

# BIND 4.0

STARTUP!  
BASQUE INDUSTRY 4.0  
ACCELERATOR PROGRAM



SIEMENS

aws activate

Microsoft



# WHY BIND 4.0?



World competition for **talent** and the **best Startups**



Commitment in **developing Industry 4.0**



Basque companies **interested in Startups**  
(technology, new solutions...)



The most **valuable** asset for a startup are the **clients**

# WHAT IS BIND 4.0?

Combines 3 objectives

- **Accelerate Startups** by collaborating with large companies
- Promoting **digital transformation of big companies settled in Basque Country** through working with Startups (open innovation)
- **Attraction of international talent**



**Public-private  
initiative**



**International  
scope**



**4 RIS3  
Focus Areas**



**Venture Client  
Approach**

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# MAIN **ADVANTAGES** OF BIND 4.0



## Companies

- Access to **talent**
- Incorporates **innovative technologies** and **solutions**
- **Diversification** opportunities



## Startups

- **Real project with real billing**
- Great customer **reference**
- **Opportunity + market access**
- Access to **financing** and / or **investment**

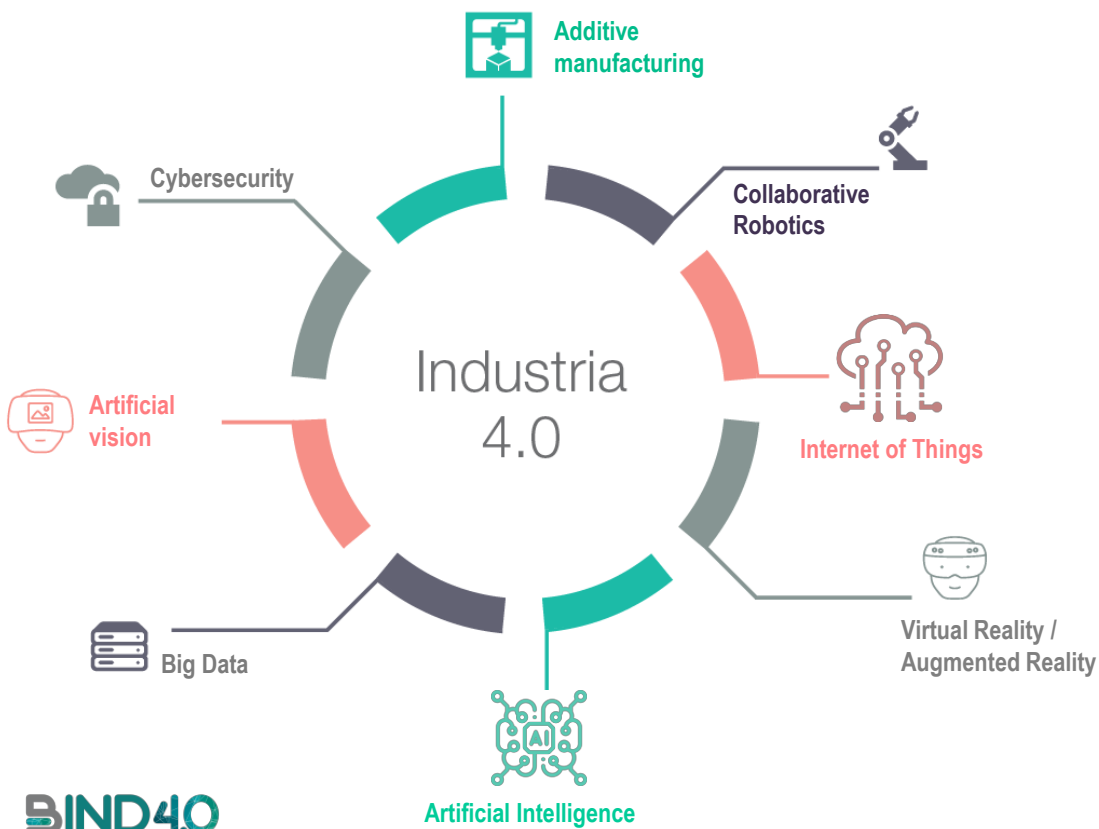


## Basque Country

- **Positioning** on the advanced industrial entrepreneurial map
- Improvement and development of the **strategic sectors**



