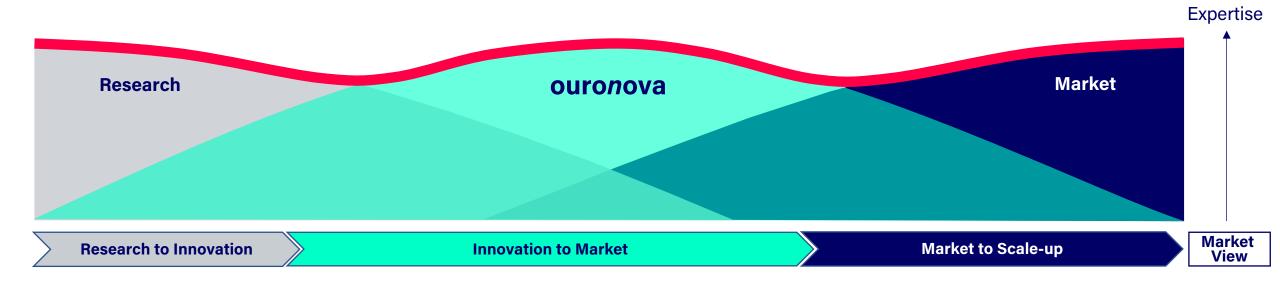
## **Business Strategy**

We build the bridge between research and market to accelerate **DeepTech innovation** 



Through an open innovation approach with R&D and commercial partners, we combine the disruptive agility of a startup with the essential structure and economics of an established company, to deploy resources, knowledge, network and commercial acumen required to successfully launch DeepTech solutions in the market.



## **Business Model**

## We build the right business model for each technology

In DeepTech, the technology readiness level (TRL) should come hand-in-hand with the commercial readiness level (CRL). Assessing and analysing the future business is essential in the earliest stages of the product lifecycle.

In collaboration with our partners, we drive the process of forward planning to ensure all stakeholders are aligned with the best business model to succeed.

Research to Innovation		Innovation to Market				Market to Scale-up			Market View
<b>1</b> Basic Research	<b>2</b> Applied Research	<b>3</b> Experimental Deve	<b>4</b> elopment	5	6	<b>7</b> Industrialization	8	9 Scale and sell	TRL Technology Readiness Level
<b>1</b> Identify Innovation	<b>2</b> Market application	<b>3</b> Business Case		<b>4</b> Business Model	<b>5</b> Go-to-Market Plan	6 Commercial Set-up		7-8-9 Scale and sell	CRL Commercial Readiness Level