

# INCUBATION PROGRAM



## OUR INCUBATION PROGRAM

The Incubation program developed by TERINOV is targeted at start-ups and requires the physical installation of these entities at our incubation infrastructures.

As with other business incubators' schemes, TERINOV's Incubation program serves the purpose of creating favorable and attractive physical conditions and services for innovative projects to be developed, regardless of the stage of development they are in, namely:

### Launching

The company already has the human and technical skills necessary to develop a prototype, test the product/concept, test the reformulated business model and, eventually, launch in the market.

## Growing

At this stage, the company is ready to market the product or service on the market, as it is working on increasing its customer database. While working on improving the value proposition of current and future products and services.

## Scaling

This last stage requires the company to work on scaling the commercialization of the products and services developed to new markets, adapt products and services to these new markets, increase the product portfolio, enhance the partner network, and conquer new market segments.

## Eligibility

Startups and spin-offs that develop their activity, directly or indirectly, within the scope of Agribusiness, Cultural and Creative Industries, Green Economy, or Information and Communication Technologies are considered eligible for this incubation program.

Startups and spin-offs must have a legal nature and a business mission to be developed. Startups and spin-offs will have to have up to a maximum of 36 months of activity to be considered under the incubation program.

All candidate projects are analyzed individually, considering topics such as connection to the academic environment, the framing of TERINOV's strategic areas, the perceived capacity of the team to pursue the objectives that the project proposes to develop, or the perceived potential of the project to be implemented.

## Installation Spaces

Within the scope of TERINOV's Incubation program, startups can implement their projects in spaces of 20m<sup>2</sup>, in individualized offices, in a universe of 15 spaces destined, solely and exclusively, to the incubation of startups.

## Complementary Spaces

In addition to the incubation spaces, startups, entrepreneurs and the staff of these entities will be able to find in TERINOV support infrastructures designed to assist them in the development of new products, services, technology and even testing 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 € 1.00 per square meter, plus the VAT rate in force in the Autonomous Region of the Azores.