



# Overview of the opportunities for the AAL community in Switzerland

## AAL2BUSINESS



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# Contents

- ▶ Introduction
- ▶ National Programmes
- ▶ Regional Programmes
- ▶ University Programmes
- ▶ Foundations with active and healthy ageing in their mission
- ▶ Business support networks
- ▶ Incubators
- ▶ Accelerators
- ▶ Private early investor networks
- ▶ Other relevant sources of funding or business support

# Opportunities for the AAL community in Switzerland



## 1. *Introduction*

# Introduction

This report provides the AAL Community with practical information about the opportunities offered by Switzerland and related regional programmes and networks.

The aim of this information is to support AAL partners in their path to market by informing about services complementary to those the AAL Programme provides (see <http://www.aal2business.com/>) and help AAL partners getting in touch with important actors in their countries.

AAL partners can also apply tailored support from AAL CMU on how to leverage opportunities offered at national and regional level.

This report is created by AAL2Business support action and funded by AAL Programme. For Switzerland, the [Swiss ICT Investor Club \(SICTIC\)](#) has collected the support organisations.

# Opportunities for the AAL community in Switzerland



## *2. National Programmes*

# National Programmes

## Programme 1:

Innosuisse is the Swiss Innovation Promotion Agency. It is a Federal Entity under public law. Innosuisse's role is to promote science-based innovation in the interests of industry and society in Switzerland. Nowadays, the key to economic success is a combination of expertise, experience, research and development.

## Innosuisse

[www.innosuisse.ch](http://www.innosuisse.ch)

Innosuisse especially promotes the partnership between academia, primarily ETH, EPFL, Swiss universities and universities of applied sciences and Switzerland based industry partners with innovative applied research projects, networking, training and coaching, laying the groundwork for successful Swiss start-ups, products and services. It provides considerable benefits for a prosperous and sustainable economy. Innosuisse provides support in accordance with the subsidiarity principle: it only supports projects if the innovation could not be implemented and the market potential would not be tapped into without funding. In the four years 2017 - 2020 the total financial support accumulates to about CHF 1.1 billion. The money is spent for paying the academic research partner or the coaches but never directly given to companies. However, the research results can be commercialized by the industry partner.

### **Innosuisse**

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# National Programmes

## Programme 2:

### **swissnex network**

[www.swissnex.org](http://www.swissnex.org)

swissnex is the Swiss global network connecting the dots in education, research, and innovation. Their mission is to support the outreach and active engagement of their partners in the international exchange of knowledge, ideas and talent.

The five swissnex locations and their outposts are established in the world's most innovative hubs. Together with around twenty Science and Technology Offices (STO) and Counselors (STC) based in Swiss Embassies, they contribute to strengthening Switzerland's profile as a world-leading innovation hotspot.

The core value of the swissnex network consists of

- connecting its partners to thriving innovation ecosystems worldwide,
- advising on trends and opportunities in science, education and technology,
- promoting the visibility of Swiss higher education and research institutions, start-ups and other innovation-driven partner organizations.
- inspiring new ideas by promoting knowledge exchange

# National Programmes

## Programme 2:

The swissnex Network is an initiative of the State Secretariat for Education, Research and Innovation and is part of the Confederation's network abroad managed by the Federal Department of Foreign Affairs. The activities of the swissnex Network are based on a collaborative approach, relying on public and private partnerships and funding.

**swissnex  
network**

[www.swissnex.org](http://www.swissnex.org)

**Headquarters**

**Bern, Switzerland**

**Federal Department of Economic Affairs, Education and Research EAER**

State Secretariat for Education, Research and Innovation SERI

International Relations

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# National Programmes

## Programme 3:

### Switzerland Global Enterprise

[www.s-ge.com/en](http://www.s-ge.com/en)

Switzerland Global Enterprise (S-GE) guides its clients on the path to new markets. On behalf of the Swiss Confederation (State Secretariat for Economic Affairs SECO) and the Swiss cantons, S-GE promotes exports and investments by helping its clients to realize new potential for their international businesses and thus to strengthen Switzerland as an economic hub.

As the driver of a global network of experts and as a trusted and strong partner to clients, cantons and the Swiss government, S-GE is the first point of contact in Switzerland for all questions relating to internationalization. S-GE is represented abroad by Swiss Business Hubs. These local teams are based at a Swiss Embassy or Swiss Consulate-General. The Swiss Business Hubs support Swiss companies expanding their activities in their respective countries and inform foreign companies about the advantages of Switzerland as a business location. All hubs have a first-rate network of contacts abroad on account of their official status.

#### **Switzerland Global Enterprise**

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# National Programmes

## Programme 4:

### Swiss BuildTec Alliance (SBTA)

<https://swissbuildtec.ch/>

Swiss BuildTec Alliance (SBTA) was established in 2015 and is an educational programme by Lucerne University of Applied Sciences and Arts (HSLU), University of Applied Sciences and Arts Northwestern Switzerland (FHNW) and CGZ Consulting Group Zurich, Inc. for suppliers and other stakeholders for buildings as well as for building user groups and service companies.

The task force **Ambient Assisted Living (AAL)** is part of the programme with the goal to foster the experience exchange among the stakeholders and to conduct pilot projects with member companies of the SBTA. Other companies are welcome to participate and contribute to the AAL pilot and to learn from the SBTA member companies.

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# Opportunities for the AAL community in Switzerland



## *2. Regional Programmes*

# Regional Programmes

## Programme 1:

### **AGE-Lab for AAL technologies**

<https://www.age-netzwerk.ch/en/assisted-living/living-lab-65/age-lab-eroeffnung.html>

The University of Applied Sciences with its competence center AAL has opened the "AGE-Lab" in the Innovation Center in St. Gallen. For manufacturers of AAL technologies the AGE-Lab and Living Labs provide an opportunity to test their solutions in a realistic environment with elderly people before they enter the market.

Furthermore the AGE-NT program, which AGE-Lab is a part of, offers funding for AAL projects.

To apply for their service you need to send them at least:

- Description of project to be carried out

#### **Kompetenzzentrum AAL - Innovationen im Alter**

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# Regional Programmes

## Programme 2:

### **BG OST / CF SUD**

[www.bgost.ch](http://www.bgost.ch)

The BG OST-SÜD Guarantee Cooperative for SMEs promotes viable small and medium-sized enterprises by granting guarantees with the aim of facilitating the obtention of bank loans. In doing so, it complies with the requirements of the relevant federal and cantonal regulations. The BG OST-SÜD can also do business at its own risk, which in the broadest sense serves to promote viable SMEs, such as the provision of deposits and guarantees. The BG OST-SÜD is a non-profit organization managed according to business principles. It pursues unselfish tasks in the sense of its purpose and does not aim to generate profit.

To apply for their service you need to send them at least:

- Detailed list of financial requirements and planned financing
- Financial statements for the last three financial years
- Target figures/budget over the next three years
- Business plan
- CV (CV) of the managing director

#### **BG OST / CF SUD**

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# Regional Programmes

## Programme 3:

### Centro Promozione Startup and Incubator

[www.cpstartup.ch](http://www.cpstartup.ch)

The Start-up Promotion Centre is a service promoted by the Foundation for the Lugano Faculties of USI and set up in collaboration with the Università della Svizzera Italiana (USI) and with the Scuola Universitaria Professionale della Svizzera Italiana (SUPSI), in order to assist Swiss and foreign graduates who plan to start a company in Canton Ticino.

In order to do this, the Start-up Promotion Centre:

- Serves as a focus for what already exists in Ticino to promote innovative entrepreneurial projects started by young graduates
- Brings out and exploits the training, technical and management expertise there is in Ticino and, most of all, in USI and SUPSI
- Uses a network of Expertise Centres which are able to provide potential new entrepreneurs with the answers to the technical, management, legal, administrative and financial questions involved in starting a new company.

Eligible for this service are startups with:

- an idea or innovative project with economic development potential, which benefits from the support and services of the Start-up Promotion Centre (see Services)
- an entrepreneurial spirit
- intend to locate the new company in the Canton of Ticino
- Priority is given (but not exclusively) to projects whose development foresees collaboration with faculties, institutes and departments of USI (University of Lugano) and SUPSI, as well as projects proposed by USI or SUPSI graduates

# Regional Programmes

## Programme 3:

### **Centro Promozione Startup and Incubator**

[www.cpstartup.ch](http://www.cpstartup.ch)

The process works as follows:

1. This first phase covers the Project Conception and Inception
2. In this phase, the idea or project must be developed into a Business Model and, subsequently, into a Business Plan
3. If required by the promoters, the Centre can assist and support them in this phase in looking for financing as well as in dealing with the various administrative, legal and tax procedures involved in carrying out the project.
4. If it has not yet been done, in this phase it will be necessary to:
  - set up the company and do all the necessary administrative paperwork
  - define a starting date for the activity
  - find necessary space
  - purchase the necessary material and equipment
  - choose and hire the necessary personnel
5. The Startup Promotion Centre will find a coach to work with the company for the first 2-3 years, during this phase of project consolidation and development, and to help it deal appropriately with the problems it meets during its own development.

