FROM IDEA TO START-UP

Targeted support during the first 12 months.

The time frames listed below should be understood as a guide for an idealized start-up process. This process is not intended to be strictly sequential, nor must the order be strictly followed.

Making initial contacts (approx. 1 month)

Who supports you during the spin-off process?

- **Your Tandem:** Receive support from a team of business and legal experts.
- **Your Promoter:** Take advantage of the local support available at the institute
- **Founder Team:** Build your team with skilled co-founders.
- **Investment Hub:** Network with investors and partners in the ecosystem.

Goal: Meet the right people early on!

Mastering compliance (approx. 1–3 months)

What compliance considerations are there?

- **Familiarize yourself with the rules:** Review organizational instructions and guidelines.
- **Conduct a compliance check:** Have an open discussion with your tandem.
- **Obtain compliance approvals:** If necessary, your tandem will involve the appropriate committees.
- **Allow enough time:** Make sure to set aside enough time for internal coordination!

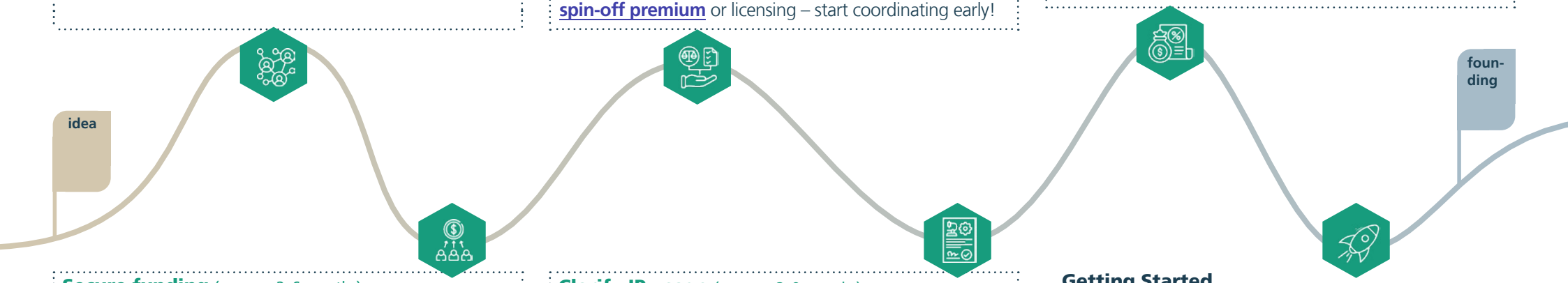
Please note: Without compliance, there will be no spin-off premium or licensing – start coordinating early!

Review Fraunhofer investment (approx. 3–6 months)

Can Fraunhofer fund your start-up?

- **Your Tandem:** Learn about the benefits of a Fraunhofer investment.
- **FFM:** Receive up to €100,000 in seed funding for your spin-off.
- **Co-investment:** Take advantage of additional Fraunhofer investment during funding rounds.
- **Committees/Board of Directors:** Allow sufficient lead time for the committees to review the matter.

Goal: Find the best setup for your start-up!



Secure funding (approx. 2–6 months)

How are you financing your pre-start-up phase?

- **Your Tandem:** Get advice on grants and funding opportunities.
- **AHEAD:** Get content-related support and up to €150,000 for your preparation.
- **COLAB:** Take advantage of support for collaboration between start-ups and Fraunhofer.
- **EXIST** & Grants: Take advantage of grants from state, federal, and EU sources for your start-up.

Goal: Secure the right funding to get ready!

Clarify IP usage (approx. 3–9 months)

How do you gain access to the required IP?

- **Contact your institute:** Check with your institute to find out which IP you need.
- **Fill out the IP checklist:** Lay the groundwork for the licensing process.
- **Prepare the license agreement:** Negotiate with your institute and the licensing department.
- **Your Tandem:** Feel free to involve your tandem partner if needed.

Goal: Clarify and prepare access to necessary IP!

Getting Started

(3–12 months total)

Are you ready to start a business?

- ☐ Business model, business and financial plan
- ☐ Founder Team and Shareholder Structure
- ☐ Network: Mentors, Customers, and Investors
- ☐ Compliance, Secondary Employment, and Approvals
- ☐ IP Rights & Institute Collaboration
- ☐ Contracts (Articles of Incorporation, Licenses, etc.)
- ☐ Start-up Capital or Financing
- ☐ Board Resolutions (as required)