

NANOFORCE project

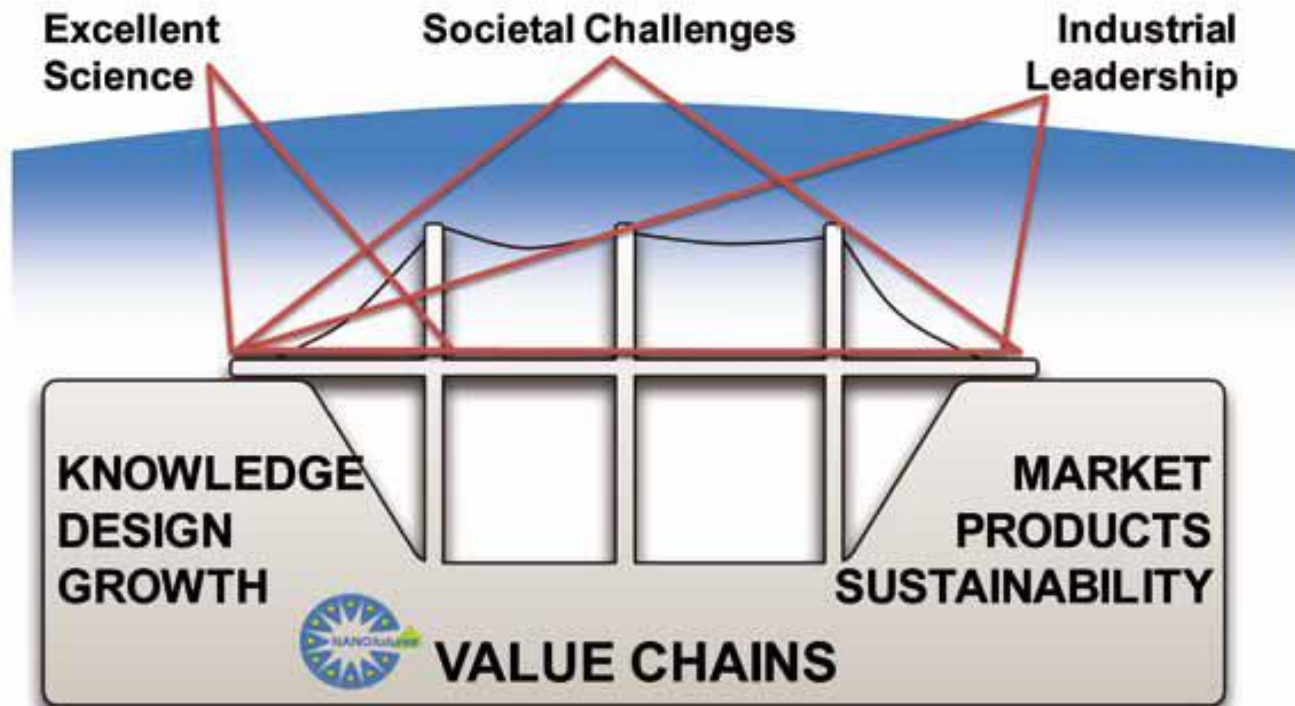
Nanotechnology for Chemical Enterprises

How to link scientific knowledge to the business in the Central Europe

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The Problem

The Valley of Death
NANOFutures Roadmap





How to support promising Nanotech developments

- To foster stakeholders (enterprises, research centers, venture capitalists and public institutions)'s matching and networking, in order to set up and carry out collaborative & interdisciplinary research projects till to the formation of new entrepreneurial ventures exploiting Nanotech
- To turn laboratory results into innovative industrial applications, and to improve industrial sustainability (safer & lower environmental impact within the overall product life cycles)



