The Gate to opportunities

Looking back on 2022
Looking forward to 2023
Dear reader,

We are looking back on a fruitful year and forward to exciting things to come. The Gate is celebrating its second birthday and like toddlers, we are learning and adapting fast to new and exciting things.

In 2022 we had our first big corporate event: LEVEL UP, with more than 300 visitors as an enthusiastic crowd. We helped more than 400 startups this year alone. We expanded our service partners within our community to increase help to startups. And with our latest business developer on board, we are now in full swing to kick off 2023 with loads of opportunities. We are The Gate to opportunities.

Growth and development are key pillars within our team. We’ve set the bar together and, like a startup, we are looking now to grow further and establish ourselves as a successful business.

Together with our founding partners and all public and private partners in the region we have the ambition to develop the Brainport region towards the most attractive breeding ground for startups. We welcome many more initiatives of entrepreneurs. We are just getting started!

Hope to meet you (again) in 2023!

Jeroen van Woerden
Managing Director The Gate
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2022 at a glance
The Gate Brainport Eindhoven Dashboard 2022

- Number of business cases actively supporting & 94 new cases in pipeline: 57
- Funding applications successfully supported & 22 cases pending: 19
- Entrepreneurs referred to our preferred service partners: 45
- Spinoff companies incorporated & 5 pending in pipeline: 4
- Patent applications filed: 23
- Exits from TU/e Participations: 44

Startup Readiness Program

- 2 Cohorts on avg. per SRP-module with total of 149 participants
- 28% of SRP-participants with international background
- 21% female SRP-participants

Participant Population in SRP

- 149 total participants
- 17% Scientists & Researchers (exclusively from TU/e)
- 37% Student (all institutions)
- 46% Region (Entrepreneurs non-TU/e)

Student Population in SRP

- 48% TU/e
- 16% Tilburg University
- 18% Avans Hogeschool
- 12% JADS

*Includes 24 participants from the recently launched GAME for Data & AI module
Recap of events 2022
First edition of LEVEL UP

22 September 2022

LEVEL UP - STARTUP EVENT
BRAINPORT EINDHOVEN
Recap of events in 2022

TU/e StartUp Night - April 12
Inspire, connect and collaborate in innovation
In cooperation with the TU/e Office for Alumni Relations, Round One Ventures and The Gate

The Road Symposium
April 25th | 19:30 | Online
The Road Symposium by the Academic Business Club
South Netherlands' largest symposium on entrepreneurship organised by and for students

Brabathon
Phenomenal hackathon of Brabant
Innovating the healthcare procedures of tomorrow. Students from 6 different universities in Brabant join forces with Philips to solve real healthcare challenges
SLUSH 2022 Helsinki
The World’s leading startup event

Green Café
Introducing the concept of biobased circularity and the need for change.
Roadshow along the 4 Dutch TU’s, regarding circular solutions.

Stage Two Wildcards
The largest pan-European competition for the best startups spinning out of leading universities

DRAGONS’ CHAPEL
Each university in Brabant represents a startup to pitch their business idea to a serious group of investors

ACADEMIC STARTUP COMPETITION
The 10 most promising startups of 2022 in The Netherlands
Student team recruitment 8th June
For students from Fontys, TU/e and Summa, who would love to become part of a student team or early-stage student startup

Roundtable meetings Eindhoven Alderman Stijn Steenbakkers
For startups with innovative solutions for the city

Delta Dialogues
For those involved or looking to get involved in integrated photonics
Community members can share the latest product or technology developments

European Venture Programme 2022 in Lausanne (18 - 22 July)
Startups (students and PhD's) from the 6 Eurotech universities
TU/e students participating: Heimdall Sensor Intelligence, Dembrane, 1Mind and SimEnergy
2023 Preview
**Why The Gate?**

**Problem**
Support & facilities for startups are fragmented in the region

**Solution**
The Gate offers a one-stop-shop with access to all areas of expertise for starting entrepreneurs in Brainport Eindhoven

**Our goal**
To help an increasing number of (deep-)tech-starters in the region to start or to develop their business in the early phase
Our why translated to Mission | Ambition | Strategy

**Mission Statement**
Thriving societal impact by guiding (deep)tech startups to success

**Ambition**
To raise the number of, and increase the (potential) success rate of (deep)tech startups in the Brainport Region

**Strategy**
By creating and growing a vibrant tech ecosystem we provide (1) development support, (2) access to and (3) collaboration with critical ecosystem partners to grow and have a smooth and successful start of a startup journey
How we work inside and outside our organization

