FAQ

What is an innovation ecosystem?

The basic definition of a business ecosystem is best described by J. Moore (1993): "In a business ecosystem, companies co-evolve capabilities around a new innovation: they work cooperatively and competitively to support new products, satisfy customer needs, and eventually incorporate the next round of innovations." [Moore, James F.: Predators and Prey: A New Ecology of Competition. In: <u>Harvard Business</u> Review, May–June 1993]

Ecosystems are the most powerful and sustainable way of solving social and environmental problems by creating an environment where different stakeholders such as entrepreneurs, investors, researchers, venture capitalists, and business developers work together in a complex system to advance a shared vision of innovation. As ecosystem builders, it is on us to shape a joint vision and to make these systems function.

Click <u>here</u> for some inspiring examples of ambitious ecosystem initiatives.

Who should participate?

- Managers of startup programs, accelerators, or incubators.
- Economic Development agencies, investors, innovation scouts, and startup relations managers.
- Entrepreneurial non-profits and community builders.
- Founders looking to re-invest in their ecosystems.

Do I need to pay a fee?

There are no upfront costs for participants. We sign a participation agreement with a 15% success fee over two years, which is how we finance the accelerator. You can read the draft agreement <u>here.</u>

How does the success fee work?

We sign a participation agreement with 15% revenue sharing for the project-relevant revenue generated within the first 2 years of the project.

This is only referring to the revenue you raise for the specific project you bring into the accelerator (not: "all company revenue") and within the 2-year contract duration (not affecting fundraising activities you may have started before our collaboration).

You can read the draft agreement <u>here</u>.

How much time do I need to invest?

You can complete the 6-week accelerator program in part-time.

There will be 5 weekly group training sessions of 2-3 hours each.

In addition, there will be 1-2 hours per week individual mentoring and coaching sessions.

Each week, participants must invest additional time to complete individual assignments (1-2 hours per week) and then present in front of the group.

After the six-weeks acceleration program, we will continue to accompany and support the alumni for at least two years as members of the DEEP Ecosystems community.

Will the program take place online or on-site?

The six-week accelerator program will take place online.

The participants will pitch their projects in person at the Demo Day event during our next in-person <u>DEEP</u> <u>Ecosystems Conference</u> or a similar international event. Travel costs can be reimbursed up to a reasonable limit.

When will it take place?

The intensive 6-week accelerator program will take place from 8 April 2024 to 17 May 2024.

After these 6 weeks, we will work together for two years to help you grow your ecosystem initiative.

What's the language of the program?

All modules, workshops, and learning materials are in English.

Your own offerings and implementation activities can be in the language of your preference.

What is DEEPSEA?

DEEPSEA – The DEEP Startup Ecosystem Accelerator © is the first global startup ecosystem accelerator program, launched in 2018. It is a cohort-based program to implement innovation projects, boosting the growth of new vertical and geographic ecosystem hubs.

The Consolid8 Social Innovation Ecosystem Accelerator is a Special Edition of DEEPSEA, partially funded by the European Union. Find out more about DEEPSEA <u>here</u>.

Is this program funded by the EU?

Yes, the Consolid8 Social Innovation Ecosystem Accelerator receives financial support from the European Union, as part of the Horizon Europe project titled 'Consolidating deep & inclusive social innovation ecosystems' (ID 101096781).

However, successful participants are invited to engage in a two-year commercial implementation partnership that goes beyond the scope of the EU-funded project.

Why do we sign a participation agreement with success fee sharing?

The Consolid8 Social Innovation Ecosystem Accelerator receives financial support from the European Union, as part of the Horizon Europe project titled 'Consolidating deep & inclusive social innovation ecosystems' (ID 101096781).

Successful applicants engage in a two-year commercial implementation partnership, outlined in a participation agreement. This agreement not only fosters sustainable growth but also facilitates success fee sharing. By participating and signing the agreement, individuals and organizations gain access to a range of benefits that extend beyond the initial scope of the EU-funded project, encouraging long-term engagement and development.

You can find the draft participation agreement <u>here</u>.

Is the program taking place in a certain country or is it an international program?

The program is part of the European Consolid8 initiative, which is run by eight partner organizations from across Europe (from Germany, Greece, Ireland, Italy, Romania, and Slovenia) and receives financial support from the European Union (see https://cordis.europa.eu/project/id/101096781). Participants will be selected from eligible applicants based and operating in the European Union or in one of the Horizon Europe associated countries.

At what stage should applicants be?

Applicants at all stages (concept, pilot, mature/scaling) are invited to apply, as long as they have the ambition to plan and implement transformative interventions for their ecosystem.

Will the program help me to find co-founders?

Helping you to find co-founders is not the main goal of the program. But you will be joining the biggest global community of professional ecosystem builders, which will enable you to plan new cooperations with peers.

Will the program help me to raise funds (e.g. investment readiness program, crowdfunding, EU grants)?

Yes. The program will help you to develop impactful and commercially viable business models with diverse possibilities of revenue generation, depending on your vision and strategy. Often, this includes winning public funding. On average, each cohort raises a total of over €1 mn.

How can we protect our ideas and intellectual property rights?

Participation in the program will not have any impact on the ideas, services, or intellectual property associated with you or your organization.

Is this an accelerator program for startups or social businesses?

No. This is a program for the creation or growth of social innovation hubs. Such hubs are normally uniting a coalition of like-minded actors who engage in transformative interventions to:

- Radically impact their wider communities,
- produce positive external effects on their region, city, and/or industrial sector,
- Unlock additional third-party resources like investments or specialized support measures, and thereby
- Become change-makers who work to overcome systemic barriers to the breakthrough of innovation.