The project

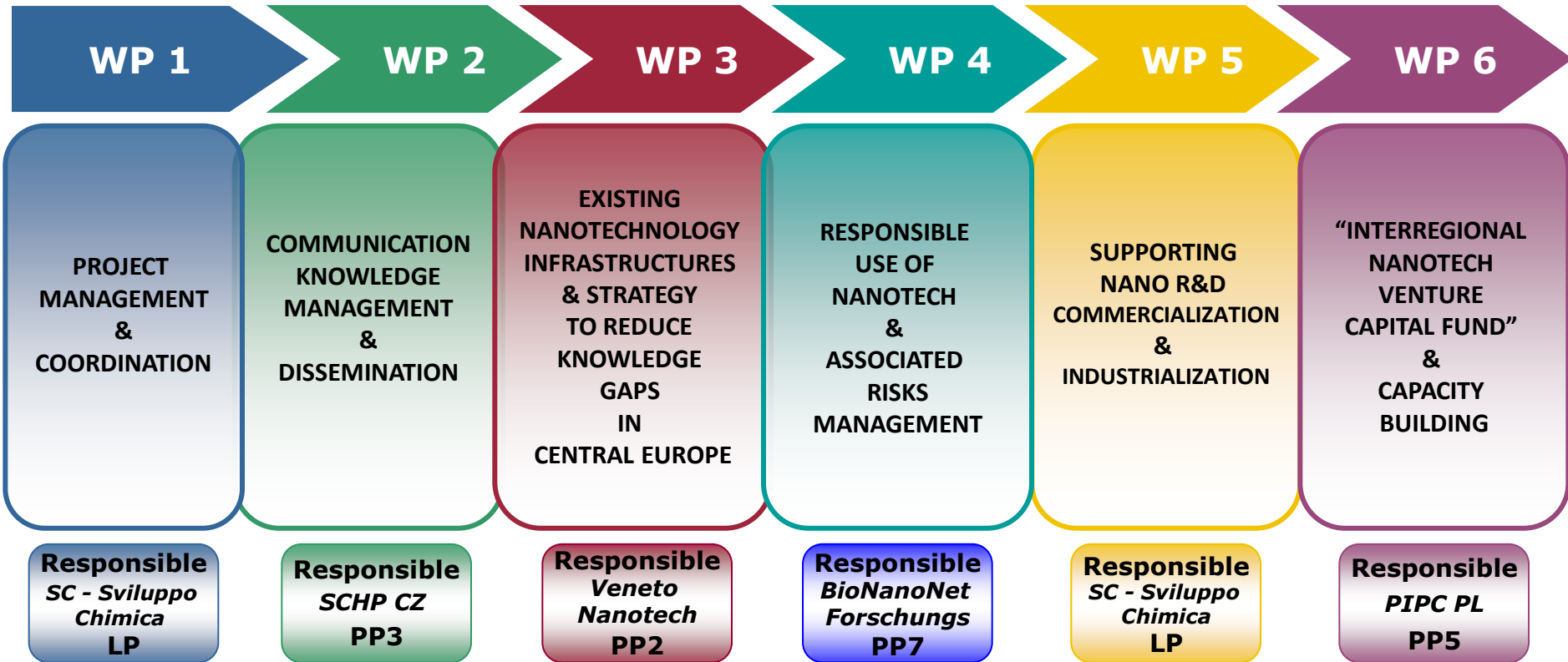
- NANOFORCE is a project co-financed by the ERDF, within European Territorial Cooperation Objective CENTRAL EUROPE Program
- The project started in May 2011, and it will end the 31st of October 2013
- The project is performed in eight regions of the Central Europe belonging to seven countries.

