Europe

Building a deeptech Europe

Deliverable 4.6: Service Plan 3

July 2021

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X-Europe Partners

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1. Introduction

This document was developed by Design Terminal as part of the X-Europe project (XEUROPE). It corresponds to the deliverable Service Plan 3 (D4.6), as detailed in the Description of Action in Annex 2 of Grant Agreement no. 871795.

D4.6 is included in Work Package 4 (WP4) – Connecting and Nesting, which aims to ensure that startups participating in the X-Europe project will receive services that support them in their professional development and connect them to key members of the ecosystem.

This document is a Service Plan deliverable intended for the public. It provides potential X-Europe participants with an introduction to X-Europe's benefits to startups, investors, corporations, and ecosystems. These community-building services are listed in Table 1.

Table 1. X-Europe community-building services

Service	WP
Investment matchmaking	WP4
Public funding opportunities	WP4
Ecosystem builder networking	WP4
Talent matchmaking	WP4
Corporate matchmaking	WP4
Promotion and visibility services	WP5
Conference and event services	WP5

Additionally, X-Europe provides **training to support these services (under WP3 activities):**

- **Investment readiness training**
- **Events preparation & networking training**

There are three service plan iterations over the course of the programme:

- D4.1 - Service Plan 1, which outlined the plan for these activities for M1-M10;
- D4.5 - Service Plan 2, which did the same for M11-M18; *and*
- D4.6 - Service Plan 3 (the present document), summarising the service planning for M19-M26.

D4.6 present an overview of the **matchmaking and visibility services** that will be delivered in the end of the project to the following cohorts:

- **Cohort 4 – Smart cities/ Sustainability:** May – September 2021
- **Cohort 5 – SpaceTech:** September – December 2021
- **Cohort 6 – FinTech:** October – February 2021

More specifically, D4.6 will highlight how the matchmaking services are elaborated, what kind of promotion activities supported the startups' success, and offer an insight of how the three remaining flagship events will look like (TNW 2021, Design Terminal Event 2021, TechChill 2022). Besides the flagship events, all WP4 services are accessible for the whole X-Europe lifetime.

For a complete overview of the X-Europe programme, this document should be read together with Training Plan 3 (D3.5), which illustrates the skills and training services offered, including acceleration, incubation, training sessions, training webinars, and one-on-one mentoring.

After this introduction, the Service Plan is divided as follows:

- X-Europe ecosystem and community services
  - Investment matchmaking
  - Public funding opportunities
  - Ecosystem builder networking
  - Talent matchmaking
  - Corporate matchmaking
  - Promotion and visibility services
  - Conference and event services
- Timing of activities
- Conclusion

2. X-Europe Service delivery

The core objective of X-Europe's services is to boost startups across Europe by providing international matchmaking, training, and promotion services that allow companies to grow sustainably and intelligently across Europe. These services will be provided with a specific focus on the Benelux region, the Nordics, the Baltics, and the Visegrad region.

Startup growth is dependent on finding the right investment and funding opportunities – more specifically, finding opportunities that correspond to startup maturity and product readiness. A key criterion for developing startup ecosystems is a wide, interconnected network of diverse actors. To ensure this, **X-Europe provides support in matchmaking at different levels (WP4 activities):**

- Investment matchmaking
- Public funding opportunities
- Ecosystem builder networking
- Talent matchmaking
- Corporate matchmaking

In addition, **X-Europe offers visibility support through these services (WP5 activities):**

- Promotion and visibility
- Conferences and events

2.1 Investment matchmaking

Startup growth is dependent on finding the right investment and funding opportunities, which corresponds to startup maturity and product readiness. A key criterion for developing startup ecosystems is a wide, interconnected network of diverse actors. To ensure this, the X-Europe project provides support in matchmaking at different levels:

- Online investment matchmaking
- In-person investment matchmaking (through X-Europe events, if COVID-19 restrictions permit)

Format and content

Online investment matchmaking

The main objective of this task is to engage each startup's portfolio with investors to create a high volume of startup-investor interactions that stimulate investment opportunities, particularly across borders.

To enhance this, investors are collected through our open calls and are addressed in WP4 deliverables. To showcase our companies, X-Europe creates a startup portfolio with information provided in the application form and through information collected from the startups at the beginning of the programme. Investors are continuously informed about portfolio updates over the whole programme (i.e., investors joining in M24 will still see startups profiles for companies engaged during M7).

