

Tentative Timeline of the Activities

The Venture Building Programme duration is 3 months, and it is planned to start by 7th of February 2025 with an online programme kick-off meeting. The following Table provides an indicative timeline of the subsequent modules, with proposals of topics and a proposed month for the event.

Activity	Title	Type		Month
Market Readiness	<p>According to Startups´ and Spinoffs´ needs, the mentoring sessions could cover most of the following topics:</p> <ul style="list-style-type: none"> - Solution Planning: Prototyping & Product Roadmap - Business Modelling and Company Roadmap - Value proposition (+ Canvas) and main differentiation - Identify market and competition, positioning in the market, product-market-fit - Technology benchmarking / Competitor Comparison Table - Marketing and online sales - Public Speaking - Sales team capacity assessment and planning - R&D and IP strategy 	Introductory Workshops and Mentoring Sessions		1
	<p>All Startups and Spinoffs should receive the following:</p> <ul style="list-style-type: none"> - Sales pitch mentoring - Sales pitch test with corporate/SME - Individual introductions to corporate customers and/or SMEs and/or at networking/pitching 	Mentoring Sessions, Pitching Events, Individual Introductions		2 - 3

	<ul style="list-style-type: none"> events - Pitching and/or participation at networking/pitching events for corporate introductions 			
Investment Readiness	<p>According to Startups ´ and Spinoffs´ needs, the mentoring sessions could cover most of the following topics:</p> <ul style="list-style-type: none"> - Lifecycle of a Startup, stage-based funding and dilution, funding instruments and models - Learning about investors and their quest - What investors are checking in introduction and due diligence - Financial modelling and planning - The main points of valuation and term-sheet and tips in how to negotiate with investors. - How to tackle public funding? National and European Grants, public VC funding 	Introductory Workshops and Mentoring Sessions		1-2
	<p>All Startups and Spinoffs should receive the following:</p> <ul style="list-style-type: none"> - Investor deck mentoring - Investor pitch test with investors - Individual introductions to investors and/or at networking/pitching events - Contract structuring and business valuation - Pitching and/or participation at networking/pitching events for investor introductions 	Mentoring Sessions, Pitching Events, Individual Introductions		3

Note: The dates are tentative. The organisers reserve the right to change dates in the agenda with prior notice to the participants.