

# ACCELERATION SERVICES

Catalogue 2026

We accelerate the implementation of partnerships  
between corporates and startups or SMEs



Funded by  
the European Union



# Acceleration Services

## Overview

6-month journey to support your growth in 3 stages:



### Roadmap

Define your plan for a successful partnership implementation.



### Proof of Concept

Mitigate technological risks before scaling up innovative solutions.



### Business Case

Define your strategy to build an international business.



### Investment & Scaling

Assess your readiness to scale and attract investment.

## Quality Assurance

Follow-up of your services and milestones

## Marketing & Communication

Promotion of your goals and achievements

# Acceleration Services

## Catalogue

Up to 13 services tailored to your needs:



### Roadmap



#### Proof of Concept

- Open Innovation bootcamps
- Corporate Venturing capabilities
- PoC design & prototyping
- AI-based PoC Roadmap design



#### Business Case

- Business Model Design
- International growth & soft-landing
- IP Management
- Product roadmap



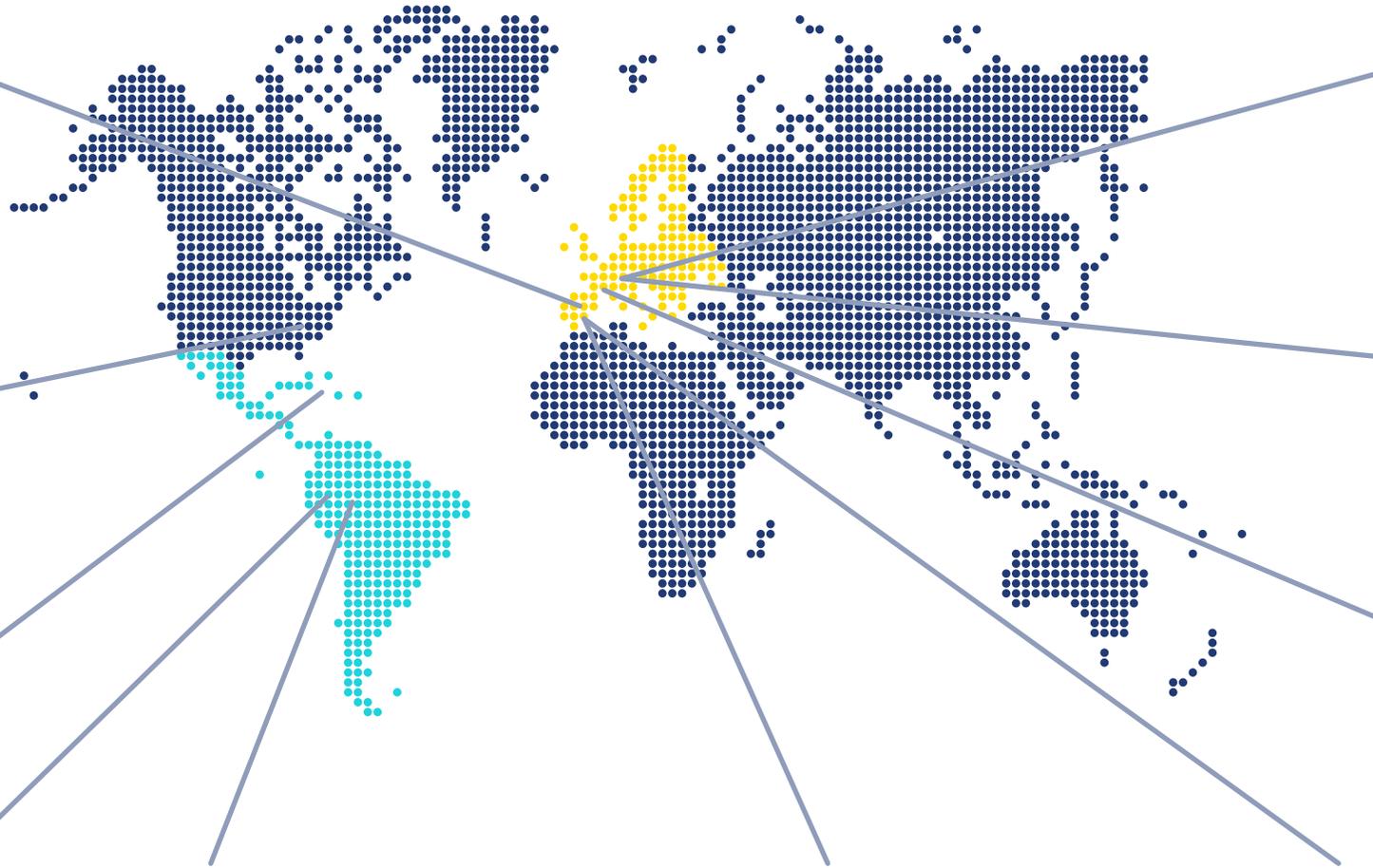
#### Investment & Scaling

- Scaling into corporate structures
- Full process digitalisation
- Investment readiness
- Access to public funding
- Ask the Angel

