



EMILIA-ROMAGNA IN SILICON VALLEY

Un ponte per l'innovazione delle imprese

EUROPEAN INNOVATION HUBS IN SILICON VALLEY

2021

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Edited by ART-ER Attractiveness Research Territory

A work by

Irene Mingozzi

Valeria Bandini

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Emilia Romagna in Silicon Valley is an initiative promoted by **Emilia-Romagna Region**, and managed by **ART-ER Attractiveness Research Territory**, the Consortium Company of Emilia-Romagna, born to favor the sustainable growth of the region through the development of innovation and know-how, attractiveness and internationalization of the local system.



SILICON VALLEY: WHAT IS IT?

Silicon Valley is the core of the worldwide startups ecosystem.

It's located in California, expanding from south San Francisco to San José: the area is approximately **1900 square miles, with a population of nearly 3 millions.**

The term "Silicon Valley" first appeared in Electronic News on January 11, 1971 with an article entitled "Silicon Valley USA" about the semiconductors history in the Bay Area.

But the concept of Silicon Valley, a region filled with **cutting edge technology, disruptive innovation and entrepreneurial mindset**, was born long before that.

Driving to 369 Addison Ave in Palo Alto (the heart of Silicon Valley) you find yourself in front of a green and brown garage with a big sign that says "Birthplace of Silicon Valley". The sign goes on and tells you a really interesting story:

"This garage is the birthplace of the world's first high-technology region, "Silicon Valley." The idea for such a region originated with Dr. Frederick Terman, a Stanford University professor who encouraged his students to start up their own electronics companies in the area instead of joining established firms in the East. The first two students to follow his advice were William R. Hewlett and David Packard, who in 1938 began developing their first product, an audio oscillator, in this garage."

[California Registered Historical Landmark No. 976]

Plaque placed by the State Department of Parks and Recreation in cooperation with Hewlett-Packard Company, May 19, 1989.

This garage is where HP and Silicon Valley were founded in 1938, by two guys who just got out from Stanford, with the help of their professor.

Hewlett-Packard headquarter is still in Palo Alto, but the company grew exponentially in the last 80 years reaching more than 300.000 employees.

Professor Frederick Terman saw this potential before time and encouraged his student to stay in the Valley, when present Silicon Valley was just a couple of companies and universities surrounded by fields and hills and apricot orchards.

This is how Silicon Valley was born, out of vision and courage.

The whole technology world changed after that, and is still changing (faster and faster).



WHY IS SILICON VALLEY SPECIAL?

The recipe for the creation of Silicon Valley is not obvious nor easy, but it's clear from the results that something big is happening here:

- There are more than 100 listed tech companies with a market value of over 1 billion dollars (so-called Unicorns)
- These companies combined are worth some \$2.8 trillion (an increase of 75% over the past 3 years), and account for around 6% of all corporate America's corporate profits
- The startup ecosystem in Silicon Valley is 6 times bigger than the New York City one, 9 times bigger than the London one, and 13 times the startup ecosystem in Berlin
- Silicon Valley is home to about **30.000 startup companies** (and growing)
- Here are absorbed 43% of the total US share of all VC investments and 30% of the global share of early-stage investments

How did Silicon Valley become critical in the global startup ecosystem?

One of Silicon Valley's secret sauce is its people. They drive the economy and shape the region's quality of life. The region has benefited significantly from the entrepreneurial spirit of people drawn to Silicon Valley from around the country and the world.

Immigrants have contributed considerably to innovation and job creation in the region, state and nation, in particular:

- Silicon Valley's percentage of foreign-born residents is significantly higher than California or the United States: Silicon Valley 38%, California 26.9%, United States 13.7% (2018 data)
- Silicon Valley continues to attract highly-skilled immigrants: foreign-born, employed workers with a BA or higher were almost 300.000 in 2011 (150.000 only in Science and Engineering)
- Over 68% of the employed population with a BA or higher is foreign-born (in the US the number goes down to 25%)
- More than half of Silicon Valley's population speaks a language other than English at home.

OVERVIEW: EUROPEAN INNOVATION HUBS IN SILICON VALLEY

European entrepreneurs, along with their companies, are part of the diversity jigsaw puzzle that Silicon Valley is. They reach California from Europe seeking VC funding, mentor's knowledge and networking opportunities. Often they approach this context without the proper preparation and without the necessary skills to be able to develop meaningful connections to start partnerships or to raise capital.

European governments and organizations supporting innovation are aware of this need and are more and more present in Silicon Valley through their **innovation hubs acting as facilitators, supporting and driving European ecosystem actors in their approach to the Bay Area.**

European Innovation Hubs are the object of our analysis: organizations, often promoted by governments and funded with public money, with the mission of supporting a specific national (or regional) innovation ecosystem in approaching Silicon Valley.

This support can be in the form of **mentoring, networking support, acceleration programs, trade missions, office space, curated introductions.**

The main goal of these innovation hubs is to build a **"two-way bridge"** supporting innovation in both ways (going to Silicon Valley and coming back to Europe) offering a cutting-edge service for European companies and organizations, but also remarkably improving the European innovation ecosystem avoiding the uncontrolled "human capital (and startups) flight" and attracting international capitals towards Europe.

Here is the current European presence in Silicon Valley in terms of innovation hubs:



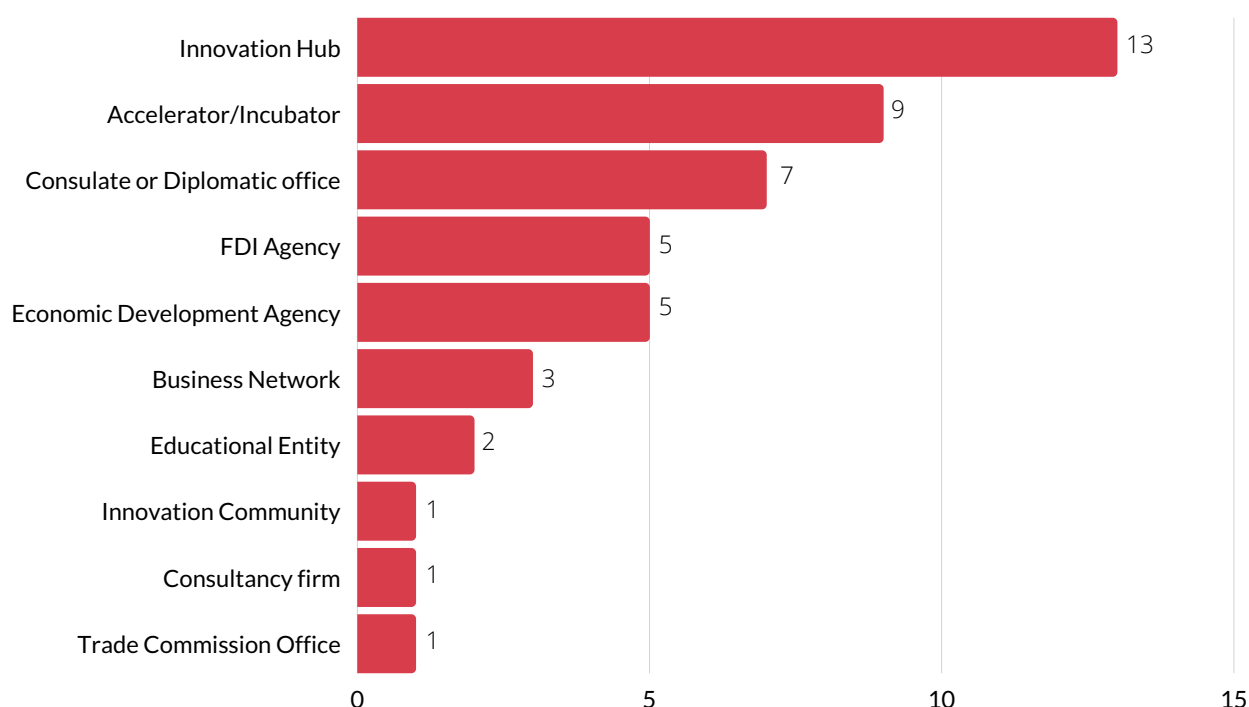
The analysis presented in this report was possible thanks to the data collected through an online survey filled by the European hubs directors between Q4 2020 and Q1 2021.¹

1. It was not possible to collect data from: Invest in Bavaria, Polish Hub, West To West (Portugal). Therefore these organizations' complete data are not included in the analysis.

1. INNOVATION HUBS IN DETAILS

How are the organizations best described?

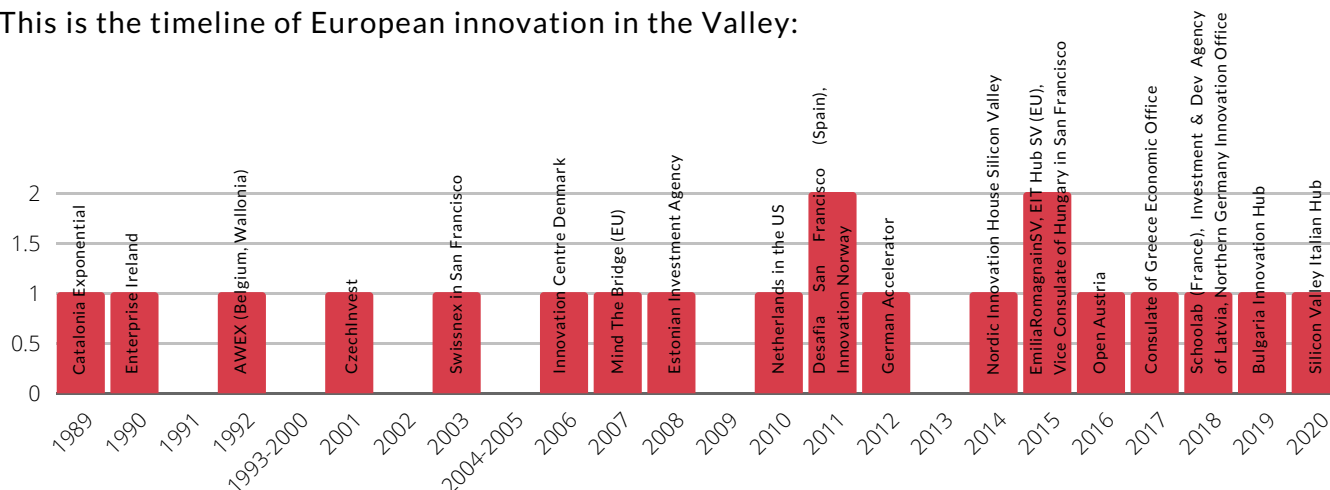
Supporting European innovation in Silicon Valley comes in **all sizes and shapes**. What we decided to call “Innovation Hubs” in this report for the sake of brevity, is in reality a mix of different organizations with a country-specific (or region-specific) interest and a focus on innovation. We asked the representatives how they would describe their type of organization (the question allowed multiple choice):



When were the hubs established in Silicon Valley?

The **longevous** innovation hub is **Catalonia Exponential**, in San Francisco since 1989, the **youngest** is the **Silicon Valley Italian Hub**, established in Menlo Park in May 2020.

This is the timeline of European innovation in the Valley:



Europe, Country, Region?

The majority of innovation hubs are country-specific, promoted by national governments or institutions.

Some of them, although, have a broader or a more specific focus.

EIT Hub and Mind The Bridge have a **European target**, as well as Schoolab (even though it has also a specific French connection).

Nordic Innovation House **represents 5 countries**: Iceland, Norway, Sweden, Finland and Denmark. Some of these countries also have their own innovation hub.

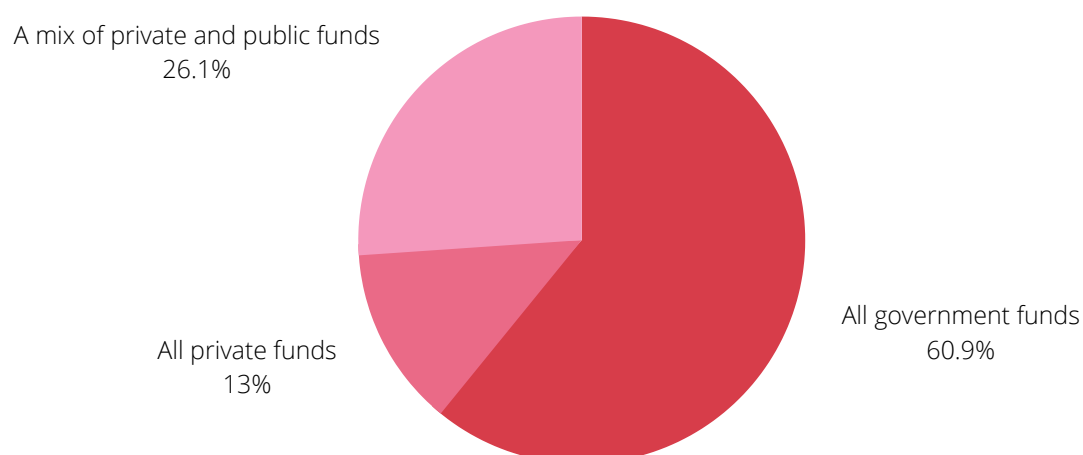
On the other hand, some countries also have a **regional representation**, focusing on a more curated group of companies and excellences: Emilia-Romagna (Italy), Catalonia (Spain), Wallonia (Belgium), Bavaria (Germany), Northern Germany (Schleswig-Holstein, Hamburg, Bremen).



How are the hubs funded?

The innovation hubs are mainly **completely or partly funded with public money**. Only 3 organizations fully cover their activities with private funds through advisory or program fees paid by clients or variable fees on transactions.

The initial goal was to collect information on the amount of budget allocated by each country, but the numbers are often sensitive, so it was not possible to gather an exhaustive picture. The few answers collected range **between 2 and 10 million dollars per year**.

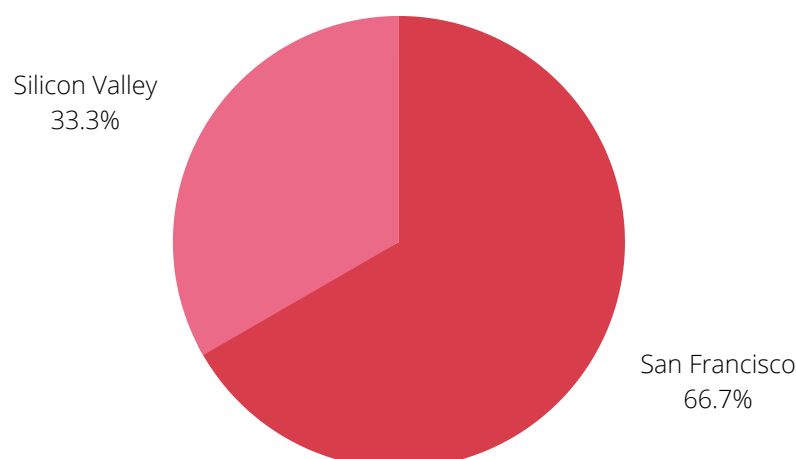


Where are the hubs located?

The majority of the hubs (2 out of 3) are located in **San Francisco**, mainly in the Financial District area.

Only 8 are south of the city, in the **Valley**, in particular in Menlo Park, Palo Alto, Sunnyvale and Santa Clara.

None are located in the East Bay.