The Partnership

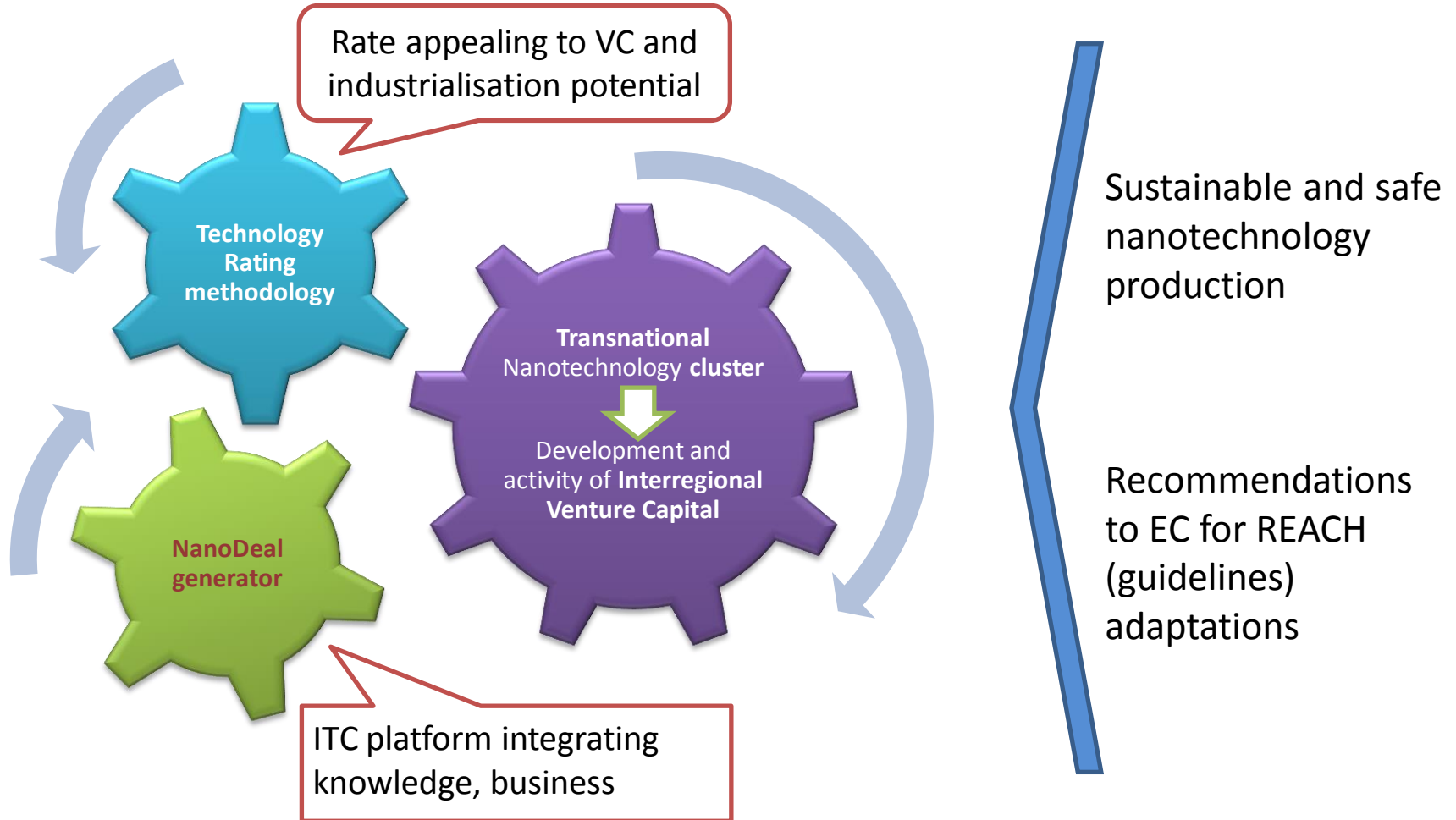
NANOFORCE project has been developed by nine project partners, national & regional chemistry associations and R&D Centers in the Central Europe area.



The Activities



Operativity



On-line platform

You can:

- Find relevant documents;
- Apply as an expert or search for one;
- Place yourself as an actor on the nanotechnology map in the CE region;
- Discover your Talent as fresh PhD;
- Propose and evaluate a research ideas and business plans;
- Search for business deals;
- Find a place were to establish your business.

The screenshot shows the website interface for nano FORCE. At the top, there is a navigation bar with the logo and the URL www.nanoforceproject.eu. Below this, there is a section for 'NEXT EVENT' featuring 'Nanotech ITALY 2012' with a 'PROMOTING RESPONSIBLE INNOVATION' badge. A sidebar on the left contains a search bar and a list of menu items: 'Who we are', 'How to know & prosper with NANO FORCE', 'Researchers, Venture Capitalists & Managers', 'Discover your Talent!', 'Regulations & Safety & Benefits', and 'Territories, Clusters & Technology Platforms'. The main content area includes a navigation menu with buttons for 'Home', 'News & Events & Links', 'Site Map', 'Login / Register', 'Restricted Area', and 'Contacts & Disclaimer'. Below the navigation is a map of Central Europe with the text 'Your gateway for the nanotechnology in Central Europe'. To the right of the map, there is a news article titled 'BioNanoNet awarded with the Best Poster Award at Industrial Technologies 2012' from Graz, Austria, featuring the BIONANO NET logo.



