

**INNOVAZIONE
PER LO
SVILUPPO**

& **techsoup**

Fondazione
CARIPOLO 
 Compagnia
di San Paolo



OPEN DAYS DELL'INNOVAZIONE

6-7 marzo 2019

coOPEN INNOVATION

Marco Nosedà



| INNOVATE TO SURVIVE

“

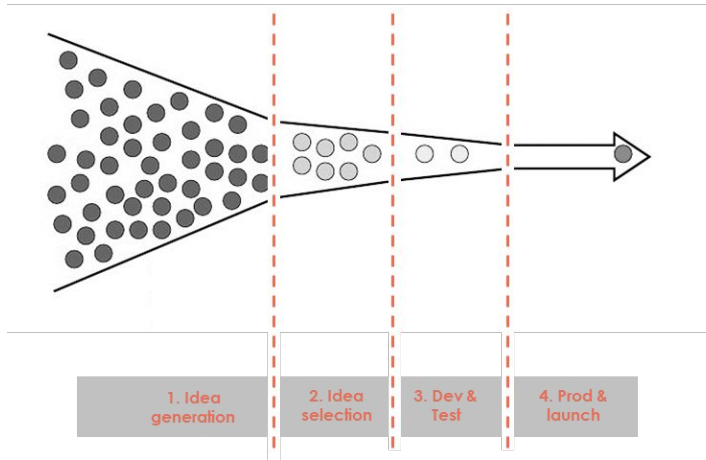
*It is not the
strongest of the
species that survives,
nor the most
intelligent.*