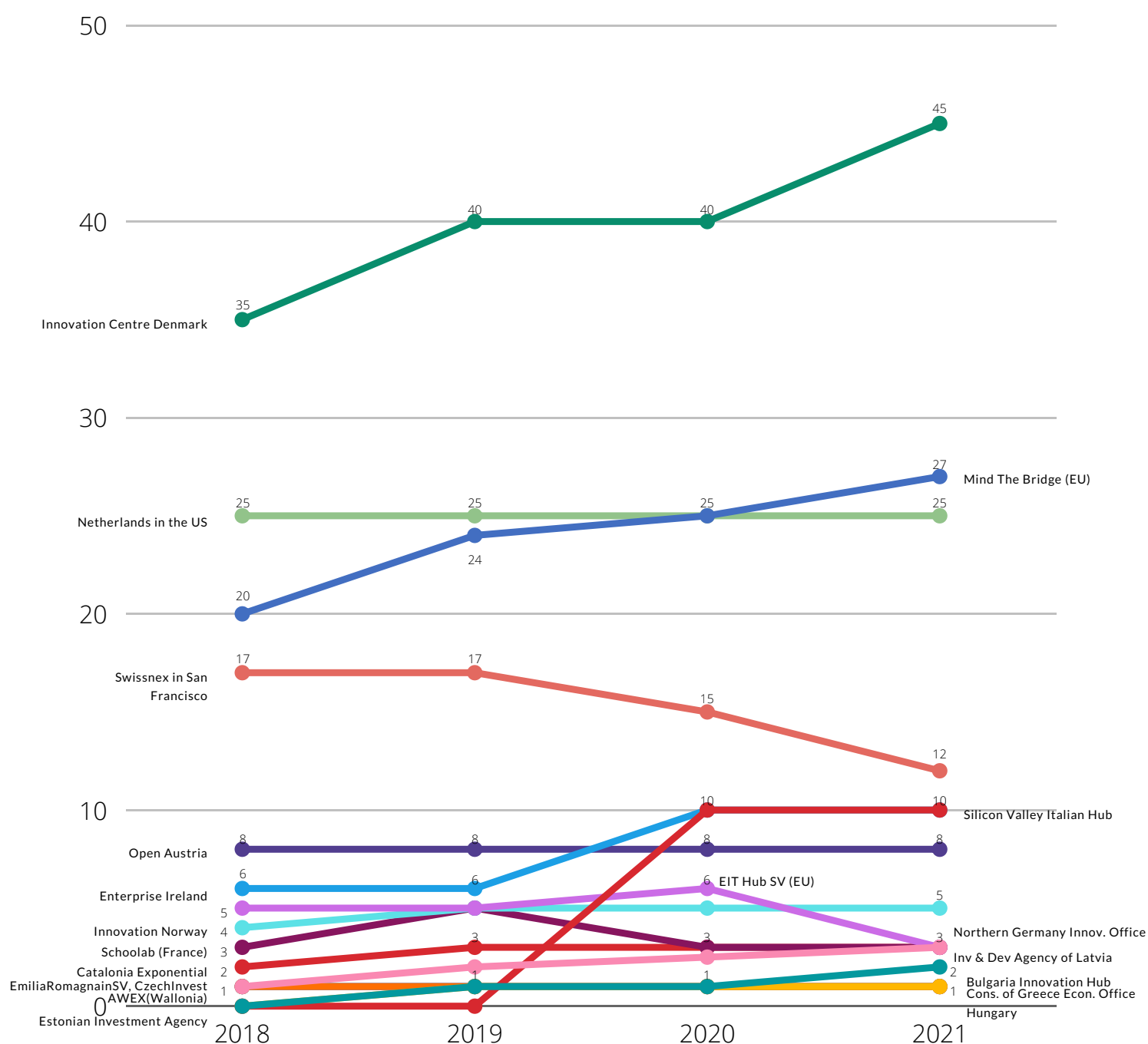
How many employees does each hub have?

The innovation hubs teams space in terms of employees **from 45 down to 1**.¹

Innovation Centre Denmark has the largest team and also the fastest-growing one: its 35 employees in 2018 are becoming 45 in 2021. Emilia-Romagna (Italy), Greece, Estonia, Hungary and the Czech Republic are represented by a one-person team.

The number of employees in each team is **pretty much stable**, the most significant changes are the Danish one (+10 in 3 years), the one in Mind The Bridge's team (+7), and the Irish one (+4).

Two hubs are, on the other hand, **reducing the number of their employees**: EIT Hub went from 6 employees in 2020 to 3 in 2021 (50% less) and Swissnex in San Francisco went from 17 to 12 in 2021.



1. For more detailed information on this topic see each hub's one-pager in the Appendix

Employees focus: job titles

One interesting detail that came up from the survey is the broad range of qualifications among the managers of the hubs.

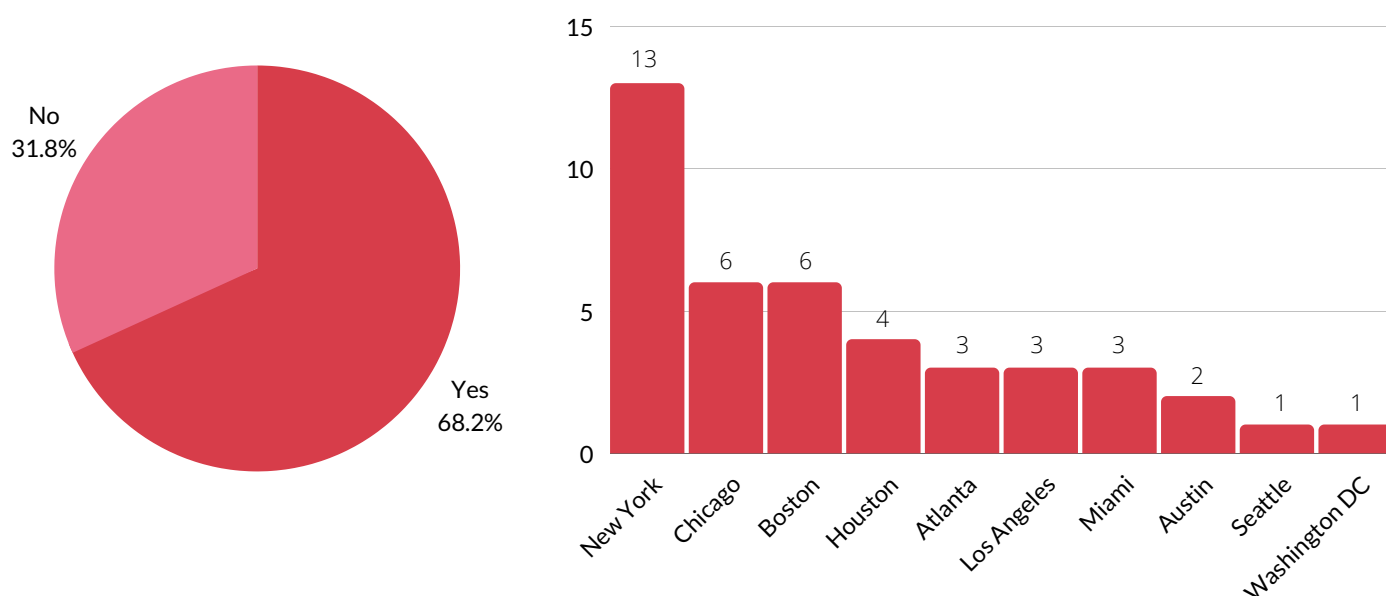
This can indicate how the Innovation Hubs are different one from the other and **not at all** standardized:

Director of US Business Development
 Director of West Coast Operations
 Managing Director
 Innovation Attaché
 Head of Future Mobility
 Co-Director CEO Tech Ambassador
 coo Director
Silicon Valley Hub Manager
 Economic and Commercial Affairs' Attachée
 Head of Innovation & Sustainability
 General Manager
 Head of Western USA
 Trade & Investment Commissioner



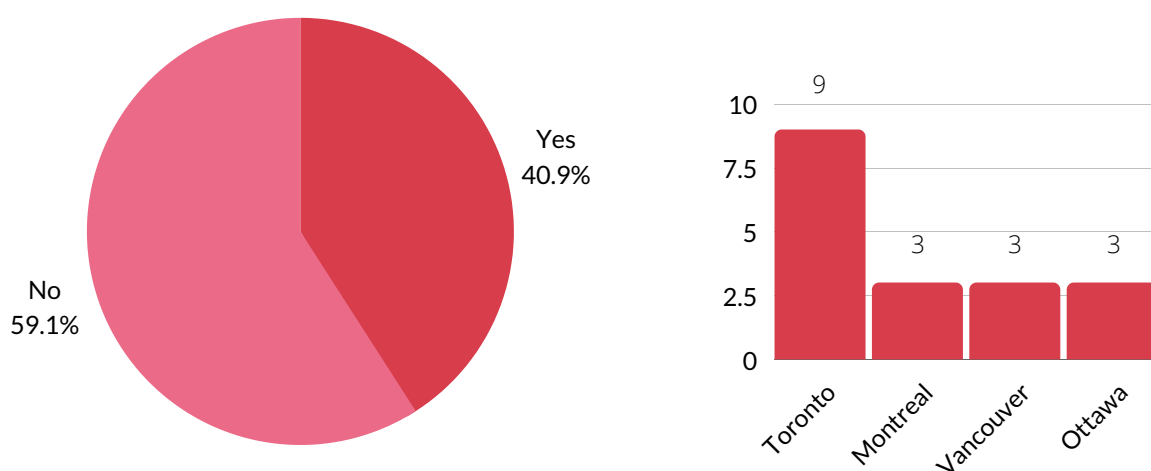
Do the organizations have other hubs in the USA?

The majority of the organizations - 2 out of 3 - managing the innovations hubs in Silicon Valley also have hubs in other cities in the US. The north-eastern area is the one that gathers the highest interest: **New York** has 13 innovation hubs, **Chicago** and **Boston** 6.



Do the organizations have other hubs in Canada?

Canada also has interesting ecosystems. 40% of the organizations consulted also have an innovation hub in Canada: all of them in **Toronto**, the rest are distributed among **Montreal**, **Vancouver** and **Ottawa**.



2. INNOVATION HUBS ACTIVITIES AND PROGRAMS

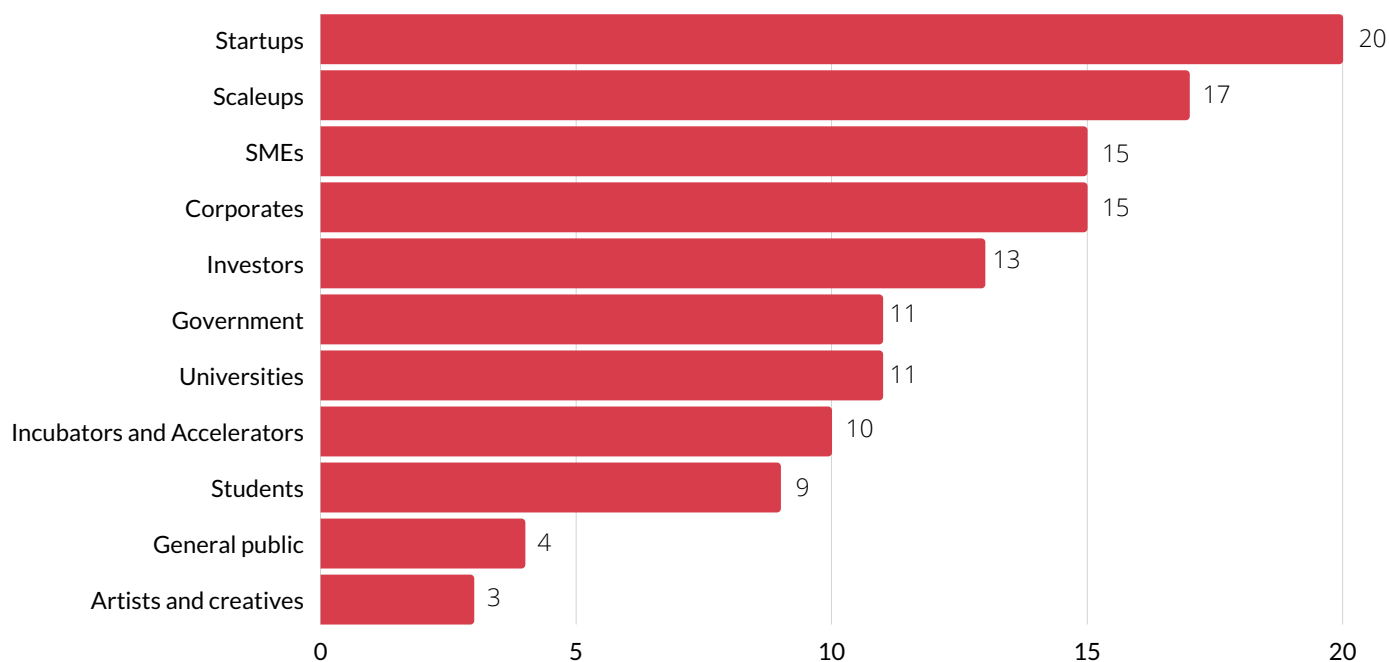
Who are the target audiences the hubs' activities and programs?

Companies of different sizes and shapes are the main target for the innovation hubs.

Every single hub works with **startups**, the vast majority also works with Scaleups (the “evolution” of a startup), SMEs and Corporates.

Half of the hubs also have as targets universities, governments, investors and incubators.

We also investigated how much each target is served compared to others. We discovered that the hubs mainly divide into **two different types** based on the **main target** they have: one type has the **startups as the main target** (more than 50% of the activities), the other has the **corporates as the main target**. The first group is primarily composed of government-funded organizations, while the second group relies more on private funds.

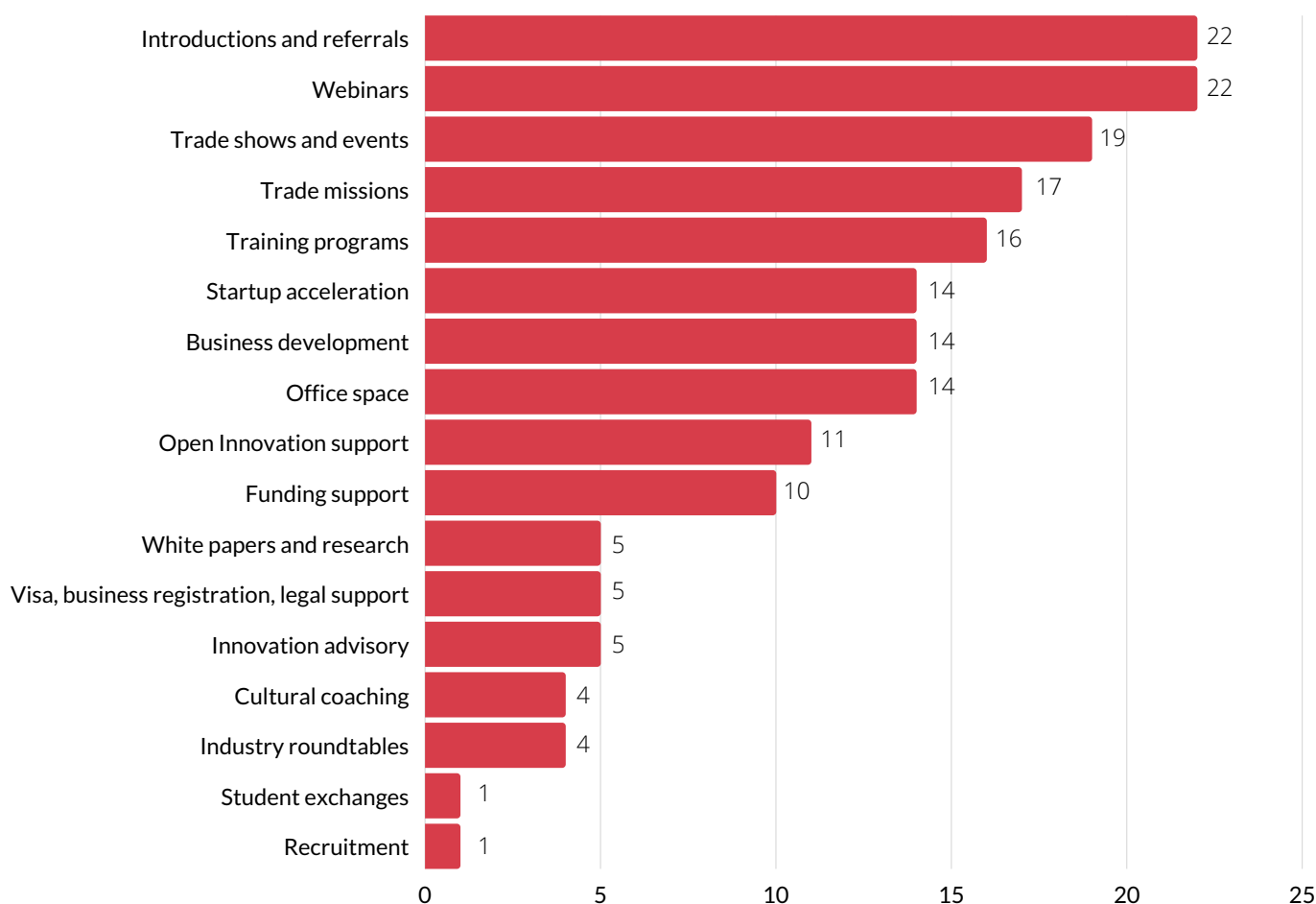


What kind of activities and programs do the hubs provide?

This question investigates the **core of the innovation hubs**, the answers are complex and detailed. The main focus is the business one: Introductions, Webinars, Trade Shows, Training Programs (mainly for startups), Trade Missions, Business Development.

Below is shown the **overview of all the activities**, for each one it is displayed the number of hubs that offer it.

In the following pages, all the different answers we received are detailed, to give a **complete picture** of the full set of services that the European innovation ecosystem can find in Silicon Valley.



