



MARITIME ACCELERATOR

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Supported by



We are building the Maritime Accelerator to strengthen the Finnish maritime cluster & Turku region to become the leading maritime innovation center in Europe.

Maritime Accelerator is an ecosystem for corporations and startups

Maritime Accelerator in short

- We are bringing together **maritime corporations with great impact and fast moving startups with momentum**. In our 3-month accelerator program the best will join together in concrete ventures.
- Our goal is to create an innovation ecosystem that generates **new business**, speeds up heavy industry development and strengthen Turku region becoming the leading European maritime hub.

Main benefits

- concrete ventures & pilots
- network with the key players within maritime ecosystem
- verified startup dealflow and access to talent
- visibility & branding

The \$1 Trillion industry is full of opportunities

Maritime Accelerator themes will be defined together with the partner corporations

Examples of themes



- > Supply chain optimisation
- > Production optimisation & robotics
- > Industrial IoT & analytics
- > Connectivity
- > Ship & harbour safety
- > Cybersecurity
- > Emission reduction & tracking
- > Ship maintenance & operations
- > Crew management

Startup examples



- > Video surveillance software for security & safety. Uses AI to track people and objects to provide valuable information.



- > Ocean freight analytics company. Collecting analytics from e.g. vessel behaviour, commodity flows and market transactions for use



- > 3D printing service specializing in XL cradle to cradle 3D printing by using its proprietary large scale 3D hybrid printer

Examples of connectivity sub-themes



- > Off shore connectivity:
 - Ship-2-Port
 - Internal vessel connectivity
- > Port connectivity:
 - 3rd party communication
 - Port-2-Ship, Ship-2-Ship
- > Technical examples:
 - Private networks (e.g 4G)
 - High Frequency Radio
 - Satellite

Startup examples



- > Ultra-low power wireless communications for IoT. Enables battery-less operations for example sensors



- > Low cost satellite connectivity products designed to revolutionize satellite communications. Enables access to high value data in remote locations

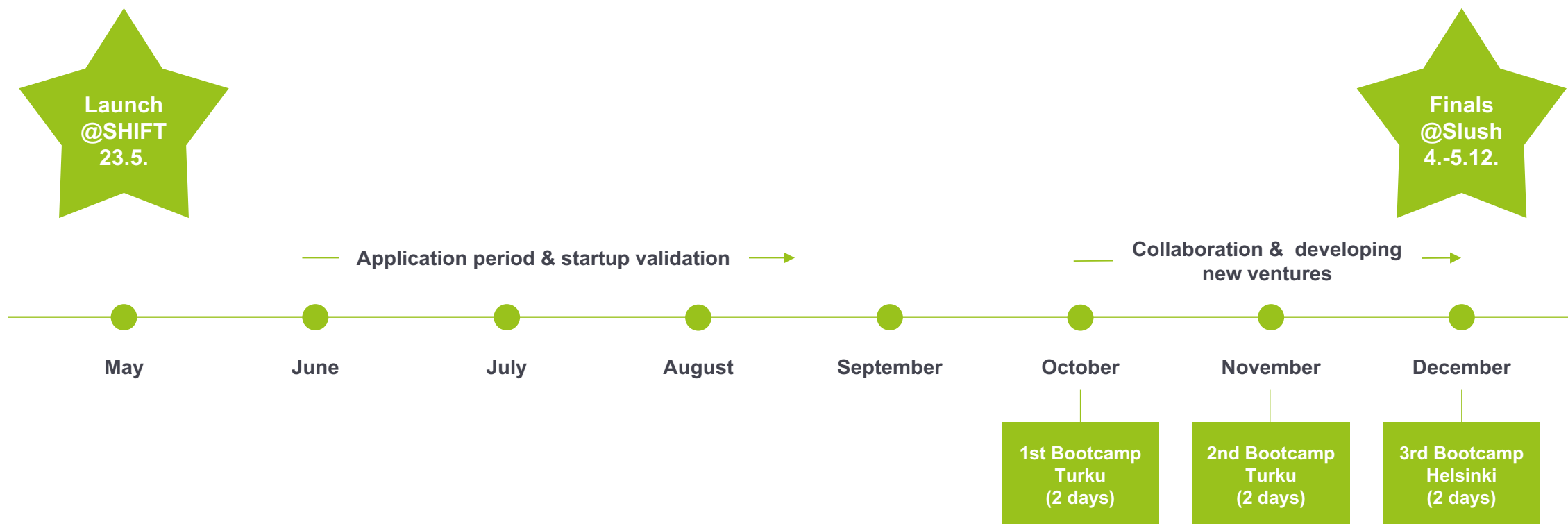


- > Private 4G LTE network. Providing a stable network for critical operations.

