. In 2016 it has been acquired by Galileo Visionary District.

Galileo Visionary District is the Science and Technology Park located in Padova. It was born in 1997 and is limited consortium company. Its shareholders are Padua Chamber of Commerce of Padova, Cassa di Risparmio di Padova e Rovigo Bank Foundation, University of Padova and the municipality of Padova.

The District's institutional mission is to support the competitiveness of companies providing high quality services to improve innovation processes. Galileo includes professional skills: design (industrial, digital, graphic e brand design), innovative materials and related technologies, startup incubation with Start Cube, the business incubator, that offers business development, marketing and communication support to startups and innovative companies.

Since 2004 Start Cube has supported more than 500 startups in pre-incubation (market orienteering and business planning) and has hosted more than 90 startups (23 are university spinoffs), with a failure rate of under 10%



GOALS	We help startups in the first 3 years of life, with a focus on sustainable and scalable business model.
STRUCTURE	770 sqm 13 Offices 2 Meeting rooms
NUMBERS	>90 startups >1200 Business Plan >500 pre-incubation <10% Startup failed
SERVICES	Management Consulting Entrepreneurship Training Different incubation models

"If everything you do works, then you're not taking many risks and probably aren't innovating either."

Paul Buchheit, Y
Combinator partner

Services provided to startups:

- Entrepreneurial training courses
- Mentoring and tutoring
- Business plan and business model consultancy
- Design and material scouting
- Networking and visibility

Strong local sectors

ICT, Biomed, Greentech, Agritech, Professional Services, ...

Startups targeted: business areas and maturity

We usually host startups that have already created their company (from foundation to 3 years old), but for this programme we are also available to host students with a good business idea.

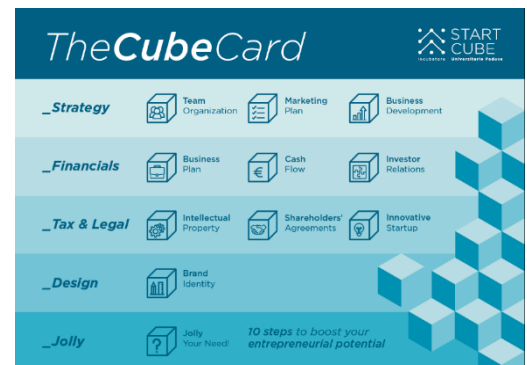
Services provided to incoming startups (on demand according to their needs)

In Arqus programme line 5.3.3, Start Cube creates different service lines based on time of incubation and on startups needs.

We have a cube card, that includes 10 one to one meetings to support step by step the growth of the entrepreneurial skills of our startups.

The card is divided in 10 meetings:

- Strategy (Team Organization, Marketing Plan, Business Development),
- Financials (Business Plan, Cash Flow, Investor Relations),
- Tax and legal (Intellectual Property Shareholders' Agreements, Innovative Startup),
- Design (Brand Identity) and
- JOLLY-Your Need!

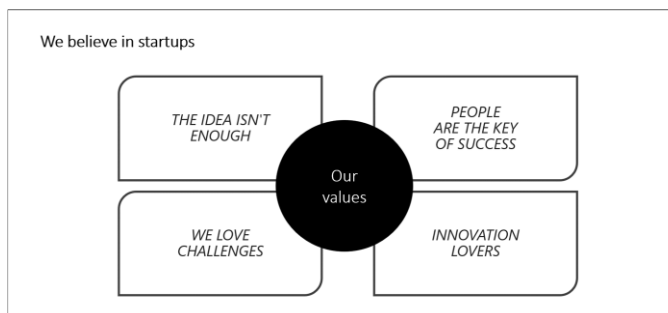


The Cube Card

- _Strategy**: Team Organization, Marketing Plan, Business Development
- _Financials**: Business Plan, Cash Flow, Investor Relations
- _Tax & Legal**: Intellectual Property, Shareholders' Agreements, Innovative Startup
- _Design**: Brand Identity
- _Jolly**: Jolly Your Need, 10 steps to boost your entrepreneurial potential

We will provide business training, consulting, one to one meeting and network opportunities. We offer 3 different options: one-week program, two-week programme and three-week programme, so the single startup can choose the best solution for its team.

We have experts that speak Italian and English. We believe in innovation and we believe that a success startup has a committed team.