[Activities and programs]

Introductions and referrals



- We make introductions based on companies **readiness and needs**. [Swissnex in San Francisco]
- We are the **connectors between Silicon Valley and Catalonia**, we tell organizations to reach out for introductions to either side. [Catalonia Exponential]
- We offer solutions **for startups and corporates**. Our **Outpost As a Service** allows our clients to be present in the Bay Area without the risks and the costs associated. Including access to a network of experts, suppliers, clients, scouting and business development, partnership and strategy. [Schoolab - France]
- We make introductions free of charge. [Consulate of Greece Economic Office]
- We make introductions **based on individual project** basis at no fees. [Open Austria]
- We only provide introductions or referrals to companies in our immersion or scaleup programs. [Mind The Bridge - EU]
- **Warm introductions with double opt in**. [Innovation Norway]
- Through our **vast mentor network**, startups are provided the opportunity to get connected free of charge and whenever suitable. [German Accelerator]
- We facilitate contacts between Estonian and US (West Coast) businesses through introductions. **No fees**. Always happy and willing to share background information and point our clients towards the right contacts in Estonia. [Estonian Investment Agency]
- Warm introductions with **double opt-in** to connect the ER ecosystem to the Bay Area, free of charge. [EmiliaRomagnainSV]
- We make introductions at no fees using **our network for connections**. [CzechInvest]
- We are the bridge that ties Silicon Valley to Belgian startups and American companies to Wallonia. We open our network for our clients (**7000 SMEs from Wallonia**) and make introductions free of charge based on companies needs and potential. [AWEX - Belgium, Wallonia]
- We provide curated introductions to mentors, investors, partners and potential customers. We offer **logistics support and connect the founders** with attorneys, accountants, tax advisors and other relevant contacts to enable a smooth transition into the US market. [Bulgaria Innovation Hub]
- The hub offers **support for individual partnerships**, starting at EUR 10K/yr. [Northern Germany Innovation Office]
- We make direct **introductions to buyers, advisors and influencers**, accelerating market access for client companies. [Enterprise Ireland]

[Activities and programs]

Webinars



- We organize around **100 webinars per year**, often sponsored, at no fee. [Innovation Centre Denmark]
- We organize **10 webinars** per year at no fees. [German Accelerator]
- 4 webinars per year, free of charge. [EIT Digital SV - EU]
- We organize webinars **as part of our programs**, 3-4 per program, free of charge. [EmiliaRomagnainSV]
- **2-3 a year**, no fees. [CzechInvest]
- More than **50 per year** (in 2020) at no fee. [Estonian Investment Agency]
- We have organized **one webinar** this year (June 2020) so far. No fees involved. [Consulate of Greece Economic Office]
- The hub organizes **5-6 webinars** per year, free of charge. [Northern Germany Innovation Office]
- The office organizes webinars, showcases, meetups, **all at no fees**. [Vice Consulate of Hungary in SF]
- **Several webinars** are organized every year, all of them free of charge for Latvian companies. [Investment & Development Agency of Latvia]
- We create **exclusive and interactive contents**. Our speciality are **open innovation, innovation strategy, sustainability, design thinking and design fiction**. [Schoolab - France]
- We organize about **one webinar per week**, free of charge. [Netherlands in the US]
- We organize webinars **with Fortune 500/Forbes 2000 corporations** that are leading the way of open innovation strategies. [Mind The Bridge - EU]
- Bifrost Webinars **2-4 per month**. A variety of **sector-specific webinars**. Usually free of charge. [Nordic Innovation House and Innovation Norway]



[Activities and programs]

Training programs



- Road to Silicon Valley is a **6-weeks immersion program for startups** with high-growth potential. [Catalonia Exponential]
- The **growth acceleration program** runs twice per year for 3 weeks and consists of 27+ workshops, 1:1 mentoring, and introductions. We accept 6-8 early stage technology startups from Bulgaria, that have some **market validation** in Europe, or other markets, and have the ambition to expand into the US. [Bulgaria Innovation Hub]
- The Disrupt Tours are agendas **targeted to innovative clusters** in which **C-level executives** go to Silicon Valley to learn about disruptive technologies that will transform their sectors. [Catalonia Exponential]
- Our programs are highly customized to the participants' individual needs in order to help them enter international markets and succeed quickly. Our U.S. market access program lasts **three months**, including an intensive bootcamp week, several workshops, and individual 1:1 mentoring. At the end of the program, companies can apply for an extension. [German Accelerator]
- Training on **innovation mindset and frameworks** (Design thinking, Design fiction, Ethical innovation, Lean Startup...), from 1/2 day to a week. [Schoolab - France]
- Our training (or immersion) programs are for **startups, investors and governments** to either have a reality-check on their businesses and growth, learning investing best practices from Silicon Valley to be implemented in emerging funds elsewhere in the world or defining the best actionable steps to develop a scaling ecosystem of innovation within a region or a country. [Mind The Bridge - EU]
- Programs with 8-10 companies between 2 days to 2 weeks. [Desafia San Francisco - Spain]
- TINC Tech Incubator: 5 week program with 10-15 companies for **market validation in the US**. Direct support and sparring with companies. [Innovation Norway]
- Ranges from 5 days **investment readiness** camps to 6 months fellowships. [Innovation Centre Denmark]
- **Mindset Program for startups**: 2 weeks, 10 companies, to understand the innovation ecosystem, to establish the first contacts and define a new business model through meetings with innovation investors and experts. [EmiliaRomagnainSV]
- **Incubator Program for incubators**: 1 week, 10 incubators, to exchange best practices on startup support and financial sustainability with the managing partners of the most important Bay Area incubators and accelerators. [EmiliaRomagnainSV]
- **Startup Bootcamp, Scaleup Bootcamp**: 1 week. [Silicon Valley Italian Hub]

[Activities and programs]

Trade missions



- We organize delegation **visits about future trends and technologies**, as well as hosting local networking and innovation events. Through the cooperation agreement with Stanford we facilitate **workshops on new trends and technologies** for Austrian businesses and scientists. [Open Austria]
- We welcome Trade Missions from our country and organize for them **visits to companies and B2B meetings**, free of charge. [Consulate of Greece Economic Office]
- Trade missions are typically organized **for corporates that have not established open innovation practices** in preparation of more structured engagements to set advanced innovation goals. [Mind The Bridge - EU]
- Up to USD 1500 p.P. + travel & accommodation. **Prior briefings in Germany**, Company profiles, individual 1:1 sessions with target companies in Silicon Valley, Deal Flow. [Northern Germany Innovation Office]
- The hub offers a variety of tailor-made trade missions for startups, scaleups and SMEs. Typically **2-5 days co-funded business trips for 5-20 companies**. [Investment & Dev Agency of Latvia]
- **Business Match Program for SMEs**: 1 week, up to 10 companies, program expenses covered (not accommodation or travel expenses), focus on meetings and intro (with the goal of partnerships). [EmiliaRomagnainSV]
- Trade missions of one week, 6 companies, **with the goal of business development**. [CzechInvest]



[Activities and programs]

Trade shows and events



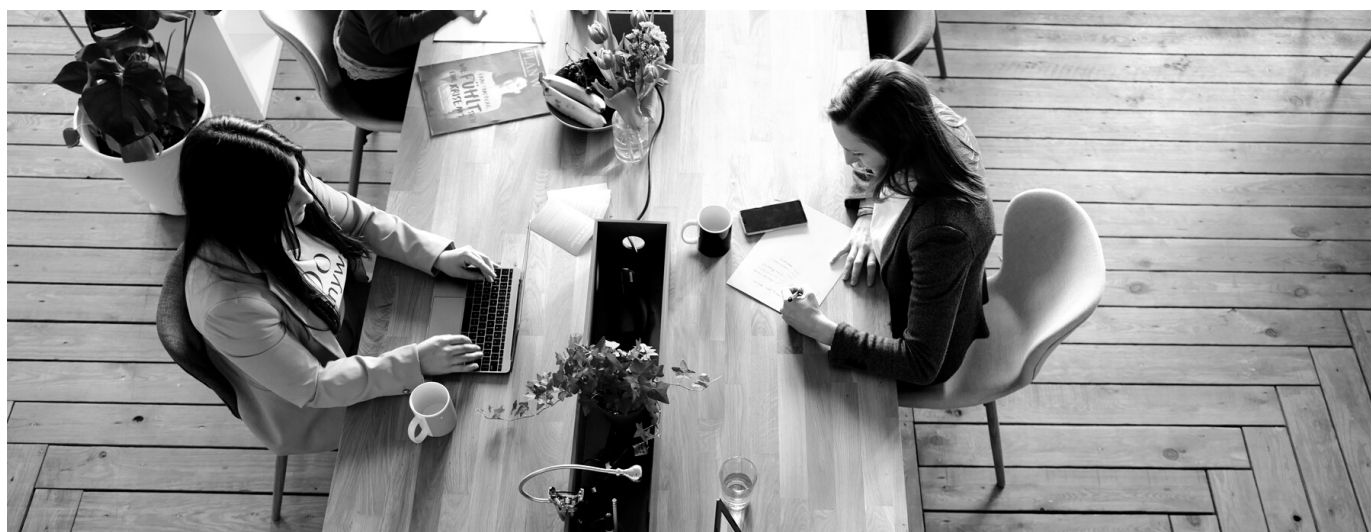
- We organize trade shows e.g. **Austrian Pavilion at TechCrunch Disrupt**. [Open Austria]
- Mainly supporting and facilitating for companies who attend **trade shows like SXSW, CES etc.** **Innovation Norway rarely covers major costs for trade missions**. [Innovation Norway]
- Under normal circumstances, 8-10 events at Nordic Innovation House per year. 4-6 events arranged in partnership with the Norwegian Consulate General. Target audience is **Norwegian startups, scaleups and corporates** seeking market opportunity in the US. [Innovation Norway]
- 1-2 per quarter (between 50 and 200 attendees). [German Accelerator]
- Depending on requests we offer **booths and entrance** at no fees. 4-6 events, business professionals in SV - VCs, corporates etc. [CzechInvest]
- We are part of the most important and prestigious events and trade shows in USA: **CES, NAB, SXSW, Cleantech Forum, etc.** We organize these events to offer visibility to our clients and facilitate contact between them and key contacts. [AWEX - Belgium, Wallonia]
- We offer **tailor-made participation** case by case. [Silicon Valley Italian Hub]
- We support the participation of **Greek companies in Trade Shows** (no fees involved). We have organized several events, about 3-4 per year. The target audience are the Greek Diaspora who are active in the tech sector in the Bay Area. [Consulate of Greece Economic Office]
- We organize events for the American and European communities that want to engage with Barcelona and Catalonia. [Catalonia Exponential]
- The target audience varies. On average about **2-3 events/week**. [Netherlands in the US]
- We organize "events" in the format of **Scaleup Summits, highly curated, invitation-only, matching activities** hosted by the most prestigious Stock Exchanges where corporates, investors and scaleups operating in specific industry verticals can do business and spot technology trends. [Mind The Bridge - EU]
- The hub organizes **joint events with accelerators, universities, companies and government partners**. The audience is usually composed of founders, investors, SMEs in GER and USA. [Northern Germany Innovation Office]
- We organize 2-4 community networking events per year to introduce the companies to the **local VC and startup community**. [Bulgaria Innovation Hub]
- We offer tailor-made **physical and digital Learning Expeditions**. [Schoolab - France]
- The hub offers **co-funded participation** in industry trade shows for Latvian scaleups and SMEs and in major tech events e.g. SXSW, CES. [Investment & Development Agency of Latvia]

[Activities and programs]

Office space



- **Free workspace** in a coworking space for **up to a month**. [Open Austria]
- We offer office space for a fee in our newly renovated Mind the Bridge Innovation Center to **startups, government agencies and large corporations** that value the involvement in innovation activities. [Mind The Bridge - EU]
- Virtual Membership/PO Box service: 125USD/Month/company. Membership with flexible desk, meeting room and PO Box service: 750 USD/Month/person. Corporate Members with flexible desk, meeting rooms and event space: 13.500 USD/Year/company. [Nordic Innovation House]
- Office space for **1,000\$ per month including 5 hours of counseling**. [Innovation Centre Denmark]
- The hub offers PO box & desk - Joint office for Germany in San Francisco. [Northern Germany Innovation Office]
- We offer office space **in downtown San Francisco** to conduct meetings, network and attend the program in person. [Bulgaria Innovation Hub]
- **2 free desks** per company in a large co-working space. [German Accelerator]
- **Desk for two people, free, at Galvanize**. [CzechInvest]
- **Free** office space for up to 30 days/company. [Investment & Development Agency of Latvia]
- We offer space in San Francisco for 290euros/month. [AWEX - Belgium, Wallonia]
- We offer Flex Desk, Private Office, PO Box, all for a monthly fee. [Silicon Valley Italian Hub]



[Activities and programs]

Business Development support



- We provide business development support to **startups** that are part of our scaleup/ market entry programs. Programs are **custom based on partners' needs**. [Mind The Bridge - EU]
- We provide business development support based on an **individual project basis** at no fees. [Open Austria]
- Partly through programs like TINC Tech Incubator and partly **through 1:1 sparring with companies**. Cost based on hours spent. [Innovation Norway]
- Our mentors help participating startups with advice on business development - free of charge. Further, if applicable, mentors actively promote the startups and connect them with potential clients and business partners. [German Accelerator]
- We offer business development support through tailor-made studies and listings based on our clients' needs at no fees. We maintain a **follow up** with each company we worked with to make sure they evolve in the right direction and are ready to penetrate the USA market. [AWEX - Belgium, Wallonia]
- Our Market Advisers deliver an **individually tailored solution** for each client company to support the assessment of market opportunities, the identification of routes to market, competition assessment, sourcing distribution partners and potential customers and bespoke introductions to potential buyers in addition to providing assistance to companies to establish a presence in market. [Enterprise Ireland]



[Activities and programs]

Open Innovation support



- Catalonia Exponential works with both corporates and startups to **identify challenges and enables technology transfers**, connecting Catalonia and SV. [Catalonia Exponential]
- **Corporate Immersion Program**: 1 week, 10 corporates, program expenses covered (not accommodation or travel expenses), to **study the best practices** in the Bay Area in terms of open innovation. [EmiliaRomagnainSV]
- Project acceleration with students, startups, non-profits. Usually from 4 to 12 weeks **delivering prototypes and POC**. Topics: Sustainable innovation, New business, access to a new market. [Schoolab - France]
- Ongoing program with **individual KPI and scope**; activities include reports, events, webinars, deal flow, pre-validation of startup technology through VC & accelerator contacts as well as screening through a network of industry experts. [Northern Germany Innovation Office]
- Open Innovation services are at the core of our offer. We provide from management consulting services to restructure large corporations' teams for result-driven initiatives to supporting commercial agreements, investments of corporate venture capital departments, and M&A until due diligence. [Mind The Bridge - EU]
- Awex has co-founded an **open innovation platform** called OWIN. [AWEX - Belgium, Wallonia]
- We offer Open Innovation services **tailor-made** case by case. [Silicon Valley Italian Hub]



[Activities and programs]

Funding support



- **We connect** - don't participate in the funding. Our services cost 80\$ per hour or are delivered as part of a training program. [Innovation Centre Denmark]
- **\$40k in funding** in the form of office space, flight tickets, mentoring hours, access to conferences. [CzechInvest]
- Catalonia Exponential parent organization based in Barcelona (Acció) offers **funding support** to startups and corporates based in Catalonia. [Catalonia Exponential]
- We have offered funding support in the past through a **side fund**, called Mind the Seed. [Mind The Bridge - EU]
- **Grants and soft loans** from Innovation Norway regional offices in Norway. No funding directly from the San Francisco office. [Innovation Norway]
- Awex offers a wide range of financial incentives and connects mature startups with investors when possible. [AWEX - Belgium, Wallonia]
- As one of the **world's largest seed capital investors**, Enterprise Ireland invests at seed and pre-seed stage into Irish owned companies who have innovative products & services and an ambition to achieve global scale from an Irish base. [Enterprise Ireland]
- Depending on size and partnership model; in general funding support offered is **reverse deal flow & contacts to potential investors**. [Northern Germany Innovation Office]
- We assist in refining the companies' value proposition and investor pitch deck, and facilitate introductions to VCs. [Bulgaria Innovation Hub]



[Activities and programs]