# INDUSTRY 4.0 TECHNOLOGIES



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# FOCUS AREAS

Alignment with the Basque Country Smart Specialization Strategy (RIS3)



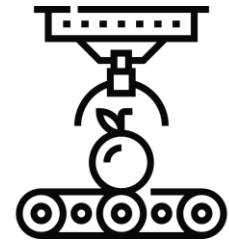
Advanced Manufacturing



Energy



Health Tech



Food Tech

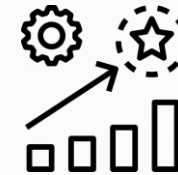
# WHAT KIND OF STARTUPS IS IT AIMED AT?



Startups **from anywhere in the world**



Tech startups with **tech products or services** with potential **application in the focus areas**



Startups **completing the configuration of their solutions** or are **already in the market**



**Advanced Manufacturing**



**Energy**



**Health Tech**



**Food Tech**

# WHAT DOES BIND 4.0 OFFER?



Free work spaces and  
technological support



Networking



High Visibility



Mentoring



Training



Access to public  
funding & grants



Accommodation  
support



Alumni



Venture Club

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FREE WORK  
SPACES AND  
TECHNOLOGICAL  
SUPPORT



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## Access to **Technological Parks-BICs**



## Perks and discounts in **technology services**

aws activate



Valued at more than  
**€125,000**



## TRAINING

High-impact workshops taught by world-class professionals





# TOP-LEVEL MENTORING



**Jorge Calvo**  
Deputy Dean, Professor and Independent strategic advisor in Europe and Japan

**Nancy Levy**  
Ph.D. Managing Partner at BostonLandi ng.us and Biohealth Management , LLC

**Eduardo Diez-Hochleitner**  
Chairman of Másmóvil Ibercom (Telecom) and General Partner at Samaipata (VC)

**Ion Arocena**  
General Manager of the Bioindustry Association

**Elena Canetti**  
Partner at Inveniam Group

**Patrick Halford**  
Faculty SingularityU Nordics

**Max Cavazzini**  
Enterprise Business Development Amazon Web Services

**Mikel Irizar**  
CEO of Hydromodel Host and board member of BigML

**Ian Massingham**  
Worldwide Lead, AWS Technical Evangelism at Amazon Web Services

**Stephen Kaufman**  
Global Senior Solution Architect at Microsoft

**Limor Schweitzer**  
CEO of RoboSavvy

**Anindya Saha**  
Founding Partner at Nero Ventures

**Álvaro Polo**  
Accenture Strategy Resources Lead for Spain, Portugal and Israel

**Marta Princep**  
Managing Partner at BHPPartners



**Jon Uriarte**  
Partner at All Iron Ventures

**Gonzalo Martínez de Azagra**  
Managing General Partner at Cardumen Capital

**Marc Ramis Castellort**  
Advisor for new investments at Life Biosciences Inc.

**Eneko Knörr**  
Founder at AngelClub.es

**Tom Horsey**  
Founder StartupLabs Spain & Co-founder The Connected Mobility Hub

**Unai Franco**  
Advisor to and investor in technology companies

**Jamie Stapleton**  
ABB Digital Leader - Transformers

**Francisco Arteche**  
Former CEO of Euskaltel and former CEO of Electronic Arts Iberia

**David Pascual**  
Head of Indraventures in India

**Xabier Álvarez**  
Founding Partner LAWESOME Legal Services

**Guillermo Arregui**  
Founder and CEO of Radar Ventures.

**Oscar Villanueva**  
Technology Transference & New Ventures at Petronor-Repsol

**Mar Eroles**  
Life Sciences Investment Analyst at Indaco Venture Partners

**Xabier Mitxelena**  
Cybersecurity Lead Accenture (Spain, Portugal & Israel)



**Alberto Conde**  
CEO of Xabet and former CEO of NEM Solutions

**Miguel Angel de la Fuente**  
Former Managing Director of the ABB Transformer Service Center for the Mediterranean Region