#### **Centro Promozione Startup and Incubator**

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# Regional Programmes

Programme 4:

## Innovation Park Association Central Switzerland

<http://www.building-excellence.ch/>

The Innovation Park Association Central Switzerland is based on the philosophy of open innovation. In the field of Building Excellence, private companies, scientific institutions and the public sector jointly work on specialist issues and develop use cases while benefiting from interdisciplinary competences. The park offers an exclusive network, a strong brand value and an inspiring setting in order to foster innovation.

The park puts a special focus on the innovation areas of Building Information Modeling (BIM), Internet of Things (IoT) and Energy & Sustainability. Representatives from industry, academia and public services meet regularly in working groups with the objective of realizing concrete research and development projects and exchanging real-life experiences. Existing and potential projects include products and services related to smart and digital buildings, intelligent amenities and ambient assisted living (AAL) solutions.

The strength lies in connecting providers along the value chain and creating integrated cross-industry collaboration. Different membership models for established as well as start-up companies exist. On-site facilities include co-working spaces, shared work spaces and exclusive zones to support ideas from generation to execution and market entry.

### **Verein Innovationspark Zentralschweiz**

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# Regional Programmes

## Programme 5:

### **FIT**

<https://fondation-fit.ch/en>

The Foundation for Technological Innovation (FIT) has been helping startups since 1994. It encourages entrepreneurship, supports innovation and bolsters the local economy by providing appropriate financial assistance. The FIT grants help to projects that possess an innovative or technological character and those tied to a university in the county of Vaud.

The Innovaud association, the front door of innovation in the county of Vaud, tightly collaborates with the FIT. It transfers information to the candidates that asked the FIT for support and effectuates a pre-screening of the newest demands in function of the FIT's criteria of eligibility. Thus, the application forms for a FIT grant or loan can be found on the website of Innovaud.

The FIT supports projects based on ICT, cleantech, life science and industry at different development stages. Since 1994, the FIT has provided 35 grants to projects deemed trustworthy, whose main goal is to create a business. Furthermore, she has granted 195 loans to 161 innovative companies, adding up to a total amount of more than 33 million Swiss Francs.

The FIT is allowed to flaunt its choices for the supported startups because 74% of the companies are still active and some matured into true SMEs. One of those startups, Mindmaze, even became the first Swiss unicorn.

# Regional Programmes

## Programme 5:

### **FIT**

<https://fondation-fit.ch/en>

There are 3 types of funding available:

- fit grant: CHF 100'000 per project, in the form of a grant to the project principal working in an institute or university located in the canton of Vaud.
- fit seed: CHF 100'000 per project to a company. Interest-free loan with a personal guarantee.
- fit early: CHF 300'000 to 500'000 per project to a company. Interest-bearing loan (5% base +5% at final repayment), without a personal guarantee.

#### **Secretariat FIT**

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1001 Lausanne  
Switzerland

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info@fondation-fit.ch

# Regional Programmes

## Programme 6:

### Grow Wädenswil

[www.grow-waedenswil.ch](http://www.grow-waedenswil.ch)

The start-up organization Wädenswil, GROW for short, primarily promotes business ideas in the areas of life sciences, facility management and computer science. In principle, however, GROW is open to start-ups from all sectors. Important is a great technical innovation potential.

GROW works closely together with the Zurich University of Applied Sciences (ZHAW) in Wädenswil. The ZHAW has an excellent infrastructure in Life Sciences, Facility Management and IT and many highly specialized equipment that can be used by GROW-sponsored companies. GROW is located at the same site and partly in the same buildings as the ZHAW. This greatly simplifies the collaboration.

GROW is a small startup centre and wants to stay that way consciously, target size 20-25 companies, so that they have enough time and opportunities to optimally support and accompany every single GROW organization

Startups who would like to work with grow have to apply through the following process:

1. Foundation - Introduce us your idea
2. Advice - Our door is always open
3. Networking - We have competent partners
4. Financing - We show different ways
5. Environment - spaces for your ideas

#### **Grow Wädenswil**

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# Regional Programmes

Programme 7:

## Scale Up Vaud

[www.scale-up-vaud.ch/en/](http://www.scale-up-vaud.ch/en/)

Scale-Up Vaud is an initiative spearheaded by Innovaud, Canton de Vaud's innovation agency.

Scale-Up Vaud firmly believes that creating an environment that supports the expansion and regeneration of innovative, high-tech companies is essential to the prosperity of our Canton.

While many programmes already exist to support entrepreneurs in the startup phase, companies that have grown beyond this phase still face business development challenges and have a whole new set of needs. In the high-tech industry, such firms can be tempted to move away from Vaud and relocate their operations elsewhere.

The Vaud Scale Up initiative was therefore launched to support companies in the growth phase and help them respond to various external factors that could affect their business.

By working directly with these companies, Scale-Up Vaud aims at reinforcing the innovation ecosystem, bringing all stakeholders together, and catalyzing the economic and entrepreneurial strengths of our region.

### **Scale Up Vaud**

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Switzerland

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[scaleup@innovaud.ch](mailto:scaleup@innovaud.ch)

# Regional Programmes

## Programme 8:

The Startfeld Association brings startups to the starting line through active support and close assistance. The Startfeld Foundation makes the financing of startups possible. As the property company of the Startfeld Innovation Centre, the Feld3 Association provides rooms and infrastructure for startups.

## Startfeld

[www.startfeld.ch/en/](http://www.startfeld.ch/en/)

Startups with an innovative business idea, high market potential and a scalable business model, as well as a competent team at the starting line are eligible for the service – what will make a difference now for your business opportunities is the financing of the seed stage.

Startfeld offers two forms of starting capital for startups: a microcredit in cooperation with BG Ost (a cooperative society) and a loan or equity from the Startfeld Foundation.

### **Startfeld**

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Lerchenfeldstrasse 3  
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Switzerland

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info@startfeld.ch

# Regional Programmes

## Programme 9:

### STI

[www.sti-stiftung.ch](http://www.sti-stiftung.ch)

The STI supports the establishment of companies in the Bern region. It supports business people in their individual, early development phase. It is on the lookout for people with new ideas and innovative creativity, who are developing marketable products and want to bring them onto the market. Technology-oriented research results from the universities in Bern represent an important innovation potential. For this reason, the STI cooperates closely with the Bern University of Applied Sciences and the University of Bern, and operates a network of innovative companies and funding bodies.

Type of startups supported:

- Innovation based on technological approach (particular focus of STI Foundation on be-advanced)
- Willingness to commit personally and financially to the project
- Entrepreneurial personality, technical qualification and above-average commitment on the part of the candidate
- Early development stage and proven feasibility potential of the project
- Proven innovative content of product/service and business model

# Regional Programmes

Programme 9:

**STI**

[www.sti-stiftung.ch](http://www.sti-stiftung.ch)

- Economic growth potential, clearly definable and recognisable
- Realistic aims in the project
- Clear-cut transparent action and budget plan representing realistic assumptions
- Responsible managerial role of the candidate in the company
- Company form: independent spin-off or start-up
- Company relevance to the metropolitan region

**Stiftung für technologische Innovation STI**

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# Opportunities for the AAL community in Switzerland



## ***2. University Programmes***



## Programme 1:

### Chair of Entrepreneurship

[www.entrepreneurship.ethz.ch](http://www.entrepreneurship.ethz.ch)

The Chair of Entrepreneurship is part of the Department of Management, Technology and Economics (MTEC) at ETH Zurich. It is directed by Prof. Dr. Bart Clarysse. At the group, they focus on research and teaching in the broad area of entrepreneurship, with a strong emphasis on innovative and aspirations-driven entrepreneurial activity, aiming at high impact. Our main context is independent technology ventures, which emerge from various environments, for example, universities but also from different types of corporate venturing initiatives.

They approach their research and teaching from an integrated perspective, forging strong links with their colleagues in strategy and innovation management. In cooperation with partners from academia and industry/services, they are developing solutions to current problems and phenomena in entrepreneurship.

Through their activities, they strive toward becoming an internationally renowned group of research excellence in the domain of entrepreneurship and, at the same time, develop into a strong partner for the entrepreneurial community in and around ETH Zurich, with the goal to foster aspirational entrepreneurial activity across Switzerland.

#### **ETH Zurich**

#### **Chair of Entrepreneurship**

Department of Management, Technology, and Economics

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Switzerland

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# University Programmes

Programme 2:

## Entrepreneurship @ZHAW

[www.zhaw.ch/en/research/entrepreneurship-at-the-zhaw/entrepreneurshipzhaw/](http://www.zhaw.ch/en/research/entrepreneurship-at-the-zhaw/entrepreneurshipzhaw/)

Entrepreneurship@ZHAW integrates all start-up activities at the ZHAW and is the contact point and information centre for prospective startups and for members of the ZHAW who are interested in founding a company. Not only Innosuisse Start-up Training courses are offered but also exciting programmes and initiatives such as the RUNWAY Startup Incubator or "Innovation to Business" spin-off project. Besides this, Entrepreneurship@ZHAW runs innovative events like the ZHAW Startup Challenge. They are a partner of RUNWAY Startup Incubator which offers startup trainings.