Startup Acceleration



- Go Silicon Valley Initiative: each selected startup can spend up to **3 months in Silicon Valley** and participate in an accelerator program, designed specifically for the participants or join an accelerator program from a partner such as **Plug and Play** or **Founders Space**. The startups are paired with specific mentors in our network, based on their needs in product/technology, business and organization development, in order to further accelerate their growth. [Open Austria]
- **3 - 9 month** programs consisting of Bootcamps, Lectures and up to 100 hours of Mentor support per company. [German Accelerator]
- **90 days, 3 batches a year, 5 companies per batch**. [CzechInvest]
- International Accelerator: **4 startups for 3 months at Plug and Play**. [EmiliaRomagnainSV]
- Acceleration Program: **10 weeks**. [Silicon Valley Italian Hub]

[Activities and programs]

White papers and research



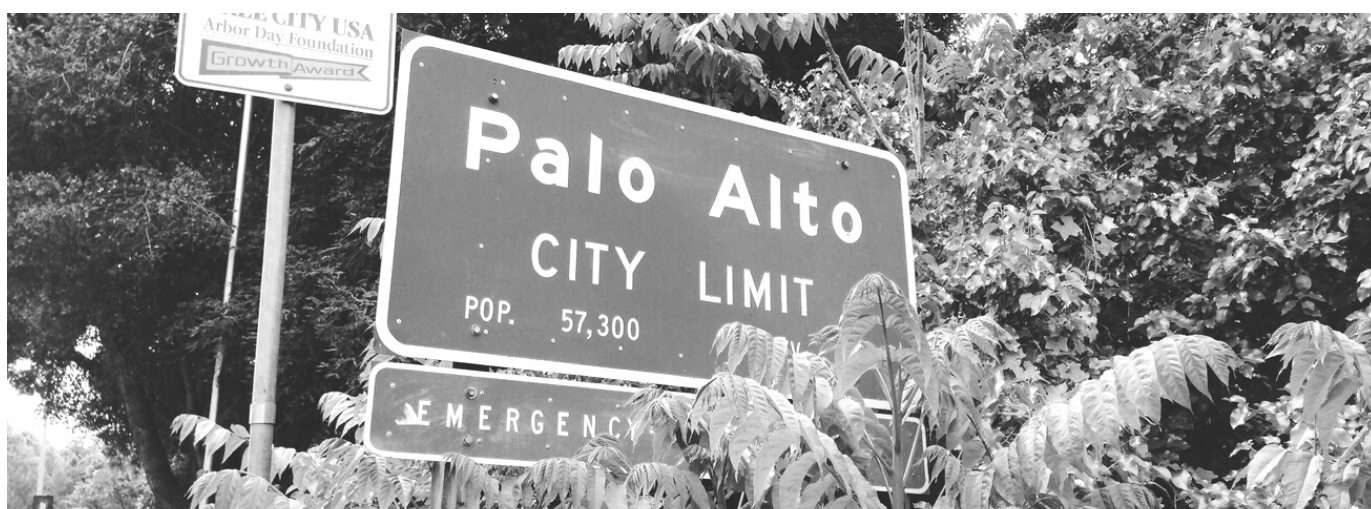
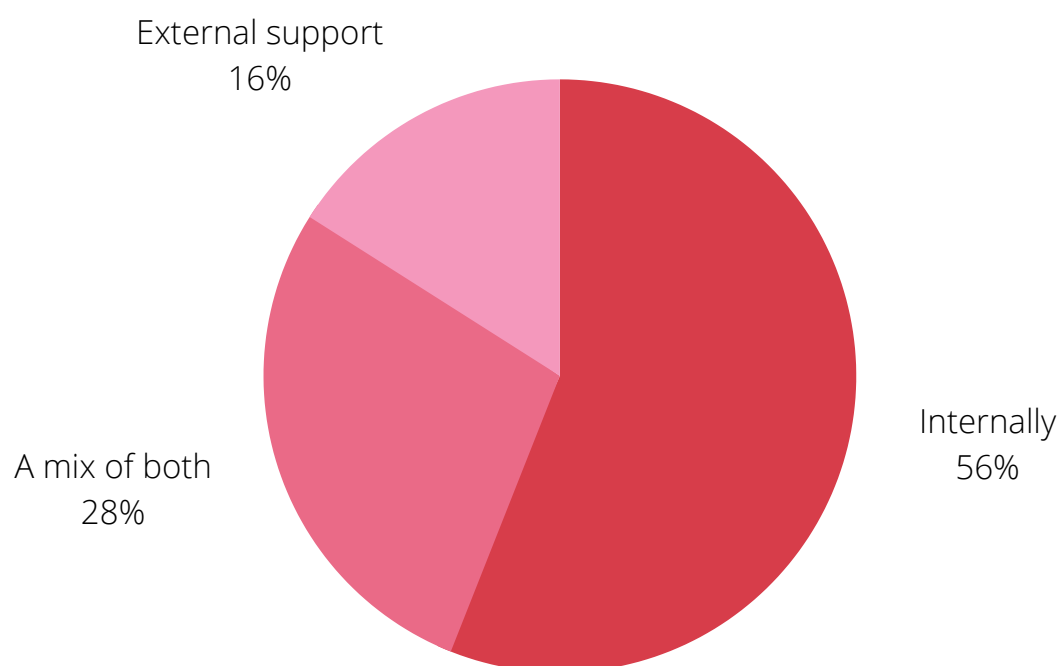
- The Innovation Antenna service consists of **customized reports** to detect **trends**, new **technologies**, **startups** and **new business models** for SMEs and big corporates [Catalonia Exponential]
- We write custom reports e.g. Future of Mobility in Silicon Valley. [Open Austria]
- As part of our knowledge base, we crunch data and create reports of startup ecosystems around the world. **Each report is created ad-hoc** with the sponsors/partners and based on the research needed to complement the available data. [Mind The Bridge - EU]
- We write more than **50 research papers per year**, at no cost, public service, or sponsored. [Innovation Centre Denmark]
- We make sure we keep up with technology trends and share information with our clients through our social media profile and newsletter. We write numerous articles to provide qualitative pragmatic and relevant information to our clients and followers. Our content is very diverse: AI, Cleantech, Immigrant Visa procedures, Corporate tax, Energy...etc. [AWEX - Wallonia, Belgium]

Are the programs executed internally or with a third-party provider?

The hubs are organized with a **good mix** of programs developed and executed both internally and with external providers' help.

More than half of the hubs are **fully independent**, carrying on the activities with no outside help. This is mainly the case for hubs with a higher number of employees.

The ones seeking support are working with a diverse pool of contractors as **Universities** (e.g. Stanford or Berkeley), **consultants** (e.g. USMAC), or **accelerators** (e.g. Plug and Play or Founders Space).



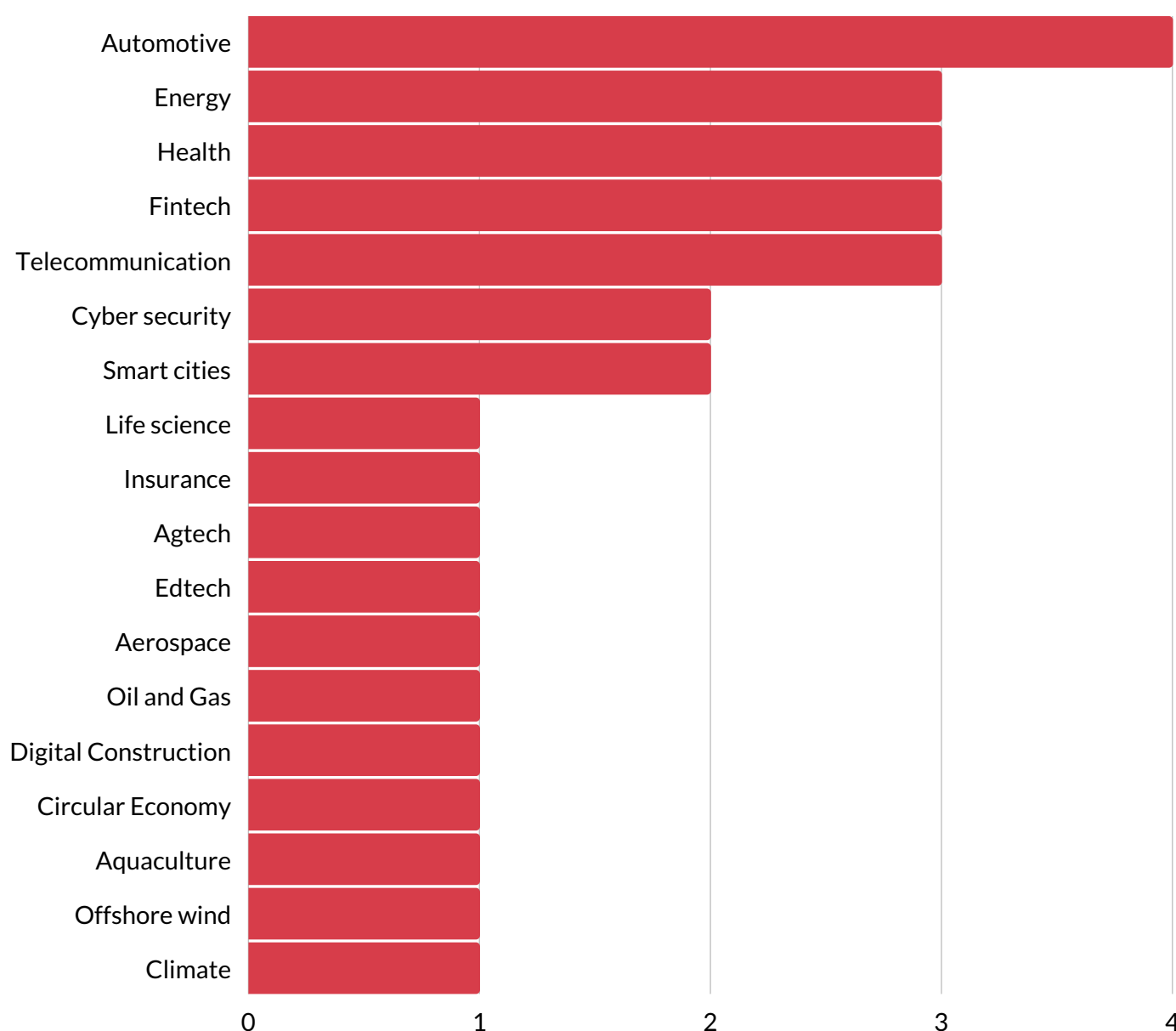
Do any of the hubs' activities have a specific vertical focus or sector?




All the hubs are focused on **technology companies innovating** in various sectors.

All of them, except for 5 (Swissnex, Open Austria, Desafia, the Estonian Investment Agency and the Silicon Valley Italian Hub) have at **least one vertical program or activity** (as trade shows, events, webinars).

The verticals vary a lot, only a few like **Automotive, Health, Fintech, Energy** and **Telecommunication** appear to be a more consistent topic of interest.

Innovation Norway also has a specific program for **Women in Tech**.



| Hub | Country | Est. | Funds | Loc. | Team | USA Hubs | Canada Hubs | Targets | Activities |
|---|--|------|-------|------|---------------|--|--|---|---|
| Open Austria |  | 2016 | Mix | SF | 8 | New York, Washington, Chicago, Atlanta, Los Angeles | Toronto | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors, Incubators/accelerators, Students, Artists, Gen pub | Intros, Webinars, Train. prog., Trade missions, Trade shows & events, Office, Business dev., Open inno., Funding support, White papers & res., Visa&legal, Startup acceleration, Cultural coaching, Inno advisory, Industry roundtables |
| AWEX |  Region: Wallonia | 1992 | Gov | SF | 1 | New York, Washington, Chicago, Atlanta, Houston | Toronto, Montreal, Vancouver | Startups, Scaleups, SMEs, Corporates, Students | Intros, Train. prog., Trade missions, Trade shows & events, Office, Business Dev., Open Inno., Funding support |
| Bulgaria Innovation Hub |  | 2019 | Mix | SF | 2 | - | - | Startups, Scaleups, Investors | Intros, Webinars, Train. prog., Trade shows & events, Office, Business Dev., Funding support, Startup acceleration, Cultural coaching |
| CzechInvest |  | 2001 | Gov | SF | 1 | New York | Toronto | Startups, SMEs | Intros, Webinars, Train. prog., Trade missions, Trade shows & events, Office, Funding support, Startup acceleration |
| Innovation Centre Denmark |  | 2006 | Gov | SV | 45 | New York, Washington, Chicago, Boston, Houston | Toronto, Ottawa | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors, Incubators/accelerators, Students, General public | Intros, Webinars, Train. prog., Trade missions, Trade shows & events, Office, Business dev., Open inno., Funding, White papers & research, Visa&legal, Startup acceleration, Inno advisory, Industry roundtables |
| Estonian Investment Agency |  | 2008 | Gov | SF | 1 | New York | - | Startups, Scaleups, SMEs, Corporates, Government, Investors | Intros, Webinars, Trade missions, Trade shows & events, Business dev, Visa & Legal support |
| EIT Hub Silicon Valley |  | 2015 | Gov | SF | 3 | - | - | Startups, Scaleups, Universities, Government, Students | Intros, Webinars, Business dev., Industry roundtables, Recruitment |
| Mind the Bridge |  | 2007 | Priv | SF | 27 | Los Angeles | - | Startups, Scaleups, SMEs, Corporates, Government, Investors | Intros, Webinars, Train. prog., Trade missions, Trade Shows & events, Office, Business dev., Open inno., Funding, White papers & research, Startup acceleration, Inno advisory, Industry roundtables |
| Schoolab |  | 2018 | Priv | SF | 5 | - | - | Startups, Scaleups, SMEs, Corporates, Universities, Government, Students | Intros, Webinars, Train. prog., Trade missions, Trade shows & events, Business dev., Open inno., Startup acceleration |
| German Accelerator |  | 2012 | Gov | SV | not disclosed | New York, Boston | - | Startups | Intros, Webinars, Train. prog., Trade missions, Office, Business dev., Open inno., Startup acceleration |
| Northern Germany Innovation Office |  Schleswig-Holstein, Hamburg, Bremen | 2018 | Mix | SF | 3 | - | - | Startups, SMEs, Universities, Government, Incubators/accelerators, | Intros, Webinars, Trade missions, Trade shows & Events, Office, Business dev., Open inno., Funding support |
| Greece - Economic Office |  | 2017 | Gov | SF | 1 | - | - | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors, Incubators/accelerators, Students | Introductions & referrals, Webinars, Trade missions, Trade shows and events, Visa and legal support |
| Vice Consulate of Hungary in SF |  | 2016 | Gov | SV | 1 | Los Angeles, Houston, Chicago, New York, Miami, Washington DC | Toronto, Ottawa, Vancouver | Startups, Scaleups, Universities, Government, Investors, Students | Introductions & referrals, Webinars, Trade shows & Events, |
| Enterprise Ireland |  | 1990 | Gov | SF | 10 | New York, Chicago, Boston, Austin, Seattle | Toronto, Montreal | Startups, Corporates, Investors, Incubators/accelerators | Intros, Webinars, Trade missions, Trade shows & events, Business dev., Office, Funding support |
| Silicon Valley Italian Hub |  | 2020 | Priv | SV | 10 | - | - | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors, Incubators/accelerators | Intros, Webinars, Train. prog., Trade missions, Trade shows & events, Office, Open inno., Startup acceleration |
| Emilia-Romagna in SV |  Reg: Emilia-Romagna | 2015 | Gov | SV | 1 | No hubs. Relations or programs in New York, Boston, Philadelphia, Detroit/Chicago, Austin, Los Angeles | No hubs. Relations or activities in Toronto, Montreal, Vancouver | Startups, Scaleups, SMEs, Corporates, Universities, Incubators/accelerators | Introductions & referrals, Webinars, Training programs, Trade missions, Open innovation |
| Investment & Development Agency of Latvia |  | 2018 | Gov | SF | 2 | - | Boston | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors | Introductions & referrals, Webinars, Trade missions, Trade shows & events, Office |
| Netherlands in the US |  | 2010 | Gov | SF | 25 | New York, Washington, Chicago, Atlanta, Miami, Boston | Toronto, Vancouver, Ottawa | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors, Incubators/accelerators, Students, Artists, General public | Intros, Webinars, Training prog, Trade missions, Trade shows & events, Business dev, Visa&legal, Startup acceleration, Innovation advisory |
| Innovation Norway |  | 2013 | Mix | SV | 5 | New York, Washington, Houston | Toronto | Startups, Scaleups, SMEs, Corporates, Universities, Investors, Incubators/accelerators, students | Intros, Webinars, Training programs, Trade missions, Trade shows & events, Business development, Office, Funding support, Startup acceleration |
| Desafia San Francisco |  | 2011 | Gov | SF | not disclosed | - | - | Startups, Scaleups | Webinar, Training programs, Startup acceleration |
| Catalonia Exponential |  Region: Catalonia | 1989 | Gov | SV | 3 | New York, Washington, Austin, Miami | Montreal | Startups, Scaleups, SMEs, Corporates, Investors, Incubators/accelerators | Intros, Webinars, Trainings, Trade shows & events, Biz dev, Open innov, Funding, White papers & res, Startup accel, Cultural coaching, Inno advisory |
| Swissnex in San Francisco |  | 2003 | Mix | SF | 12 | New York, Boston | - | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors, Incubators/accelerators, Students, Artists & creatives, General public | Intros, Webinars, Training programs, Trade shows & events, Office, Open innovation, White papers & research, Startup acceleration, Cultural coaching |
| Nordic Innovation House |  | 2014 | Mix | SV | 1-2 | New York | - | Startups, Scaleups, SMEs, Corporates, Universities, Government, Investors | Intros, Webinars, Training programs, Trade missions, Trade shows & events, Office, Startups acceleration |

3.COVID-19 PANDEMIC IMPACT ON THE INNOVATION HUBS

COVID-19 pandemic **widely impacted** the activities and budgets of all the hubs.