# Acceleration Services

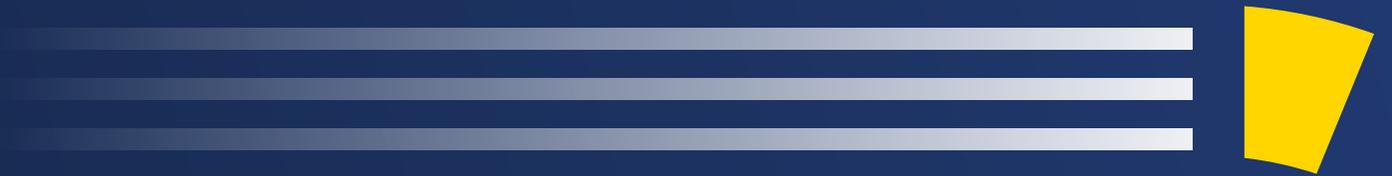
## Team

Experts in Corporate Venturing, Digital Technologies, Business Development and Venture Capital:



Acceleration services

# PROOF OF CONCEPT



# Proof of concept

What is the challenge?

# PoCs

implemented fail to adopt the technology in scale, as risks are not clarified.

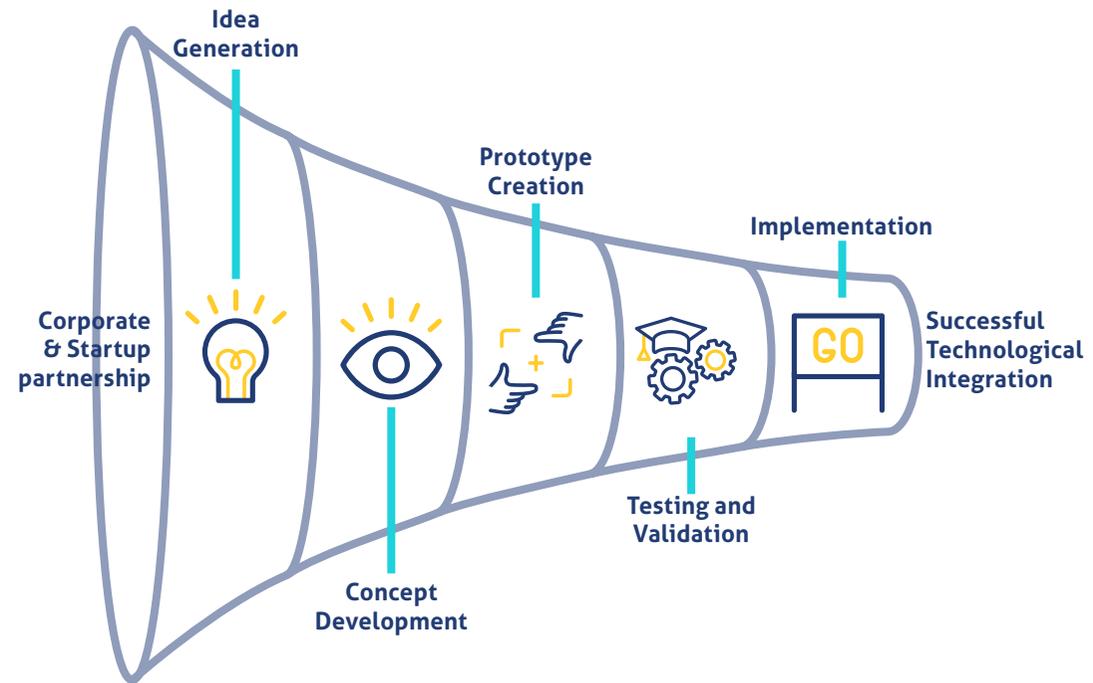


Fig. Procedure to test and validate innovative solutions before scaling up.

# Proof of concept

## Our services

### Open Innovation Bootcamp

### Corporate Venturing capabilities

### PoC Design & Prototyping

### AI-based PoC Roadmap design

#### > Scope

Peer learning, network, exchange of experiences and innovative approaches in Open Innovation for better collaboration between corporates and startups.

Gain insights and conduct a diagnosis on current results to further develop targeted strategies to enhance your Corporate innovation practices with startups.

Define the scope and validation tests required to assess the technological feasibility of the solution and identify the technological risks to be cleared out.

Provide assistance on determining the technical feasibility of the new product / process or service that applies AI (Traditional and generative) according to the business case or application domain, identifying possible gaps (i.e lack of data, quality of data...).