So what happens next?

Presenting Maritime Accelerator 2018

Timetable & main events



**We would like to invite you to
the Maritime Accelerator as
one of our partners for 2018.**

Partners to be confirmed by May

Maritime Accelerator partnership packages

	Startup deal flow & access to the online startup database	Tailored deal flow according to your needs	Startup deep dives (interviews & validation)	1 st Bootcamp & supported collaboration with selected startups	2 nd Bootcamp & supported collaboration with selected startups	3 rd Bootcamp & supported collaboration with selected startups	Company invitation to the finals @Slush
Corporate partner with ventures €50.000	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Corporate partner €20.000	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		Invitation to the pitching event			<input checked="" type="checkbox"/>

Our €50.000 partner package with ventures for you includes

Verified deal flow

Full access to our validated and categorized virtual database (annual pass, valid until May 2019)

1-3 new ventures

Up to 5 hand-picked partners for you. Access to 3 bootcamps for acceleration and mentoring by Avanto and industry experts.

Fertile ecosystem

Access to our maritime ecosystem and open innovation within all the partner corporations.

Verified dealflow

Screening & startup validation to find the best partners for you

Verified deal flow

Workshop to understand your needs and strategy in the maritime domain

Total +400 maritime startups screened globally (number to be defined after scoping)

Startups will be evaluated on business model, team, idea, stage / funding etc.

Screening +400 startups

1-3 new ventures

8-10 handpicked startups will be invited to interviews for further validation (Skype)

Inviting 3-5 startups to the 1st bootcamp to meet your business unit representatives

Interviewing 8-10 startups, inviting 3-5 most interesting for meet up

1-3 new ventures

Meeting the chosen 3-5 startups in the 1st bootcamp to validate corporate-startup match and problem-solution fit

Choosing 1-3 startups to enter the 2nd bootcamp and to continue building further product-market fit and business vase validation

Meeting with 3-5 startups, choosing 1-3 for further collaboration

1-3 new ventures

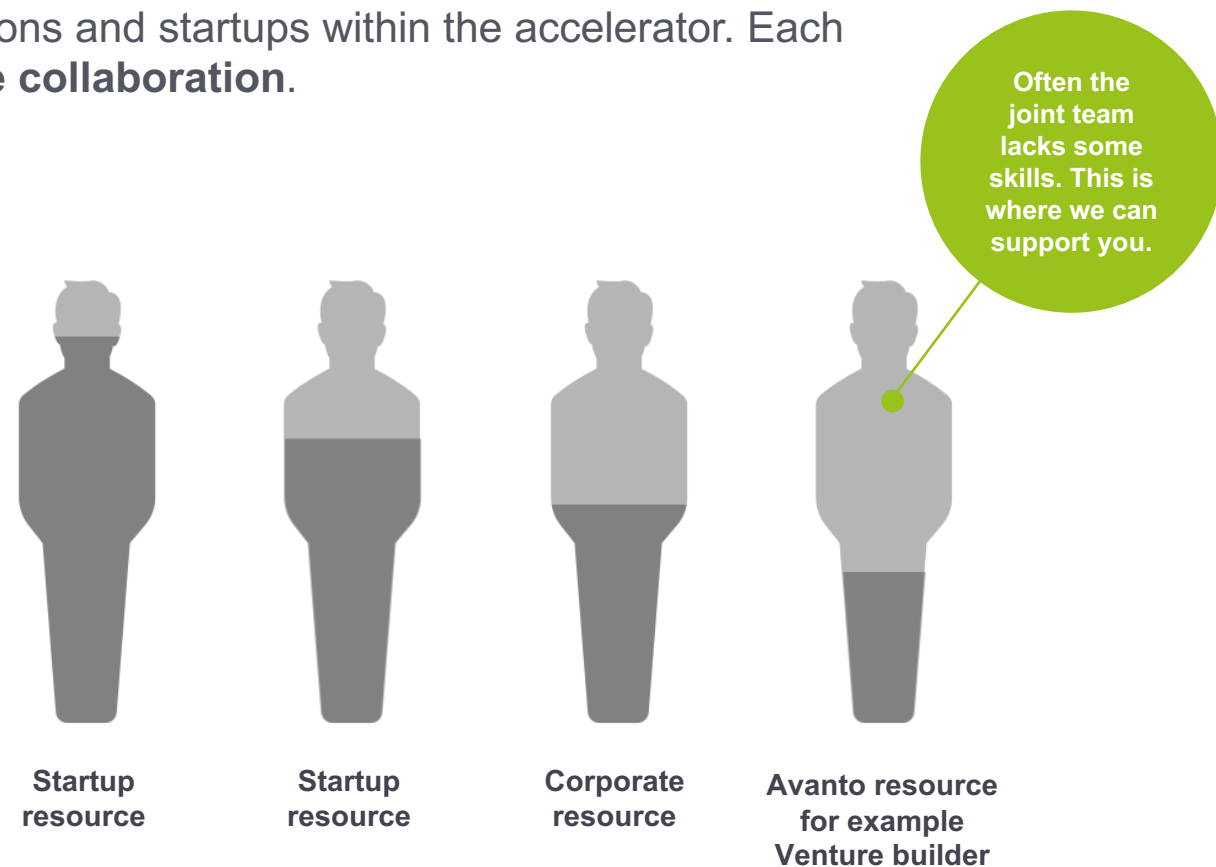
An example set up of a new venture between corporations and startups within the accelerator. Each corporate will also have a **venture lead to support the collaboration.**