The most significant and most demanding change was the **virtualization** of all the programs, missions, events, trade shows.

One of the main reasons for having a Silicon Valley innovation hub is the **direct contact with the ecosystem**, within the territory. This connection is **mainly accessed in-person**, as it is the most efficient way to reach the local network and stakeholders, the way the most important and meaningful business relationships have been usually developed. Taking out of the picture the “in-person” factor made the hubs’ activities much less effective.

Companies and governments' **budgets for international activities decreased**, on average, leaving less room for the hubs’ work plans.

Future plans are still very unclear.

Some changes that were introduced in 2020 will remain - remote work, some virtual meetings - but generally, things are expected to **go back to the way they were around Q3 2021**.

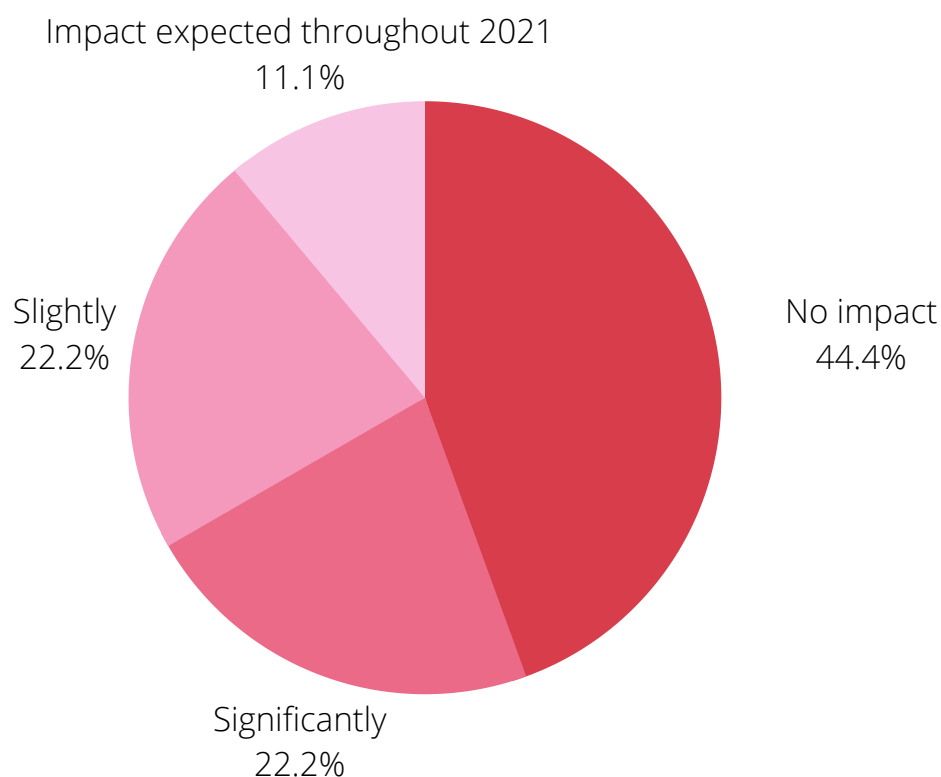


How did COVID-19 impact the budgets?

In general, the hubs had a **slight or no impact** on their 2020 budget.

The most impacted hubs, budget-wise, were the ones funded privately, as the public ones mainly planned their 2020 budgets at the end of 2019, before the pandemic hit.

Some public-funded hubs are **seeing an impact in their budgets throughout 2021**.



CONCLUSIONS

One size does not fit all.

The innovation hubs are all different from each other in **size, history, activities**. There is not a specific recipe to create the perfect hub, but they are all built on a common ground: they all believe **Silicon Valley is the place to be** in order to be on top of the innovation trends worldwide.

The trend is positive.

The first European innovation hub in Silicon Valley was founded in 1989 and it's still going strong. Every year there is a **new hub created** and the teams of the established ones are **growing** (Innovation Centre Denmark added 10 new team members between 2018 and 2021).

There are **5 regional excellences** represented in Silicon Valley (Emilia-Romagna, Catalonia, Bavaria, Wallonia and Northern Germany representing Schleswig-Holstein, Hamburg, Bremen); and 2 hubs with a European mandate. The hubs are connecting with each other more and more and **the European network in the Bay Area is getting stronger**.

Future is unclear, but virtual is not the (complete) answer.

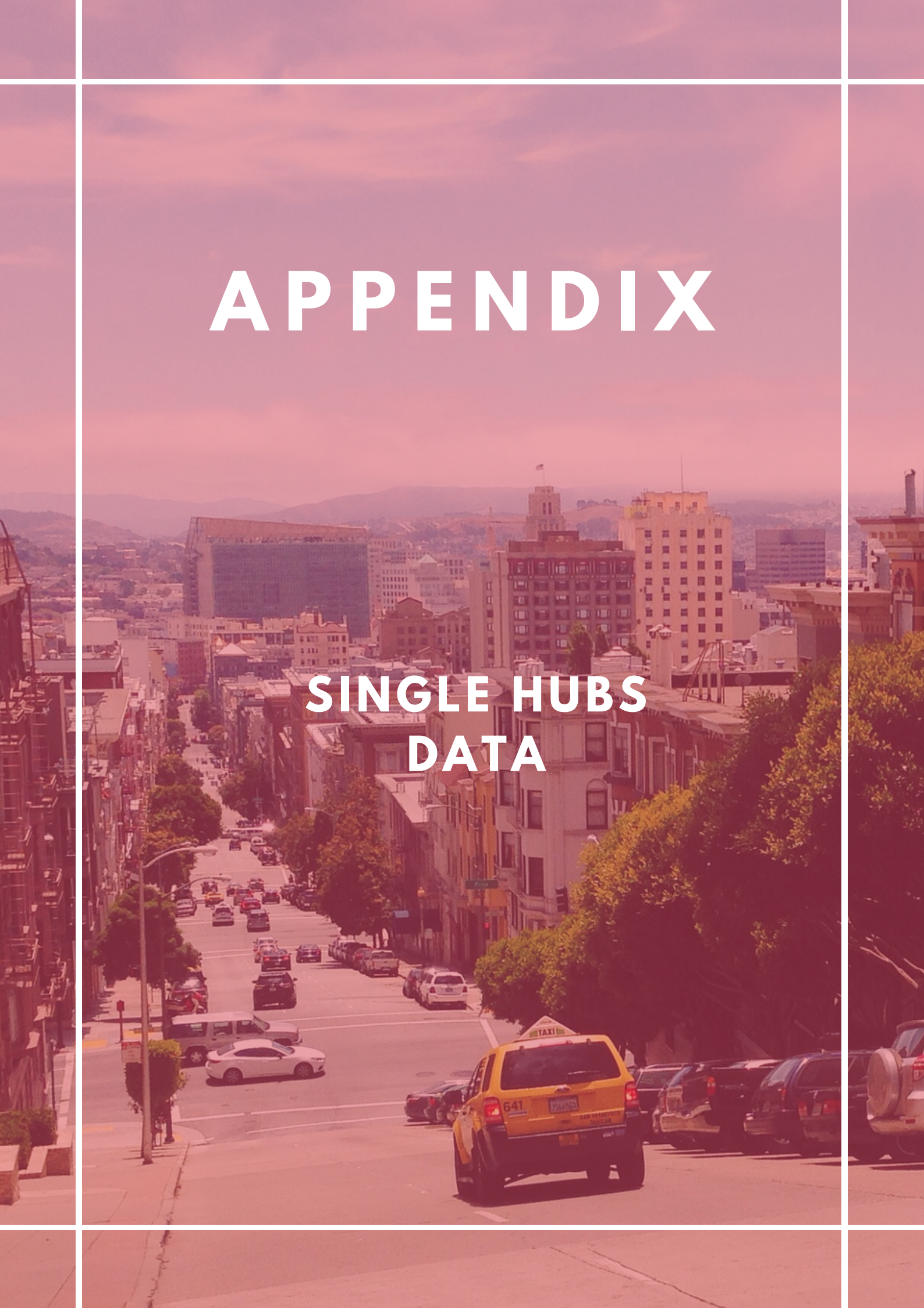
Even though **some activities will stay virtual** in the long term (some webinars, events, meetings), the main core of the innovation hubs is the network of **human relations** built during years and years of physical presence in the Valley.

This is the **true value** that the hubs can convey to the ecosystems back home, and it cannot be replaced effectively by virtual interactions.



APPENDIX

SINGLE HUBS DATA



OPEN AUSTRIA



Innovation Hub • Consulate or Diplomatic office • Trade Commission Office

Country represented: Austria

Address in the Bay Area: 44 Tehama Street, San Francisco (Galvanize)

Year of establishment: 2016

Team 2018 → 2021: 8

Funding: A mix of private and public funding

US Hubs: New York, Washington, Chicago, Atlanta, Los Angeles

Canada Hubs: Toronto

Open Austria is the official Austrian presence in Silicon Valley. The mission is to connect Austria and Silicon Valley in the fields of business, science, policy, technology, and the arts. Moreover, we shed light on the vast creative and innovative potential of Austria, a high-tech nation in the heart of Europe.



Target percentages: 50% Startups, SMEs, Investors; 30% Tech Diplomacy & Policy; 20% Arts.

Activities: most activities are free of charge, all of them are developed internally, in general industry agnostic.

Training Programs and Startup Acceleration: GoSiliconValley initiative allows selected Austrian startups the opportunity to access the epicenter of digital innovation, Silicon Valley, and its abundant sources of business opportunities, partnerships and venture capital. 15 selected startup can spend up to 3 months in Silicon Valley and participate in an accelerator program and work with dedicated mentors. Open Austria also runs a program on the intersection of Art + Tech.

Trade missions: organizing delegation visits around future trends and technologies, as well as hosting local networking and innovation events. Through the cooperation agreement with Stanford University Open Austria facilitates workshops on new trends and technologies for businesses and scientists.

Trade shows and events: for the Open Austria community, entrepreneurs, investors, academics, artists, policy makers, etc. 4-5 per year; e.g. Austrian Pavilion at TechCrunch Disrupt.

Office space: free work space in a coworking space for up to a month.

White papers and research: e.g. Future of Mobility in Silicon Valley.

Contacts

Martin Rauchbauer, Co-Director, Austrian Tech Ambassador, martin@open-austria.com

Georg Fuerlinger, Co-Director, Innovation & Technology Officer, georg.fuerlinger@advantageaustria.org

www.open-austria.com • Twitter, LinkedIn, Facebook, Instagram: @open_austria

Country represented: Belgium, Wallonia region

Address in the Bay Area: 155 Montgomery Street, Suite 207, San Francisco

Year of establishment: 1992

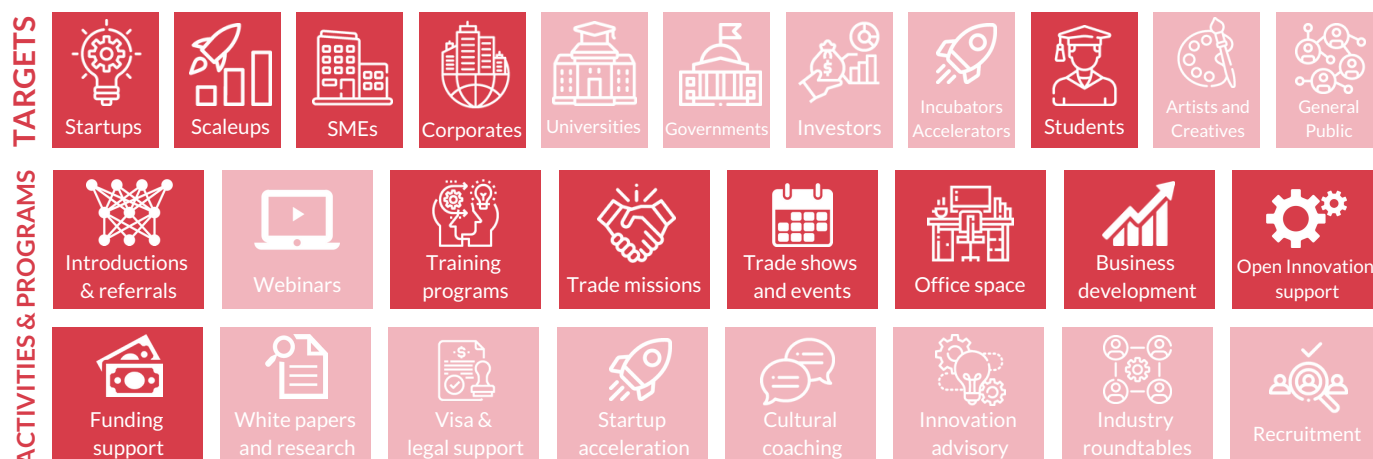
Team 2018 → 2021: 1

Funding: 100% Government funded

US Hubs: New York, Washington, Chicago, Atlanta, Houston

Canada Hubs: Toronto, Montreal, Vancouver

The Wallonia Export-Investment Agency (AWEX) offers general expertise in international economic relations. This expertise extends from seeking foreign investment through to promoting Walloon exports. AWEX also provides a range of services to all Walloon businesses aiming to operate internationally. AWEX is able to count on an international network of 93 financial and business attachés covering more than 120 markets and some 20 international organizations. AWEX is proud to witness several success stories that are now well established in the market thanks to the business support we provided.



Target percentages: 30% Startups, 30% Scaleups, 30% SMEs, 7% Corporates, 3% Students.

Activities: all of the activities are free of charge, all of them are developed with the support of an external provider, the SF hub is in charge of the Tech, Broadcast, and Green energy topics.

Introductions: AWEX is the bridge that ties Silicon Valley to Belgian startups and American companies to Wallonia. AWEX opens its network for its clients (7000 Sme's from Wallonia) and make introductions free of charge based on companies needs and potential.

Training Programs: the program is called Explort and it's offered free of charge. More info at: www.explor.t.be

Trade missions: Awex covers 50% of the cost.

Trade shows and events: Awex organizes worldwide more than 260 events, including trade shows offering custom services for companies. AWEX is part of the most important and prestigious events and trade shows in USA: CES, NAB, SXSW, Cleantech Forum...etc. AWEX organizes these events to offer visibility to its clients and facilitate contact between them and key contacts.

Office space: Awex offers office space in San Francisco for 290euros/month (ex VAT).

Business Dev: free of charge, Awex looks for prospects, establishes the connection, and helps with the contract. AWEX offers business development support through tailor-made studies and listings based on its clients' needs at no fees. AWEX maintains a follow up with each company it assisted to make sure they evolve in the right direction and are ready to penetrate the USA market with success.