*It is the **one** that is
the **most adaptable to***

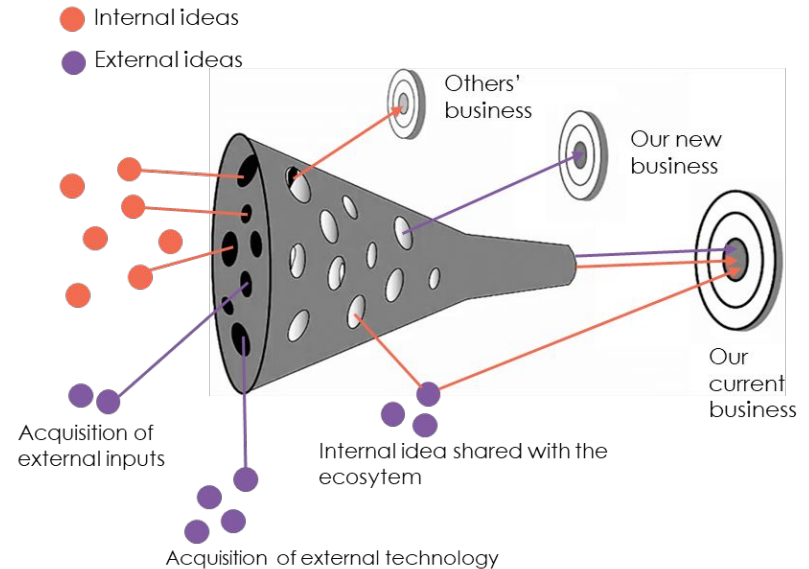
change
- Charles Darwin -

A DIFFERENT APPROACH

"Traditional" R&D



R&D and Open Innovation



MACRO DIMENSIONS



INPUT

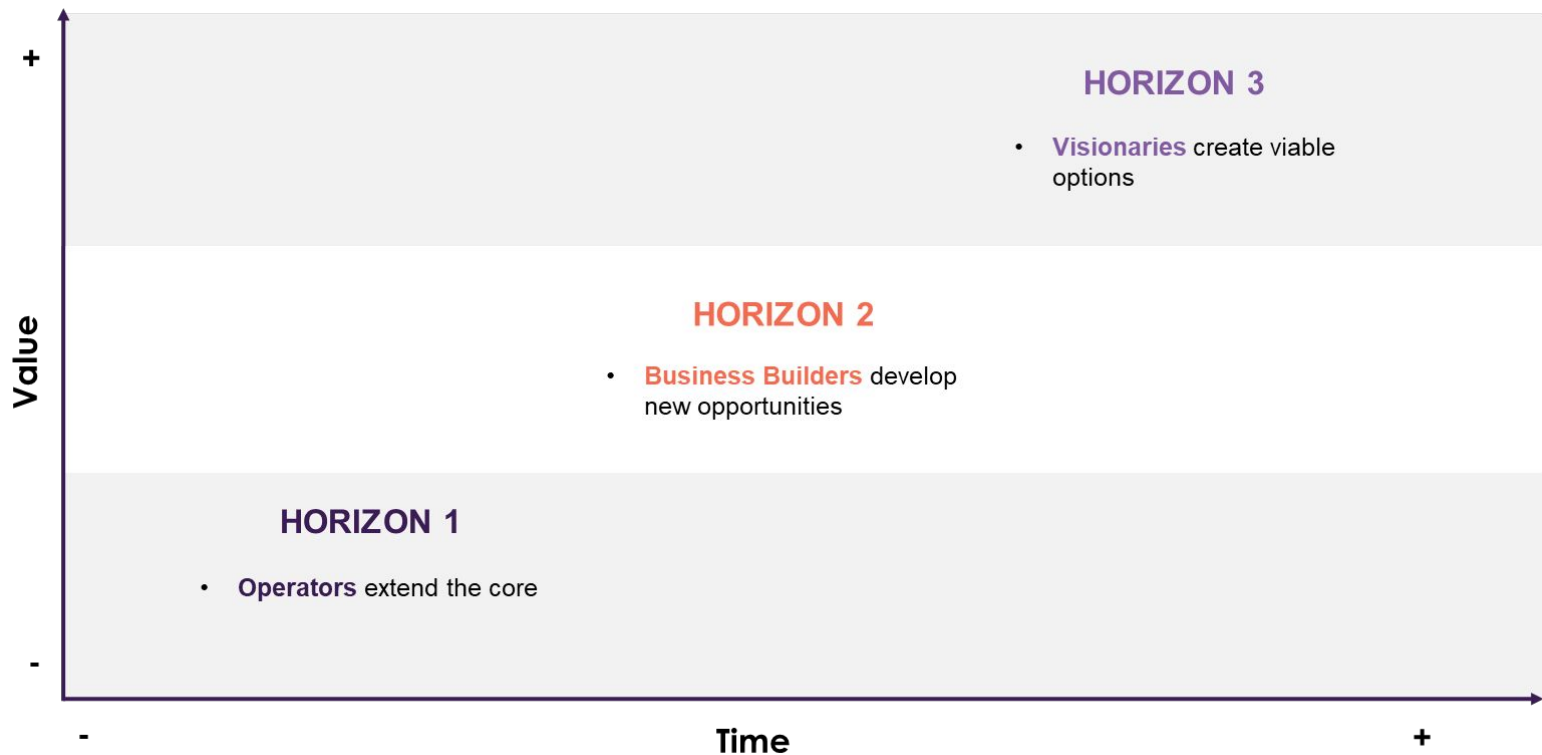
The **type of input that is absorbed** by the ecosystem such as talent, seed start, post-seed start, etc.



HORIZON

The type of Open Innovation project may vary considering the **time horizon to which the project is dedicated**

WHERE TO GO



| WITCH LEVERAGE

Talents

Ideas

Startup (Seed)

Startup Post-seed

Description

- | | | | |
|--|--|---|---|
| <ul style="list-style-type: none"> Acquisition of startups or hire of new talent to change company culture through people | <ul style="list-style-type: none"> CallforIdeas on the market engaging with universities, startups, communities | <ul style="list-style-type: none"> Collaboration, development or acquisition of early stage startups | <ul style="list-style-type: none"> Engagement with post-seed startups Development of M&A deal, commercial deal, VC investment |
|--|--|---|---|

Scenario

- | | | | |
|--|---|---|--|
| <ul style="list-style-type: none"> Need to change company culture | <ul style="list-style-type: none"> Need for a solution not available on the market | <ul style="list-style-type: none"> Longer time horizon and partnership with accelerator / internal hub | <ul style="list-style-type: none"> Need to generate innovation in the short-medium term |
|--|---|---|--|

OUR MODEL

TALENT DEVELOPMENT

PRE-SEED

SEED

POST-SEED

INVESTMENT

POST - INV.

