

# Discover Vienna: Manufacturing Edition 2025

Discover the Viennese and Austrian industrial ecosystems.

## What is it about?

“Discover Vienna: Manufacturing Edition” is a leading access-to-market programme designed to support high-potential startups with innovative solutions for the manufacturing sector. Over the past five years, the programme has helped more than **55 startups** navigate the Austrian industrial landscape, connect with potential clients and partners, secure deals, and establish a local market presence. In 2025, EIT Manufacturing is once again partnering with the Vienna Business Agency to host the 5th edition of the programme during ViennaUP 2025—the largest decentralised startup festival in Europe.

### What's in it for you?

- **Comprehensive 5-day access-to-market programme** to get acquainted with the Austrian and Viennese markets;
- **Accommodation covered** for the duration of the programme;
- **Exclusive B2B sales training** to sharpen your market approach;
- **Dedicated mentoring and coaching** focused on business development and sales;
- **Deep-dive sessions and introductions** to leading Austrian industrial corporates;
- **Participation in leading matchmaking events:** “Manufacturing Day” and “aws Connect Day”;
- **Visibility and international publicity** through EIT Manufacturing and Vienna Business Agency channels;
- **Fast-track access** to EIT Manufacturing’s business development services.

### Who can apply?

**Discover Vienna: Manufacturing Edition** is designed for startups and scaleups in the manufacturing sector with a geographical focus on Central and Eastern European (CEE) countries.

### Eligibility criteria

- Your company should not be older than 8 years;
- Your company must be incorporated in one of the following European countries: Austria, Croatia, Czechia, Hungary, Serbia, Slovakia, and Slovenia;
- Your submission needs to fit one of the EIT Manufacturing strategic focus areas;
- Your application has to prove revenue traction (existing reference customers);
- The go-to-market strategy (incl. financial aspects) shall be disclosed.

### How to participate?



**Deadline Extended:** Apply by **11 April 2025** at 23:59 CEST!

**Click [here to apply](#), or scan the QR code below!**



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## Key dates

- Application deadline: **11 April 2025, 23:59 CEST** (Deadline Extended)
- Programme start: 8 May 2025
- Programme end: 13 May 2025

## Agenda

- **8 May:** Official launch & networking dinner
- **9 May:** Participation in “Manufacturing Day” event
- **10 May:** B2B sales workshop & optional social programme
- **11 May:** Optional social programme
- **12 May:** Corporate sessions
- **13 May:** Participation in aws Connect Day, incl. EIT Manufacturing corporate reverse pitches

## About EIT Manufacturing

EIT Manufacturing is a public-private partnership, co-funded by the European Union and established in 2019. We are one of the nine Knowledge and Innovation Communities (KICs) supported by the European Institute of Innovation and Technology (EIT). Our purpose is **to improve people's lives through sustainable manufacturing**. Therefore, **we invest in innovative, forward-thinking European B2B industry startups** that are shaping the **manufacturing sector** of the future and whose solutions are **strategically crucial to European manufacturing**.

## About Vienna Business Agency

The Vienna Business Agency supports local and international companies in all phases of their business development, providing advice on all corporate issues and helping expats get up and running in Vienna. Anyone wanting to found a company, startups, sole traders, domestic and international small and medium-sized enterprises or corporations will receive all the information they need. As the location agency of the City of Vienna, the Vienna Business Agency helps with funding, business premises, an office, free advice, workshops, networking, and the search for new partnerships.



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## Contact

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