#### > Deliverables

1 day workshop (online or onsite)

Online workshops

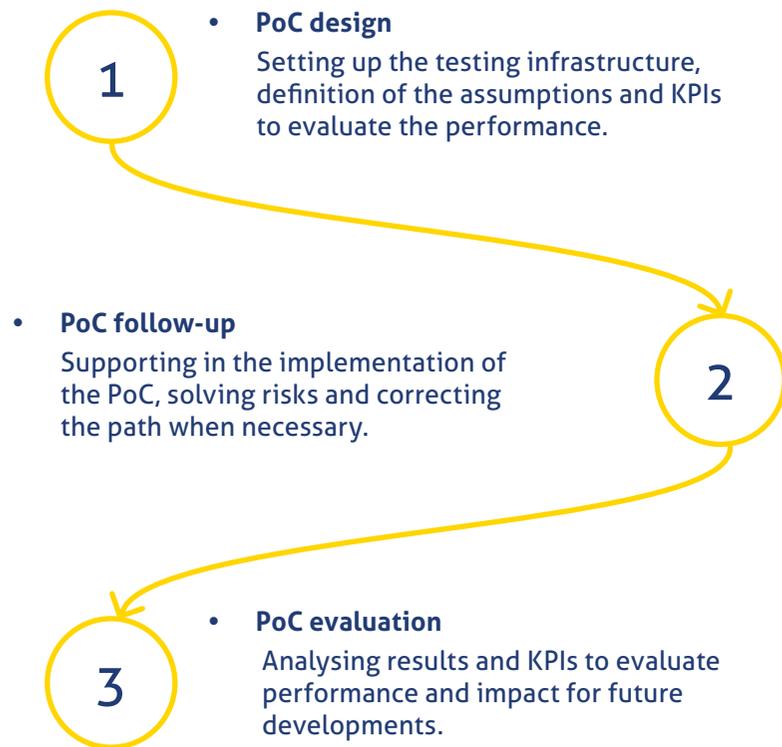
PoC design & evaluation

Technical Feasibility report  
And AI Roadmap design report



# Our expert's view

## Example of our approach



*“A PoC must precisely define the assumptions to be validated and the technological risk to be cleared out. Otherwise, Corporates will have no visibility on what steps to take to implement the solution into their businesses.”*

**Txomin Rodríguez**

Open Innovation Consultant

@OCTANTIS TECNALIA GROUP

# Proof of concept

## Our value proposition

*“Mitigate technological risks before scaling innovative solutions.”*

### Leading implementation team



Leading Business School with HQ in Spain and with presence in Europe, United States and Latin America. Through their Open Innovation and Corporate Venturing Institute, **IESE supports corporations to innovate with startups.**



TECNALIA's team whose mission is to foster growth through the development of technology-based business opportunities and deep-tech entrepreneurship. **OCTANTIS supports companies to renew and diversify their businesses.**



Largest centre of applied research and technological development in Spain and a benchmark in Europe. **TECNALIA works with companies to improve their competitiveness through technology.**



Technological innovation hub started in Spain and Latin America as an initiative of TELEFÓNICA, connecting entrepreneurs, corporates and other partners. **WAYRA supports tech disruptors to scale and accelerate.**

