

# **The Gate to opportunities**

**Looking back on 2022**

**Looking forward to 2023**



**The Gate**  
**BRAINPORT**  
**EINDHOVEN**

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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**



## 2022 DASHBOARD



57

Number of business cases actively supporting & 94 new cases in pipeline

19

Funding applications successfully supported & 22 cases pending

45

Entrepreneurs referred to our preferred service partners



4

Spinoff companies incorporated & 5 pending in pipeline

4

Exits from TU/e Participations



23

Patent applications filed

44

Invention Disclosure Forms received & initial assessment conducted

## Startup Readiness Program

2

Cohorts on avg. per SRP-module with total of 149 participants

59 participants in READY

64 participants in GAME\*

12 participants in SET

14 participants in MATCH

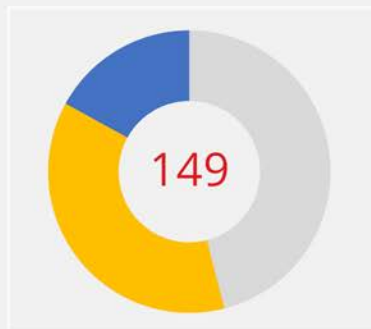
28%

of SRP-participants with international background

21%

female SRP-participants

PARTICIPANT POPULATION IN SRP



17%  
Scientists & Researchers  
(exclusively from TU/e)

37%  
Student  
(all institutions)

46%  
Region  
(Entrepreneurs non-TU/e)

STUDENT POPULATION IN SRP

48%

**TU/e** EINDHOVEN  
UNIVERSITY OF  
TECHNOLOGY

6%

**Fontys**

16%

**TILBURG** UNIVERSITY

18%

**avans**  
hogeschool

12%

**JADS** University of Data Science

\*Includes 24 participants from the recently launched GAME for Data & AI module

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# **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 by the  
Academic Business Club  
South Netherlands' largest  
symposium on entrepreneurship  
organised by and for students**



**Brabathon**

**A cross-institutional 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





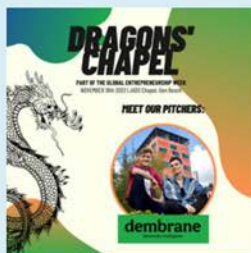
**SLUSH 2022 Helsinki**  
The World's leading startup event



**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**  
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

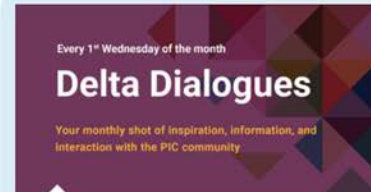
For students from Fontys, TU/e and Summa,  
who would love to become part of a student  
team or early-stage student startup



### 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

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**2023 Preview**

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## 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

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## 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



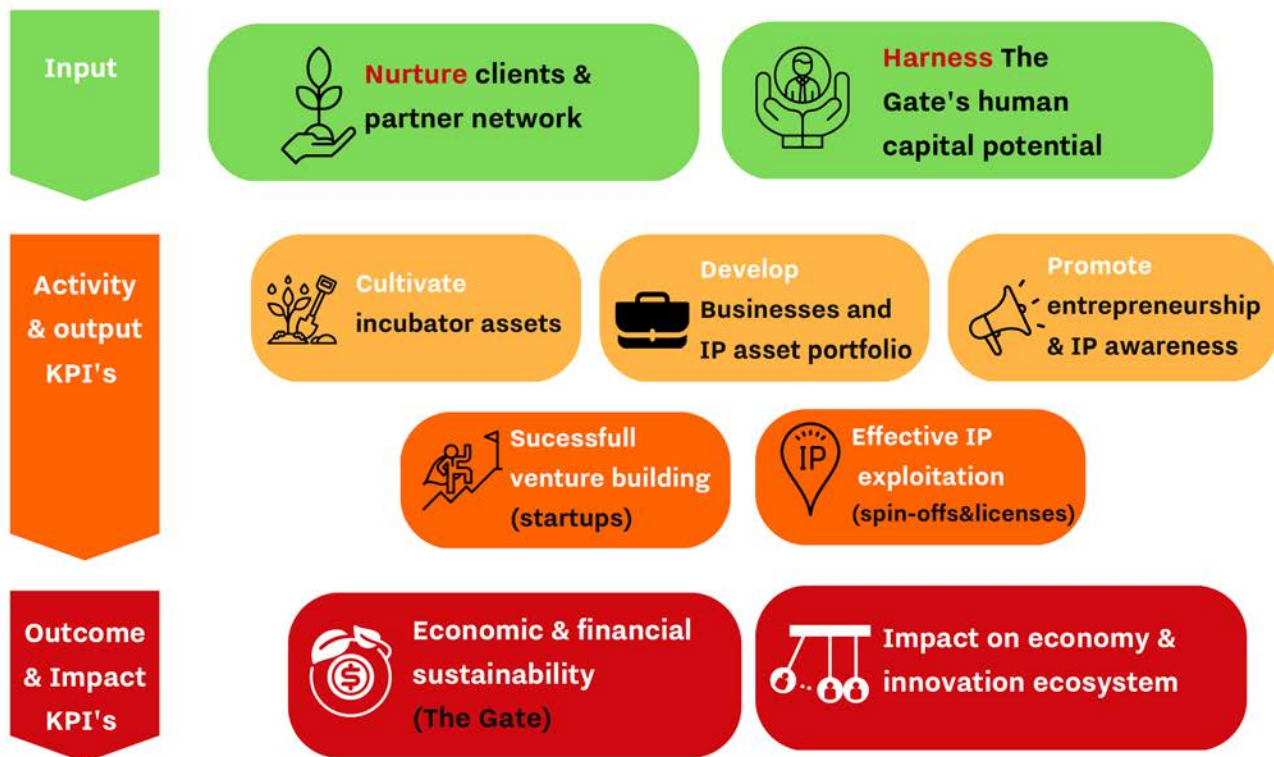
### **Strategy**

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

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## How we work inside and outside our organization

