

***OPEN APPLICATIONS for* FOUNDERS ABC DEEP TECH START-UP SUPPORT PROGRAM (EIT HEI ABCD project)**

University of Montenegro is one of the partners of the international FOUNDERS ABC DEEP TECH START-UP SUPPORT PROGRAM (EIT HEI ABCD project)!

EIT HEI The Alliance of Boundary Crossing for Deep Tech project - ABCD project, is an international initiative that aspires to become a driver of change in the creation of more talent in the field of deep technology and to become the main hub for entrepreneurship in the Western Balkans. It is supported by higher education institutions of the Western Balkans, in cooperation with the European Institute for Innovation and Technology.

Members of the ABCD consortium are renowned universities and well-known innovation centers from the Western Balkans and beyond:

- Budapest Metropolitan University
- Metropolitan University Serbia
- University of Sarajevo
- Polytechnic University of Tirana
- University of Montenegro
- BothOfUs
- Innovation Centre Kosovo
- Verlab Institute
- University American College Skopje
- Business accelerator UKIM
- EPICENTAR – Center for education, entrepreneurship and innovation
- DisruptiveHub

By 2030, the project aims to strengthen project management, promote capacity building, provide incubation services, establish strong links with the local innovation ecosystem and effectively disseminate results.

The FOUNDERS ABC DEEP TECH START-UP PROGRAM is implemented through the cooperation of universities, the business community and the startup ecosystem, with the aim of improving knowledge, encouraging an entrepreneurial mentality and connecting all participants.

The program will be conducted over a period of 10 weeks, covering 20 topics within 8 modules, which will be presented by lecturers – professors, industry experts, experienced entrepreneurs and other ecosystem participants. During the program, startups will also have the opportunity to

learn more about available funds for deep tech at the European level and work 1:1 with mentors. The program closes by showing the progress of startups and their business potential.

PROGRAM - 10 weeks, covering 20 topics within 8 modules:

- **Module 1** (Week 1) - **Deeptech start-up journey: what to expect, who to collaborate with and when for access to funding** – Funding the journey starting from idea to commercialization and Public EU funding opportunities for Deep Tech
- **Module 2** (Week 2) - **Problem-Solution Fit** – Topic Novel solution and Unique Value proposition
- **Module 3** (Week 3) – **Market** – Topic Target market, size and trends
- **Module 4** (Week 4) - **Go-to-market** – Topic Product development, Time to market and KPIs, Pricing and sales and Presenting EU funding for deep tech #2
- **Module 4** (Week 5) - **Go-to-Market** - Marketing and Distribution, Intellectual property Rights and Presenting EU funding for deep tech #3
- **Module 5** (Week 6) - **Impact and sustainability** - Value-based innovations, creation and measurement of impact
- **Module 6** (Week 7) – **Financials** - Funding roadmap development – Topic Financial planning (Costs and Revenues), Funding roadmap development and Presenting EU funding for deep tech #5
- **Module 7** (Week 8) – **Pitch** – Topic Pitch structure, Presenting EIT Deep Tech Talent Initiative (EIT Raw materials)
- **Module 8** (Week 9) – **Relationships** – Partners, Team management (creation, development, communication, conflicts, etc.)
- **Week 10 - Demo day**

Applications last until September 13, 2023. The program itself is implemented in the period from September 25 to November 30, 2023.

Learn more about the **PROGRAM** itself and [APPLY here!](#)

Find more about ABCD project [here!](#)

LinkedIn: <https://www.linkedin.com/company/abcd-project-deeptech/>

FB: <https://www.facebook.com/profile.php?id=100095180671759>

Instagram: https://www.instagram.com/abcd_project_deeptech/

OTVORENE PRIJAVE za ABC DEEP TECH START-UP PROGRAM (EIT HEI ABCD projekat)

Univerzitet Crne Gore je jedan od partnera međunarodnog ABC DEEP TECH START-UP PROGRAMA (EIT HEI ABCD projekat)!

EIT HEI projekat „Alliance of Boundari Crossing for Deep Tech – ABCD projekat“, je međunarodna inicijativa koja teži da postane pokretač promjena u kreiranju talenata u oblasti duboke tehnologije i da postane glavno čvorište za preduzetništvo na Zapadnom Balkanu. Projekat podržavaju visokoškolske ustanove/univerziteta sa Zapadnog Balkana, u saradnji sa Evropskim institutom za inovacije i tehnologiju.