Acceleration services

# BUSINESS CASE

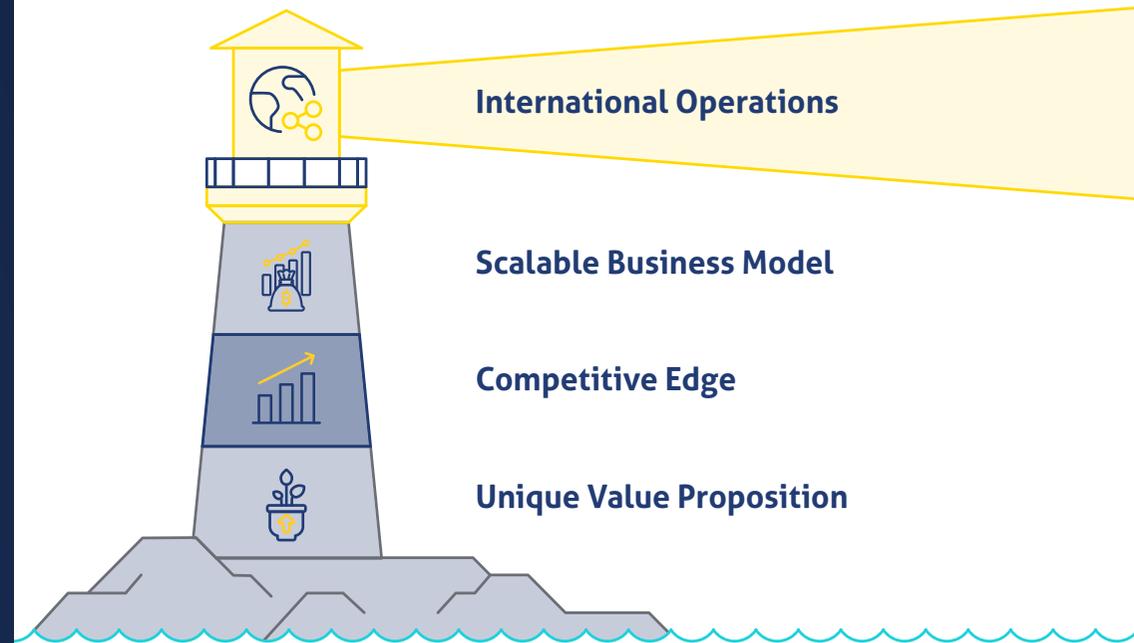


# Business case

What is the challenge?

## Startups

fail to adapt an emergent  
into a mainstream  
solution, developing  
international markets.



*Fig. Requirements to build scalable business models*

# Business case

## Our services



### > Scope

Build and validate the business plan; team building, pricing, sales forecast, marketing, branding, competitive analysis...

Analyze new market opportunities, design your soft-landing strategy on new continents and identify new business opportunities to further deploy your market.

Optimize your IP strategy, identify potential protection measures to be taken and define the right valorization or exploitation strategy in diverse geographies.

Guide the conceptualization and design of new solutions, build a roadmap and identify the digital technologies to be integrated or supply chain requirements.

### > Deliverables

Business plan review  
Mentoring sessions

Market study  
Mentoring sessions

IP assessment

High-level product roadmap



# Our expert's view

## Example of our approach



*"Expert support on internationalisation and approaching new markets is key to scale up partnership between companies from the European Union, Latin America and the Caribbean."*

**Rubén Carrandi**

Senior Project Leader

@EBN

# Business case

## Our value proposition

*“Setting up the right strategy to scale and build an international business.”*

### Leading implementation team



European Business and Innovation Centre Network, whose mission is to build strong innovation ecosystems that support the economic development. **EBN provides access to expert networks to foster entrepreneurship.**



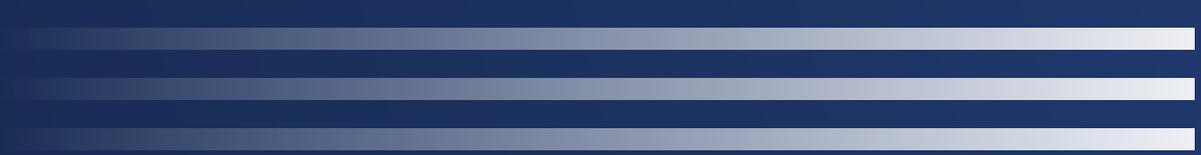
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Technological development and innovation centre dedication to the preparation and execution of applied research projects. **TECNALIA COLOMBIA helps to develop new technologies that meet industry needs.**

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# INVESTMENT & SCALING



# Investment & Scaling

What is the challenge?

## Scale

requires the buy-in from corporates and investors to access the infrastructure and funding for growth

# Investment & Scaling

## Our services

Scaling into corporate structures	Full process digitalisation	Investment Readiness & Matchmaking	Access to public funding	Ask the Angel
<p>&gt; <b>Scope</b></p> <p>Make an assessment and define a plan about how to integrate innovative solutions into a Corporate structure to scale your business and grow.</p>	<p>Analyze how a full process can be digitalized and what technologies (AI, NLP, Cybersecurity...) could be implemented to improve your competitiveness.</p>	<p>Get ready to attract investment, assessing your readiness and defining the investors deck directly with professional investors to get their feedback.</p>	<p>Receive advisory to access EU funded grants or equity funds, by having an overview on potential programmes and opportunities.</p>	<p>Bridge the gap between early-stage startups and experienced investors/advisors.</p>
<p>&gt; <b>Deliverables</b></p> <p>Scaling plan Mentoring sessions</p>	<p>Process workflow 1-2 online workshops</p>	<p>3-4 online workshops 1-2 meetings with investors</p>	<p>Assessment</p>	<p>Sessions with investor</p>
				

# Our expert's view

## Example of our approach



*“Creating an scalability roadmap for a validated PoC is crucial to maximizing impact, optimizing costs, and ensuring sustainable growth.”*

**Fatima Valer**  
Innovation Lead  
@WAYRA HISPAM

# Investment & Scaling

Our value proposition

*“Developing an investment proposal to engage with stakeholders.”*

## Leading implementation team



European Business Angels Network, acting as the pan-European representative for the early-stage investor community and gathering over 100 members in 50 countries. **EBAN drives successful Angel Investing.**



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