If an investor is interested in a conversation with one or more startups, they submit a request letting us know which startups they want to meet with and the X-Europe partners will organize and facilitate the matchmaking event for them.

In-person investment matchmaking (through X-Europe events, if COVID-19 restrictions permit)

Apart from the dedicated investment matchmaking service, investors can also have meetings with the startups during the Acceleration Week and at the X-Europe conferences. These meetings were organized online so far, however, depending on the COVID-19 situation, the partners are also planning to organize these meetings in-person. Based on the actual situations, the investment matchmaking will be held both in physical and online format during the TNW 2021 conference in autumn.
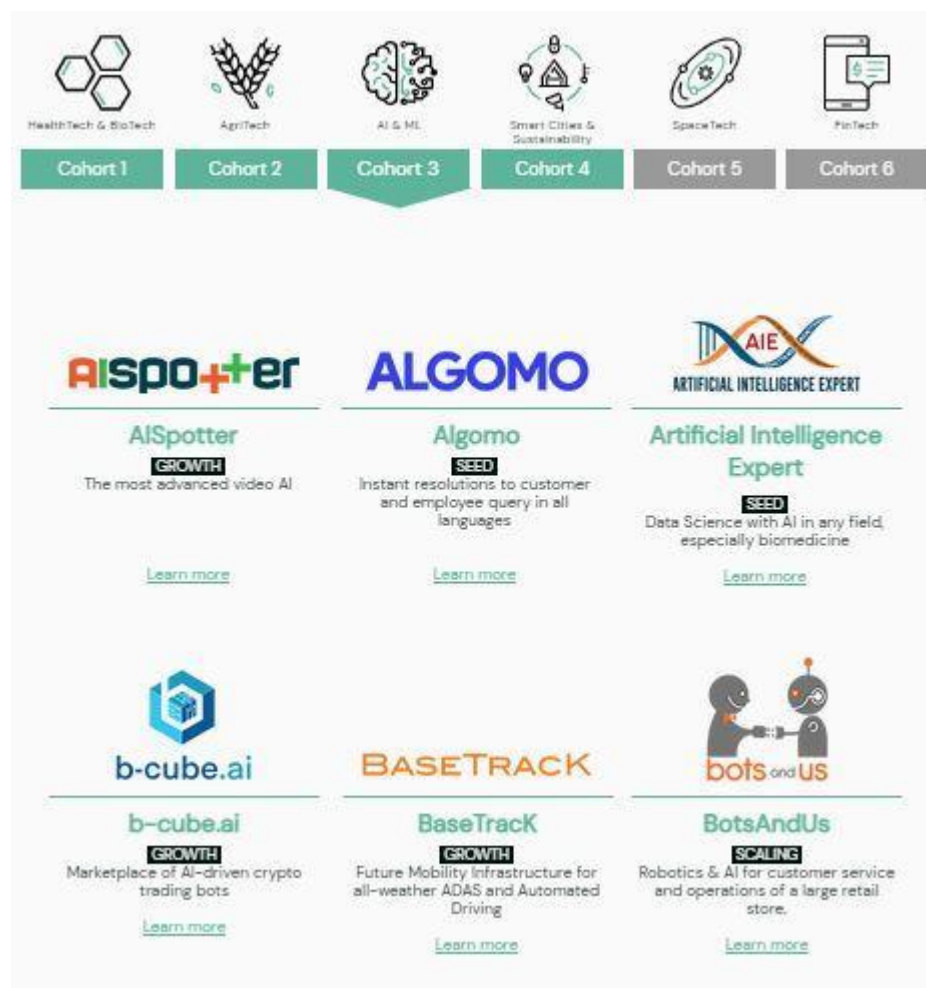
Figure 1. Startup portfolio on the X-Europe website

2.2 Public funding opportunities

The aim of this service is to enable and bring startups closer to the relevant public funding opportunities in Europe.

Format and content

The sourcing of these funding opportunities is done according to each startup's industry focus, technological focus, geographic location, available funding, application deadlines, and the complexity of the application process. X-Europe individually analyses the needs of each cohort, and, with that insight, develops a short monthly analysis of available public funding opportunities in Europe, including cascade funding projects. Once these opportunities are identified, X-Europe ensures that all the startups from each cohort are informed about the details of these opportunities, including backing organisations, deadlines, amounts, and application methods. The information is shared as part of the monthly newsletters customised for the selected startups.