**Input**

- Nurture clients & partner network
- Harness The Gate's human capital potential

**Activity & output KPI's**

- Cultivate incubator assets
- Develop Businesses and IP asset portfolio
- Promote entrepreneurship & IP awareness
- Successful venture building (startups)
- Effective IP exploitation (spin-offs & licenses)

**Outcome & Impact KPI's**

- Economic & financial sustainability (The Gate)
- Impact on economy & innovation ecosystem
How we work and develop from 2022 to 2025

Work towards 50 startups annually by 2025

Offer high quality support infrastructure to early-stage tech startups

[Diagram showing various support elements for startups]
Programs & services
Startup Readiness Program

A modular support program developed and offered in partnership with Braventure

In series of 4 programs (Ready, Set, Game, Match) entrepreneurs are covering the first lifecycle of venture building.
Walk-in hours

Free consultations for startups every first Monday of the month

Together with our service partners The Gate organizes walk-in hours every first Monday of the month. Startups obtain accessible advice in the following areas:

- IP, Data, Agreements
- Contracts & Licenses
- Insurance solutions for tech startups and scale-ups
- Intellectual Property and Patents
- Accounting, Tax, Legal
- Finance
- Funding

Number of attendees in 2022

45
Walk-in hours: our service partners

Consultations for startups with our service partners during walk-in hours
Entrepreneur-in-Residence (EIR) Program
Experienced (high-tech) entrepreneurs as a mentor

The Entrepreneur-in-Residence program provides an opportunity for experienced (high-tech) entrepreneurs to spend time at the Gate and help new ventures getting started.

The EIRS have extensive experience in creating and developing technology-driven ventures, are passionate about coaching and mentoring new venture teams, are financially independent and are committed to spending at least one day per week on the TU/e campus, for a period of at least one year.

An entrepreneur-in-residence will spend time at The Gate, TU/e innovation Space, and Eindhoven Engine in the first few months and subsequently may choose to focus his/her time and attention on a particular location for the remainder of the residency period.

Our 4 entrepreneurs in 2022-2023
Photonic Ideation Booster Process

Valorisation of photonics research

To further promote the valorization of photonics research, The Gate has launched the "Photonics Ideation Booster Process".

This collaboration between researchers and business developers focuses on exploring the potential of new ideas in the field of Photonics. The TU/e's Eindhoven Hendrik Casimir Institute (EHCI) is supporting the two most promising initiatives with a valorization ticket of 20,000 euros. It is intended for initiatives at a very early stage, and not for existing spin-offs.
"Startups come up with innovations that can solve global challenges. If we let startups grow, we let the whole region grow. That is why I am a partner of The Gate."

Paul van Nunen
Director Brainport Development
"BOM is a proud co-founder of The Gate: the partner for ambitious entrepreneurs in the Brainport region. It provides workspace, support programs, capital and encouragement to help you transform your innovative idea into a proper and flourishing business."

Brigit van Dijk – van de Reijt
Chief Executive Officer of BOM
"Fontys has an increasing focus on entrepreneurship and entrepreneurial competencies. Eindhoven’s rich ecosystem offers many opportunities to get started with this. From the Fontys Center for Entrepreneurship, we are already giving concrete substance to structurally strengthening the connection between education and entrepreneurship in the region. The Gate is a good example of joining forces, creating a nice platform for tech-starters and thus contributing to the shared ambitions."

Arian Steenbruggen
Member of the Executive Board
Fontys University of Applied Sciences
"The Gate improves the quality and quantity of the high tech startup climate in The Brainport region. Startups from the TU/e and the regional market can use the practical knowledge and skills of MBO students from Summa College. Our students/entrepreneurs can learn from the more theoretical approach of TU/e and Fontys."

Laurent de Vries
President Executive Board
Summa College
"The Gate has proven to be a key Brainport facility to help new tech enterprises take off. As ‘One Stop Shop’, it provides high quality advice and support ranging from housing and IP protection to financing and coaching. The TU/e is proud to be one of the founding fathers of The Gate."

Robert-Jan Smits
President Executive Board
Eindhoven University of Technology
Team The Gate
Contact us

www.thegate.tech
info@thegate.tech
+31 (0)40 247 5952

Visiting address
Alpha Building
2nd Floor
Het Eeuwsel 57
5612 AS Eindhoven
PO Box 513, 5600 MB Eindhoven

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