Open Innovation: Awex has co-founded an open innovation platform called OWIN: openiwin.com

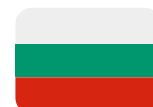
Contacts

Baudouin de Hemptinne, Trade & Investment Commissioner, b.dehemptinne@awex-wallonia.com

www.awex.be

twitter.com/AWEX_Belgium • twitter.com/WalloniaUSA • www.linkedin.com/groups/4115087

BULGARIA INNOVATION HUB



Innovation Hub

Country represented: Bulgaria

Address in the Bay Area: Downtown San Francisco

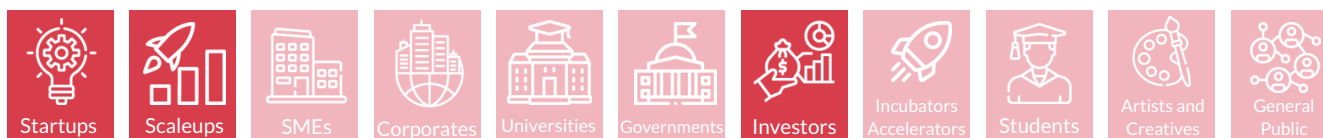
Year of establishment: 2019

Team 2019 → 2021: 1→2

Funding: A mix of private and public funding (2/3 public funds, 1/3 program revenues)

Bulgaria Innovation Hub empowers high potential technology startups from Bulgaria to successfully expand into the U.S. market. Our 'soft-landing' services include a world-class go-to-market education curriculum, network access to advisors, mentors, and investors, a benefits package worth over \$60,000. We design our offerings around the needs of the companies to accelerate growth and enable a successful scale in the US. We provide curated introductions customized to each company's requirements and objectives.

TARGETS



ACTIVITIES & PROGRAMS



Activities: the hub works primarily with B2B and some B2C/B2G SaaS startups that innovate in a variety of sectors: i.e. cybersecurity, cloud infrastructure, fintech, healthtech, edtech, dronetech, nanosatellites, electrical bikes, industrial IoT, mobility, clean tech, proptech and others.

Training Programs: the growth acceleration program runs virtually twice per year for 3 weeks, (hoping to go back to in-person format post-Covid). Accepts 6-8 high potential technology startups that have raised pre-seed/seed capital from the VC funds in Bulgaria, have some initial market traction in EU, Bulgaria, or other markets, and have the ambition and global mindset to expand their business into the US.

Events: Bulgaria Innovation Hub organizes 2-4 community networking events to introduce the companies to the local VC and startup community.

Office space: the hub offers office space at a co-working space in downtown San Francisco to the visiting startups to conduct meetings and attend the program in person.

Funding support: BIH provides a benefits package worth over \$90K in free technology and services credits from our partner organizations, such as AWS, Segment, GtmHub, First Republic Bank and others. In addition, we connect the companies to industry focused investors and potential customers.

Introductions and referrals: program participants receive curated introductions to investors and potential customers, mentors and advisers with domain and industry expertise, attorneys and accountants to assist with incorporation, and other legal and tax related matters.

Contacts

Pavlina Yanakieva, CEO, Executive Director, pavlina@bghub.io

www.bghub.io

www.facebook.com/bghub.io • www.linkedin.com/company/bulgaria-innovation-hub-inc

CZECHINVEST

Innovation Hub • FDI Agency • Accelerator/Incubator



Country represented: Czech Republic

Address in the Bay Area: 44 Tehama Street, San Francisco (Galvanize)

Year of establishment: 2001

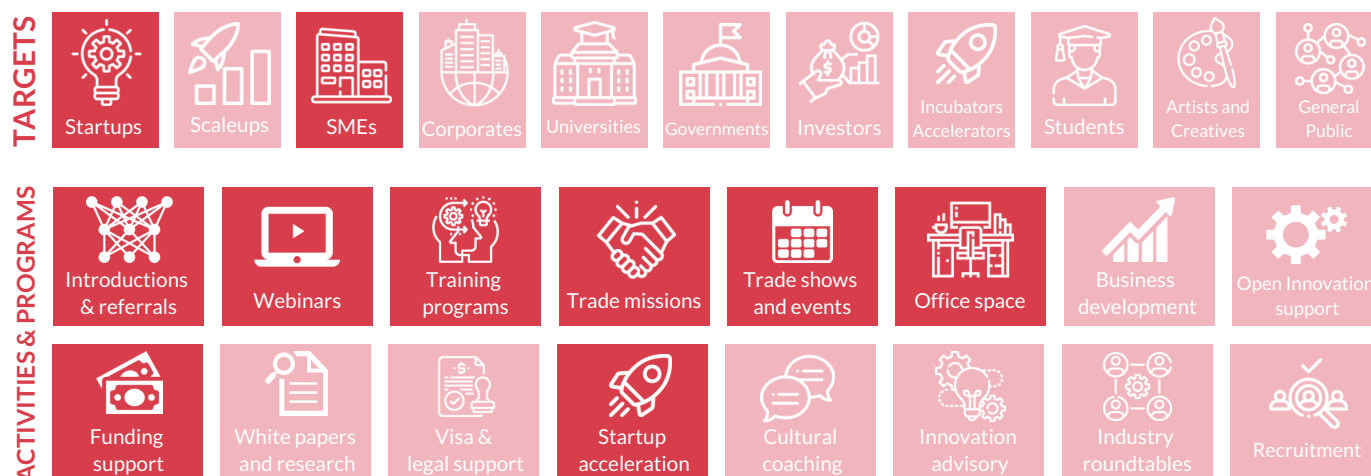
Team 2018 → 2021: 1

Funding: 100% Government funded

US Hubs: New York

Canada Hubs: Toronto

CzechInvest is the business and investment promotion agency of the Czech Republic. CzechInvest plays a key role in the area of supporting business and investments in its comprehensive form. The agency's unique combination of regional, central and international operations ensures the integrity of services and the ability to connect global trends with regional conditions in the Czech Republic.



Target percentages: 80% Startups, 20% SMEs.

Activities: activities are partly funded, all of them are developed with the support of an external provider, in general with no specific vertical (except for specific trade shows).

Introductions & referrals: the hub makes introductions at no fees using its network for connections.

Webinars: 2-3 a year, no fees.

Training Programs and Startup Acceleration: 90 days, 3 batches a year, 5 companies per batch.

Trade missions: one week, 6 companies, with the goal of business development.

Trade shows and events: depending on requests CzechInvest offers booths and entrance at no fees. 4-6 events, business professionals in SV - VCs, corporates.

Office space: desk for two people at Galvanize.

Funding support: \$40k in funding in the form of office space, flight tickets, mentoring hours, access to conferences.

Contacts

Miro Tenkl, Director of West Coast Operations, california@czechinvest.org

www.czechinvest.org

www.linkedin.com/company/czechinvest • twitter.com/CzechInvest_CZ • www.facebook.com/czechinvestSF

INNOVATION CENTRE DENMARK

**INNOVATION
CENTRE
DENMARK**



Innovation Hub • Consulate or Diplomatic office • Accelerator/Incubator

Country represented: Denmark

Address in the Bay Area: 299 Cal. Ave, Palo Alto (Silicon Valley)

Year of establishment: 2006

Team 2018 → 2021: 35 → 45

Funding: 100% Government funded

US Hubs: New York, Washington, Chicago, Boston, Houston

Canada Hubs: Toronto, Ottawa

Innovation Centre Denmark provides services to companies, research and educational institutions, public stakeholders and Danish citizens and society. Assists Danish entrepreneurs in navigating the world-class innovation ecosystem in Silicon Valley seeking to scale their business. Larger companies can find assistance with access to markets, partners and new technologies that can give companies a competitive edge. It is necessary for Denmark to expand trade and market access, to continue innovating, to be at the forefront of technological developments, to foster research collaboration and to attract knowledge and investments.



Activities: a mix of long term partnerships, short bootcamps and large scale projects. Activities are highly subsidized by the government, developed both internally and with the support of external providers. Entrepreneurship, HealthTech, ClimateTech and FinTech are the vertical focuses.

Webinars: the hub organizes around 100 webinars per year, often sponsored, at no fee.

Training Programs: range from 5 days investment readiness camps at 1,000\$ to 6 months fellowships at 100,000\$ including university tuition.

Office space: for 1,000\$ per month including 5 hours of counseling.

Funding support: the hub connects, don't participate in the funding. The services cost 80\$ per hour or are delivered as part of a training program.

White papers and research: Innovation Centre Denmark writes more than 50 research papers per year, at no cost, public service, or sponsored.

Contacts

Thomas Poulsen, COO, thopou@um.dk

siliconvalley.um.dk

www.facebook.com/ICDKSV • www.linkedin.com/showcase/icdksv

ESTONIAN INVESTMENT AGENCY



Foreign Direct Investment Agency

Country represented: Estonia

Address in the Bay Area: San Francisco

Year of establishment: 2008

Team 2018 → 2021: 1

Funding: 100% Government funded

US Hubs: New York

The Estonian Investment Agency, a part of Enterprise Estonia, is a government agency promoting foreign investments in Estonia and assisting international companies in finding business opportunities in Estonia.



Target percentages: 60% startups & investors; 35% US scaleups, SMEs and corporates in the US looking for establishing an EU legal entity in Estonia; 5% governments.

Activities: activities are free of charge (except travel & accommodation costs), all of them are developed internally, in general industry agnostic.

Introductions and referrals: the hub facilitates contacts between Estonian and US (West Coast) businesses through introductions. No fees. Always happy and willing to share background information and point the clients towards the right contacts in Estonia.

Webinars: more than 50 per year (in 2020) at no fee.

Trade missions: highly customized on the need of the companies and partners. One of the last big virtual events in 2020 was estoniatrade mission.org

Trade shows and events: the audience depends highly on the specific focus sector chosen for the event. In general, the Estonian Investment Agency welcomes to see in the audience companies and individuals interested in finding out the business environment Estonia has to offer together with foreign direct investment opportunities.

Contacts

Maris Prii, Director of US Business Development, maris.prii@eas.ee

investinestonia.com

facebook.com/investestonia • linkedin.com/showcase/invest-in-estonia • twitter.com/estoniainvest

EIT HUB SILICON VALLEY

Business Network • Pan-European organization



Country represented: Europe

Address in the Bay Area: 845 Market Street, Level 4, #450A, San Francisco (Bespoke)

Year of establishment: 2015

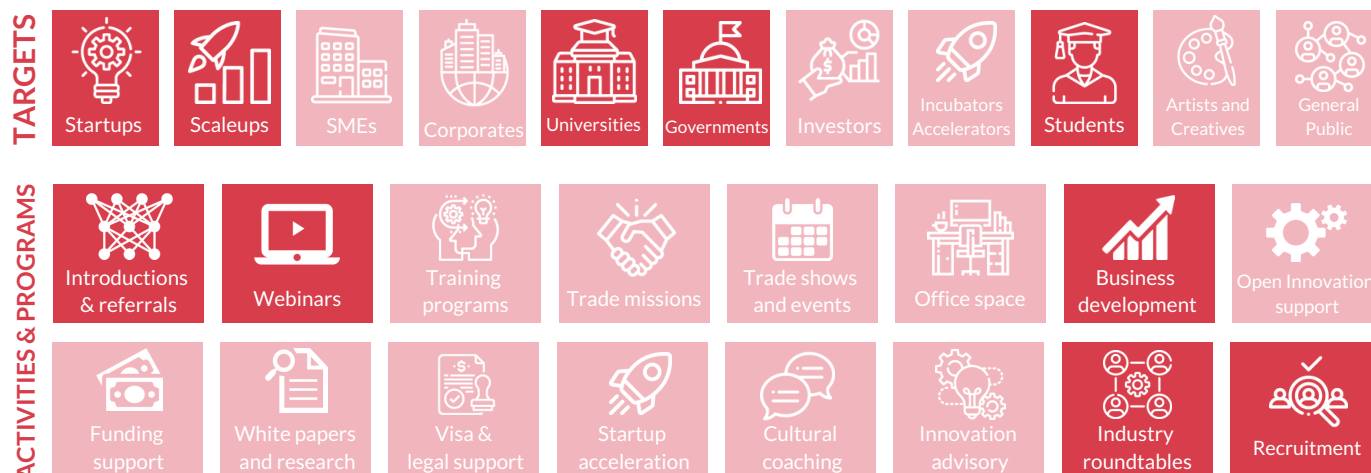
Team 2018 → 2021: 6 → 3

Funding: 100% Government funded (by the European Commission)

EIT Hub Silicon Valley will enhance European leadership and know-how in California to address the world's major challenges and will establish itself as an effective liaison between the innovation ecosystems of Europe and California. EIT Hub SV will focus its activities in:

- 1) supporting the recruitment of US students,
- 2) assisting European entrepreneurs in the US,
- 3) developing contacts for the participating KICs and their partners (especially Universities) and
- 4) creating a Network that includes the EU Delegation, European Consulates, T&I Offices, etc.

The mission of the EIT Hub Silicon Valley is to Explore the ecosystem in California and connect to relevant stakeholders and Support EIT KIC's initiatives.



Target percentages: 35% students & universities, 35% startups/scaleups, 20% government.

Activities: Most activities are free of charge, but in transition to become financially self-supported, the activities are organized both internally and with the help of external suppliers.

Introductions & referrals: the hub supports EIT startups and scaleups by different initiatives defined by each KIC. Also works on government connections and on keeping the European network in Silicon Valley in touch and updated on each other's activities (through the EU in SV breakfasts).

Webinars: the hub organizes about 4 per year, for tech related companies in the Bay Area, free of charge.

Business development: the hub supports EIT startups and scaleups by different initiatives defined by each KIC.

Contacts

Jan Grotenbreg, EIT Hub Silicon Valley Manager, jan.grotenbreg@eitdigital.eu
eit.europa.eu/our-activities/global-outreach

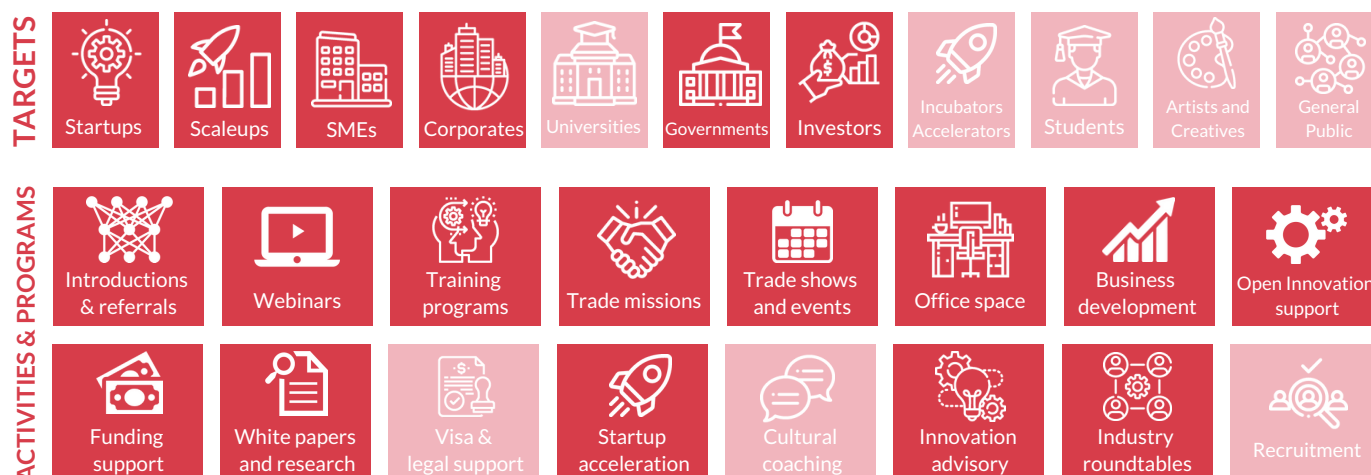
MIND THE BRIDGE

Consultancy Firm



Country represented: Europe
Address in the Bay Area: 450 Townsend St, San Francisco
Year of establishment: 2007
Team 2018 → 2021: 20 → 27
Funding: 100% Private funded
US Hubs: Los Angeles

Mind the Bridge is a global organization that provides innovation advisory services for corporates and government organizations. With HQs in San Francisco (CA) and offices in Barcelona, London, Milan and Berlin, Mind the Bridge has been working as an international bridge at the intersection between Startups and Corporates since 2007.



Target percentages: 70% Companies (mainly corporates), 30% Government organizations

Activities: the activities are fully at the beneficiary's expense, all of them are developed internally. The focus is mostly on energy, automotive, insurance, fintech, oil & gas, digital construction, circular economy, telecommunication, and cybersecurity. The Scaleup Summits are the most vertical-focus activities that we organize.

Introduction and Referrals: MTB only provides them to companies in its immersion or scaleup programs.

Webinars: with Fortune 500/Forbes 2000 corporations that are leading the way of open innovation strategies.

Training Programs: programs are available for startups, investors or government representatives to have a reality check on their businesses and growth, learning investing best practices from Silicon Valley to be implemented in emerging funds elsewhere in the world or defining the best actionable steps to develop a scaling ecosystem of innovation within a country.

Trade missions: are typically organized for corporates that have not established open innovation practices in preparation for a more structured engagement to set advanced innovation goals.

Trade shows and events: MTB organizes "events" in the format of Scaleup Summits, highly curated, invitation-only, matching activities hosted by the most prestigious Stock Exchanges where corporates, investors and scaleups operating in specific industry verticals can do business and spot technology trends.

