

# BUSINESS DEVELOPMENT PROGRAM



## OUR BUSINESS DEVELOPMENT

TERINOV's Business Development program was developed to reinforce support to companies already consolidated in international markets or initiating their internationalization projects. The creation of the Business Development program closes the incubation cycle, making it possible to support business initiatives during the different stages of hardship.

In contrast to conventional acceleration programs, TERINOV's Business Development program was created to support companies in a less invasive manner. Our goal is to not meddle with companies' business plans or models, nor to interfere with their projected value proposition. TERINOV's role within the scope of this program is to provide immaterial services that support the development of new products and services. Those services include access to a professional network, R&D activities, and privileged access to funding opportunities.

## Eligibility

Startups, spin-offs, consolidated companies, or R&D entities that develop their activity, directly or indirectly, in the areas of Agribusiness, Cultural and

Creative Industries, Green Economy, or Information and Communication Technologies are considered eligible to TERINOV's Business Development program.

To be eligible, applicants must have a legal nature and an entrepreneurial mission to be developed. Startups and spin-offs must have up to 36 months of activity to be considered for the incubation program, except for initiatives that demonstrate and justify the motive for application.

All applications are analyzed and reviewed individually, taking into consideration topics such as the project's affiliation with the academic environment, its framing in TERINOV's strategic areas, the perceived potential of the project, and the perceived ability of the team to pursue the objectives that the project proposes to develop.

## Installation Spaces

Within the scope of TERINOV's incubation program, startups can implement their projects in spaces ranging from 35 to 50m<sup>2</sup>, in individualized offices, across a universe of 7 slots.

## Complementary Spaces

In addition to the incubation spaces, startups, entrepreneurs and the staff of these entities can find support infrastructures designed at TERINOV to support them in the development of new products, services, technology and even test new approaches to the business model developed, namely:

- Video and Image Laboratory
- Prototyping Laboratory
- Multimodal Laboratories
- Agri-Food Innovation Laboratory
- Experimental Fields.

## Services

### Basic Services

- Dedicated spaces and specialized equipment
- Individual office
- Internet and information and communication technology services
- Telephone and dedicated line
- Access to in-house printing solutions, fax, and scanning
- Meeting and training room/video projector
- Coffee break space
- Logistical support in accessing spaces, equipment, and services
- Access control to offices and common spaces
- Maintenance and technical management of offices, spaces, and equipment
- Fiscal and commercial headquarters
- Hygiene and safety at work services

### Advanced Services

- Events
- Training workshops for startups management
- Events to publicize the activity, products, and services of companies
- Networking and matching events
- Events to boost the entrepreneurial ecosystem
- Support for the constitution of the company and start of activity
- Support for applications to entrepreneurship and innovation initiatives
- Support in structuring the communication strategy
- Support in publicizing the activity, products, and services
- Support in contact with investors and financial entities
- Monitoring the operational management of the business
- Advisory support and legal support
- Support in applying for European programs
- Support in the definition/consolidation of the business model and plan
- Support in the preparation and submission of applications within the scope of the OP Azores 2020
- Support in accessing the AU skills and services portfolio

## Price

The amount charged to projects admitted under the incubation program is € 6.00 per square meter, during the first year of installation, and € 7.00 per square meter as of the second year.

In addition to the figures presented, the VAT rate in force in the Autonomous Region of the Azores is added.