



CLIMATE CHANGE & CIRCULAR ECONOMY

**Scaleup Co-Innovation**

Stakeholders



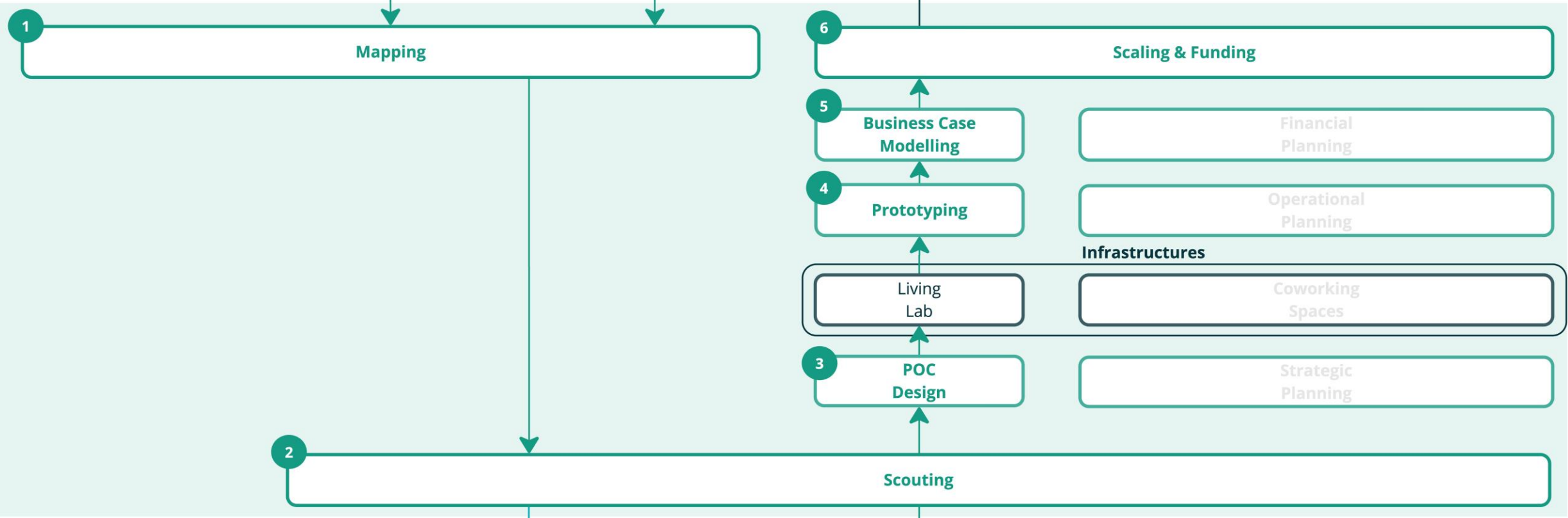
Input



Output



Activities



Stakeholders





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2. OPERATING MODEL
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## Track record of the Program