### **ZHAW School of Management and Law**

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## Programme 3:

### EPFL Innovation Park

[https://epfl-  
innovationpark.ch/](https://epfl-innovationpark.ch/)

The EPFL Innovation Park hosts technology driven companies in an inspiring environment, with access to cutting-edge research, a large network of dynamic entrepreneurs and established companies.

The EPFL Innovation Park is devoted to housing startups, SMEs, research teams and innovation cells from major companies that operate in fields as diverse as information technology, computing, health and nutrition, engineering, transport, telecommunications or materials.

EPFL Innovation Park offers:

- Hosting
- Training
- Coaching
- Acceleration
- Funding

#### **Fondation EPFL Innovation Park**

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1015 Lausanne  
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# University Programmes

## Programme 4:

ETH transfer is the technology transfer office of ETH Zürich. ETH transfer supports the ETH community in all questions relating to research contracts with industry, inventions, patent applications and licensing. ETH transfer supports young entrepreneurs in the early stage of founding their own companies.

## ETH transfer

[www.ethz.ch/en/the-eth-zurich/organisation/staff-units/eth-transfer.html](http://www.ethz.ch/en/the-eth-zurich/organisation/staff-units/eth-transfer.html)

### ETH Zurich

#### ETH transfer

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# University Programmes

## Programme 5:

### ETH Entrepreneur Club

<http://entrepreneur-club.org/en/home>

Founded in 2011 as a non-profit organization, the ETH Entrepreneur Club's goal aims to encourage young people to start their own startup and support them in pursuing their dreams. Over the course of the last years the Club has significantly grown to reach numbers:

- 30+ student-volunteers in the committee
- 20+ events per year bringing together over 2000 participants
- 10'000+ followers on Social Media
- 20+ workplaces in our Rocket Hub
- 25+ start-ups in our Rocket Hub

#### **ETH Entrepreneur Club**

c/o ETH Zürich  
Rämistrasse 101  
8092 Zürich  
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[info@entrepreneur-club.org](mailto:info@entrepreneur-club.org)

# University Programmes

## Programme 6:

### ieLab

<https://www.ethz.ch/en/industry-and-society/entrepreneurship/ielab.html>

The programmes and services offered by the ieLab for young entrepreneurs and researchers are designed to help make the results of scientific research carried out at ETH Zurich available to business and society more quickly and to fully exploit their commercial value. The ieLab brings together talented young entrepreneurs from ETH Zurich, experienced figures from the business world and alliance partners from industry.

The ieLab cultivates a climate of innovation, exploration and translation. Talented young students with a flair for entrepreneurship are supervised, supported, encouraged and challenged by experienced coaches – who are successful serial entrepreneurs themselves – on their way to realising their entrepreneurial goals.

The ieLab also offers some intensive networking, help with funding, office space in an open plan environment and a lot more.

To qualify for ieLab services, the startup has to have at least one ETH student in the team, an ETH technology, been founded less than 2 years before and have an impact on the Swiss economy.

#### ieLab

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## Programme 7:

### Runway Startup Incubator

[www.zhaw.ch/de/forschung/entrepreneurship/entrepreneurship/runway/](http://www.zhaw.ch/de/forschung/entrepreneurship/entrepreneurship/runway/)

In Runway, they offer a company founder, in addition to the physical coworking space and state-of-the-art infrastructure in the Technopark Winterthur, a tailor-made coaching as well as excellent networking and consulting. Their goal: to accelerate you and your early-stage startup within a few months so that you take off. The runway is run and maintained by the Centre for Innovation and Entrepreneurship of the ZHAW School of Management and Law.

Startups who apply must at least partially meet the following criteria:

- high level of innovation
- plausible market opportunities
- strong founding team and high commitment

#### **ZHAW School of Management and Law**

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# University Programmes

## Programme 8:

### SmartUp

<https://blog.hslu.ch/smart-up-en/angebot-2/angebot-fuer-studierende/>

Smart-up - Support for Start-ups is a project of the Lucerne School of Business and the Lucerne School of Engineering & Architecture.

Services offered:

- the venture garage: students learn about entrepreneurship in courses and write their seminar, semester, Bachelor or Master thesis on a topic related to their own planned startup
- individual consulting and coaching
- infrastructure
- workshops and events
- teaming up between students and external stakeholders

#### **HOCHSCHULE LUZERN – TECHNIK & ARCHITEKTUR**

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# University Programmes

## Programme 9:

### Startup @HSG

[www.cfe.unisg.ch/for-start-ups/start-uphsg/](http://www.cfe.unisg.ch/for-start-ups/start-uphsg/)

Startup @HSG supports all steps of the startup process at the campus of the University of St.Gallen. The overarching goal is the active promotion of technology- and knowledge-intensive new venture formation by HSG members.

Eligible for this service are startups which match the following criteria:

- The founding team consists of at least one student, or researcher/PhD student of the University of St.Gallen
- It is a technology and / or knowledge-intensive startup idea.
- The founding idea is not inconsistent with applicable law or moral and ethical values
- Selection Criteria:
  - Business idea
  - Market potential
  - Entrepreneurial personality and motivation of the applicant
  - Progress of the venture and commitment of the founders

#### University of St.Gallen

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# University Programmes

Programme 10:

## Unitectra

[www.unitectra.ch/en](http://www.unitectra.ch/en)

Unitectra is the technology transfer organization of the Universities of Basel, Bern and Zurich. With its services, it supports scientists in their collaborations with private industry and other public or private research institutions. The transfer of research results into new products and services is fostered in collaboration with the scientists. The transfer occurs either in collaboration with established companies or through the creation of new spin-off companies.

Unitectra's services are also available to scientists positioned at hospitals and research institutions that are associated with the three universities. Moreover, Unitectra has cooperation agreements with a number of partner institutions.

What they offer:

- commercialization of research results: protection and management of intellectual property (patents, copyright, trademarks, etc.), commercialization strategy, search for suitable commercial partners, negotiation of licensing agreements
- support for the creation of new spin-off companies
- negotiation of research agreements
- contact point for business partners with regard to technology transfer issues
- training and education for scientists in the field of technology transfer

### Unitectra

Scheuchzerstrasse 21  
8006 Zürich  
Switzerland

+41 44 634 44 01  
[mail@unitectra.ch](mailto:mail@unitectra.ch)

# Opportunities for the AAL community in Switzerland



## ***3. Foundations with active and healthy ageing in their mission***

# Foundations with active and healthy ageing in their mission

## Foundation 1:

### AGE-Stiftung

<https://www.age-stiftung.ch/foerderprojekte/>

Age-Stiftung is supporting projects that come up with innovative solutions for elderly people living in their own homes or apartments.

Projects requesting funding have to deliver at least the following information:

- Project description
- Requested amount of funding and use of funds
- Self-Assessment of project
- Project Plan
- Organisational chart of the project team
- Timeline
- Balance sheet and profit and loss statement of the organisation requesting funding

#### **Age-Stiftung**

Kirchgasse 42  
8001 Zürich  
Switzerland  
+41 44 455 70 60  
[info@age-stiftung.ch](mailto:info@age-stiftung.ch)

Dr. Antonia Jann  
Geschäftsführerin

+41 44 455 70 62  
[antonia.jann@age-stiftung.ch](mailto:antonia.jann@age-stiftung.ch)

Foundations with  
active and healthy  
ageing in their  
mission

Foundation 2:

## Swiss Healthcare Startups

[www.swishealthcarestartups.com/en/](http://www.swishealthcarestartups.com/en/)

Swiss Healthcare Startups is a non profit organisation helping accelerate and develop new startup ideas in the fields of novel healthcare models, digital health, medtech and patient driven medical services. They are an international group of successful entrepreneurs, top executives and opinion leaders in the healthcare or healthcare related industry. They organise some events in Zurich on healthcare startup related topics.

### Swiss Healthcare Startups (SHS)

Seefeldstrasse 56  
8008 Zürich  
Switzerland

[info@swishealthcarestartups.com](mailto:info@swishealthcarestartups.com)

# Opportunities for the AAL community in Switzerland



## 4. *Business support networks*

## Network 1:

### Genilem

[www.genilem.ch](http://www.genilem.ch)

GENILEM (Non-Profit-Organisation) has a decentralized organizational structure with a local presence. The Réseau Suisse as a superordinate entity defines the strategy, perfects the working method, trains the coaches and communicates Switzerland-wide. Every regional independent GENILEM organisation is headed by a president, has a board and employs specialists for the 3-year long free coaching. In addition, GENILEM has four regional independent selection committees for the selection of the innovation project. The board and the selection committee work pro bono, whereas the coaches are paid. GENILEM is financed by a broad network of sponsors, benefactor, public funds, trade associations and companies that view the promotion of innovative startups in Switzerland as important.