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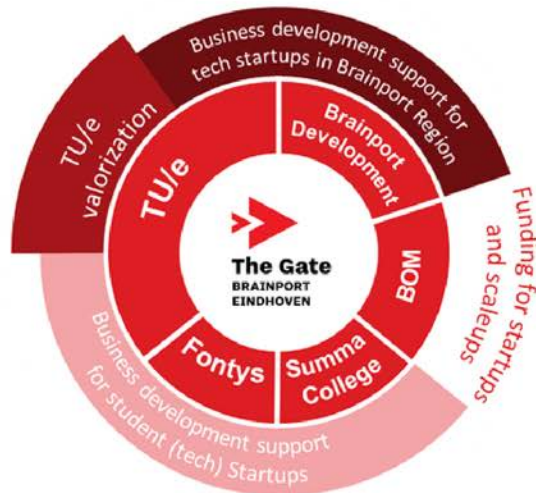




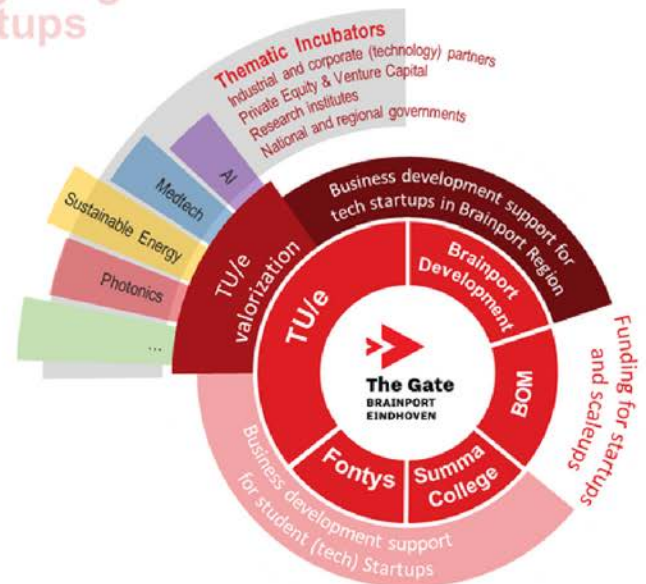
## How we work and develop from 2022 to 2025

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Work towards  
**50 startups**  
annually by  
2025



Offer high  
quality support  
infrastructure to  
early-stage tech  
startups



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# **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.



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## **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**

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## Walk-in hours: our service partners

Consultations for startups with our service partners during walk-in hours



Netherlands Enterprise Agency



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## 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





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## **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.



The background features a complex geometric pattern of white triangles of varying sizes and orientations, creating a three-dimensional effect. A solid red triangle is positioned in the top-left corner. A bright white light source at the end of a perspective-lined tunnel of triangles illuminates the scene, casting soft shadows on the floor.

**Partners**



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"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**



**The Gate**  
**BRAINPORT**  
**EINDHOVEN**



40 Years **Catalyzing Change**

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"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**



**The Gate**  
**BRAINPORT**  
**EINDHOVEN**





"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**



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"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**  
**BRAINPORT**  
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"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**



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**Team The Gate**

# The Gate team 2023

## Management The Gate

Jeroen van Woerden  
Managing Director  
The Gate



## Management TU/e Participations

Sonja Vos-  
Poppelaars  
Managing Director  
TU/e Participations



## IP Support



Natasa Marsic  
IP Manager



Suki Sandhu  
IP Manager



Anna Wetzels  
IP Manager

## Incubation Support



Monique Greve  
Program Manager  
Incubation



Frank van de Ven  
Business  
Incubation  
& Funding  
Manager

## Organizational Support



Yvonne van Kempen-  
Vogelzang  
Mgt. assistant



Christian Staupe  
Mgr. Valorization  
& Impact



Charlotte van den  
Heuvel -Triantafyllidis  
Marketing &  
Communications

## Business Development Support



Bart van Grevenhof  
BD Students



Rick Bonants  
BD Students



Sebastiaan Huntjens  
BD Medtech | Biotech



Irina Kulizhnikova  
BD AI Region



Marcel Quist  
BD AI | Medtech



Marcella Gagliardo  
BD Photonics |  
Physics | EE



Fons Sweegers  
BD Energy | Built  
Environment



Jelle Schunselaar  
Brainport



Marielle Sleumer  
Brainport



Piet van der Wielen  
Brainport



Pepijn Herman  
BOM



Theo van de Sande  
Summa



Gert Poppe  
Fontys



Paul van Schelt  
Fontys

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### Follow us

