

CALL for Start-ups

2nd “Investors´ Dinner goes Europe”

*Meet European investors at an exclusive dinner
with a preparatory Pitch-Coaching*



March 17-18th 2014

Berlin, Germany

Dear ICT-Startups,

EIT ICT Labs and media.net Berlin-Brandenburg would like to invite 14 Top European EIT ICT Labs Start-ups to meet 30 European investors at the second edition of the “Investors´ Dinner goes Europe”.

There are certain requirements involved:

- a.) Applying start-ups should produce Market traction, have an European focus, investment need (seed stage up to 1 Mio. Euro)
- b.) Start-ups are selected by the local EIT ICT Labs Nodes – max. 2 start-ups per Node (one person only)
- c.) Successful participation at the preparatory Pitch-Coaching at the 17th and 18th of March in Berlin

Benefits:

- Start-ups will pitch and speed-date at an exclusive Dinner with international Angel Investors and VCs.
- Start-ups will be well prepared by attending a 2-day high class international Silicon Valley Pitch-Coaching
- Start-ups will get to know other EIT ICT Labs start-ups

Program: see next pages.

Application-Deadline: January 31st, 2014

Please submit the attached one-pager via your local EIT ICT Labs Business Development Manager.

The Pitch Coaching and Investors Dinner is free of charge. Travel costs might be covered by your local EIT ICT Labs Business Developer, please get in contact accordingly.

We're looking forward to meeting you in Berlin!

Contact:

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EIT ICT Labs

www.eitictlabs.eu/about-us/

TU Berlin

<http://www.entrepreneurship.tu-berlin.de/>

Startupbootcamp

<http://www.startupbootcamp.org/>

Media.net

<http://www.medianet-bb.de/EN/Profil/>

Investors Dinner goes Europe and Silicon Valley Pitch Coaching @ Berlin / March 17th - 18th, 2014

Silicon Valley Pitch Coaching (Start-ups only)

Participants: 14 European start-ups (EIT ICT Labs Network)

Location: EIT ICT Labs CLC, Ernst-Reuter-Platz 7, Berlin, Germany

Date: March 17th - 18th, 2014

Requirements: Applying start-ups should have Market traction, European focus, Investment need (seed stage up to 1 Mio. Euro)

Content of the Silicon Valley Pitch Coaching: Learn How To: Present the “Perfect Pitch”

- Present a dynamite 1 minute and 5 minute Pitch
- Learn the 5 Things NOT to say
- Receive personalized coaching on your pitch and coach other participants on theirs: key message, voice-tone, body language, differentiators, competition, business model and more
- Develop your Value Proposition/Elevator Speech

Pitch Coaching 2013: <http://www.eitictlabs.eu/news-events/news/article/valuable-pitch-training-for-18-european-startups-in-berlin/#allView>

Agenda:

Time	March 17 th	March 18 th
MORNING 9:00 -12:00	<ul style="list-style-type: none"> • Each Entrepreneur/participant gives 1 minute Pitch with feedback from Beth & participants • Presentation by Beth Susanne on Silicon Valley Pitch Coaching Tips • LUNCH 	<ul style="list-style-type: none"> • Incorporate feedback from Day One • 2. Breakout groups of 3 companies each: Co-Coach each other • 3. Incorporate feedback into pitches. • LUNCH
AFTERNOON 1:00-5:00	<ul style="list-style-type: none"> • 5 minute pitches with slides (also, if time allows, with feedback by Beth Susanne and other team members • External Input from Business Angel (Term Sheets ..; 60 min. with discussion) 	<ul style="list-style-type: none"> • 5 minute pitches given again, with slides/feedback from group. • 1 Minute pitches given again with feedback. • Selection of TOP 3 Start-ups • 14:00: Going to Angelsbootcamp *) @ SBC: 5 min. Pitch of TOP3 / Feedback from Angels
EVENING 6:00 – 11:00	Dinner (Start-ups only) @tba	INVESTORS DINNER GOES EUROPE @tba

*) Angelsbootcamp: In cooperation with Angelsbootcamp we run a 2-day Workshop with 20-25 European Angel Investors at the same time in Berlin. You could learn from their feedback and meet them all at the Investors Dinner goes Europe: www.angelsbootcamp.org

Investors Dinner goes Europe (Start-ups & Investors only)

Participants: 14 European ICT start-ups, 30 European Angel Investors and VCs

Location: tba

Date: Tuesday, March 18th, 2014, Starting at 05:45 pm (until approximately 11:00 pm)

Requirements: Angel Investors: participation at the preparatory Angelsbootcamp at the 17th and 18th of March in Berlin. VCs by personal invitation.

Content of the Investors Dinner: Media.net in cooperation with the German node of the EIT-ICT Labs has established an international matchmaking event: the “Investors’ Dinner goes Europe”. At this highly exclusive event European Angel Investors and venture capital firms meet with innovative and promising seed-stage startups from the Information and Communication Technologies sector.

In an exclusive dinner situation in the center of Berlin, the startups sit together at a table with the Investors and pitch their idea and business plan. 14 selected European startups will get the opportunity to communicate with 30 European seed investors (Angel Investors from Angelsbootcamp and international VCs like Earlybird, Index, Balderton, Wellington). Every startup will get the chance to speed-date the participating investors during the time of the dinner. Only investors and one participant per startup will be invited. http://www.medianet-bb.de/DE/id364aid287o0_rueckschau.html

Agenda:

17.45 Registration Aperitif

18.00 Welcome (Cornelia Yzer, Senator for Economics, Technology and Research)

18.30 Intro Investors

18.45 Start Diner (3 Courses)

21.15 End of Dinner: One-2-One Meetings, Get together

Moderator: Oliver Beste (Serial Entrepreneur)

Partners:

EIT ICT Labs www.eitictlabs.eu/about-us/

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