What is included in the coaching?

- customized project companionship
- help to reach commercial viability faster
- coaching and progress check
- business strategy check
- transformation of a founder into an entrepreneur
- access to the business network of GENILEM

#### Genilem

Hans Peter Locher, Präsident  
c/o Locher Management AG  
Rehweidstrasse 11  
9242 Oberuzwil  
Switzerland

+41 78 714 09 60  
[genilem.zho@gmail.com](mailto:genilem.zho@gmail.com)

# Business support networks

## Network 2:

### IFJ Startup Support

[www.ifj.ch](http://www.ifj.ch)

Since the first meeting of entrepreneurs, which the IFJ joined in 1989 when still being startup itself, they have supported more than 100.000 entrepreneurs. There are many support offers and countless measures for young entrepreneurs. Among other things, the online incorporation service, dozens of guides and checklists, intensive courses, a business plan software, an accounting solution and business events at 13 locations in Switzerland.

venturelab started in 2004 as a national startup training program, and has since then conducted 202 entrepreneurship events with more than 23'000 participants from Swiss universities and organized 3'225 workshop modules to train innovative startup projects. Since 2015, venturelab focuses as a private initiative, on the best startup talents with the ambition and the potential to grow internationally. Together with successful founders, key academic and industry partners they set up an accelerator to support the next startup generation.

IFJ is also mandated to run Venture Kick, an initiative of the Venture Kick Foundation, that helps potential entrepreneurs by giving them the opportunity to win up to CHF 130.000 in pre-seed capital. CHF 20M invested, over 500 startup projects financed, more than CHF 1,347,000,000 in financing volume and 3,900 jobs created - this is Venture Kick's track record since the private initiative was launched in the fall of 2007.

#### **IFJ Startup Support**

Institut für Jungunternehmen AG  
Kesslerstrasse 9  
9000 St.Gallen  
Switzerland

+41 71 242 98 98  
[info@ifj.ch](mailto:info@ifj.ch)



# Business support networks

## Network 3:

### Startup Grind

[www.startupgrind.com](http://www.startupgrind.com)

Startup Grind is a global startup community designed to educate, inspire, and connect entrepreneurs. It is powered by Google for Entrepreneurs. They host monthly events in 400 cities and 120 countries (incl. Switzerland) featuring successful local founders, innovators, educators and investors who share personal stories and lessons learned on the road to building great companies.

Startup Grind is a connected online and offline network of vibrant startup communities to help fuelling innovation, economic growth and prosperity at the local level. While Startup Grind was founded in Palo Alto, California, their extended network of Startup Grind chapters are located around the world.

The criteria to be part of Startup Grind are:

- Under 20 employees
- Under \$3M in funding
- An awesome company

#### **Startup Grind**

David Butler  
1491 Edgewood Dr.  
Palo Alto, CA  
94301, USA

# Business support networks

## Network 4:

### Startupweekend

[www.startupweekend.ch](http://www.startupweekend.ch)

The Startup Weekend is an association dedicated to the interdisciplinary promotion of young entrepreneurship. The club forms the trunk vessel for the organizers of the various startup weekends, as well as for other activities.

Members of the association are all former organizers. Out of these, the board and the various commissions are constituted. They are all convinced that Switzerland needs inter-university events in order to bring enthusiastic students together for joint start-up work. Their professional backgrounds are as diverse as the audience they address.

They offer events in Zurich, Biel, Luzern and Bern where attendees can build a company in three days.

#### **Startup Weekend Schweiz**

Langfurren 22  
8057 Zürich  
Switzerland

[vorstand@startupweekend.ch](mailto:vorstand@startupweekend.ch)

# Opportunities for the AAL community in Switzerland



## 5. *Incubators*

# Incubators

Incubator 1:

## Blue Lion

[www.bluelion.ch](http://www.bluelion.ch)

Blue Lion is an organisation founded in 2012 by the City of Zurich, ETH, UZH, Swisscom, ZKB, Stiftung Effort and Christian Wenger. The foundation is committed to help ICT & CleanTech startups in Switzerland to improve sustainably.

They provide shared office space for CHF 550.-/month and access to a big community.

### **Blue Lion**

Hafnerstrasse 31  
8005 Zürich  
Switzerland

### **Bue Lion**

Sihlquai 125  
8005 Zürich  
Switzerland

+41 43 299 60 60  
[info@bluelion.ch](mailto:info@bluelion.ch)

# Incubators

## Incubator 2:

### Fongit

[www.fongit.ch](http://www.fongit.ch)

FONGIT, the “Fondation Genevoise pour l’Innovation Technologique”, is Switzerland’s premier innovation incubator supporting innovative tech ventures in Geneva. Founded in 1991, Fongit has an excellent track record of building successful companies. They are a private, non-profit foundation, whose mission is to transform technology into social & economic value in the Geneva region. They benefit from the support of the business incubator programme of the State of Geneva.

In the programme are included:

- targeted coaching
- foundation
- administration
- workshops
- pitch training
- fundraising
- other benefits:
  - conference rooms, quiet zone, fast Wi-Fi, flexible space, free coffee, networking events, legal advice, phone booths

# Incubators

Incubator 2:

**Fongit**

[www.fongit.ch](http://www.fongit.ch)

To be part of the Incubator the startup has to fulfil the following criteria:

- A technology-centric innovation project
- Based in Geneva or be able to move there
- Prepare some documentation to share with Fongit – elevator pitch, lean canvas, short slide deck

**Fongit**

Blue Box  
Chemin du Pré-Fleuri 3  
CH - 1228 Plan-les-Ouates  
Switzerland

+41 22 552 30 00  
[info@fongit.ch](mailto:info@fongit.ch)

# Incubators

## Incubator 3:

**glatec**

[www.glatec.ch/en/](http://www.glatec.ch/en/)

glatec, a non-profit organisation located in Zurich-Dübendorf, runs a business incubator intended to support and facilitate company start-ups and innovation in the fields of materials science, environmental science and technology. Support for new, innovative companies and collaborative research opportunities with Empa and Eawag are important to them. The glatec business incubator is able to provide competent and non-bureaucratic support for such ventures.

They support and advice for new projects in the fields of materials science, environmental science and technology or existing firms, in the following areas:

- company creation and expansion
- financing
- specialist support
- premises and other facilities
- collaborative research opportunities with Empa and/or Eawag (aquatic research)
- access to industrial partners and customers

# Incubators

## Incubator 3:

**glatec**

[www.glatec.ch/en/](http://www.glatec.ch/en/)

Start-up projects for which support is to be provided must be approved by Empa board. The approval process proceeds as follows:

- The applicant must submit his/her concepts and business plans to the business incubator Managing Director.
- The Advisory Committee evaluates preselected project applications according to their innovation potential, market relevance and commercial feasibility. The Advisory Committee carries out an assessment of application documents, the project and the founding/management team.
- The Advisory Committee submits recommendations and milestones for the start-up project.
- The Advisory Committee recommends, through the business incubator Managing Director, that an applicant is rejected or accepted.
- The business incubator Managing Director presents the startup project to Empa board for decision.

### **glatecBusiness Incubator**

Mario Jenni, Managing Director  
Uberlandstrasse 129  
8600 Dübendorf  
Switzerland

+41 58 765 40 25  
mario.jenni@empa.ch



# Opportunities for the AAL community in Switzerland



## 6. *Accelerators*

# Accelerators

## Accelerator 1:

### Ark's Accelerator

[www.technoark.ch/en/](http://www.technoark.ch/en/)

The Ark's Accelerator prepares new technologies for commercial exploitation, guiding them towards a marketable application. It also deals with the process of taking out patents, where necessary. The Ark's Accelerator promotes and supports the design of new products and services. It identifies and selects promising new technologies, facilitates their development and also develops the basis for enterprise creation. It builds bridges between science and the marketplace, between universities and the business world.

A process of preparation for commercial exploitation takes the promising results of a research project and guides them towards a marketable application.

The Accelerator offers the following services:

- analysis of technical and commercial feasibility
- creation of business opportunities
- contacts with industrial partners
- evaluation of the intellectual property aspects
- support in legal and contractual matters
- monitoring of development projects

#### **TECHNOARK SA**

Techno-Pôle 10  
3960 Sierre  
Switzerland

Tél. 027/452.22.25  
[info@technoark.ch](mailto:info@technoark.ch)

# Accelerators

## Accelerator 2:

### BaselLaunch

[www.baselaunch.ch](http://www.baselaunch.ch)

The BaseLaunch accelerator is specifically tailored to the needs of healthcare startups. It offers carefully selected ventures non-dilutive financial support, no strings attached access to its Healthcare Partners, knowledge from highly experienced advisors, as well as a state-of-the-art infrastructure. Furthermore, BaseLaunch embeds startups deeply within the Basel region, one of Europe's finest biotech ecosystem.