Our secret of successful venturing is dedicated teams including people from both the corporation and startup, added with extra skills from Avanto Ventures and supported with lean working methods.

Example of the target: “Predictive maintenance solutions.”

Example of startup partner: “We make sound visible”, Noiseless Acoustics

Example of Avanto’s support: Venture builder to support with business case, designing co-offering and go-to-market plan.



Fertile ecosystem

CORPORATIONS & NGO'S

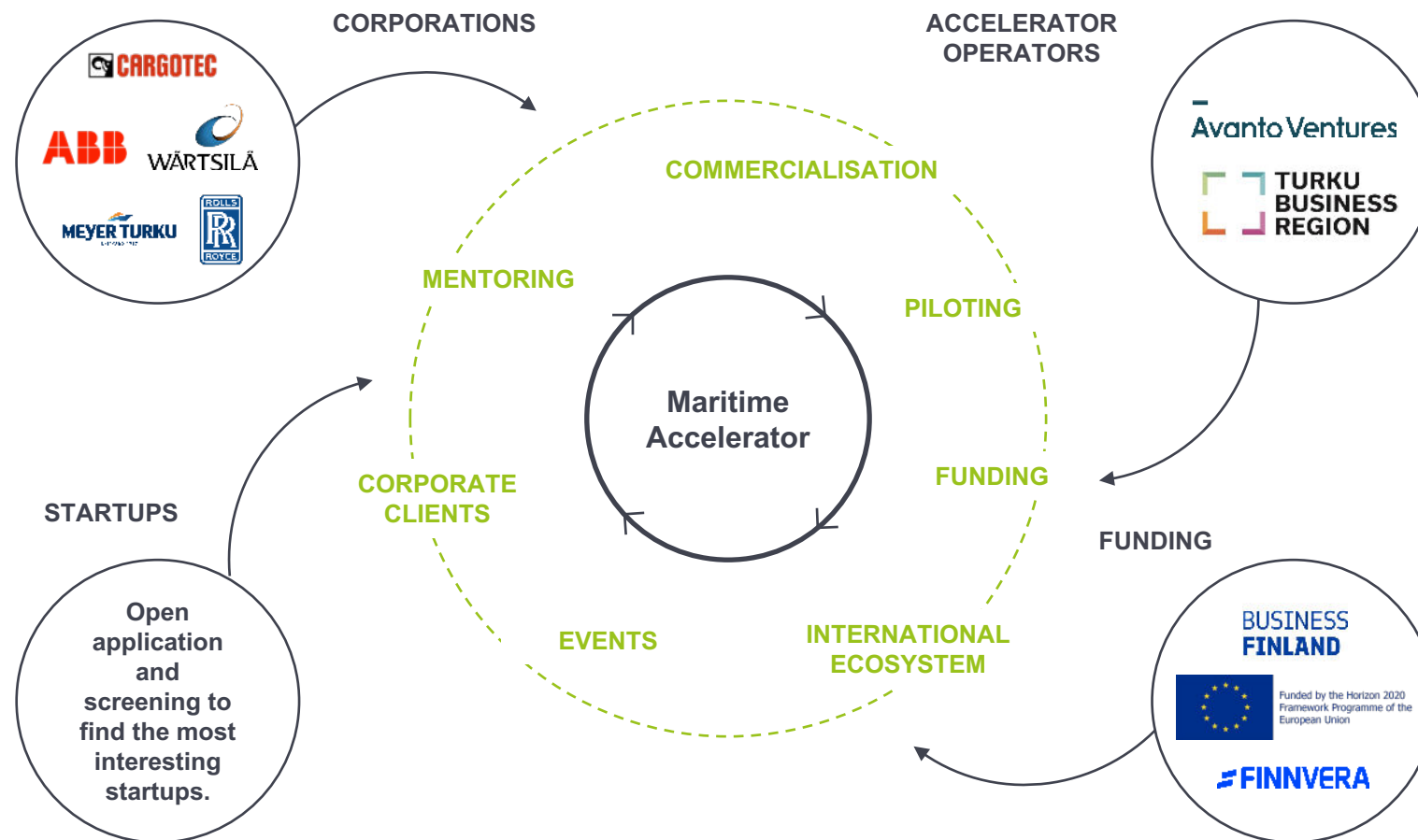
Large companies
SME's Companies
Meriteollisuus ry
Blue Industry Park