**Luca Morandi**  
Senior Investment Manager at Indaco Venture Partners

**Paul Celen**  
Phd, Coach, Mentor, Expert: GoToMarket strategy & Sales Methodology / Selling Systems

**Antonio Ferrer**  
Professor of Biochemistry and Molecular Biology at UMH and Director of IDiBE

**Pedro Prieto**  
General Director of Be Food Lab

**Dario Villena**  
Venture Capital Investor-Swanilaab

**Antonio Fonduca**  
General Partner at Venture Diplomat

**Roy Gottlieb**  
Partner at Cardumen Capital

**Mar González-Franco**  
Researcher at Microsoft Research

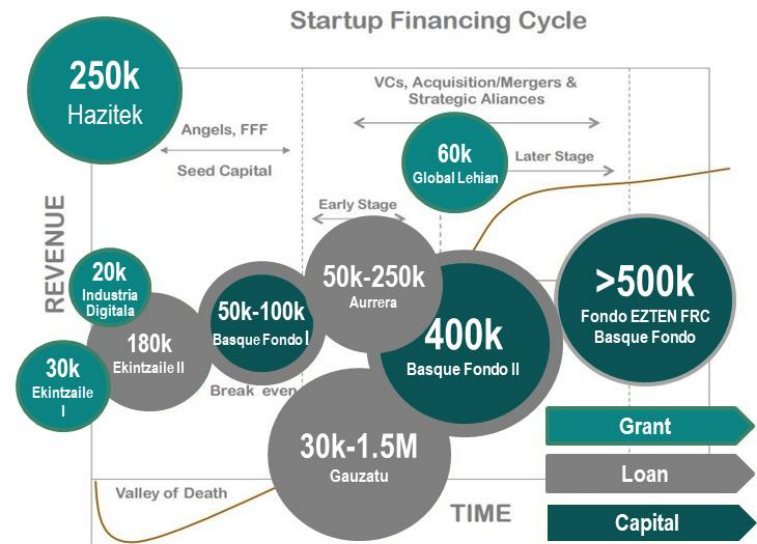


## ACCESS TO FUNDING PROGRAMS

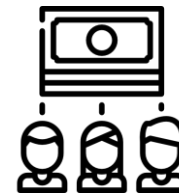


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## Access to **public** funding



## Access to **private** funding



Investor session with  
**BIND 4.0 Venture Club**



HIGH  
VISIBILITY

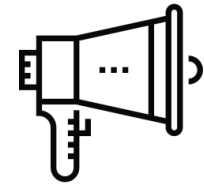


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Demo Day



Press & media  
coverage

**BASQUE  
INDUSTRY 4.0**

Basque Industry 4.0  
event



Project presentations  
to the press



VENTURE CLUB



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Specialization / interest in any of the BIND 4.0 verticals