BaseLaunch is looking for people and projects with breakthrough healthcare innovations mainly in the therapeutics space. However, should you have a game-changing innovation in diagnostics, medtech or related fields. They welcome projects at the pre-seed to seed funding stage, projects that are on the verge of incorporation or those with clear plans to secure an IP position and/or develop a prototype. BaseLaunch accepts project proposals from around the world — provided there is willingness to establish operations in Basel during the second phase of program. Also, should the startup have a professor or a group leader with a promising discovery or a valuable IP but lack a team to develop it further.

#### **BaselArea**

Gewerbestrasse 12  
4123 Allschwil  
Switzerland

[info@baselaunch.ch](mailto:info@baselaunch.ch)

# Accelerators

## Accelerator 3:

### Förderverein Swissbiolabs

[www.swissbiolabs.ch](http://www.swissbiolabs.ch)

The association supports the foundation and location of companies in the diagnostics field. The goal is to develop successful enterprises out of great scientific ideas. The association gets scientists, entrepreneurs, economic experts and investors together and supports the knowledge transfer and entrepreneurship. To achieve this the association supports its tenants through financing, business management expertise, searching for cooperation partners, mediating in scientific networks, participating in trade fairs and marketing activities, as well as structural work.

#### Uniqueness:

- The only HUB in Switzerland with a clear focus on Diagnostics.
- Specialization: The ideal setting to develop innovative Diagnostic products.
- Infrastructure: High standard laboratory facilities are available.
- Service: A complete service portfolio is offered (e.g. Administration, Legal and Tax Consultancy).
- Relationship: The existing link between «Challenge» and «Investor Circle» provides enhanced possibilities
- Network and Community: Close connection to companies, organisations and universities who are concentrating on Diagnostics. Easy access to other industries, experts, representatives from politics and economy.

#### **swissbiolabs**

Wirtschaftsförderung Region Olten

Rolf Schmid

Froburgstrasse 1

4601 Olten

Switzerland

+41 62 296 88 08

[wirtschaftsfoerderung@regionolten.ch](mailto:wirtschaftsfoerderung@regionolten.ch)

# Accelerators

## Accelerator 4:

Fusion invests in world class entrepreneurs & technology to drive next-phase corporate engagement, innovation delivery & integrations with industry leaders just at the right time. They do so by designing and operating world class Vertical Accelerators, a global community of innovators & gearing our platform to engineer innovation efficiency at scale.

## Fusion

[www.fusion.xyz](http://www.fusion.xyz)

Fusion comprises three industry vertical accelerators:

- Fintech
- Lifetech
- Proptech & Smart City

### **Fusion**

Avenue de la Praille 50  
Geneva, Carouge 1227  
Switzerland

[info@fusion.xyz](mailto:info@fusion.xyz)

# Accelerators

## Accelerator 5:

### **Kickstart Accelerator**

<https://kickstart-accelerator.com/>

Kickstart Accelerator bridges the gap between startups, corporates, cities, foundations and universities to accelerate deep tech innovation. Science and engineering driven technologies have the potential to solve humanity's biggest challenges. They require unprecedented collaboration between powerful established organizations and the most audacious entrepreneurs out there. Each year, Kickstart brings around 100 such entrepreneurs to Switzerland to collaborate with key players for proof-of-concepts, pilot projects and other innovation partnerships.

Kickstart Accelerator is open to national and international startups that are developing and/or applying deep technologies – science and engineering driven technologies such as AI, Big Data, Blockchain, Robotics etc. – in and around the areas of EdTech & Learning, FinTech & Crypto, Food & Retail Tech, and Smart Cities & Infrastructure.

The programme is free of charge (no fees, no equity) for selected growth ventures and it provides exceptional access to the executives and decision-makers of Kickstart's partners.

**Kickstart Accelerator**  
c/o Impact Hub Zürich  
Viaduktstrasse 93-95  
8005 Zurich  
Switzerland

[hello@kickstart-accelerator.com](mailto:hello@kickstart-accelerator.com)

# Accelerators

## Accelerator 6:

### MassChallenge

[www.masschallenge.org](http://www.masschallenge.org)

Founded in 2016, MassChallenge Switzerland has quickly become a leading driver of innovation and entrepreneurship in Europe by connecting startups with the experts and resources they need to grow. From developing AI-assisted smart eyewear for people with vision loss to using drones for viticulture, the 144 alumni are changing the world for the better.

Masschallenge provides unrivalled access to 15+ global corporate partners, totalling over CHF 250 billion in revenue. World class mentoring from 550+ experts and tailored programming in the spirit of a startup school, free office space and the chance to win up to CHF 1 million in non-dilutive cash prizes and several other in-kind awards.

Entrepreneurs also get Switzerland-specific support such as competitive regulations and tax system, easy access to the EU market, and strong trade links. Proven model: more than 65% of Finalists raise funds during or immediately after the two different programs.

For our early-stage accelerator programmes in Boston, Israel, Switzerland, Mexico, Texas, and the UK: MassChallenge accept applications for early stage startups across all industries, from anywhere in the world if the startup has raised less than \$500K in equity-based funding, generated less than \$1M in revenue in the last 12 months, and are set to make a big impact. For our vertical programme PULSE@MassChallenge, they accept applications from industry-focused startups that have raised less than \$5M in equity-based funding and generated less than \$5M in revenue in the last 12 months. The application costs \$45 Dollar before the early bird deadline and \$99 before the regular deadline.

#### **MassChallenge**

Chemin du Closel 5,  
1020 Renens  
Switzerland

[conciergech@masschallenge.org](mailto:conciergech@masschallenge.org)

# Accelerators

## Accelerator 7:

### **Society3**

[www.society3.com](http://www.society3.com)

Stepping on Silicon Valley's shoulders, Society3 are building a global innovation ecosystem for the generations to come who live in a digital world without physical boundaries. We must empower local innovation and entrepreneurship in order to bring equality of prosperity to the world. Since not everybody can move to San Francisco, Berlin or Shenzhen, they decided to build a community for all entrepreneurs from all nations in the cloud. Spirit - Mindset - Culture are their core values as eco-system, acceleration and going global our economic drivers.

The Accelerator programme from Society3 includes help when the startup prepares for the next round of funding, pitch training, access to a global network and a lot more. The programme is fully digital so the startup can enjoy it where ever they are.

**Society3 Group AG**  
Hertensteinstrasse 51  
6004 Luzern  
Switzerland

+41 511 26 60  
[info@Society3.com](mailto:info@Society3.com)



# Accelerators

## Accelerator 8:

### Swiss Startup Factory

[www.swissstartupfactory.com](http://www.swissstartupfactory.com)

The Swiss Startup Factory was founded in 2015 as the first privately financed accelerator in Switzerland. They inspire and enable people to build sustainable companies and unleash entrepreneurial potential and support them with a customized accelerator program.

The programme includes coaching from an experienced team, an expert or industry mentor during the programme, free co-working at Zurich, demo days with the possibility to find some investors and a lot more. The startups who want to join the Swiss Startup Factory Accelerator must have a team with a mix of business and technical expertise, a scalable business model with some sort of intellectual property and a Proof-of-concept with a well-functioning MVP.

#### Swiss Startup Factory

Chris Bargholz  
Hardturmstrasse  
8005 Zürich

[chris.bargholz@ssuf.ch](mailto:chris.bargholz@ssuf.ch)

# Accelerators

## Accelerator 9:

### The International Create Challenge

[www.createchallenge.org](http://www.createchallenge.org)

The International Create Challenge provides the ideal breeding space and resources to drive early stage technology innovation into Minimum Viable Products and startups, providing top-notch coaching, seed funding and competitive prizes.

Projects should as much as possible exploit technology within the field of Artificial Intelligence and/or available within Ildiap. Applicants must be over 18 at the moment of registration. They should have expertise in one or more of the following areas:

- Software development and programming
- Web design and graphic arts
- Entrepreneurship and business leading.

Projects will be selected based on their potential to become a commercial product and on how well they fit into the eligible research and technology areas. Projects/teams that already exist as a company will not be considered

#### **The International Create Challenge**

Dr. Foglia François, Deputy Director  
Centre du Parc  
Rue Marconi 19  
1920 Martigny  
Switzerland

francois.foglia@idiap.ch  
+41 27 721 77 50  
+41 77 433 29 56

# Accelerators

## Accelerator 10:

### **VentureLab VentureLeaders**

[www.venturelab.ch](http://www.venturelab.ch)

Together with successful founders, key academic and industry partners, Venturelab designs and operates programmes to bring the best startup talents to the next level of development. The core mission is to support entrepreneurs towards successful fundraising and business growth throughout the evolution of the company.