2.3 Ecosystem builder networking

Format and content

X-Europe creates a European innovation community and connects startups with investors, corporates, and ecosystem builders as a part of the goal to establish Europe as the leader in deeptech. Ecosystem builders are considered entities such as accelerators, incubators, and co-working spaces. These entities have been contacted regularly. Ecosystem builders can apply on X-Europe's website to become an X-Europe communication/community/engagement partner. X-Europe is a valuable opportunity for ecosystem builders because we:

- provide visibility of their activities
- connect them with startups they may not know
- support potential collaborations between startups and partner
- keep them up to date about startup news, programmes, and other opportunities via Slack
- create long-term relationships

Ecosystem builders can also provide free training, share their opportunities with our startups, communicate about our open calls and milestones to their networks, include their services in our newsletters, and receive information about our startups through our portfolio.

2.4 Talent matchmaking

It is vital to find and attract the right talent for startup jobs to boost ecosystems, ensuring diverse team skill sets. In this context, talent matchmaking helps startups attract employees with the right skill sets by creating an international talent exchange to attract the best professionals for each job.

Format and content

In the frame of the X-Europe portfolio, startups in each cohort are offered talent matchmaking services on an international level through the dissemination of their job openings via the X-Europe consortium's network and channels (the X-Europe website, the F6S platform, TechChill's channels, the Growth Tribe Slack channel, Design Terminal's newsletter, the Startup Hungary community, the Young Creators platform via TNW's partnership and Wild Code School). Each cohort's startups are contacted about their job vacancies and offered one-on-one support for posting effective role descriptions throughout the X-Europe project duration.

To facilitate greater job visibility within the X-Europe ecosystem, create links between startup ecosystems, and streamline the job process, the current vacant positions seen on the respective F6S cohort page are integrated into the X-Europe jobs page. Additionally, during the acceleration week, X-Europe hosts a session called "Must-know remote hiring and working tips - Best practices and tips on how to work remotely effectively and hire new colleagues online". The session enables startups to fully embrace digital working and hiring. Finally, X-Europe startups have an opportunity to share their projects related to web development with the students of Wild Code School and engage them in project based internships, as well as attend recruitment days organized by the organization.

Figure 2. An X-Europe job posting on Growth Tribe's internal job board

2.5 Corporate matchmaking

Creating sustainable corporate-to-startup relationships is a great way to accelerate startup growth. During each cohort, X-Europe facilitates at least three corporate-to-startup matchmaking sessions with the aim of encompassing pilot projects and new partnerships and discussing potential opportunities to solve business challenges.

Format and content

X-Europe distributes to corporations about the startups who are taking part in the programme, supports them in selecting startups to meet, and selects approximately five startups per corporation business challenge event. A corporate matchmaking portfolio of startups was created to disseminate sufficiently detailed information about the startups to corporations who have joined the programme. This portfolio is similar to the investment portfolio in many ways (covering details regarding the startups, their products, their company details, and their team), with the addition of a field relating to each startup's "vision for collaboration" that allows companies to provide details about their ideal corporate collaboration partner.

After selecting the startups per corporate partner, preparatory calls are held between X-Europe and each corporate partner to collect information to help startups craft their pitches. A personal meetup day is scheduled allowing all the selected startups to pitch, engage in roundtables with key stakeholders, and set out their plan addressing the corporation's challenges. This meetup day is a

great chance for all parties to kickstart a potentially long-lasting relationship and generate excitement within the corporation about the programme, as it is a showcase event.

To keep the momentum, corporations are immediately debriefed by X-Europe to establish which startups interest them. If there is a positive match, X-Europe invites the matched parties and the corporate partner to a one-on-one pilot shaping workshop. In this workshop, the corporation and the startup discuss the scope of a pilot and define what success looks like, planning and milestones, what will be measured, who is involved, and more. Both parties leave the workshop knowing exactly what the next steps are.

The X-Europe corporate matchmaking process is a rapid way for corporates and startups to meet, with a recommended timeline of around 8 weeks from receiving the portfolio to a completed pilot shaping workshop. Apart from the dedicated matchmaking service, corporate partners can have bilateral meetings with the startups during the acceleration week and at the X-Europe conferences.

