

Accelerating Entrepreneurship in a University Environment

Will Cardwell

Aalto University Center for Entrepreneurship

www.ace.aalto.fi / will.cardwell@aalto.fi

Agenda

- Aalto University Overview
- Intro: Short Case Study
- What is ACE?
- Five Points About Accelerating Growth
- Aalto's Building Blocks
- Questions

Aalto University

A merger of three leading Finnish higher education institutes: business, art & technology



A unique community:

- 4,300 faculty and staff, including 300 professors
- 20,000 students
- 75,000 alumni

Endowment: 1 Billion Euros

Total annual budget 400 million € (2011)

Vision 2020

The best connect and succeed at Aalto University, an institution internationally recognized for the impact of its science, art and learning.



Case Study to Establish Way of Thinking: Valimo Wireless

WHAT PUT US OVER THE TOP?

Finnish Network

HR Agility

Facebook

9 / 11

Roberto Carlos

Focused IP

Reverse Learning

WHAT HELD US BACK?

Complex Ecosystem

Dripped Finance

Unproductive Partnerships

Distressed Customers

Small home market

Uneducated Public

Fragmented Technical Solutions



Will Cardwell November 8, 2007 at 8:25am

Claes, just had quick chat w our biz dev head. I think there are oppty's in both tc and aveia, where we r hoping to replace an existing soln. How long r u there and do u have any slots available in case i can get our turkish rep to meet u, who runs also the middle east, maybe best guy we have in sales. Then perhaps u and i can have call next week. I am on the road, sorry for stream of consciousness...

Sent via Facebook Mobile



November 8, 2007 at 12:20pm Report

i am here only today. i'll talk to our local VP Multimedia and get his details to you

Sent via Facebook Mobile

Roberto Carlos' last advertisement Garanti Bank

suat71

7 videos

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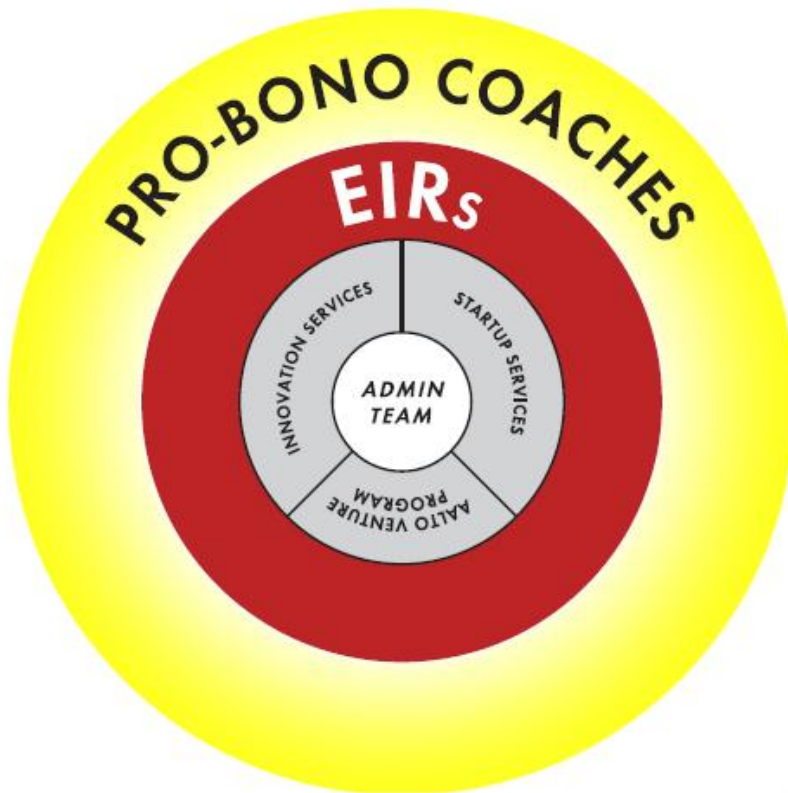