With Venture Leaders, they take the Swiss National Startup Teams to Silicon Valley, Boston, New York and China, supporting them on their global expansion path. They are also particularly proud of the success of their mandate to run the operations of the Venture Kick Foundation since its launch 10 years ago: Kicking 530+ spin-off projects has resulted in 390+ incorporated companies that have cumulatively raised CHF 1.8 billion of investment. Venture Lab team operates from their startup space in Zurich and offices in Lausanne and St Gallen.

#### **startup space**

Wiesenstrasse 5  
8952 Schlieren-Zürich  
Switzerland

+41 71 242 98 88  
[info@venturelab.ch](mailto:info@venturelab.ch)

# Opportunities for the AAL community in Switzerland



## *7. Private early investor networks*

# Private early investor networks

Network 1:

## Business Angels Switzerland

[www.businessangels.ch](http://www.businessangels.ch)

BAS support start-ups with capital, knowledge, experience and access to our network. At around 20 dinner meetings per year they meet in two regions: Romandie and Zurich with 60 start-ups, of which ten to fifteen are financed or co-financed. Since the founding of our association in 1997, their members have co-financed and vigorously supported around 100 start-ups. The investment size is between CHF 20'000 - 250'000

### **Business Angels Switzerland**

Caroline Gueissaz  
c/o Evole 2  
2000 Neuchâtel  
Schweiz

[contact-z@businessangels.ch](mailto:contact-z@businessangels.ch)

# Private early investor networks

## Network 2:

### Go Beyond

[www.go-beyond.biz](http://www.go-beyond.biz)

Go Beyond Investing is a FinTech company transforming angel investing into a new scalable asset class for small and large, novice to experienced investors. It offers a unique deal platform, portfolio tools, syndication/pooling, due diligence, investment monitoring services, training and certified deal leaders. Its clients are individuals, family offices, professional groups and corporations. It is active in the EU, Switzerland and the US. The investments start at CHF 4'000. Since they started, they invested CHF 23.9 Million in 84 startups with a return of CHF 18.0 Million and 69 are still in the portfolio.

#### Investment Criteria:

- Seeking financing of €100,000 – €2 million within 9 months and having already received prize money or funds from family, friends or government programs.
- From one of the following industries: environment, health, education, food, housing, services, medtech, biotech, technology or luxury.
- Based in a country in which they are currently present: France, Switzerland, UK, Italy, Spain, Belgium, Germany, Malta and US.

#### The process:

1. Pre-Screening
2. Pitching to Investor
3. Due Diligence and Terms
4. Post Investment and Exit

#### **Zurich Technopark**

Technoparkstrasse 1  
8005 Zurich  
Switzerland

+41 44 586 00 98  
[info@go-beyond.biz](mailto:info@go-beyond.biz)

# Private early investor networks

## Network 3:

**investiere.ch**

[www.investiere.ch](http://www.investiere.ch)

investiere offers private and institutional investors direct and professional access to startup investments. With over 70 investments, investiere is one of the most active startup investors in Switzerland. They typically invest CHF 1-3 Million in early as well as later stage rounds.

To apply:

A pitch deck or idea without validation is not sufficient. They assess every startup in a multi-stepped process before reaching a final decision. Of the 1'000 startups they look at each year, only 1-2% make it through this process. The following criteria are key for them: Technology, team, market, traction

In 2017, investiere invested in 16 startups with a investment of CHF 17.4 Million.

**investiere.ch**

Hofackerstrasse 32  
8032 Zürich  
Switzerland

+41 41 545 94 94  
[info@investiere.ch](mailto:info@investiere.ch)

# Private early investor networks

## Network 4:

### StartAngels Network

[www.en.startangels.ch](http://www.en.startangels.ch)

The StartAngels Network is a platform for Business Angel investors. Their mission is to offer members access to attractive investment opportunities in early-stage Swiss companies.

Who is eligible for this funding?:

- Company based in Switzerland
- Significant potential for growth
- Protection by patents or know-how
- The entrepreneurs have a track record
- Exit strategy ready
- Perception of valuation corresponds to expected return and risk
- Total investment amounts to CHF 0.5-2 Mio

What do members get from the StartAngels Network?

- Access to their carefully selected projects as well as to their network of members and partners of choice
- Participation at two to four yearly startup events.
- Invitation of guests to start-up events
- Access to deal flow of StartAngels partners
- Participation at presentation events by CTI Invest and other organisations
- Opportunities for co-investments with other StartAngels members
- Access to the offerings of ASBAN

#### **StartAngels Network**

Zürichbergstrasse 150  
8044 Zürich  
Switzerland

[submitproject@startangels](mailto:submitproject@startangels)



# Private early investor networks

## Network 5:

Startup Invest is a Financing Platform for swiss Deep Tech Startups. They aim to professionalization of the Swiss investment ecosystem (Business Angels, Venture Capital, Corporate Ventures). They are organizer of events for Deep Tech Startups including early and later stage Startups. The flagship events are: Startup DAYS, Venture DAYS, IPO DAYS.

## Startup Invest

[www.startupinvest.ch](http://www.startupinvest.ch)

### Swiss Startup Invest

Jean-Pierre Vuilleumier  
Seehofstrasse 6  
8008 Zürich  
Switzerland

[vui@ssu-invest.ch](mailto:vui@ssu-invest.ch)

# Private early investor networks

## Network 6:

### Swiss ICT Investor Club (SICTIC)

[www.sictic.ch](http://www.sictic.ch)

The Swiss ICT Investor Club (SICTIC) is a non-profit association established in 2014 that connects smart money investors to Swiss early-stage tech startups. SICTIC organizes the deal flow and matchmaking of startups and investors, and facilitates the process until the investment round closes, with an aim to grow the quantity and quality of local seed stage investments. However, SICTIC does not invest itself nor does it hold shares in startups. SICTIC's Angel Investors are expected to invest CHF 20'000 or more per startup they invest in.

Other types of support offered for startups:

- pitch events
- free legal sessions for startups
- free co-founding strategy session

SICTIC has the following investment criteria:

- core team in Switzerland
- ICT component
- investment against equity
- 5+ million in revenues after 5 years

#### Swiss ICT Investor Club (SICTIC)

Stockerstrasse 44  
8002 Zürich  
Switzerland

[info@sictic.ch](mailto:info@sictic.ch)

# Private early investor networks

## Network 7:

### Swiss Venture Club (SVC)

[www.swiss-venture-club.ch](http://www.swiss-venture-club.ch)

The SVC acts as a non-profit association for companies and individuals in five areas and covers geographically the whole of Switzerland. These five areas are:

- Prix SVC
- SVC Impulse
- SVC Inspiration
- SVC Dialogue
- SVC Sport

As an exchange platform for practitioners, the Swiss Venture Club's activities provide fertile ground for successful ideas and business opportunities, thus providing added value for SMEs. In all SVC activities, members have extensive opportunities to establish and intensify contacts. The SVC creates contact and network opportunities for its over 3'000 members in seven economic regions and generates entrepreneurial impulses for Switzerland as a business location.

#### **SVC Centrale Swiss Venture Club**

Schlössli  
Rubigenstrasse 35  
3123 Belp  
Switzerland

+41 31 819 69 00  
[info@swiss-venture-club.ch](mailto:info@swiss-venture-club.ch)

# Private early investor networks

## Network 8:

### TiVenture

[www.tiventure.ch](http://www.tiventure.ch)

TiVenture is a seed investment fund owned by the Fondazione Centenario Banca Stato that invests in early stage companies with innovative technologies and high growth potential, principally in southern Switzerland.

#### Why TiVenture:

- Experienced successful entrepreneurs
- Hands-on coaching and mentoring
- World-wide network of experts
- Specializes in early stage investments
- Swiss precisions and latin agility
- Institutional support

#### **TiVenture SA**

c/o Tecnopolo Ticino  
Via Cantonale 18  
6928 Manno  
Switzerland

+41 91 604 5540  
[contact@tiventure.ch](mailto:contact@tiventure.ch)

# Private early investor networks

## Network 9:

### VentureKick

[www.venturekick.ch](http://www.venturekick.ch)

Venture Kick was launched in 2007 with the vision to double the number of spin-offs at Swiss universities, to accelerate the time-to-market and to raise the attractiveness of these young companies to professional investors and industry partners. Selected members from a jury pool with more than 150 leading startup experts in Switzerland evaluate 20 startup projects of different stages every month on three sessions. Startups get up to CHF 130'000 start capital. In 2018, Venture Kick invested over CHF 3.2 Million.

#### Criteria for Startups:

- developing a highly innovative business idea or transferring the results of Swiss academic research to global markets
- linked to a Swiss academic institution or research centre
- establish the company in Switzerland and create jobs here. Only a "Swiss mailbox" will not be considered as a Swiss company.
- not yet launched (incorporated) the company by the time applying to Venture Kick.
- not yet received any venture capital commitments (money from professional investors) outside the founding team

#### **Venture Kick**

c/o Venturelab Ltd  
startup space  
Wiesenstrasse 5  
8952 Schlieren  
Switzerland

+41 242 98 68  
[info@venturekick.ch](mailto:info@venturekick.ch)

## Opportunities for the AAL community in Switzerland



## 8. *Other sources of funding or business support*

# Other sources of funding or business support

Other source 1:

**Be advanced**

[www.be-advanced.ch](http://www.be-advanced.ch)

Be-advanced AG passionately promotes high-tech startups in various areas with valuable and competent services tailored to their needs: They offer access to financing options (foundations, investors, etc.), competent and experienced coaches and the necessary infrastructure for startups. Since they are the contact for high-tech startups and already excellently connected, they can offer outstanding service.

