



# Climate-KIC Accelerator

## Start up the business of change



Climate-KIC is supported by the  
EIT, a body of the European Union



# Climate-KIC 2016 Accelerator Stage 2 Bulgaria

Climate-KIC Accelerator is Europe's largest cleantech accelerator for early stage startups. It is focused upon getting startups ready for their first investors and customers and helps them scale their business.

## The startup journey

The journey to an investible and scalable startup takes you through three stages, each with a special focus. All startups are eligible to attend bootcamps, demo days and Master Classes events that take place throughout the programme and have access to Climate-KIC's Europe-wide network of alumni, contacts, events and social media.



## Stage 1: Business Model Development

*[Not open in 2016 – coming in 2017]*

The first stage of the Accelerator is intended to help early-stage Startups refine and develop their specific USP and business model. Here the first prototype can be finalised and assistance is provided to obtain industry feedback.

## Stage 2: Business Model Validation & First Customers

*[Open for this call]*

The second stage of the Accelerator helps move startups with a well-formulated business model to the next phase: validation and customer acquisition. Here again startups have access to grants and coaching but also funds to cover other materials that are required to help develop the business. Teams can now focus on acquiring their first customers and an iterative process of business model validation whilst receiving continuing support from expert coaches and mentors and participating in programme activities and workshops.

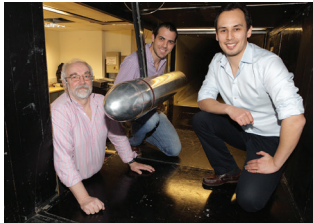


## Stage 3: Onwards to Investment and Scaling *[Not open – coming in 2017]*

The third and final stage of the Accelerator (open for application to all existing Stage 2 startups) aims to prepare fully-fledged startups for a future of investment rounds and scaling.

### Who we are looking for

We are looking for entrepreneurs or teams proposing a new product/service in the low carbon market with a defined business model or start-ups already incorporated operating in the same market.



You should have a breakthrough idea with substantial climate impact, a strong motivation to achieve global

success and an advanced level of English. As we are establishing an Accelerator programme in Bulgaria we are running only Stage 2 intake this year.

*"An accelerator can be a central component of building a network that helps startups open doors and connect with people in order to find the right support and partners"*  
Martin Baart, Ecoligo

### Apply here until 30 September

<http://www.climate-kic.org/ris/accelerator>

### Contact details

Cleantech Bulgaria  
Sofia Tech Park - Business Incubator Building,  
Ground floor  
Blvd. Tsarigradsko Shose 111B, Sofia, Bulgaria  
[www.cleantech.bg](http://www.cleantech.bg)  
[info@cleantech.bg](mailto:info@cleantech.bg)



### What is in it for you?



- Experts coaching, pitch training and workshops



- Pitch stages



- Mentoring and networking



- Financial support up to €15.000 for stage 2



- Access to C-KIC partners

The Accelerator offers many physical things through the startup cycle: free office space, workshops, mentors, coaches and annual and biannual events such as bootcamps where all new programme entrants spend an intensive two days together in inspirational talks and workshops on the climate theme, training and introduction to the Accelerator, establishing contacts and plans ...

All teams have access to a regular series of workshops and training throughout the programme to ensure they have access to the relevant information to grow and develop their ventures, whether legal, tax & financial, building a team, branding and communications or sales and marketing assistance.



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