B2B investment approach



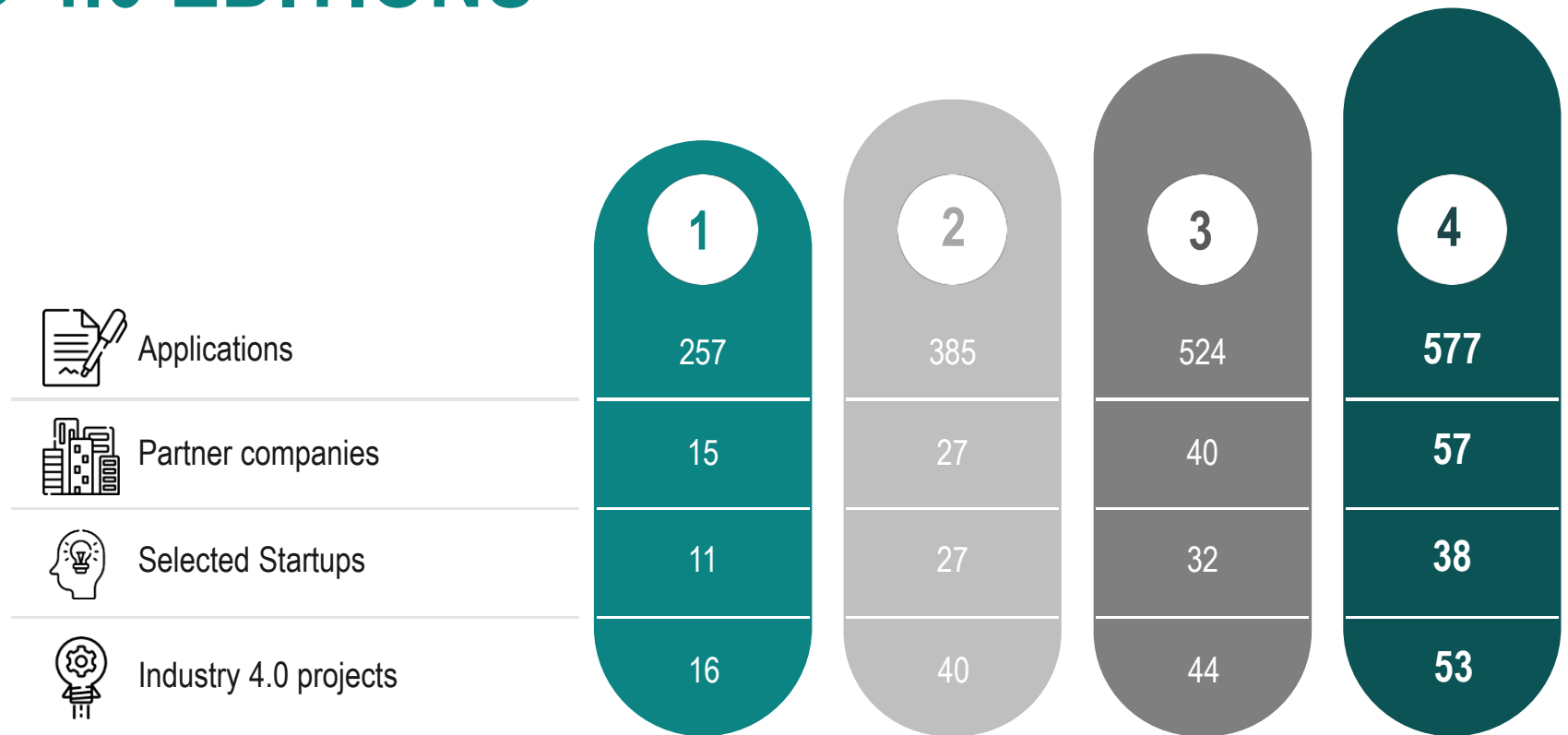
Focus on early stage / growth



Activity in Basque Country / Spain



# SUMMARY OF THE 4 BIND 4.0 EDITIONS





**+1,700**

Applications



**+50**

Partner  
companies



**+100**

Selected  
Startups



**+170**

Industry 4.0  
Projects



**+4.5M€**

Real turnover for  
the startups

## KEY PERFORMANCE INDICATORS



# 52 CORPORATES WORKING WITH STARTUPS

Partner companies



# MAIN IMPACT INDICATORS



**100%**

Business survival

*(after one year of its participation  
in the program)*



**x2**

Startups double  
their incomes



**45,000€**

Average turnover  
per startup

*(during the program)*



**11**

New clients  
per startup



**6/10**

Sign 2<sup>nd</sup> contract  
with corporates



**3**

new employees  
per startup

Designed and developed by:



Technology collaborators:



In collaboration with:



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