The be-advanced startup programme consists of two modules, the "be-advanced Challenge" and the "HighFlyer Program". The "HighFlyer" module was redesigned by be-advanced and the Switzerland Innovation Park Biel / Bienne and consists of rapid prototyping, the be-advanced accelerator and industrialization.

**be-advanced AG**

Spitalgasse 28  
3011 Bern  
Switzerland

+41 31 335 62 62  
[info@be-advanced.ch](mailto:info@be-advanced.ch)

# Other sources of funding or business support

Other source 2:

## Bio Technopark Schlieren-Zurich

[www.bio-technopark.ch/en/](http://www.bio-technopark.ch/en/)

In very close proximity to the Swiss Federal Institute of Technology (ETH), the University and Zurich University Hospital, a science park for life science companies and institutions has developed in the last two decades, which has now acquired both national and international significance. Based in and around what was once the site of the company Schweizerische Wagons- und Aufzügefabrik AG, with an area of 55,000 m<sup>2</sup>, the park now hosts more than 40 companies and many academic institutions representing a healthy mix of young start-ups and global companies as well as university clinics, institutes, and research groups.

As part of the Technopark Alliance, the Bio-Technopark supports start-up entrepreneurs, provides them with made-to-measure infrastructure, and promotes the exchange of ideas between all of the life science organizations based there.

The Bio-Technopark has gained a great deal of respect, thanks in part to the successful sales of start-ups to major corporations and international companies such as Roche, Novartis, J&J, GSK, Pfizer, Thermo Fisher Scientific, Cell Medica, Sunstar and Heptares. Considerable financing rounds, the initial public offering of Molecular Partners, and successful product developments have also made headlines. Today, the life science organizations on the site employ more than 1'000 people.

### **Bio-Technopark Schlieren-Zürich**

Mario Jenni  
Co-founder & CEO  
Wagistrasse 23  
8952 Schlieren  
Switzerland

+41 44 730 83 29  
[mario.jenni@bio-technopark.ch](mailto:mario.jenni@bio-technopark.ch)



# Other sources of funding or business support

## Other source 3:

btoV is a European venture capital firm, managing about EUR 375m in institutional funds, partner funds and direct investments of private investors. btoV teams in St.Gallen, Berlin, Munich and Luxemburg jointly with seasoned entrepreneurs back startups with teams willing to make the difference.

**b-to-v**

btoV is among the largest and oldest venture capital firms in Europe. Founded in 2000, originally as online matching platform named "BrainsToVentures", btoV has pioneered venture capital investment solutions for private, corporate and institutional investors. We share their risk since we invest significantly in our funds and have "skin in the game". It is our goal to become the leading venture capital firm and venture capital service provider in Europe in the next decades.

[www.btoV.vc](http://www.btoV.vc)

### **btoV Partners**

Blumenastrasse 36  
9000 St. Gallen  
Switzerland

+41 71 242 20 00  
stgallen@btoV.vc

# Other sources of funding or business support

Other source 4:

They invest in the next wave of technology-enabled European high-growth opportunities, both in technology and life sciences. They operate in DACH, Nordics and France. They lead or co-lead investments rounds for start-ups between Euro 1 Million to Euro 10 Million. In 2018, they managed more than EUR 230 million in four funds.

**Creathor  
Ventures**

[www.creathor.com/en](http://www.creathor.com/en)

**Creathor Ventures**

Seehofstrasse 6  
8008 Zurich  
Switzerland

+41 44 271 13 58  
[creathor@creathor.com](mailto:creathor@creathor.com)

# Other sources of funding or business support

Other source 5:

## Digital Festival

[www.digitalfestival.ch](http://www.digitalfestival.ch)

From September, 13 to 16, 2018, the Digital Festival unites digital makers in Zurich and was held for the second time. Whether hackers, managers, scientists, programmers or CEOs, they focus on the individual. Over the course of five days, they combine hierarchies, functions and industries in one place, build bridges, and create Switzerland's most relevant, interdisciplinary and future-oriented community.

focus on visionary thinkers. They bring pioneers, digital movers and shakers to Zurich, who challenge existing structures and think in new ways. At the Digital Festival, the international world of technology discusses the major topics of the digital future – always with regard to the challenges and opportunities for the Swiss economy and society.

At the Digital Festival, they do not dazzle people with buzzwords or lengthy talks about what is possible in Silicon Valley. Instead, they prefer to create lasting inspiration by encouraging people to exchange opinions and discover new approaches. To this end, they have created platforms which everyone can actively participate in and contribute to, and on which technology can be experienced.

### Digital Festival

Neumarkt 10  
8001 Zürich  
Switzerland

[welcome@digitalfestival.ch](mailto:welcome@digitalfestival.ch)

# Other sources of funding or business support

Other source 6:

**Empa**

[www.empa.ch](http://www.empa.ch)

Their vision is as simple and straightforward as it is bold and ambitious. It is a beacon of sorts that shows us where we ought to be heading and what we should strive for. It serves as a gold standard for many if not all our activities. To cope with the manifold challenges that loom ahead, it will be crucial to deliver solutions with the help of science and technology. At Empa, they are taking on the task of developing and sketching out paths into a liveable future for the coming generations. To assume this role responsibly, Empa has elaborated, based on the institute's vision, a comprehensive mission statement spelling out its goals, core values and corporate culture, which guides all the people at Empa in their endeavour to excel and to contribute to making the world a more sustainable place.

At the very heart of all of this are the 1'000-odd scientists, engineers, technicians and general staff, the asset that makes Empa a world-renowned research institute for materials science and technology.

# Other sources of funding or business support

## Other source 6:

**Empa**

[www.empa.ch](http://www.empa.ch)

As an interdisciplinary research institute of the ETH Domain, Empa, the Swiss Federal Laboratories for Materials Science and Technology, conducts cutting-edge materials and technology research. Their research and development activities focus on meeting the requirements of industry and the needs of society, and thus link applications-oriented research to the practical implementation of new ideas in the areas of nanostructured, “smart” materials and surfaces, environmental, energy and sustainable building technologies as well as biotechnology and medical technology. They are thus capable of providing their partners with customized solutions that not only enhance their innovative edge and competitiveness for global markets, but also help to improve the quality of life for the public at large. Through an efficient technology transfer Empa is turning research results into marketable innovations – true to their mission statement

### **Empa**

Dr. Michael Hagmann, Head Communication  
Ueberlandstrasse 129  
8600 Dübendorf  
Switzerland

+41 58 765 11 11  
[michael.hagmann@empa.ch](mailto:michael.hagmann@empa.ch)

# Other sources of funding or business support

Other source 7:

Gründen.ch is the Swiss magazine for founders and start-up enthusiasts. They regularly conduct short interviews with founders and VCs from Switzerland and the international community.

**gründen.ch**

[www.gründen.ch](http://www.gründen.ch)

**FIREGROUP GmbH**  
**Onlineshop & Webdesign Agentur**  
Walchestrasse 9  
8006 Zürich  
Switzerland

+41 44 534 66 66  
[info@firegroup.com](mailto:info@firegroup.com)

# Other sources of funding or business support

Other source 8:

## Lakeside Partners

[www.lakeside.partners](http://www.lakeside.partners)

Lakeside Partners is made up of a group of experienced entrepreneurs. Their investments are shaped by a hands-on mentality, the core idea of this being identical to that of the founders: passionate entrepreneurship. Successful relations in the long term are based on trust. Consequently, their investment horizon does not aim for the earliest possible success but rather for reaching the peak within a sector or a market.

With an entrepreneurial background, they invest in early stage companies that have the potential to change the rules of the game in their sector or market. Their unique investment approach enables the founders to focus on their core skills, allowing them to react faster at the same time as developing their potential. As a result, they employ a combined investment approach, specifically composed for each company.

They are maintaining a global network of experts and investors, which allows them to extensively support and complement the founding team. In order to bring their ideas to life, or to give them the push they need into the development phase, their portfolio entrepreneurs benefit from a network with extensive expertise, the members of which are excellently motivated and integrated by the investment-based nature of their commitment.

