

VentureLab Twente

Full support for ambitious entrepreneurs & business developers

VentureLab Twente is a 'one stop shopping' programme for high-growth business development. It offers facilities and services to ambitious entrepreneurs and business developers from all over the globe.

You get training, coaching and expert support, on strategy, technology, finance, marketing & sales, organization, and personal & team skills.

Access to national and international networks from the business, scientific and financial world. Support in using high-tech as a source for growth. Office, lab facilities and more.

All packed in a one year programme that you can start three times a year.



Now is
the time...

to realize your ambitions

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Participants

VentureLab targets people with a variety of talents from the Netherlands and abroad. Entrepreneurs and business developers, who have ideas, guts and perseverance, and who make things happen!

Your background can vary in almost any aspect: profession, education, or age. You may have many years of entrepreneurial experience or none at all. You may have a company in need of innovation, have just started your company, have a clear idea for new business or do not even have an idea yet.

You are ambitious, yet realize that successes are never the work of one person. Having a multi-disciplinary team is a must. You are aware that you need to know your strengths and weaknesses, your passions and pitfalls. When it comes to building a business with high-growth potential, you are conscious of the challenges of technology as a driver for success.

VentureLab Twente started in May 2009. The first year VentureLab had sixty participants. Here is what some participants have to say about the impact of VentureLab.

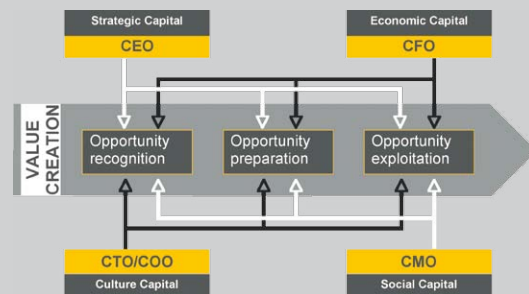
Rob Wermenbol (1953): VentureLab Twente helped to get stakeholders at the table, for my company Amitek Model Factory. Now it is embedded in a knowledge center for rapid manufacturing equipment. Amitek's growth perspectives have significantly improved since.

Dr. Maria Lijding (1970): VentureLab is a very good initiative to help accelerate the growth of young technology companies. It has helped me in the move from researcher to entrepreneur.

Sangramsinh Rane, B Eng (1987): For me and my family's business in India, VentureLab Twente is the best startingpoint for new business development in Europe. The training sessions really add up to my international experience.

The concept

The VentureLab concept, grounded on long-term practical as well as research experience in business development support, is visualized in the value creation model. This model describes the critical factors required to do business successfully. It was developed by NIKOS, the University of Twente's expertise centre for entrepreneurship.



The key to launching a company on the market as effectively as possible is not only the idea, but also all competences that form the basis of a successful business operation. There are a great many steps between the idea stage (opportunity recognition) and actual business (opportunity preparation); steps that are impossible for one person to foresee, plan and take.

The matching support programme improves entrepreneurial skills and the generation of both a balanced, professional team and a viable business formula. Personal, team and business development go hand in hand.

The challenges of technology

When applying technology, whether a new technology or a new application, you are faced with its inherent uncertainty. Many questions will arise:

- Will this technology be the best for my idea?
- Will it become the standard technology for this business?
- Will the market be as substantial as forecasted?
- How to protect my business from competition?
- What is a good business model for my new offering?
- Who can help me find a launching customer?
- How do I finance the next stage?

It is usually a long and hard way to reach your goals. VentureLab helps you to find the answers to these and other questions.



The offer

VentureLab offers a one year, tailor-made, full service programme. It comprises office space, weekly training, personal coaching, easy access to experts, labs, technologies, and a variety of business and topical networks with access towards potential clients, experts and finance. You and your coach prepare a roadmap for the best use of the VentureLab programme, to match your qualities with your business' needs. A personal assessment is the basis for your roadmap.