### CLUSTER STARTUPS

8

Corporate Partners

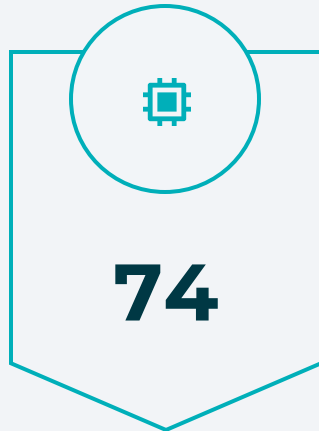
### CLUSTER PEOPLE

+40M

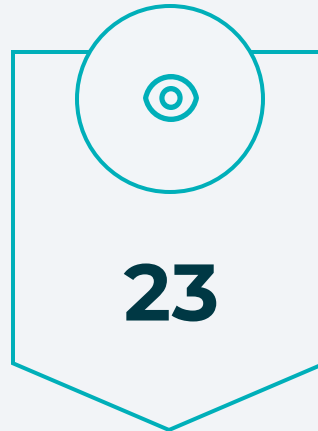
People reached



Scouted startups\*



Home countries of startups



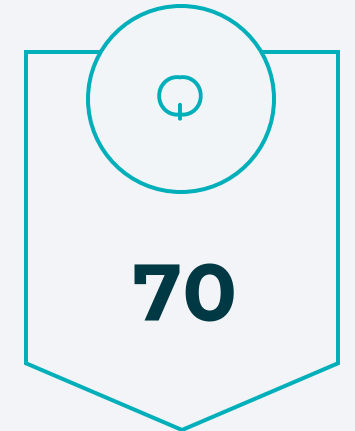
Selected startups



Startups settled in Venice



People hired in Venice

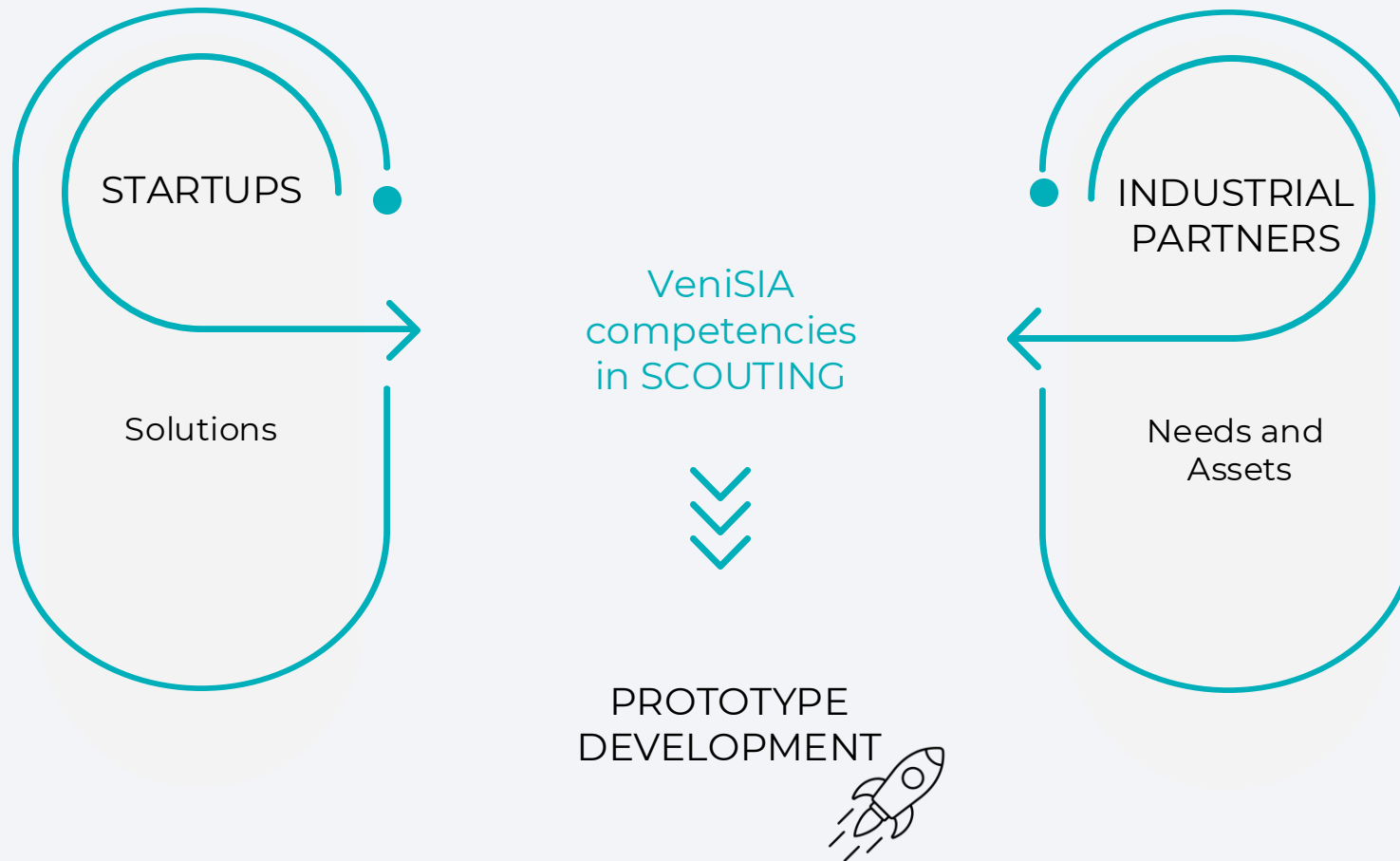


Organized events

\*VeniSIA's 2024 database

VeniSIA Co-Innovation Program identifies business ideas and technology solutions aligned with the needs of Industrial Partners, who can then support the industrialization of these solutions.

## Operating model



Phase

01

**Onboarding**

1 MONTH

VeniSIA promotes the growth of a network of experienced Industrial Partners by mapping their assets. In parallel, the needs of the Industrial Partners are collected as a driver for scouting solutions.

Phase

02

**Scouting**

2 MONTHS

VeniSIA searches and evaluates the startups that match the needs and assets of the Industrial Partners. The startups that are considered the most suitable will be shortlisted.

Phase

03

**Selection**

3 MONTHS

VeniSIA contacts and engages the selected startups. The shortlist is then shared with the Industrial Partners. Online meetings take place between the selected startups and the Industrial Partners.

Phase

04

**Co-Innovation**

3 MONTHS

VeniSIA facilitates the Co-Innovation process. The aim is to develop a prototype between each Industrial Partner and the nominated startup.

## Benefits for Industrial Partners

Leverage your company's assets and manufacturing capabilities to help scale innovative startups

Leverage synergies to innovate the value proposition, business model, and processes to meet current and future challenges



Collaborate with promising startups to accelerate internal innovation

Be part of a community of forward-thinkers that gathers digitally and physically

Enhance brand recognition and have an impact on the way the company is perceived





# Thanks.

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