

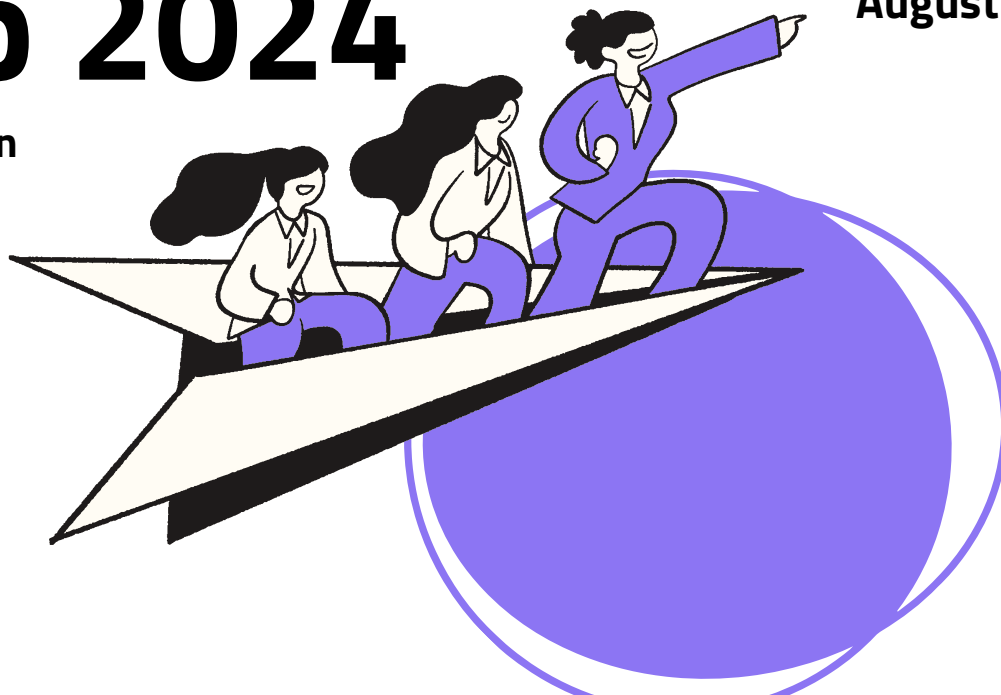


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TeamUp 2024

Exploration Kick-off session

August 13, 2024



TeamUp Team



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Coaches & experts



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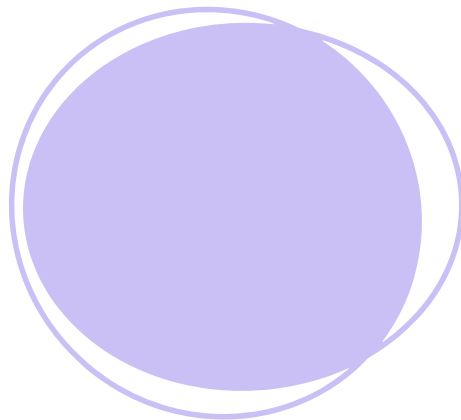
Today's Agenda

Feedback on Exploration Proposals

Exploration Phase


What are we going to do

Next Steps



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Feedback on Exploration Proposals



Problem – Solution description

- Problem
- Solution
- Market



- **Clarity**
- **Impact**
- **Market numbers**



Feedback on Exploration Proposals



- **Up-to-date**
- **Not distorted**
- **Not too far away / close up**



Feedback on Exploration Proposals

Problem – Solution description

- Problem
- Solution
- Market

TropicStream differentiation lies in our advanced technology

TropicStream uses Bio-processed spent grains
→ Innovative value



+nutritional value



+economic value



Competitors just dehydrate Spent grains



Advantages

TropicStream			
Competitors	Limited		Limited

Functional/Application benefit (reducing food waste - by being able to use more of the material) → **environmental and economic value**

- Improved functional properties
 - Increases potential product applications
 - Increased dosage applications in formulations

