



EUROPE-INDIA STARTUP FORUM

Europe-India Startup Forum facilitates the collaborative growth and internationalisation for startups and scaleups between Europe and India.

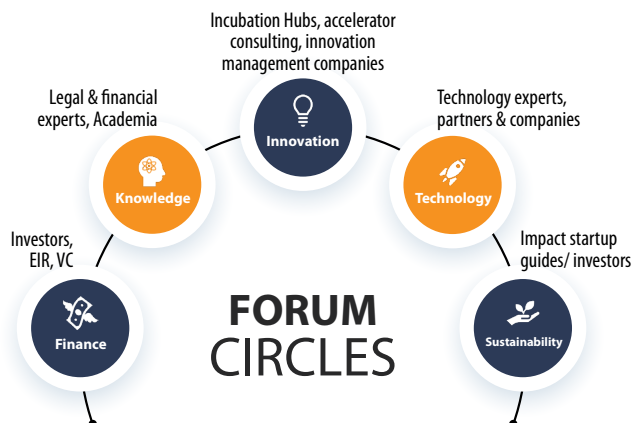
With multi-stakeholder network, the Forum builds a conducive ecosystem for business-to-business collaborations and joint value propositions.

FORUM STRUCTURE

Startups play a pivotal role in driving technological innovations, and enhancing economic growth by creating employment opportunities. With the rapidly rising startup ecosystem in India as well as in Europe, startups are witnessing a strong growth, and are in dire need for internationalisation.

The Europe-India Startup Forum is structured as a multi-stakeholder network helping in investment and partnership opportunities, internationalisation, market access and sector-specific knowledge sharing. The Forum compliments and supports core objectives of EBTC, enabling development cooperation and collaboration between Europe and India.

Stakeholders are grouped into different verticals that make the Forum a holistic platform for achieving business goals. The key verticals are:



The phenomenon of globalisation and economic cross-border interdependence has encouraged businesses to expand internationally, and this Forum will help stakeholders throughout this journey by fostering support and collaboration in the Europe-India business corridor.

- **Vikram Jhunjhunwala, Director, EBTC**



VISION

We envision a holistic ecosystem of collaboration between startups and other stakeholders. The Forum is committed to build a marketplace, along with co-creation of Body of Knowledge for focused knowledge sharing. The network will focus on internationalisation for startups and scaleups.

KEY THEMES

The Forum aims to provide the following support through its multi-stakeholder network:

INTERNATIONALISATION	<ul style="list-style-type: none"> Access to markets Partner of Enterprise Europe Network
ACCESS TO FINANCE	<ul style="list-style-type: none"> Facilitate advisors to invest through knowledge, mentoring & funds
KNOWLEDGE MANAGEMENT	<ul style="list-style-type: none"> Access to sector specific BoK & experts Access to EBTC IPR & Corporate finance forums
HANDHOLD STARTUPS	<ul style="list-style-type: none"> Provide support to startups in areas like business model planning, presentation, financial & cashflow structuring
PILOT PROJECTS	<ul style="list-style-type: none"> Support in co-creating proof of concept/pilot project Facilitate project implementation for successful startups
PEER LEVEL REVIEWS	<ul style="list-style-type: none"> Reviews among startups for collaborative growth

Over and above unpredictable, volatile business settings and fierce global competition, startups face internationalisation challenges such as resource scarcity, legitimacy and credibility, which puts them at a disadvantage to large established organisations. This new initiative is a Forum where these issues can be addressed in a structured, pragmatic and beneficial manner.

- **Poul V. Jensen, Managing Director, EBTC**



MARKETPLACE FOR STAKEHOLDERS

The Forum is an umbrella resource repository that can be accessed by start-ups & other stakeholders, as it serves as a single window of relevant projects and opportunities, knowledge resources and engagement for them. The Forum is a marketplace that is transactional in format. Through this Forum, the stakeholders can exchange new technologies, licenses for technologies, learn about best practices and adopt them, and gain access to funding.



TECHNOLOGY

- Technology collaboration
- Licensing of technology



ACCESS TO FINANCE

- Stakeholders of the Forum
- Network of EBTC



KNOWLEDGE MANAGEMENT

- Hackathons
- Funding Events
- Innovation Challenges



PROJECTS

- Pilot Projects
- Access to opportunities
- Living Lab Project (PoC)

BODY OF KNOWLEDGE

The Forum through its multi-stakeholder network aims to create a body of knowledge (Bok) which will focus on knowledge sharing for startups.

Sector focused knowledge sharing will empower the Forum with *Sectoral Thought Leadership*.

The activities are aimed at internationalisation through technology and IPR Support around licensing, technology transfer and other areas.

WHAT TO EXPECT IN THE FORUM ?

A focused workplan is designed by EBTC in consultation with the Forum partners. The detailed workplan is focused on engagement with businesses from Europe and India for co-creation of body of knowledge. The focused workplan helps in:



OUTREACH



KNOWLEDGE SHARING



SUPPORT FOR BUSINESSES

The work plan activities include series of knowledge sharing sessions, lead by the Forum partners and coordinated by the Forum Secretariat (EBTC).

The Forum engages with Europe-India businesses, business member organizations, governments, commercial and economic diplomats, academia, forums from India and Europe to jointly contribute for knowledge sharing. The feedbacks from the activities will be useful for enhancing the ecosystem for ease of doing business.



OUTREACH



KNOWLEDGE SHARING



SUPPORT FOR BUSINESSES

ANNUAL WORKPLAN



ONLINE SESSION

- Virtual events/ Webinars
- Focused Group discussions



JOINT ACTIVITIES

- Other EBTC Forums
- Cluster events



KNOWLEDGE PAPERS/BLOGS

- Discussion papers
- Press releases



ADVISORY/ CASE STUDIES

- Select interactive meetings

EUROPEAN BUSINESS AND TECHNOLOGY CENTRE

EBTC is a project facilitation and advisory company, enabling development cooperation and collaborations between Europe and India. As a service provider to public and private sector projects, EBTC focuses on enhancing the economic activity and supporting internationalisation of businesses in India and Europe. EBTC's initiatives are guided by standards of sustainability and innovation.

EBTC was constituted as an outcome of an EU-India Summit in 2008, where it was decided to create a body that would support cross-border collaborations for clean and sustainable solutions. Whilst EBTC thereby started as a Project, co-funded by the EU, with a mandate to enhance multilateral cooperation in the area of sustainability and climate change, EBTC transformed itself into a self-sustainable not for profit company headquartered in New Delhi, India.



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