EDUCATION

INCUBATION & ACCELERATION

MATCHMAKING PLATFORM

ADVISORY

INTERNATIONALIZATION

- **Training courses** from Robotics to Coding, from Digital Fashion to Digital Manufacturing

- Incubating and accelerating **early stage ideas** and projects in collaboration with industry leading companies and the **network of incubators and accelerators**

- **Matchmaking** with large corporations and a network of technology partners, with the aim to land important deals and investments, to scale at a

- **Key advisor of Indaco VC fund** in the digital / **digital transformation area**.
- Execution of origination, first screening, assessment and

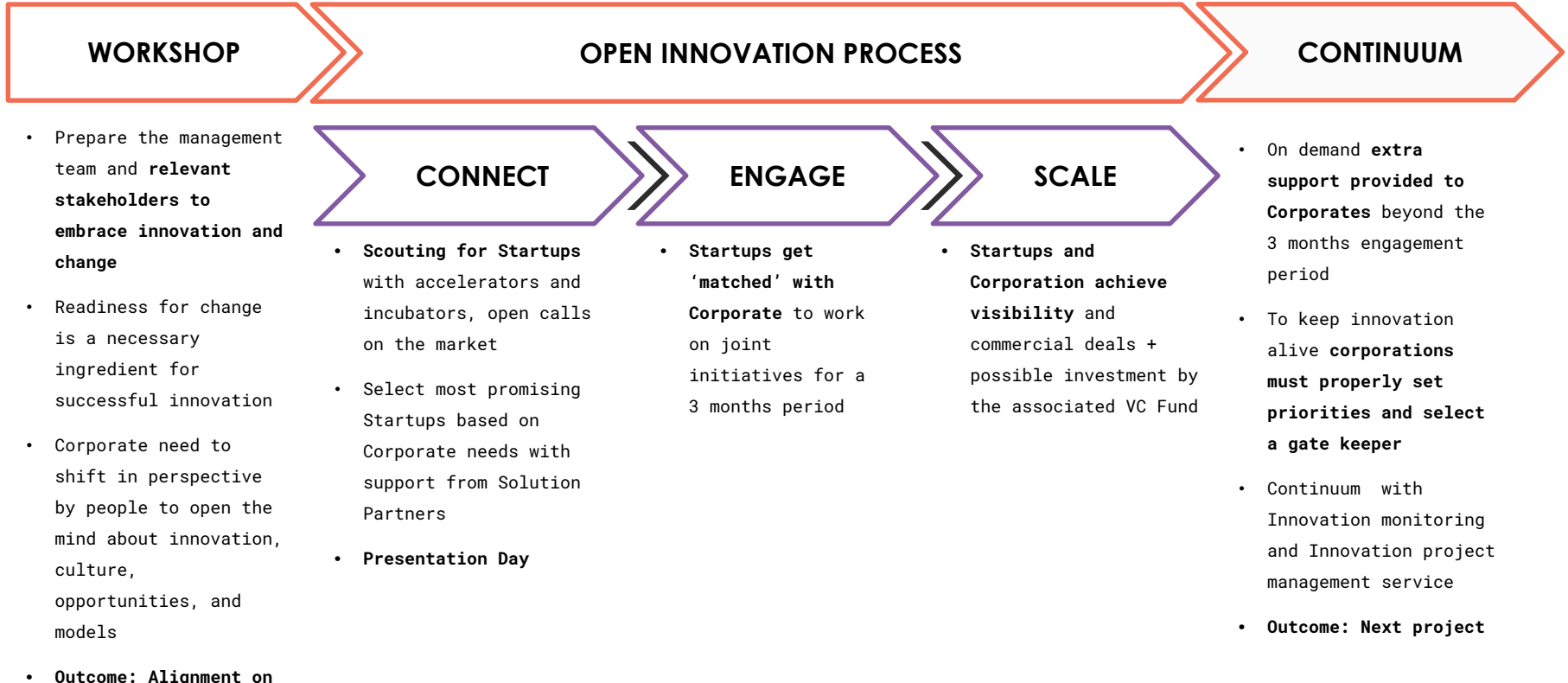
- Strategic Partnership with ISP with the aim to help startups in the **internationalization** process
- Coaching and business development support