0:42 / 1:13 240p

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4,887

ACE Co-Creates Growth within the Aalto Community

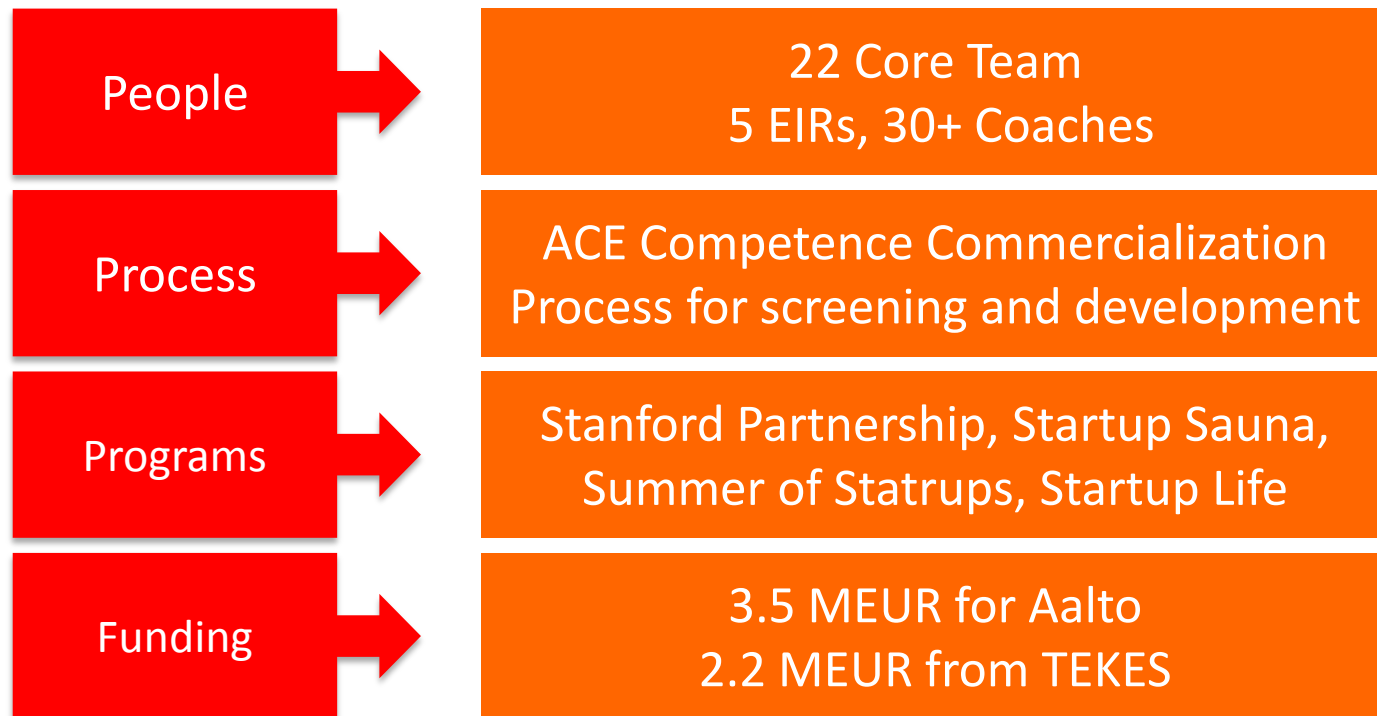


ACE Resources

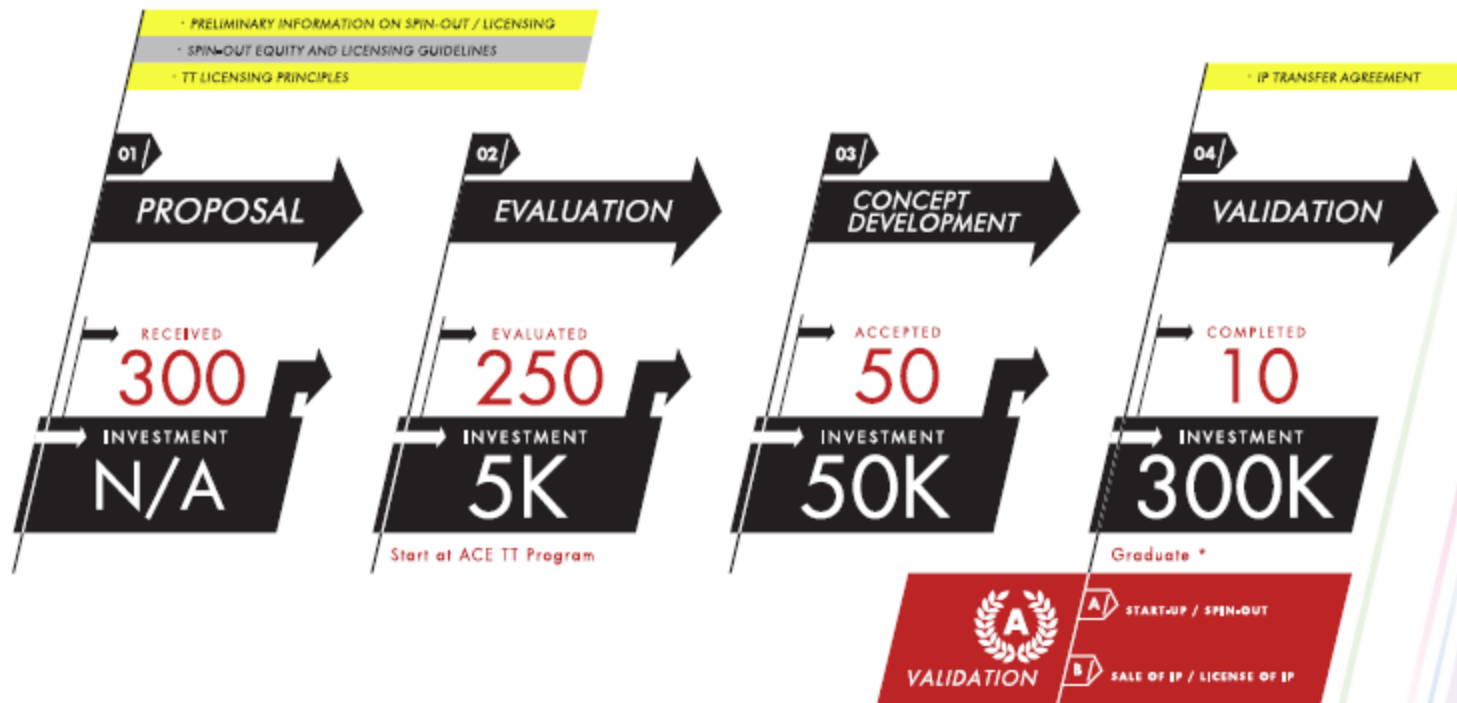


Aalto Community

ACE's Resources



ACE Technology Transfer Process



* IP licensed / moved to new start-up

5 Necessary Ingredients for Entrepreneurship

- Positive Energy and Initiative
- T-Shaped People
- Extreme Work / Internationalism
- Transparency, Community and Pay it Forward
- Black Swan Thinking

The Aalto Startup Community

What Happened in 2011

Blaast €3M investments by global investors, launching mobile cloud in southeast Asian operators

Eniram name fastest growing Greentech company in Deloitte fast 500, Fastest growing company in Finland

Multi Touch launched world's largest multiuser, multitouch display, €2M investment in August

Remedy Entertainment Death Rally highly successful on iOS, with 1.8 paid download.

Senseg named one of Time Magazines 50 most important inventions

Rovio sets every possible growth record in mobile gaming, showing how to branch into new markets

Nexstim €13M from, and a steady stream of newsflow regarding new results of Navigated Brain Stimulation

Mendor €8 million euro of VC financing, Red Herring 100 finalist

Modz significant financing round, founder Salla Koski wins 2nd prize among European woman inventors.

Campalyst Startup Sauna winner who went on to win of Seedcamp NY

Scoopinion winner of 250k Sanoma Foundation Innovation Award

Flowdock Announced \$650k funding round of US investors and seed investors, including Mårten Mickos.

