

nano
FORCE



The Magic Training Course on:

"How to transform your Scientific Knowledge
into a Private Enterprise!"



26-28 June 2013
Pyramida Hotel, Prague

This project is implemented through the CENTRAL EUROPE Programme co-financed by the ERDF



EUROPEAN UNION
EUROPEAN REGIONAL
DEVELOPMENT FUND

The NANOFORCE Project

The NANOFORCE Project is financed by the CENTRAL EUROPE Programme with the main objective to develop Nanotechnologies through a better integration of science, industry, management, finance and public authorities in 8 Central Europe's Areas: Austria, Bavaria, Czech Republic, Lombardy Region, Poland, Slovak Republic, Slovenia, Veneto Region.

Through several IT tools, Business Planning Methodologies, Reports, Workshops, Training Courses, Webinars, NANOFORCE Project is creating a

Community of more than 1,000 Scientists and Entrepreneurs active in a market of more than 150,0 Mln inhabitants.

For more information visit our website: (www.nanoforceproject.eu)



The 27 Selected Participants

This two and a half days Magic Training Course provide a comprehensive overview on how become an Entrepreneur in the high tech business! Graduates with Bachelor Degree up to PhDs in scientific disciplines; young Researchers willing to apply their competences to the markets needs; emerging Professionals interested to transform their services into private companies will be selected and invited to this **free of charge** Magic Training Course. The Participants will be able to identify their potentialities to transform their knowledge into wealth for themselves and for the 8 Areas of Central Europe in which they live.



Why the Magic Training Course in Prague?



"The ancient splendor and beauty of Prague, a city beyond compare, left an impression on my imagination that will never fade" (Richard Wagner)

Prague is the capital and largest city of the Czech Republic. It is the fourteenth-largest city in the European Union.

Situated in the north-west of the country on the Vltava river, the city is home to about 1.3 million people, while its larger urban zone is estimated to have a population of nearly 2 million. The city has a temperate oceanic climate, with warm summers and chilly winters.

Prague is home to a number of famous cultural attractions, many of which survived the violence and destruction of 20th century Europe. Main attractions include the Prague Castle, the Charles Bridge, Old Town Square, the Jewish Quarter, the Lennon Wall, and Petřín hill.

As you can see the Czech Republic is the birthplace of many talented Entrepreneurs. **Maybe you will be the next!**

Emily Ritter von Skoda (1839-1900) was a Bohemian Engineer. He bought a Czech factory in Plzen and he began to expand it, until the 1899 when he incorporated his holdings as the Skoda Works. Today, his factory is called "Skoda Transportation a.s." and it is one of the largest industrial conglomerate focused on transport vehicle manufacturing.

Tomas Bat'a (1876-1932) was a Czech entrepreneur. He established his organization in Zlin on 1929 with a little sum of money inherited from his mother. The firm was named "T. & A. Bata Shoe Company" and thanks to the family log history of shoes making it became immediately popular.



Since then, Bata has become a global footwear and fashion accessory manufacturer and retailer.

Jan Mackáček, born in Prague in 1972, started playing rugby with his dad when he was just a child. Then, he studied IT at the Charles University in Prague. He became one of the 2 most famous Czech Rugby players and the C.E.O and the owner of Infonia, a well-known web design company.

Petz Kellner (1964) is Czech businessman graduated from the University of Economics, Prague Faculty of Industrial Economics, in 1986. In 1991 he founded with 2 other Partners the investment fund PPF: it was very successful and purchased stock of more than 200 corporations with value over 5 billion CZK. According to Forbe's latest annual list of billionaires, he is the wealthiest man in Czech Republic.

The Structure of the Magic Training Course

The Agenda of the Magic Training Course on “How to transform your Scientific Knowledge into a Private Enterprise!” is very intensive and structured in 5 Sessions with deep involvement of the 27 Selected Participants. 3 Professionals with international competences and managerial experiences will train you and follow your steps to be determine to realize your dreams!



1st Day – Openings

12:30 Registration of the Participants

13:00 Welcome Light Lunch (not alcoholic)

13:45 **Paolo Manes, SC Sviluppo chimica:**
"Why the Training Course"

14:15 **All the 27 Participants:**
"Expectations and Potentialities"

1st Day - 1st Session: The Beginning of your adventure!

15:00:
"Looking deeply in your motivations and planning your targets"

16:00 **All the 27 Participants:**
"Q&A"

17:30:
"Conclusions of the 1st Session"

20:00 1st Dinner

....., Special Guest
"....."

2nd Day – 2nd Session – Do you really have something in your hands?

09:00:
"How to exploit your technologies"

10:00:
"How to do a focused technological check"

11:00 **All the 27 Participants**
"Q&A and Simulations"

11:30 Coffee Break

11:50:
"How to obtain a first contract from your Clients"

12:45 **All the 27 Participants**
"Q&A and Simulations"

13:15 Light Lunch (not alcoholic) & B2B Meetings

2nd Day – 3rd Session – How to define your markets and capture your Clients

14:00:
"Some calculations you need to do"

15:00 **All the 27 Participants**
"Q&A and Simulations"

16:00:
"Review of lessons learned"

17:00 **Paolo Manes:**
"Conclusions of the 2nd Day"

20:00 2nd Dinner

....., Special Guest
"....."