In the table below you can see our incubation offer for startups and students of Arqus project:

	1 week program	2 weeks program	3 weeks program
education subject	1 training day marketing	2 training days marketing project management	3 training days marketing project management cash flow strategy
consulting	Cube card 2 steps in strategy	Cube card (4 steps) 2 steps in strategy 2 steps in financials	Cube card (6 steps) 2 steps in strategy 2 steps in financials 2 steps in tax and legal
design activity	x	x	brand identity*
space	co-working area	co-working area	private office
network	welcome breakfast	welcome breakfast (1) one to one meeting with Galileo corporate partners	welcome breakfast (2) one to one meeting with Galileo corporate partners
meeting with university experts: researchers, professors, Phd students	(1) one to one meeting	(1) one to one meeting	(1) one to one meeting

*Brand identity: naming, logo, business card,...

Potential dates for mobility sessions in 2021

Between March and December 2021 (expect August) with max 2 startups per month

Maximum number of incoming entrepreneurs per mobility

Maximum of 2 startups per month – (4/6 people as entrepreneurs/ founders) per mobility session proposed

Incoming mobility host in Vilnius

Introduction

Vilnius University offers several options to incubate innovative business ideas in line to the nature of an innovative idea or needs required for successful development of the idea.

One of options - [Biotechnology Business Incubator](#), which is located in Saulėtekis avenue, alongside Life Sciences Center of Vilnius University, close to academic institutions like National Center for Physical and Technology Sciences, Scholarly and Information Communication Center, Vilnius University Faculty of Law, the Faculty of Physics, Communication Faculty and Faculty of Economics and Management. Professionals of the highest qualification, R&D services and modern infrastructure are easily accessible.

Biotechnology Business Incubator residents have possibilities to select services that are necessary for successful business development, including access to laboratories and technical rooms, office space as well as a selection of services provided by Sunrise Valley Science and Technology Park. The incubation period in the Biotechnology business incubator is up to 5 years (The hosting capacity is quite limited due to high-needs of innovative start-ups that are waiting to get into the incubator. At present the lease of laboratory or some office spaces is organized under public competition rules. The highest price offered for the rent of free space available usually gets the lease contract).

The following companies have already taken an advantage of working in the Biotechnology business incubator: [UAB „Satimed“](#), [UAB „Thermopharma Baltic“](#), [UAB „Diagnolita“](#), [UAB „Spila“](#), [UAB „Droplet Genomics“](#), MB „Sekos“, [UAB „Baltymas“](#), [UAB „CasZyme“](#), [UAB „Experimentica“](#).

Services provided to incoming startups:

Biotechnology Business Incubator provides:

- access to laboratories and technical rooms, equipped for activities for biochemistry, biotechnology and bio-sciences.
- office space.

Another option – **TechHub platform** and its pre-accelerator that creates preconditions for active development of new technologies with high added value and promotion of entrepreneurship and innovation in academia, simultaneously integrating elements of different fields of science and studies. Pre-accelerator is aimed at early-stage innovative idea generation, intensive start-up development and scale for growth. The programme addresses such topics as problem/ solution/ idea development, business canvas and business plan, product development, prototyping, testing, customer research and segmentation, marketing and branding, monetization, sales, financing, etc. Pre-accelerator approach is versatile, including relevant seminars, consultations with mentors, individual work and networking. Participants also get open access to Vilnius University laboratories, free new co-working space and easy access to risk capital.

Strong local sectors

- Biotechnology
- Innovative medical technologies
- Molecular medicine and biopharmacy
- Informatics and communication technologies
- Laser and light technologies
- Material science and nanotechnologies
- Semiconductor physics and electronics

Services provided to incoming startups:

Biotechnology Business Incubator provides:

- access to laboratories and technical rooms, equipped for activities for biochemistry, biotechnology and bio-sciences.
- office space.

An assortment of innovation support services are available and provided by [Sunrise Valley Science and Technology Park](#) nearby. Entrepreneurs or innovative companies can use co-working spaces, rent meeting rooms, participate in the events organized by the Park, take advantage of a vivid network of start-up community and use the following consultancy services:

- legal issues,
- intellectual property management,
- business development,
- raising of investment and/or funding,
- accountancy,
- marketing,
- validation/testing of products and services
- consultations on commercialization

Potential dates for mobility in 2021

April and October of 2021

Maximum number of incoming entrepreneurs per mobility

It depends on the free space available for the beginning of the call. One start-up teams per mobility period.

Proposed mobility periods overview

The proposed hosting mobility period of each partner incubator and the number of startups they can host:

2021 →	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Granada												
Graz												
Leipzig												
Lyon												
Padova												
Vilnius												