Lakeside Partners AG  
Mathias Ruch  
Gotthardstrasse 26  
6300 Zug  
Switzerland

+41 41 725 08 80  
[hello@lakeside.partners](mailto:hello@lakeside.partners)

# Other sources of funding or business support

Other source 9:

## Lakestar

[www.lakestar.ch](http://www.lakestar.ch)

Founded by Klaus Hommels, one of Europe's leading venture capitalists, Lakestar has invested in many of the companies that define today's digital economy, including Facebook, Spotify and Skype, and more recently Opendoor, GoEuro, FiveAI, Blockchain and Shapeshift. Lakestar has a presence in Zurich, Berlin, London, New York and Hong Kong. Lakestar operates in early and growth-stage ventures by partnering with outstanding entrepreneurs worldwide, focusing on internet and technology companies that can quickly achieve global scale.

**Lakestar**  
Utoquai 55  
8008 Zürich  
Switzerland



# Other sources of funding or business support

Other source 10:

Redalpine is a European seed and early-stage venture investor. They invest in disruptive technologies with focus on highly scalable ICT and Health Tech models. They invest in Seed and Series A up to CHF 2 Million.

**Redalpine  
Venture  
Partners AG**

[www.redalpine.ch](http://www.redalpine.ch)

**Redalpine Venture Partners AG**

Pfingstweidstrasse 60  
8005 Zürich  
Switzerland

044 271 15 30  
[info@redalpine.com](mailto:info@redalpine.com)

# Other sources of funding or business support

Other source 11:

The Swiss Private Equity & Corporate Finance Association (SECA) is the representative body for Switzerland's private equity, venture capital and corporate finance industries. SECA has the objective to promote private equity and corporate finance activities in Switzerland.

**SECA**

Members of the SECA include equity investment companies, banks, corporate finance advisors, auditing companies, management consultants, lawyers and private investors.

[www.seca.ch](http://www.seca.ch)

**Swiss Private Equity & Corporate Finance Association**

**SECA**

Grafenauweg 10  
Postfach 7344  
6302 Zug  
Switzerland

+41 41 757 67 77  
[info@seca.ch](mailto:info@seca.ch)

# Other sources of funding or business support

Other source 12:

**startups.ch**

[www.startups.ch](http://www.startups.ch)

STARTUPS.CH, the public limited company with headquarters in Winterthur and branches in Geneva and Lugano was founded in 2005, and has operated the online information and company foundation platform since October 2005. The company is fully owned by Nexus Ltd. ([www.nexus-group.com](http://www.nexus-group.com)).

Since its incorporation, over 15'000 young businesses have been successfully founded through STARTUPS.CH. Eight employees work at our headquarters in Winterthur and one in each branch in Geneva and Lugano. STARTUPS.CH is represented in 20 different locations all over Switzerland, where STARTUPS.CH customers get advised and supported in the national languages as well as in English.

STARTUPS.CH sees itself as a holistic consulting company. Apart from consulting activities, STARTUPS.CH offers trust services, tax consulting, trademark protection, legal services, and practical entrepreneurial schooling. Furthermore, STARTUPS.CH holds the annual Swiss Startups Awards.

**STARTUPS.CH Winterthur**

Lagerhausstrasse 18  
8400 Winterthur  
Switzerland

+41 52 269 30 80  
[info@startups.ch](mailto:info@startups.ch)

# Other sources of funding or business support

Other source 13:

## Startup Ticker

[www.startupticker.ch](http://www.startupticker.ch)

Startupticker.ch is the online platform for young entrepreneurs, innovators and supporters. The hub increases the visibility of young Swiss companies and serves to highlight the diverse and vibrant startup scene.

The news portal provides daily information on company results, launch of innovations, growth, financing, exits, support services, events and award tenders. The most important news and events of the week from the start-up community are sent out in a weekly newsletter. The news portal communicates in English, German, French and Italian. Innosuisse is the principal of the startupticker platform.

### **Editorial Board** **startupticker.ch**

Hirschmattstrasse 33  
6003 Luzern  
Switzerland

+41 41 226 20 80  
[news@startupticker.ch](mailto:news@startupticker.ch)

# Other sources of funding or business support

Other source 14:

**startwerk**

[www.startwerk.ch](http://www.startwerk.ch)

startwerk.ch is the platform for Swiss startups. The blog reports on new companies and their development and is aimed at founders and successors of all industry sectors. In addition, employees and investors of startups are also in the target group. Topics like marketing and financing as well as reports of events complete the offer. The essential element of the blog is networking. startwerk.ch is a blog of the Institut für Jungunternehmen (IFJ).

**Institut für Jungunternehmen AG**

Wiesenstrasse 5  
8952 Schlieren-Zürich  
Switzerland

+41 71 242 98 98  
info@ifj.ch

# Other sources of funding or business support

Other source 15:

## Swisscom Ventures

[www.swisscom.ch/en/business/start-up/collaboration/co-creation.html](http://www.swisscom.ch/en/business/start-up/collaboration/co-creation.html)

Swisscom Ventures is the venture capital arm of Swisscom AG, the leading telecommunications and IT provider in Switzerland. Since the inception in 2007, they have invested in over 50 IT, digital media and telecommunication companies from the offices in Switzerland (Zurich and Lausanne) and the USA (Silicon Valley). As a strategic investor, they offer entrepreneurs access to their technical infrastructure and market channels in addition to financial support.

Swisscom Ventures has a dedicated Venture Investment Committee, ensuring lean governance and swift decision processes. The core investment team works closely with a network of Venture Associates, who have been nominated by Swisscom Executive Committee members to represent their respective divisions in corporate venturing activities on a part-time basis. The Ventures Associates work on deal-flow screening, introductions inside the business units, due diligence and facilitating the relationship between Swisscom and the portfolio companies.

Swisscom supports various initiatives for entrepreneurs, such as venture incubators in Basel, Zurich & Bern, as well as the annual Swisscom StartUp Challenge.

- early stage (Swiss Early Stage Fun): small entry tickets below CHF 1 million and follow with additional investments up to CHF 5 million in line with the company's progress.
- growth stage (International Fund): invests in innovative ICT companies at every stage of financing. Entry tickets are between \$0.5 and \$1 million and can be increased progressively to up to \$5 million in subsequent rounds. They typically co-invest alongside large venture capital firms able to finance a market rollout on a global scale

# Other sources of funding or business support

Other source 16:

## Technopark Winterthur

[www.tpw.ch/en/](http://www.tpw.ch/en/)

Technopark Winterthur offers a stimulating environment for innovative minds. Start-ups, spin-offs, service companies and research institutions from different sectors work together under one roof. They exchange ideas and experiences, take advantage of the direct connection to the ZHAW Zurich University of Applied Sciences and can rely on professional advice in business matters. The physical proximity to other companies promotes synergies.

The Technopark Winterthur provides 3 different packages. The package BRONZE is intended for teams who have a good idea, early-stage, with a business plan still in the process and fewer customers. The package SILVER is ideal for startups who have a stable founding team, an own product paired with a clear business model. The last package GOLD is for more mature startups with growth plan, a stable leadership team, a first customer base and greater funding needs.

Technopark Winterthur assesses the applications according to the following criteria:

- Convincing, dedicated and solid management team with an own innovative product
- Scalable business model
- Preference will be given to Energy & Cleantech, Healthtech and support for industrial processes

### **TECHNOPARK® Winterthur AG**

Dr. Thomas Schumann, Geschäftsleiter  
Technoparkstrasse 2  
8406 Winterthur  
Switzerland

+41 58 934 75 30  
[info@tpw.ch](mailto:info@tpw.ch)

# Other sources of funding or business support

Other source 17:

**>>venture>>**

**[www.venture.ch](http://www.venture.ch)**

»venture« is an initiative of the ETH Zürich, McKinsey & Company Switzerland, Knecht Holding, the innovation promotion agency Innosuisse, and École Polytechnique Fédérale de Lausanne (EPFL).

The leading Swiss-wide startup competition supports young entrepreneurs in founding a company. »venture« 2018 – like previous »venture« editions – aims to get untapped innovation potential implemented by encouraging young entrepreneurs to develop a business idea into a startup company. A number of renowned companies from Swiss industry and commerce sponsor the competition. Experienced coaches support competition participants in the development of their business idea or the preparation of their business plans and in the search for suitable partners and the necessary capital.

Participants also receive feedback from a team of highly qualified jurors. The more than 100 jurors belong to one of two groups: entrepreneurs, who evaluate the formal and business aspects of an idea, and investors, who evaluate its financial attractiveness. »venture« 2018 offers a startup consulting package powered by McKinsey & Company, as well as total prize money of CHF 40'000, additional CHF 10'000 for the audience award for the winners of the business idea competition, and total prize money of CHF 120'000 for the winning business plans. Participants receive additional support in the form of various events, to widen their network and sharpen their business ideas. Comprehensive information material is available, such as the business plan handbook "Planen, Gründen, Wachsen", specially written for the »venture« competition by McKinsey & Company. »venture« is for budding entrepreneurs in Switzerland who have innovative business ideas.

**»venture« office**

Pfingstweidstr. 3  
8005 Zurich  
Switzerland

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[office@venture.ch](mailto:office@venture.ch)





AAL2Business Support Action

<http://www.aal2business.com>