Definitions

What do we intend for a “Deal”

A Deal is a **business proposal** for an agreement or a transaction that is mutually beneficial for both the **Proposer** and the **Recipient** (mainly **Investors**)

What do we intend for a “Nanodeal”

A proposal focusing on the **exploitation of Nanotechnology Know-how**



Type of Nanodeals:

- ✓ proposal to sale a (Nano-related)Patent
- ✓ proposal to license a (Nano-related)Patent
- ✓ search for Equity funding (VCs/Business Angels)
- ✓ search for R&D providers and other S&T partners
- ✓ search for an Industrial partner, to jointly realize the proposed innovation or to test/identify potential commercial applications
- ✓ search for commercial partners/Distributors
- ✓ a combination of the above proposals/actions

The NanoDeals Generator

- Created within the project website, the tool consists of a database aiming to hosts Nanotech project ideas in search of risk funds for deployment (n.100 nano-deals/proposals to be delivered)
- Help and assist Users (representatives of SMEs or R&D centers, private proposers) to efficiently present innovative idea/project proposal in order to identify interested investors as VC and business angels
- The end objective is the actual creation of start-ups and the growth of existing companies focusing on Nanotech promising developments

The ideal path (as designed)

R&D Joint Project proposal:

R&D Proposal

(SME, University)

through the

PPP Public Private Partnership facility

then evolve to a

Nanodeal

R&D Institution to provide basic know-how for further development

Company within the value-chain interested to test the innovation

Identify & obtain grant funding for the R&D Project

The Technology Rating Methodology (1)

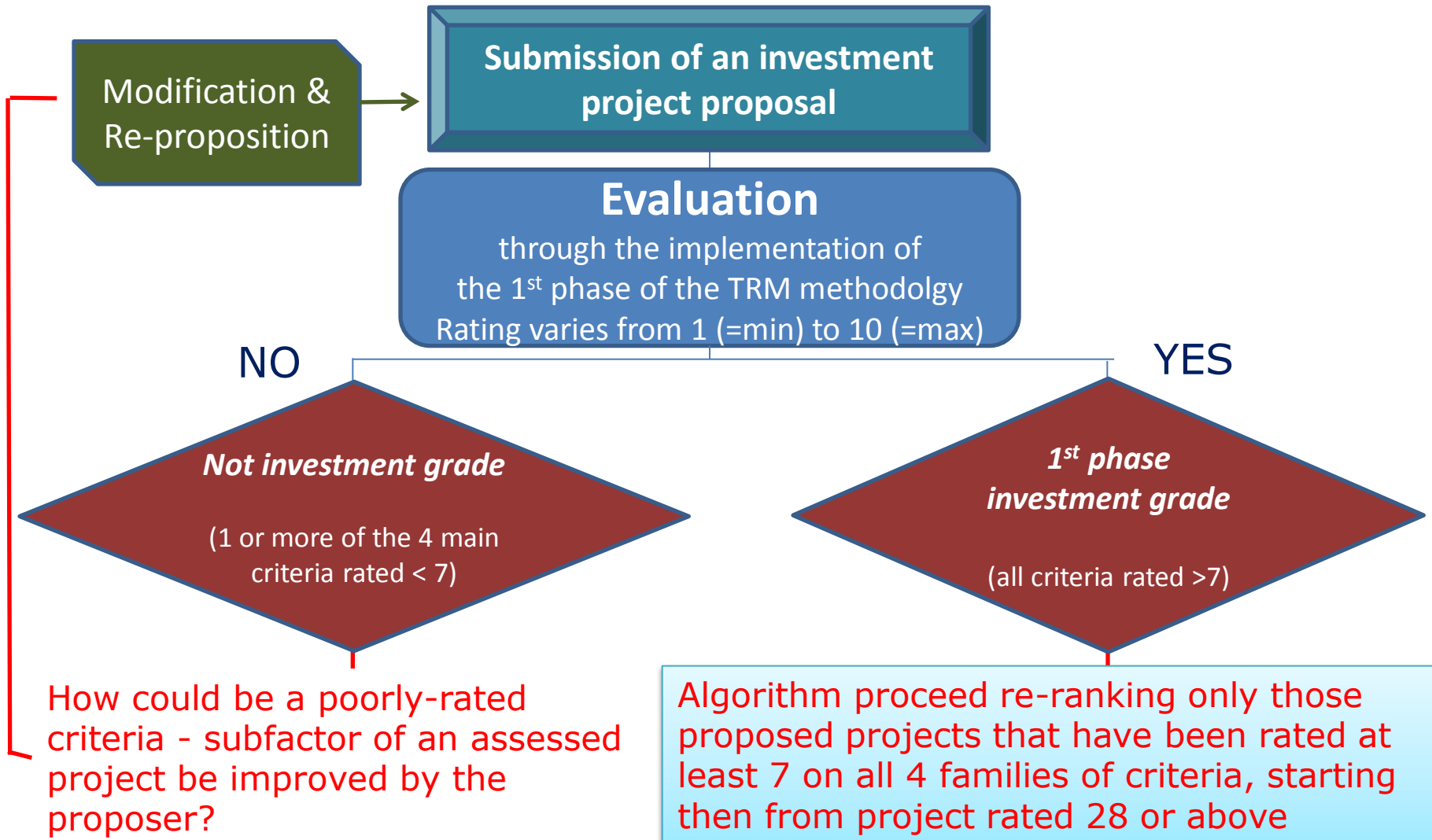
- The TRM is a tool (yet to be developed) providing an evaluation methodology aiming to support Proposers, helping them focus on critical evaluation factors as used by Investors (due diligence and feasibility study)
- It will help Proposers generate a quality Dealflow
- Evaluation criteria:
 - technological
 - commercial
 - organizational (technical & managerial expertise)
 - financial (assess funding needs, identify grants)