Nutritional benefit (Malnutrition) → **social value**

- Added nutritional value
- Added protein content
- Better protein digestibility



Feedback on Exploration Proposals

Exploration Phase plans

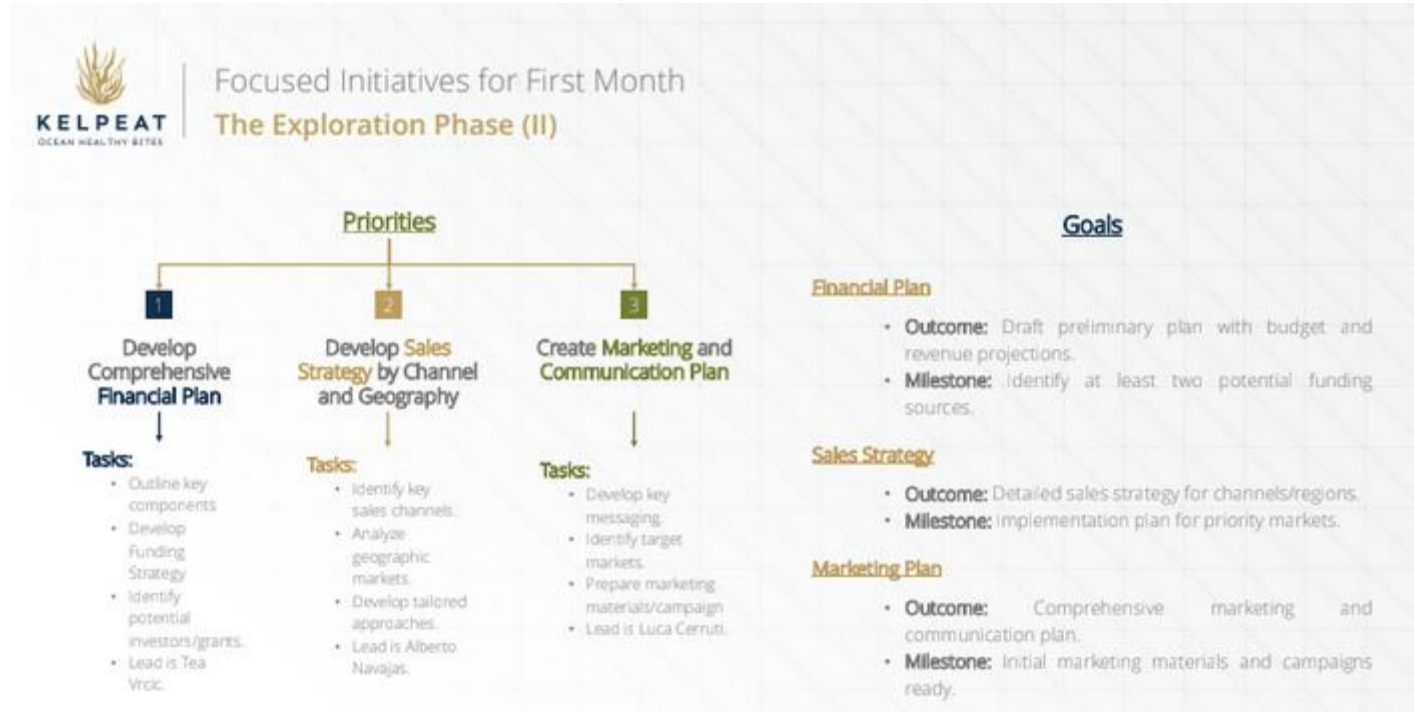
- **Expectations**
- **Priorities**
- **Goals**



Feedback on Exploration Proposals

Exploration Phase plans

- Expectations
- Priorities
- Goals



TeamUp Venture Builder

#Tech



#Biz



June - July

Matchmaking

Matching brilliant Tech Co-Founders with experienced Business Co-Founders

Found a match?

Aug - Oct

Exploration

Best practices and strategies on how to build and grow an impactful agrifood startup

Deliverables?

November

Graduation

Most promising teams will receive funding from EIT Food.

Monthly stipend of 2.000€ per team

Final Prize up to 40.000€

6 Months



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Exploration: Save the Dates

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
Session #1 Kick off 13th August 17:00 - 18:30 CET	Session #3 Team Building 2: Equity distribution 20th August 17:00 - 18:30 CET	Session #5 Target Groups 27nd August 17:00 - 18:30 CET	Session #7 Business model 3rd September 17:00 - 18:30 CET	Session #9 Intellectual Property 10th September 17:00 - 18:30 CET	Session #11 Negotiation skills (external) 17th September 17:00 - 18:30 CET	Session #13 Roadmapping 21th September 17:00 - 18:30 CET
Session #2 Team Building 15th August 17:00 - 18:30 CET	Session #4 Analysing markets (2nd) and finding right market niche 22th August 17:00 - 18:30 CET	Session #6 Primary research 29th August 17:00 - 18:30 CET	Session #8 Legal issues 5th September 17:00 - 18:30 CET ET	Session #10 Start-up creation 12th September 17:00 - 18:30 CET	Session #12 Negotiation skills (internal) 19th September 17:00 - 18:30 CET	
			Deliverable #1: Business Model and Team Canvas 9th September			



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Exploration: Save the Dates

Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	Week 14
<i>Deliverable #2: 6 mts. Roadmap 30th September</i>	Session #15 Private investment <i>8th October 17:00 - 18:30 CET</i>	Session #17 Pitch training 2 <i>15th October 17:00 - 18:30 CET</i>	<i>Deliverable: Pitch Deck 21th October</i>	Session #20 Practice your Pitch 8 teams <i>29th October 17:00 - 18:30 CET</i>	<i>Pitch competition Day 1 8 teams 4th November 17:00 - 18:30 CET</i>	<i>Closing ceremony: winners , community & Alumni 11th November</i>
Session #14 Funding – EIT framework <i>27th September 17:00 - 18:30 CET</i>	Session #16 Pitch training 1 <i>10th October 17:00 - 18:30 CET</i>	Session #18 DO'S&DON'T'S <i>17th October 17:00 - 18:30 CET</i>	Session #19 Practice your Pitch 8 teams <i>24th October 17:00 - 18:30 CET</i>	Session #21 Final Pitch troubleshooting <i>31st October 17:00 - 18:30 CET</i>	<i>Pitch competition Day 2 8 teams 5th November 17:00 - 18:30 CET</i>	

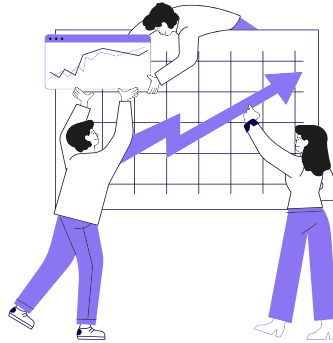


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Next Steps



Session #2
Team Building
15th August
17:00 - 18:30 CET



Session #3
Analysing markets (2nd)
20th August
17:00 - 18:30 CET



Session #4
Finding right market niche
22th August
17:00 - 18:30 CET



Next Steps

- ❑ Please schedule 1:1 meeting with your team before each session
- ❑ Team work on canvas



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Contact Us!

Do you have any questions?

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Supplementary materials

Books



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