You can work under one roof with like-minded participants and dedicated VentureLab staff. VentureLab has a residential as well as a visiting staff of some fifteen people, who have their offices amidst the training rooms, meeting rooms, and business space for VentureLab participants. This setting facilitates learning from each other and easy access to all kinds of support.

Our home is the entrepreneurial environment of Kennispark Twente – recognized as one of the four leading knowledge campuses in the Netherlands. VentureLab is located in "The Corridor", which is the hotspot of new technology-based company initiatives in Twente.



Getting acquainted

VentureLab frequently organizes free events at which you can get to know us.

Information meetings are organized at least once a month in the evening. During these meetings a team member briefly introduces the VentureLab programme usually followed by an intensive question and answer interaction.

VLT VentureClasses are organized once a month. This is comprised of a network dinner plus a one hour presentation by renowned, often international experts. It offers an excellent opportunity for networking in an entrepreneurial community; the audience being 30-50 (potential) entrepreneurs, business angels and other interested people.

Open training sessions are organized three times a year. Two days of training provide a flavour of the programme's content, trainers and experts, and the community. One day, usually Thursday, is for the guests exclusively; the second day, usually Friday, you spend together with the VentureLab participants. It is possible to attend either one or both days.

For more information and application please visit www.venturelabtwente.com/agenda.

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NBIA Soft Landings International Incubator designation

In 2009, the National Business Incubation Association (www.nbia.org) awarded the NBIA Soft Landings International Incubator designation to VentureLab Twente, making it the first in the Netherlands.

Through its Soft Landings program, NBIA recognizes incubator programmes that are especially capable of helping nondomestic companies enter the incubator's domestic market, with for example visa, residence permits, and other legal or cultural issues.

Application and intake

The programme starts three times a year (Jan/Feb, April/May, and Sept/Oct). To apply for the programme, you fill out the application form on our website and submit it, with your resume and a motivation letter. After we have reviewed your application, we invite you for an intake meeting, to discuss your 'match' with VentureLab. In essence a decision to participate is based to a large extent on self selection. After we have received your positive decision, we send you the participation contract and an invoice.

The programme is strongly sponsored by the European Fund for Regional Development, the province of Overijssel and the Twente region. Participants meeting the requirements can receive a reduction of up to 90% on the full fee of 30.000 euros. For more information about requirements, fee, exact dates and application as participant, please visit our website www.venturelabtwente.com

Contact VentureLab Twente

Visit our website for more information, news, our events calendar, a contact form, and the application forms for events and the VentureLab program.

W: www.venturelabtwente.com
E: info@venturelabtwente.com

Visiting address

The Corridor
Hengelosestraat 525-527
7521 AG ENSCHEDE
The Netherlands

Correspondence address

NIKOS / University of Twente
PO Box 217
7500 AE ENSCHEDE
The Netherlands

Should you require any other information or prefer personal contact, please contact these VentureLab staff members.

Dr. R. (Rob) van Lambalgen

Programme Director
T +31 (0) 53 - 4836 883 / 4896 153
M +31 (0) 613025103
E r.vanlambalgen@utwente.nl

Ir. J.J. (Jaap) van Tilburg

Programme Manager
T +31 (0) 53 - 4836 888 / 4896 989
M +31 (0) 622246069
E j.j.vantilburg@utwente.nl



An entrepreneurial eco-system

Fast growing companies are important for a vital economy. These companies are innovative and often introduce new processes, products, or services. They create employment and attract other business. They enforce higher levels of learning among their networks. In short they have a big impact in a region. This is why VentureLab was designed as a programme to particularly address business growth issues. NIKOS, the University of Twente's expertise centre for entrepreneurship, carries out longitudinal scientific research. In Venturelab the entrepreneurial processes are monitored to provide feedback on business development as well as the entrepreneurial support.

VentureLab Twente combines the business development support experience and networks of the University of Twente / NIKOS and Saxion University for professional education / SKIO.

The innovationplatform Twente initiated VentureLab. The province of Overijssel, the Twente region and the European Union endorse and financially enable Venturelab Twente.

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