The Technology Rating Methodology (2)

Over 35 assessment criteria articulated in 4 macro-area:

1 Technology & IP	2 Management Skills & Competencies	3 Market & Competition	4 Finance & Governance
Innovativeness of the technology	Strategic vision of the MT	Unique selling points	Quality projected budget
Manageability of technical complexity	Experience of MT	Branding strategy	Financial management & control
Likelihood of litigation procedures	Commitment of key people	Distribution channels	Governance
Freedom to operate	Quality of financial management	Competition	Scenario planning
Patent strategy	Technical expertise and means (inhouse and/or outside)	Pricing policy	Transparency in use of new funds
Product adaption to new technical Standards	Involved of the MT in the project	Size market	Structure of the company and its decisions
Cooperation with expert centers, customers, etc	Division of tasks within the MT	Launching customer	...

The proposed evaluation process



The ranking of Proposals

Weighted Evaluation Criteria						
Nr	Project title	Technology & IP	Management skills & competencies	Market & Competition	Finance & Governance	TOTAL
#1	gdssdj	14,2	13,0	14,6	13,5	55,3
#2	owqemef	11,3	11,8	11,9	11,2	46,2
#3	msxmns	12,0	11,4	11,2	11,2	45,8
#4	qwdkk	8,9	8,9	8,6	8,8	35,2
.....



The proposed Platform-approach

Finance

(Equity, Grants)

Market

(chemistry-using industries)

**Nanotech
start-up**

Company within
the value-chain
interested to test
the innovation

R&D Institution to
provide basic know-
how for further
development

Legal

(Work & Consumer safety,
Regulatory affairs, IPR)

(Talented) Staff
recruiting

Where to find the Dealflow

Welcome Paolo Manes [Logout](#)
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You are here:
[Home](#) >> [Researchers, Venture Capitalists & Managers](#) >>
[Submit your Deal Proposal or select it](#) >> Present Dealflow of NANOFORCE

Present Dealflow of NANOFORCE

No.	Date	Name	Affiliation Name	Country-Region	Proposal	Annex	Evolution
1	08-12	Neha Madaan neha8681@gmail.com		Austria (Salzburg)	Buy Interactive toys and make projects on relative density with fun learning methods. This toy is best for ages 8+ and also for board's curriculum.		View Add

Thank You!

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