3rd Day – 4th Session – The Paradigma: People, people, people!

09:00: "How to structure and to manage your Company"
10:00: "Select the Consultants, assign an R&D Contract linked to the deliveries you want to have"
11:00	All the 27 Participants "Q&A and Simulations"
11:30	Coffee Break

3rd Day – 5th Session – The formal aspects of a Start-up

11:50	Paolo Manes , SC Sviluppo chimica: "The 3 key documents: the "Article s of Association, the "Shareholders Agreement", the "Incorporation Act""
12:50	All the 27 Participants "Q&A "
13:10	Paolo Manes: "Conclusions of the Magic Training Course"

13:30 Light Lunch (not alcoholic) & B2B Meetings

The Venues

- The Magic Training Course on “How to transform your Scientific Knowledge in to a Private Enterprise!” will be hold at:

Pyramida Hotel, Bělohorská 24, Prague

where the 27 participants will be hosted

- The 2 Dinners will be hold at:

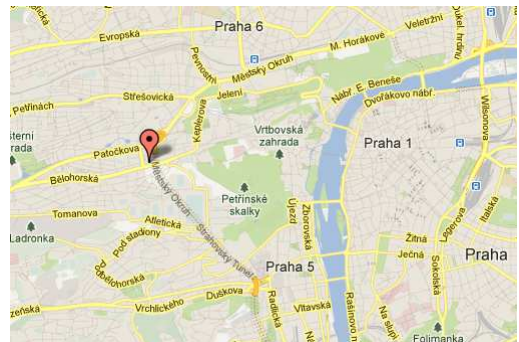
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How to be selected

The Magic Training Course on “How to transform your Scientific Knowledge in to a Private Enterprise!” is reserved to 27 participants (3 for each of the 8 Areas of the Project: Austria, Bavaria, Czech Republic, Lombardy, Poland, Slovak Republic, Slovenia, Veneto). If you are interested follow this procedure:

- Contact your Reference Partner, going to www.nanoforceproject.eu;
- Register yourself and select the page "Discover your Talent!";
- then send your CV to your Reference Partner and to the Lead Partner.
- Afterwards you will be contacted by NANOFORCE Partners ...
-and if you are selected, you will receive all the information necessary to participate to the Magic Training Course.

N.B.: The Magic Training Course is totally free of charge. Ask for more information to your Representative Partner.

The 3 Teachers



- **Gunter Festel** founded the advisory and investment firm FESTEL CAPITAL (www.festel.com), which specializes in the commercialisation of technologies. He also co-founded Founding Angel (www.foundingangels.com), investing in various biotechnology startups in Germany and Switzerland. He holds a PhD in Chemistry, MA in economics and BA in Business Studies. He also holds a PhD in Management and Economics and a Master of Advanced studies in Corporate Finance. He lectures, and heads a scientific working group focused on startups/spinoffs at Swiss Federal Institute of Technology (ETH) Zurich.



- **Paolo Manes:** Paolo Manes, (40) is the Project Development Manager at SC Sviluppo Chimica S.p.A., based in Milan – I. He is graduate in economics with long experience of Business Planning and of due diligences for Venture Capital and Development Funds. Paolo is married with a Swedish Manager and has 3 sons. He plays soccer very well.



- **Antonio Sfiligoj** is board member at BIC-Incubatori Friuli Venezia Giulia, Senior Adviser - corporate finance, with Advicorp PLC, Investment Manager with Ingenium Slovenia Zernike-Metaventures and co-founder of IAG (Italian Angels for Growth). He was Programme Manager of the Innovation and Technology Management group at BATTELLE Geneva and researcher at ZELTRON (R&D division of Electrolux/Zanussi). He has contributed to the establishment of the Innovation System in Slovenia which includes technology parks, incubators and national agencies.

The Role of Central Europe

CENTRAL EUROPE is a European Union Programme that encourages cooperation among nine central European countries: Austria, Czech Republic, Germany, Hungary, Italy, Poland, Slovakia, Slovenia and Ukraine. It aims to improve innovation, accessibility and the environment and to enhance the competitiveness and attractiveness of their cities and regions (www.central2013.eu).

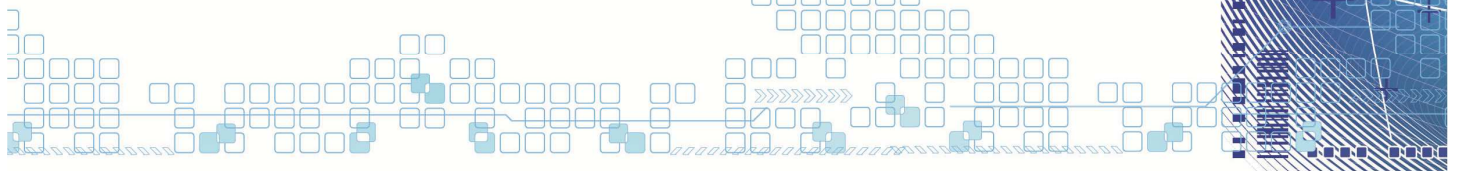
The Programme is financed by the European Regional Development Fund (ERDF) and runs from 2007 to 2013.



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