GOVERNMENT AND POLITICS

City of Turku
Country level
National level

LOCAL STARTUP ECOSYSTEM

Sparkup
SHIFT
Salo IoT campus



UNIVERSITIES & RESEARCH INSTITUTIONS

Turku universities
DIMECC
VTT

INTERNATIONAL COOPERATION

Portxl, Rotterdam,
European network of maritime clusters
VC's

FUNDING SOURCES

Business Finland
Finnvera
EU funding
Private equity

Corporate partner package with ventures

This is what you'll get:

- Your logo on the official Maritime Accelerator site
- License to use Maritime Accelerator logo on your marketing and PR purpose
- Marine & heavy industry network including all the ecosystem key players (corporations, startups, universities, hubs)
- Access to our validated and categorised database
- Tailored screening and validation process to support your strategy
- 8-10 handpicked startups to be interviewed
- Process and framework for co-operation
- As an end result you'll have 1-3 concrete new ventures in the accelerator

This is what you will give:

- Dedicated contact person to help with the company strategy and startup validation + Industry experts during Bootcamp days (6 days total)
- Visibility and participation in the main events:
 - Lauch @SHIFT (participation optional)
 - Finals @Slush
- When the co-operation starts and the Venture has been created (1st bootcamp onwards) the estimated resource allocation per venture is one person working 30-50%

Investment €50.000

Marine Accelerator common goal:

“In five years we have created significant **business impact** driven by Turku region by supporting an innovation ecosystem of marine companies, big & small”

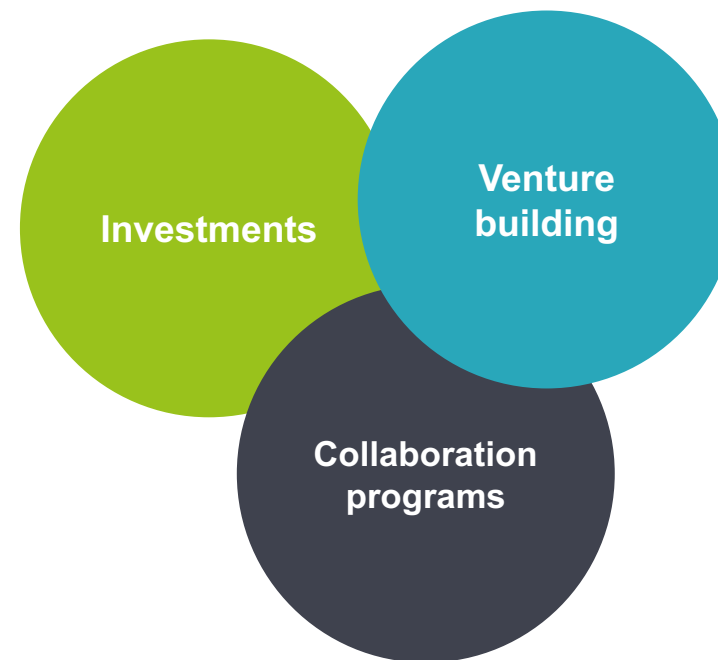
Avanto has the track record and networks to make this happen

Investments in smart city startups

- 11 early stage investments in portfolio with current fair value 2,6x after 2,5 years

International team

- Experienced team of 18 professionals and international network of senior advisors
- Offices in Helsinki, Amsterdam and India
- Startup founders to support startup founders



Accelerating growth

- Strategy, business development and growth marketing
- Network to support international expansion
- Helping in fundraising and financing

Startup dealflow & collaboration programs

- Scouting yearly +10.000 startups for corporates clients
- Organising international accelerator programs
- Strong brand in startup ecosystem

**We would love to work with
you.**