Članovi ABCD konzorcijuma su renomirani univerziteti i poznati inovacioni centri sa Zapadnog Balkana i šire:

- Budimpeštanski Metropolitani Univerzitet
- Metropolitani Univerzitet Srbije
- Univerzitet u Sarajevu
- Politehnički Univerzitet u Tirani
- Univerzitet Crne Gore
- Oboje
- Inovacioni centar Kosovo
- Institut Verlab
- Univerzitet American College Skoplje
- Poslovni akcelerator UKIM
- EPICENTAR – Centar za obrazovanje, preduzetništvo i inovacije
- DisruptiveHub

Do 2030. godine, projekat ima za cilj jačanje upravljanja projektom, promovisanje izgradnje kapaciteta, pružanje servisa inkubatora ideja, uspostavljanje jakih partnerstava sa lokalnim inovacionim ekosistemom i promotivne aktivnosti rezultata projekta.

FOUNDERS ABC DEEP TECH START-UP PROGRAM se realizuje kroz saradnju univerziteta, poslovne/biznis zajednice i startup ekosistema, sa ciljem unapređenja znanja, podsticanja preduzetničkog mentaliteta i uvezivanje svih relevantnih učesnika.

Program podrške startupovima će trajati 10 nedjelja, i obuhvatiće 20 tema u okviru 8 modula, koje će prezentovati predavači – profesori, stručnjaci iz industrije, iskusni preduzetnici i drugi učesnici inovacionog ekosistema. Tokom programa, startupovi će takođe imati priliku da saznaju više o raspoloživim fondovima za deep tech na evropskom nivou i rade 1:1 sa mentorima.

Program se završava predstavljanjem napretka i poslovnog potencijala startup-a.

PROGRAM - 10 nedjelja, 20 tema u okviru 8 modula:

- **Modul 1** (1. nedjelja) – **Deeptech start-up putovanje**: šta očekivati, sa kim sarađivati i kada pristupiti finansiranju – Finansiranje putovanja počevši od ideje do komercijalizacije i mogućnosti javnog finansiranja iz EU za Deep Tech
- **Modul 2** (nedjelja 2) – **Uklapanje problema-rješenja** – Novo rješenje i predlog jedinstvene vrijednosti
- **Modul 3** (3. nedjelja) – **Tržište** – Tema Ciljano tržište, veličina i trendovi
- **Modul 4** (4. nedjelja) – **Izlazak na tržište** – Tema Razvoj proizvoda, Vreme do tržišta i KPI
- Cene i prodaja i Predstavljanje sredstava EU za duboku tehnologiju #2
- **Modul 4** (5. nedjelja) – **Izlazak na tržište** – Marketing i distribucija, prava intelektualne svojine i predstavljanje sredstava EU za duboke tehnologije #3
- **Modul 5** (6. nedjelja) – Uticaj i održivost – Inovacije zasnovane na vrijednosti, stvaranje i mjerenje uticaja
- **Modul 6** (7. nedjelja) – **Finansije** – razvoj mape puta za finansiranje – Tema Finansijsko planiranje (troškovi i prihodi), razvoj mape finansiranja i predstavljanje sredstava EU za duboku tehnologiju #5
- **Modul 7** (8. nedjelja) – **Predstavljanje/Pitch** – Struktura prezentacije teme, predstavljanje EIT inicijative za duboke tehnološke talente (EIT sirovine)
- **Modul 8** (9. nedjelja) – **Partnerstva** – Partneri, upravljanje timom (kreiranje, razvoj, komunikacija, sukobi, itd.)
- **Nedjelja 10 – Demo dan**

Prijave traju do 13. septembra 2023. Sam program se realizuje u periodu od 25. septembra do 30. novembra 2023. godine.

Saznajte više o samom **PROGRAMU** i [PRIJAVITE SE OVDE!](#)

Više o projektu ABCD pronađite [ovde!](#)

LinkedIn: <https://www.linkedin.com/company/abcd-project-deeptech/>

FB: <https://www.facebook.com/profile.php?id=100095180671759>

Insngam: https://www.instagram.com/abcd_project_deeptech/