Aalto's Building Blocks

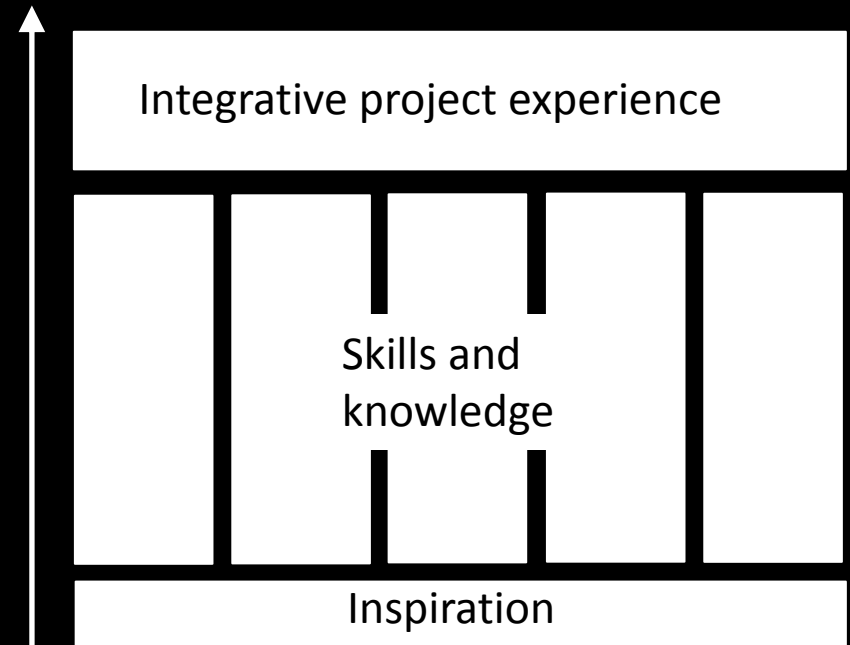
1. Aalto Ventures Program
2. Summer of Startups
3. Startup Sauna
4. Startup Life
5. Out to the Community!

Aalto Ventures Program...

AVP...

- Is a minor offered widely to Aalto students
- is relevant for building new scalable business both in new and existing firms
- integrates research, teaching, and outreach activities
- builds on research-based insights *and* practice-based experience
- includes a heavy dose of experiential learning in cross-disciplinary teams
- connects students, faculty, and the venturing community

Curriculum structure



New Venture Formation Class

- Session 1 – Intro & opp assessment
- Session 2 – Sales & Marketing
- Session 3 – Customer discovery, go-to-market
 - Gate I: Opportunity Assessment
- Session 4 – Financial modeling
- Session 5 – R&D
- Session 6 – Financing
 - Gate II: Operating Plan
- Session 7 – Capitalization and example Gate 2
- Session 8 – The VC presentation
 - Final Presentation



Summer of Startups – Intern Substitute

10 weeks, 40 students, Global.



Startup Sauna

7 weeks, 300 applicants globally, 20 teams
Coached by Serial Entrepreneurs

An internship in startup is a way to learn to ship a product, build a team or grow a company - skills that can't be learned by just studying in a university.

Startup Life - definition

A global network of future growth entrepreneurs.

European startup accelerators are gradually revealing their performance figures

by **Natasha Starkell**

on January 27, 2012

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12 Comments 💬

With the rise of numerous accelerator programs in Europe one cannot help but wonder whether jumping through the application process hoops, sweating through the mentoring sessions and flirting with investors at demo days are all worth a founders' time.

When I attended the recent **Startup Sauna** demo day in Helsinki in December 2011, I met teams not only from Finland but also from Russia, Poland and the Baltic Rim. I was amazed how young many of the participating entrepreneurs were. So when the performance stats from Startup Sauna hit my mailbox I was curious to learn what actually happens to all those startups after they complete the seven-weeks-long coaching program in the startup co-working space **Aalto Venture Garage**.

Of course, it is too early to judge the results of the most recent Demo day, but up until October 2011 the teams and their results were counted by Startup Sauna coach **Paolo Borella**.

Startup Sauna is funded by **Aalto University Center for Entrepreneurship** and the Finnish




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THANKS!

Will.Cardwell@Aalto.fi