Office space: the hub offers space in the newly renovated Mind the Bridge Innovation Center to startups, government agencies or large corporations that value the involvement in innovation activities.

Open Innovation Support: the hub provides management consulting services to restructure large corporations' teams, to support commercial agreements, investments of corporate venture capital departments, and M&A until due diligence.

Funding Support: MTB offered funding support in the past through a side fund, called Mind the Seed: mtsfund.co

White papers and research: MTB creates reports of startup ecosystems around the world. Each report is created ad-hoc with the sponsors/partners and based on the research needed to complement the available data.

Contacts

Federico Gobbi, General Manager Mind the Bridge Innovation Center, fgobbi@mindthebridge.com
 mindthebridge.com

facebook.com/mindthebridge • twitter.com/MindTheBridge • www.instagram.com/mindthebridge

SCHOOLAB

SCHOOLAB
PARIS · SAN FRANCISCO · HO CHI MINH CITY



Innovation Hub • Accelerator/Incubator • Educational Entity

Country represented: France

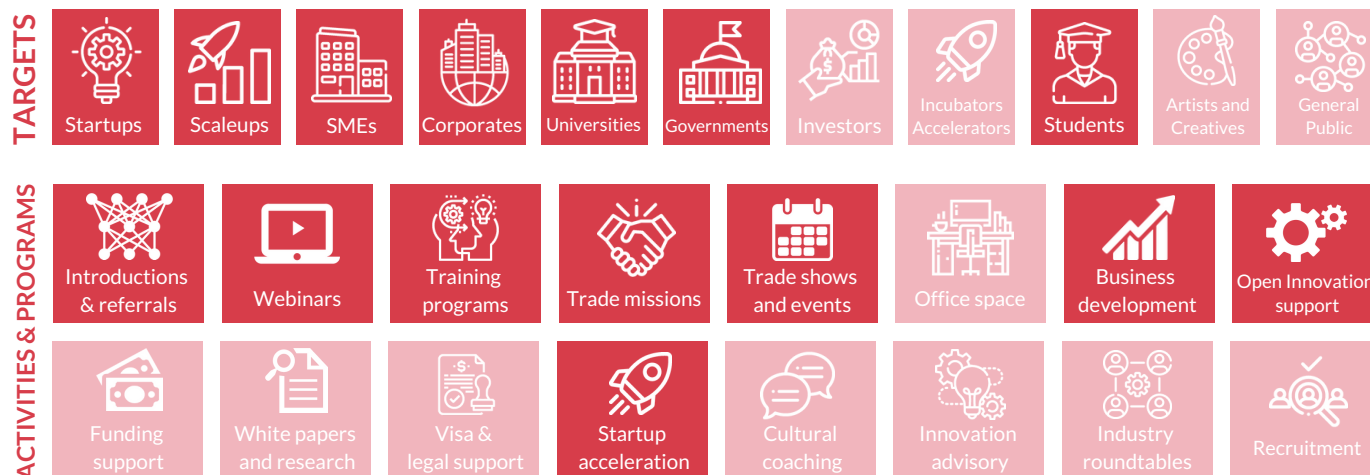
Address in the Bay Area: 77 Van Ness Avenue, Ste 101 #1170, San Francisco

Year of establishment: 2018

Team 2018 → 2021: 3 → 5

Funding: 100% Private funded

Schoolab is an innovation studio training, connecting and supporting students, startups, and corporations with a special focus on social impact (such as Deplastify the Planet and Equitable Design, delivered in partnership with UC Berkeley). The hubs programs range from open innovation classes, strategic consulting, startup studio or proprietary innovation frameworks such as Design Fiction.



Target percentages: 10% startups, 30% students, 60% corporations, SMEs and public organizations.

Activities: funded by the beneficiaries for the vast majority, accessible through universities for students, mainly developed internally, with the focus driven by the UN SDGs.

Introductions & referrals: the hub offers solutions for startups and corporates. Our Outpost As a Service allows our clients to be present in the Bay Area without the risks and the costs associated. Including access to a network of experts, suppliers, clients, scouting and business development, partnership and strategy.

Webinar: exclusive and interactive content like open innovation, innovation strategy, sustainability, design thinking and design fiction.

Training Programs: training on innovation mindset and frameworks (Design thinking, Design fiction, Ethical innovation, Lean Startup...), from 1/2 day to a week.

Trade shows and events: tailor-made physical and digital Learning Expeditions.

Open Innovation support: project acceleration with students, startups, non-profits. Usually from 4 to 12 weeks delivering prototypes and POC. Topics: Sustainable innovation, New business, access to a new market.

More: Schoolab also offers a wide variety of workshops and short programs on topics like ethical innovation, diversity and inclusion, sustainability and declassification. Schoolab also offers startup studio model, creating and developing a startup serving a need from a corporate or large organization.

Contacts

Mathieu Aguesse, CEO, mathieu@theschoolab.com

san-francisco.theschoolab.com

www.linkedin.com/company/schoolab

GERMAN ACCELERATOR



Accelerator/Incubator

Country represented: Germany

Address in the Bay Area: 1250 Borregas Ave, Sunnyvale (Silicon Valley)

Year of establishment: 2012

Funding: Financed by the BMWi (Federal Ministry for Economic Affairs and Energy)

US Hubs: New York, Boston

German Accelerator empowers German startups to scale globally. We take high potential companies on a fast-paced learning journey to help them enter international markets and succeed quickly in the world's leading innovation hubs in the U.S. and Asia.



Target percentages: 100% Startups.

Activities: German Accelerator is run by German Entrepreneurship GmbH and proudly financed by the German Federal Ministry for Economic Affairs and Energy (BMWi), all the activities are developed internally.

Introductions and referrals: through the vast mentor network, startups are provided the opportunity to get connected free of charge and whenever suitable.

Webinar: 10 webinars per year at no fees.

Training programs: the programs are highly customized to the participants' individual needs in order to help them enter international markets and succeed quickly. The U.S. market access program lasts three months, including an intensive bootcamp week, several workshops, and individual 1:1 mentoring. At the end of the program, companies can apply for an extension.

Trade shows and events: 1-2 event per quarter (between 50 and 200 attendees).

Office space: 2 free desks per company in a large co-working space.

Business Development support: German Accelerator's mentors help participating startups with advice on business development - free of charge. Further, if applicable, mentors actively promote the startups and connect them with potential clients and business partners.

Startup Acceleration: 3 - 9 month programs consisting of Bootcamps, Lectures and up to 100 hours of mentor support per company.

Contacts

Keshia Theobald-van Gent - Program Director, German Accelerator U.S. - keshia@germanaccelerator.com

www.germanaccelerator.com

www.linkedin.com/company/german-accelerator

NORTHERN GERMANY INNOVATION OFFICE

Northern Germany
Innovation Office
Schleswig-Holstein | Hamburg | Bremen



Innovation Hub • Economic Development Agency

Country represented: Northern Germany: States of Schleswig-Holstein, Hamburg, Bremen

Address in the Bay Area: 101 Montgomery Street #1900, San Francisco

Year of establishment: 2018

Team 2018 → 2021: 1 → 3

Funding: A mix of private and public funding

The Northern Germany Innovation Office provides access to Silicon Valley for medium-sized companies from northern Germany.

Conversely, it also supports U.S. companies that are interested in an investment opportunity.



Target percentages: SMEs 70%, Startups 10%, Government 10%, Incubators 5%, Universities 5%

Activities: activities are partly funded (50% public funds, 50% financed by SME partnerships), all of them are developed internally, in general industry agnostic.

Introduction and referrals: the hub offers support for individual partnerships, starting at EUR 10K/yr.

Webinars: the hub organizes 5-6 webinars per year, free of charge.

Trade missions: Up to USD 1500 p.P. + travel & accommodation. Prior briefings in Germany, Company profiles, individual 1:1 sessions with target companies in Silicon Valley, Deal Flow.

Events: the hub organizes joint events with accelerators, universities, companies and government partners. The audience is usually composed by founders, investors, SMEs in GER and USA.

Office space: the hub offers PO box & desk - Joint office for Germany in San Francisco.

Open innovation support: ongoing program with individual KPI and scope; activities include reports, events, webinars, deal flow, pre-validation of startup technology through VC & accelerator contacts as well as screening through network of industry experts.

Funding support: depending on size and partnership model; in general funding support offered is reverse deal flow & contacts to potential investors.

Contacts

Tim Joehnk, Director
joehnk@inno-north.com
www.inno-north.com

CONSULATE OF GREECE, ECONOMIC OFFICE



Consulate • Office of Economic and Commercial Affairs

Country represented: Greece

Address in the Bay Area: 3120 Gough Street, San Francisco

Year of establishment: 2017

Team 2018 → 2021: 1

Funding: 100% Government funded

US Hubs: There are 3 more Offices of Economic and Commercial Affairs (one at the Greek Embassy in Washington DC, one at the Greek Consulate in New York and one at the Greek Consulate in Chicago).

Canada Hubs: there is an Office of Economic and Commercial Affairs at the Greek Embassy in Ottawa and one at the Greek Consulate in Toronto.

The Office of Economic and Commercial Affairs in San Francisco is part of the Diplomatic Mission of Greece in the Western US States. It primarily aims at supporting Greek companies to export their products to the US market and to build a bridge between the Greek innovation ecosystem and Silicon Valley.



Target percentages: mostly Startups and SMEs.

Activities: all of the activities are free of charge and developed internally, in general industry agnostic.

Introductions & referrals: the Economic Office makes introductions free of charge.

Webinars: the hub has organized one webinar this year (June 2020) so far. No fees involved.

Trade missions: the hub welcomes Trade Missions from Greece and organizes for them visits to companies and B2B meetings, free of charge.

Trade shows and events: the Economic Office supports the participation of Greek companies in Trade Shows (no fees involved). Also organizes several events, about 3-4 per year. The target audience are the Greek Diaspora members who are active in the tech sector in the Bay Area.

Contacts

Daphne Vitsikounaki, Economic and Commercial Affairs' Attachée, ecocom-sanfrancisco@mfa.gr

www.agora.mfa.gr/en

www.facebook.com/Consulate-General-of-Greece-in-San-Francisco-167662866613847

VICE CONSULATE OF HUNGARY IN SAN FRANCISCO



Consulate or Diplomatic office

Country represented: Hungary

Address in the Bay Area: 5201 Great America Pkwy, Santa Clara

Year of establishment: 2016

Team 2018 → 2021: 1

Funding: 100% Government funded

US Hubs: Los Angeles, Houston, Chicago, New York, Miami, Washington DC

Canada Hubs: Toronto, Ottawa, Vancouver

A one-man staffed organization, an affiliate of the Consulate General of Hungary in Los Angeles, develops contacts between universities and technology companies in the San Francisco Bay Area and Hungary and helps Hungarian startups launching their business in Silicon Valley.

TARGETS



Startups



Scaleups



SMEs



Corporates



Universities



Governments



Investors



Incubators
Accelerators



Students



Artists and
Creatives



General
Public

ACTIVITIES & PROGRAMS



Introductions
& referrals



Webinars



Training
programs



Trade missions



Trade shows
and events



Office space



Business
development



Open Innovation
support



Funding
support



White papers
and research



Visa &
legal support



Startup
acceleration



Cultural
coaching



Innovation
advisory



Industry
roundtables



Recruitment

Target percentages: all of the targets in an equal way.

Activities: most activities are free of charge, all of them are developed internally, in general industry agnostic.

Webinars: the office organizes webinars, showcases, meetups, all at no fees.

Events: the office organizes 3-4 events per year, for startups.

Contacts

Andras Doncsev, Consul, Science and Tech Attache

andras.doncsev@mfa.gov.hu

losangeles.mfa.gov.hu/eng/page/magyarorszag-san-francisco-i-alkonzulatusa

ENTERPRISE IRELAND

Economic Development Agency



Country represented: Ireland

Address in the Bay Area: 650 California Street, San Francisco

Year of establishment: 1990

Team 2018 → 2021: 6 → 10

Funding: 100% Government funded

US Hubs: New York, Chicago, Boston, Austin, Seattle

Canada Hubs: Toronto, Montreal

Enterprise Ireland is the Venture Capital Arm & Trade Board of the Government of Ireland. Its mission is to help Irish companies to start, commercialize & globalize, achieving strong positions in global markets resulting in increased national and regional prosperity.



Target percentages: 90% Companies, 8% Investors, 2% Incubators.

Activities: all market development supports are free of charge for client companies of Enterprise Ireland and are developed and delivered both internally and with external support, across multiple technology end market sectors.

Introductions and referrals: direct introductions to buyers, advisors and influencers, accelerating market access for client companies.

Business development: Enterprise Ireland Market Advisers deliver an individually tailored solution for each client company to support the assessment of market opportunities, the identification of routes to market, competition assessment, sourcing distribution partners and potential customers and bespoke introductions to potential buyers in addition to providing assistance to companies to establish a presence in market.

Funding support: as one of the world's largest seed capital investors, Enterprise Ireland invests at seed and pre-seed stage into Irish owned companies who have innovative products & services and an ambition to achieve global scale from an Irish base.

Contacts

Paul Burfield, SVP, Head of Western USA, paul.burfield@enterprise-ireland.com
www.enterprise-ireland.com • [irishadvantage.us](https://www.linkedin.com/company/enterprise-ireland)
twitter.com/EI_theusa

SILICON VALLEY ITALIAN HUB



Innovation Hub • Business Network • Accelerator/Incubator

Country represented: Italy

Address in the Bay Area: 585 Glenwood Avenue, Menlo Park (Silicon Valley)

Year of establishment: 2020

Team 2020 → 2021: 10

Funding: 100% Private funded

The Silicon Valley Italian Hub's mission is to connect the Italian innovation ecosystem to Silicon Valley. The hub was created to give a home to all Italians who think big and want to learn the custom and practices of the area. It is a space in the heart of Silicon Valley from where to start to create your own network, to have a desk from which to work and acquire the mindset of the area through the hub's education and acceleration programs.



Target percentages: Startups/Scaleups: 60%, SMEs/Corporates: 30%, Incubators/Universities/Investors: 5%, Government: 5%.

Activities: the activities are fully at beneficiary expenses, except for the programs with sponsors. The hub is sustained 100% through revenues. All of them are developed internally, in general industry agnostic.

Training Programs: Startup/Scaleup Bootcamp: an intensive one-week program designed for early-stage startups and scale-ups. Angel Investor Bootcamp: a five-days intensive course for entrepreneurs and top managers outside the Bay Area who want to learn how to become angel investors. Corporate Bootcamp: a three-days intensive and addictive course for corporate managers and executives.

Trade shows and events: the hub offers tailor-made participation case by case.

Office space: the Silicon Valley Italian Hub offers Flex Desk, Private Office or PO Box, all for a monthly fee: svithub.com/office-space

Open Innovation support: the hub offers Open Innovation services tailor-made case by case.

Startup Acceleration: Acceleration Program: 10 weeks.

Contacts

Luigi Bajetti, Managing Partner, hello@svithub.com
svithub.com
thevalley.substack.com/subscribe

EMILIA-ROMAGNA SV HUB

Innovation Hub



Country represented: Italy, Emilia-Romagna region

Address in the Bay Area: 585 Glenwood Avenue, Menlo Park (Silicon Valley)

Year of establishment: 2015

Team 2018 → 2021: 1

Funding: 100% Government funded

US Hubs: relations or programs in New York, Boston, Philadelphia, Detroit/Chicago, Austin, Los Angeles

Canada Hubs: relations or programs in Toronto, Montreal, Vancouver

Since 2015 the Emilia-Romagna Region (through ART-ER) set a base in San Francisco to support startups in their internationalization process and in their approach to the Silicon Valley mindset. The hub act as a point of contact for the whole Emilia-Romagna innovation ecosystem, developing partnerships and relationships that can benefit the whole network.



Target percentages: 30% startups, 30% SMEs, 30% corporates, 10% all other targets.

Activities: all of the activities are free of charge, most of them are developed with external support, in general industry agnostic.

Introductions and referrals: warm introductions with double opt-in to connect the E-R ecosystem to the Bay Area, free of charge.

Webinars: organized as part of our programs, 3-4 per program, free of charge.

Training Programs: Mindset Program for startups: 2 weeks, 10 companies, fully covered expenses, mindset topics. Incubator Program: 1 week, 11 incubators, program expenses covered (not accommodation or travel expenses), to study the best practices in the Bay Area in terms of incubation/acceleration.

Trade missions: Business Match Program for SMEs: 1 week, up to 10 companies, program expenses covered (not accommodation or travel expenses), focus on meetings and intro (with the goal of partnerships).