Table 2. Typical startup-corporate event agenda

Time in minutes	Topic	Stakeholders
5 minutes	Walk-in	All
5 minutes	Short programme intro	X-Europe Team
5 minutes	Introductions around the room	All
7 minutes	Pitches + Q&A	Startups pitching, Q&A from corporation
20 minutes	2 concurrent roundtable sessions (deep dive with each company and corporate in private), startups rotate rooms to ensure every 'room' meets every startup	1 startup per room, 2 corporation employees, 1 X-Europe facilitator
20 minutes	Debrief (discussion about which companies the corporation would like to work with)	X-Europe Team and corporation
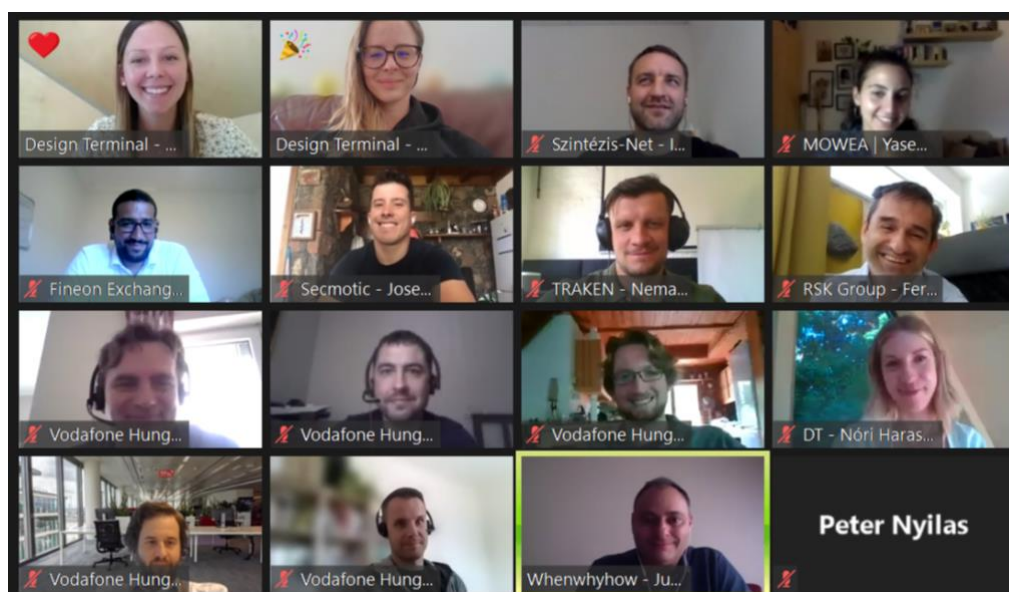
Figure 3. Startups in a corporate matchmaking session with Vodafone, RSK Group, and Szintezis-Net at the second X-Europe Acceleration Week

2.6 Promotion and visibility

Visibility and promotion are key elements of startup success. X-Europe will provide valuable publicity to startups via programme communication, partners' channels, and local, regional, and international media coverage (xeurope.eu/news).

Format and content

X-Europe's startups are promoted through diverse channels including social media, articles, podcasts, and others. Primary promotion takes place through TNW's platforms, which reach 10 million readers. The consortium will publish six articles per year, a total of twelve articles during the programme duration. These articles provide useful insights about the industries, ecosystems, and experiences of startup within the programme to provide tasteful promotion of startup, whilst also providing value and insight to the reader interested in industries or topics.

X-Europe is partnering with StartUp42 Media to produce a six-part podcast miniseries, the "Founder's Journey". New episodes of this podcast have been released monthly beginning in mid-June and are available on all major podcast platforms, such as Spotify, Google Podcasts and Apple Podcasts.

Beyond the promotion via these platforms, startups can also attend the partners' alumni events to meet companies from various programmes and focus areas.