INITIATIVES PARTNERS

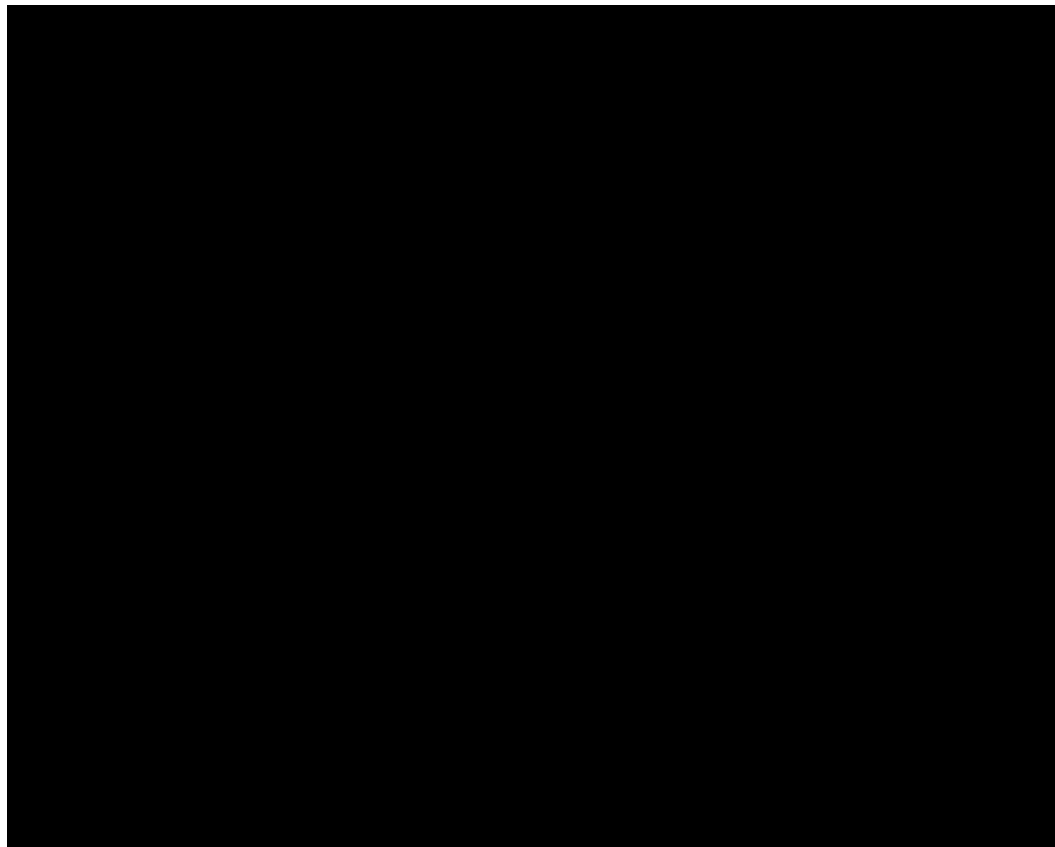
| SOCIAL OPEN INNOVATION



OUR METHODOLOGY



| DO NOT KILL IDEAS



THANKS

marco.noseda@cariplofactory.it