Open Innovation support: Corporate Immersion Program: 1 week, 10 corporates, program expenses covered (not accommodation or travel expenses), to study the best practices in the Bay Area in terms of open innovation.

Contacts

Irene Mingozi, Silicon Valley Hub Manager, irene.mingozi@art-er.it

www.emiliaromagnainsiliconvalley.it/en • en.art-er.it

facebook.com/art-eremiliaromagna • twitter.com/art-er • linkedin.com/company/art-er • instagram.com/art-eremiliaromagna

INVESTMENT & DEVELOPMENT AGENCY OF LATVIA



Innovation Hub • Economic Development Agency • Foreign Direct Investment Agency

Country represented: Latvia

Address in the Bay Area: San Francisco

Year of establishment: 2018

Team 2018 → 2021: 1 → 2

Funding: 100% Government funded

US Hubs: Boston

Investment and Development Agency of Latvia in San Francisco provides assistance to Latvian startups and small and medium companies to find new partnerships and to expand to the US market. The agency also helps the US businesses to grow and establish their presence in Europe by leveraging the highly educated talent pool in Latvia.



Target percentages: 50% startups, scaleups and SMEs; 35% Investors, VC funds, FDI; 15% Government and Tech Diplomacy.

Activities: activities are partly funded, all of them are developed internally, sector agnostic with a focus on tech.

Webinars: several webinars are organized every year, all of them free of charge for Latvian companies.

Trade missions: the hub offers a variety of tailor-made trade missions for startups, scaleups and SMEs. Typically 2-5 days co-funded business trips for 5-20 companies.

Trade shows: the hub offers co-funded participation in industry trade shows for Latvian scaleups and SMEs and in major tech events e.g. SXSW, CES.

Events: 1 larger event and 2-3 smaller events are organized per year.

Office space: free office space for up to 30 days per company.

Contacts

Toms Zvidrins, Head of the Representative office in the US, toms.zvidrins@liaa.gov.lv

investinlatvia.org

facebook.com/magneticlatvia • linkedin.com/company/latvia-business-uk • instagram.com/magneticlatvia

NETHERLANDS IN THE US



Consulate or Diplomatic office

Country represented: Netherlands

Address in the Bay Area: 120 Kearny St, Suite 3100, San Francisco

Year of establishment: 2010

Team 2018 → 2021: 25

Funding: 100% Government funded

US Hubs: New York, Washington, Chicago, Atlanta, Miami, Boston

Canada Hubs: Toronto, Vancouver, Ottawa

The Netherlands diplomatic network in the US promotes strong bilateral relations between the United States and the Netherlands, especially in the areas of Life sciences & Health, Startups & Scale-ups, agri-food and horticulture, water management, Cyber Security, Smart Mobility, Artificial Intelligence, Energy Transition, sustainable urban planning, and creative industries. And the ties between our two countries keep growing stronger, thanks to efforts like Holland in the Valley, among others.



Target percentages: 30% SMEs, 25% government, 15% universities, 15% startups, 10% scaleups, 5% corporates.

Activities: most of the activities are free of charge, developed both internally and with the help of external suppliers, in general industry agnostic.

Introductions and referrals: are made at no fee, also through Holland in the Valley, an ecosystem that empowers Dutch entrepreneurs & talent to innovate and scale in the Bay Area by offering a network, content and programs.

Webinars: about one webinar per week, free of charge.

Trade shows and events: on average about 2-3 events per week. The target audience differs per event. Trade shows are planned as custom made solution based on the service requested.

Trade missions: fully customized, duration and costs strongly depend on the kind and size of the trade mission.

Contacts

Walter de Wit, Innovation Attaché, walter-de.wit@minbuza.nl
 nlintheusa.com • hollandinthevalley.com
 twitter.com/nlinsf • www.linkedin.com/groups/3024672/

INNOVATION NORWAY



Innovation Hub • Business Network • Accelerator/Incubator

Country represented: Norway

Address in the Bay Area: 470 Ramona Street, Palo Alto (Silicon Valley, inside Nordic Innovation House)

Year of establishment: 2011

Team 2018 → 2021: 4 → 5

US Hubs: New York, Washington, Houston

Canada Hubs: Toronto

The Silicon Valley branch of Innovation Norway, inside Nordic Innovation House, helping Norwegian startups and companies scale in the US market. Innovation Norway is a Norwegian Public Company offering grants, loans and expertise to help Norwegian startups and companies succeed at home and abroad.



Target percentages: 40% startups, 30% scaleups, 10% corporates, 10% universities, 5% incubators, 5% students.

Activities: activities are government-sponsored and partly funded by the companies, developed with the help of external providers like universities as UC Berkeley, Stanford and more. Activities have specific vertical focuses or sectors as Smart cities, Mobility, Aquaculture, Offshore wind, Women in Tech. All subject to webinars and special events.

Introductions and referrals: warm introductions with double opt-in.

Webinars: Bifrost Webinars 2-4 per month. A variety of sector-specific webinars. Usually free of charge.

Training Programs: TINC Tech Incubator: 5-week program with 10-15 companies for market validation in the US. Direct support and sparring with companies.

Trade shows and events: mainly supporting and facilitating for companies who attend trade shows like SXSW, CES, etc.

Business Development support: partly through programs like TINC Tech Incubator and partly through 1:1 sparring with companies. Cost based on hours spent.

Funding support: grants and soft loans from Innovation Norway regional offices in Norway. No funding directly from the San Francisco office.

Contacts

Kristian Bye, Director, kristian.bye@innovasjonnorge.no

www.innovasjon Norge.no/en • www.nordicinnovationhouse.com/siliconvalley

www.linkedin.com/company/nordicinnovationhouse

DESAFÍA SAN FRANCISCO

Desafia

San Francisco



Accelerator/Incubator

Country represented: Spain

Address in the Bay Area: 44 Tehama Street, San Francisco (Galvanize)

Year of establishment: 2011

Funding: 100% Government funded

Desafía San Francisco is a public initiative sponsored by ICEX and Red.es that helps Spanish technology companies scale faster and globally. Its portfolio companies raised more than \$230M in total and created +3000 jobs. The median total investment is \$1.45M from venture capital firms and accelerators. Among its alumni are three winners of South Summit's Global Startup Competition (2017, 2018 and 2019).

Crunchbase ranks the hub as the top non-equity accelerator in San Francisco.



Target percentages: 50% startups, 50% scaleups.

Activities: all of the activities are free of charge, all of them are developed internally, in general industry agnostic.

Training Programs:

1) **Immersion Program:** twice a year we invite a cohort of startups to participate in our two-week Immersion Program. During those two weeks, C-Level officers and founders participate in workshops, meetings and activities that not only inspire but help assess the current strategic position of the company, plot improvements to ramp-up growth, define a roadmap based on strategic and tactical considerations and last but not least, start working on it. Helping startups in cohorts works better for everyone. It's more efficient for the hub, and better for the startups, who probably end up helping one another at least as much as we help them. Desafía has a large alumni network with a strong ethos of helping out fellow portfolio startups. Desafía's Immersion Program is a non-equity assistance for Spanish startups only.

2) **Validation Program:** The Validation Program is for Spanish technology companies that have a Minimum Viable Product (MVP) but not necessarily traction and are interested in validating their company with Silicon Valley experts. The Validation Program provides a direct channel to Silicon Valley that will help you get a first direct contact with its mindset and receive feedback on your product and company together with improvement recommendations. You don't have to wait long and travel far to gain these valuable insights. The Validation Program takes place online or in different cities in Spain throughout the year.

Contacts

Christian Prada, Managing Director, cprada@desafia.us

www.sanfrancisco.desafia.gob.es

twitter.com/DesafiaSF • linkedin.com/company/desafia • facebook.com/DesafiaSF

CATALONIA EXPONENTIAL



Innovation Hub • Economic Development Agency • FDI Agency

Country represented: Catalonia, Spain

Address in the Bay Area: 585 Glenwood Avenue, Menlo Park

Year of establishment: 1989

Team 2018 → 2021: 2 → 3

Funding: 100% Government funded

US Hubs: New York, Washington, Austin, Miami

Canada Hubs: Montreal

Catalonia Exponential is an initiative of the Government of Catalonia, determined to accelerate the innovation economy in Catalonia. Aimed at transforming Catalan companies to take advantage of disruptive changes driven by new technologies and turn them into opportunities to achieve exponential growth.



Target percentages: 40% startups, 25% corporates, 15% SMEs, 10% incubators/accelerators, 10% investors.

Activities: most activities are partly at beneficiary expenses, all of them are developed with the help of an external provider. The hub works directly with the industry clusters based in Barcelona and organizes activities with them on specific verticals like energy, automobile, life science, among others.

Introductions and referrals: Catalonia Exponential act as a connector between Silicon Valley and Catalonia.

Training Programs: Road to Silicon Valley is a 6-week immersion program for startups with high growth potential in Barcelona and Silicon Valley. The Disrupt Tours are agendas targeted to innovative clusters in which C-level executives go to Silicon Valley to learn about disruptive technologies that will transform their sectors. The Innovation Antenna service consists of customized reports to detect trends, new technologies, startups and new business models for SMEs and big corporates.

Trade shows and events: the hub organizes events for the American and European communities that want to engage with Barcelona and Catalonia.

Open Innovation services: the hub works with both corporates and startups to identify challenges and enables technology transfers, connecting Catalonia and Silicon Valley.

Funding support: Catalonia Exponential's parent organization based in Barcelona (Acció) offers funding support to startups and corporates based in Catalonia.

White papers and research: the Innovation Antenna service consists of customized reports to detect trends, new technologies, startups and new business models for SMEs and big corporates.

Contacts

Marc Bonavia, Director of Catalonia Exponential, mbonavia@catalonia.com

www.catalonia.com • catalonia.com/offices/silicon-valley.jsp

twitter.com/Catalonia_TI • linkedin.com/company/invest-in-catalonia

SWISSNEX IN SAN FRANCISCO swissnex



Innovation Hub • Accelerator/Incubator • Educational Entity • Innovation Community

Country represented: Switzerland

Address in the Bay Area: Pier 17, Suite 800, San Francisco

Year of establishment: 2003

Team 2018 → 2021: 17 → 12

Funding: A mix of private and public funding

US Hubs: New York, Boston

Swissnex in San Francisco, located at Pier 17, is part of the global Swissnex network connecting Switzerland, North America, and the world in science, education, innovation, and the arts. Swissnex in San Francisco empowers next generation innovators through customized programs, events, and connections that support the development of tomorrow's leaders.



Target percentages: an evolving and balanced mix of all the targets.

Activities: activities are partly funded, developed both internally and with the help of external providers.

Introductions & referrals: through the network of Startup Camp Alumni. Since 2010, the hub supported 103 Swiss startups, with a community of over 400 founders and organizations and a combined valuation of \$1.1B, creating more than 500 jobs. The hub also connects Swiss and Bay Area universities, researchers and academics, fostering the international exchange.

Training Programs: Startup Bootcamp: two-week bootcamp with toolbox sessions, fireside chats, special networking events, a demo night, and more. Free office space, no fees, no equity asked.

Trade shows and events: Demo Night: demos from the startups from the Swissnex in San Francisco Startup Bootcamp, an evening filled with demos, pitches, networking, and a chance to gain insights into Switzerland's strong startup ecosystem. At Pier 17 the hub also has a dedicated event space.

Office space: Swissnex in San Francisco brings together a diverse community of universities, startups, corporates, artists, and designers in our living lab at Pier 17, providing work space for who has connections to the Swiss innovation ecosystem who conduct independent activities in Silicon Valley, but seek an active and supportive community.

Open Innovation support: Digital Campus is a program aimed to provide Swiss higher education institutions with the latest knowledge and best practices on how to leverage new technologies for their benefit.

Contacts

Laura Erickson, Head of Innovation & Sustainability, laura@swissnexsf.org

swissnexsanfrancisco.org • [linkedin.com/company/swissnex-san-francisco](https://www.linkedin.com/company/swissnex-san-francisco)

[facebook.com/swissnexsanfrancisco](https://www.facebook.com/swissnexsanfrancisco) • twitter.com/swissnexSF • [instagram.com/swissnexsf](https://www.instagram.com/swissnexsf)

NORDIC INNOVATION HOUSE SILICON VALLEY

Innovation Hub



Countries represented: Denmark, Finland, Iceland, Norway, Sweden

Address in the Bay Area: 470 Ramona Street, Palo Alto (Silicon Valley)

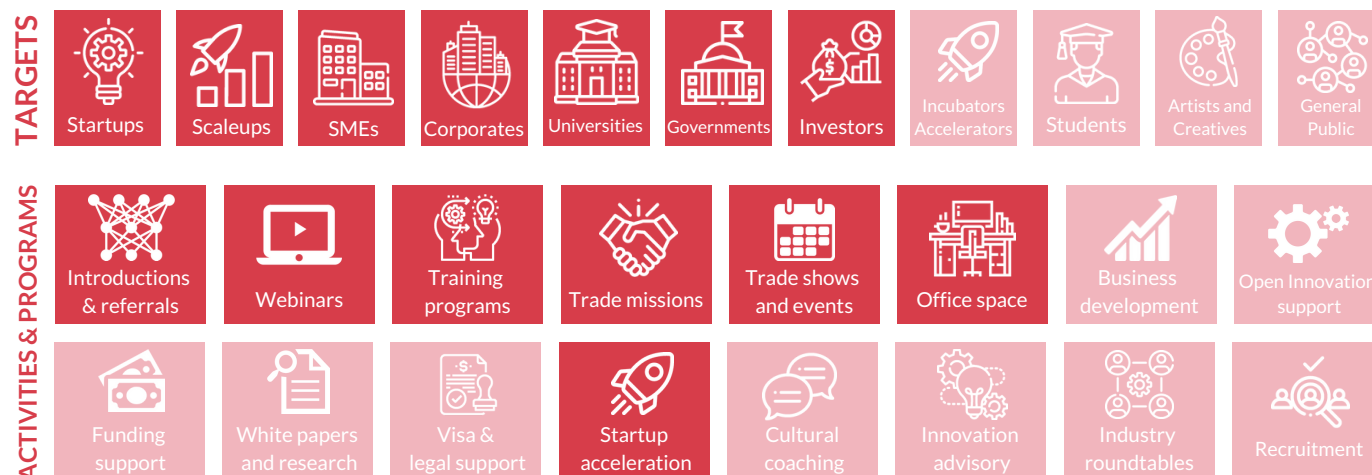
Year of establishment: 2014

Team 2018 → 2021: 1-2

Funding: A mix of private and public funding

US Hubs: New York

Nordic Innovation House gives Nordic companies from startups to corporations a head start in the most relevant global innovation hubs. It also bridges the innovation ecosystems in the Nordics and Silicon Valley by facilitating connection between academic and governmental agencies.



Target percentages: 60% Nordic startups, SMEs, Investors; 20% Tech Diplomacy & Policy; 20% Local partners.

Activities: activities are partly funded, and developed internally and with partners. Focus is in technology and innovation, and some of the most recent focus areas are Future Mobility, E-commerce, Nordic Food.

Introductions and referral: for Nordic companies at no cost, also specific programs as NWTI Connect where 20 Nordic female entrepreneurs will be matched and introduced to role models, entrepreneurs and industry experts; or the network Tech Research Frontiers.

Webinars: several webinar series a year like Bifrost Startup Talks, Nordic Food, Future Mobility, and Nordic Indtech.

Training Programs: Reach: program for Nordic research-based startups or spin-out projects, typically from universities and research institutes. The program is composed of workshops on various topics and themes for building a startup, mentoring, meetings with external stakeholders for validation, such as customers, partners, investors and experts. TINC - Accelerator Program: intensive 4-week accelerator to validate a product/market and business model fit and global scale potential in the most competitive startup environment in the world. Nordic Food: this webinar series is designed to provide educational insights as well as hands-on support for Nordic food companies in all phases of their U.S. expansion.

Trade shows and events: NWTI2020: Nordic Women in Tech and Innovation 2020 is a series of virtual event for inspiring and connecting women between the Nordics and Silicon Valley.

Office space: memberships available for Nordic tech companies depending on company needs, and by special application for local partners.

Contacts

Paula Salomaa, Community Director - Inger Gustafsson, Chair of the Board - post@nordicinnovationhouse.com

www.nordicinnovationhouse.com/siliconvalley

facebook.com/innovationhouse • linkedin.com/company/nordicinnovationhouse

siliconvalley@art-er.it
www.emiliaromagnainsiliconvalley.it



in collaboration with