Communication about the services, application opportunities and news takes place on social media channels (Facebook, Instagram, Twitter, LinkedIn), the X-Europe website, via partners' channels, and in consortium newsletters. The six images on the following pages present some examples of this communication.
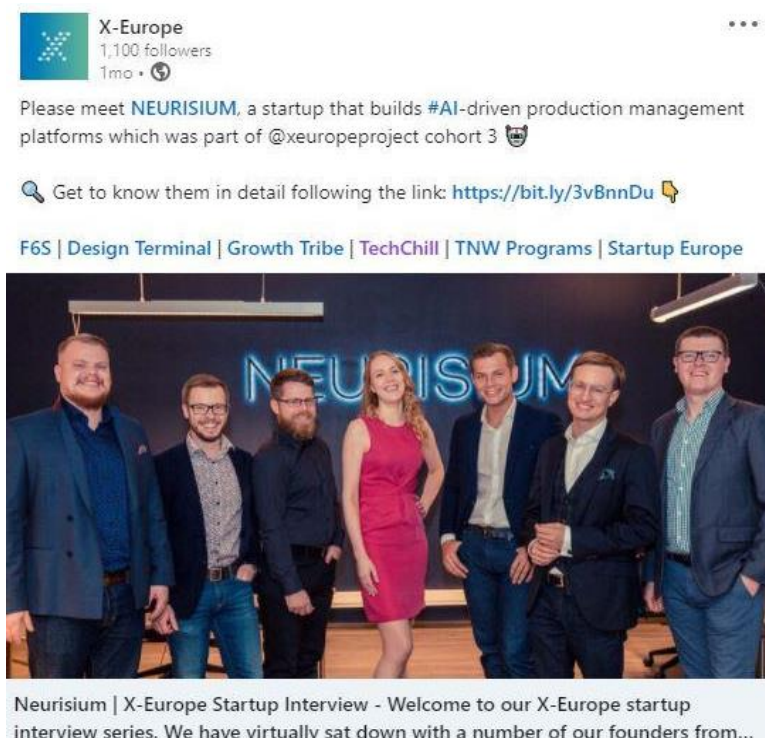
Figure 4. Introducing a Cohort 3 startup, Neurisium, on Linkedin
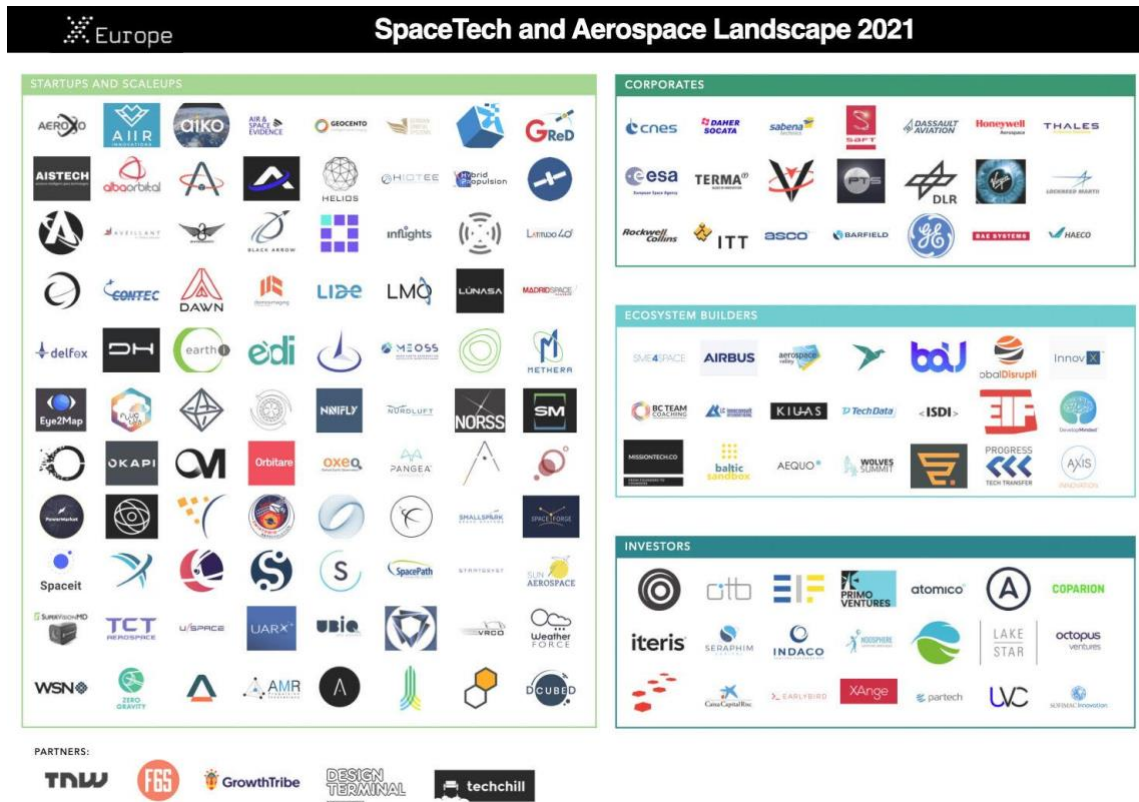
Figure 5. SpaceTech landscape shared on social media and the X-Europe website
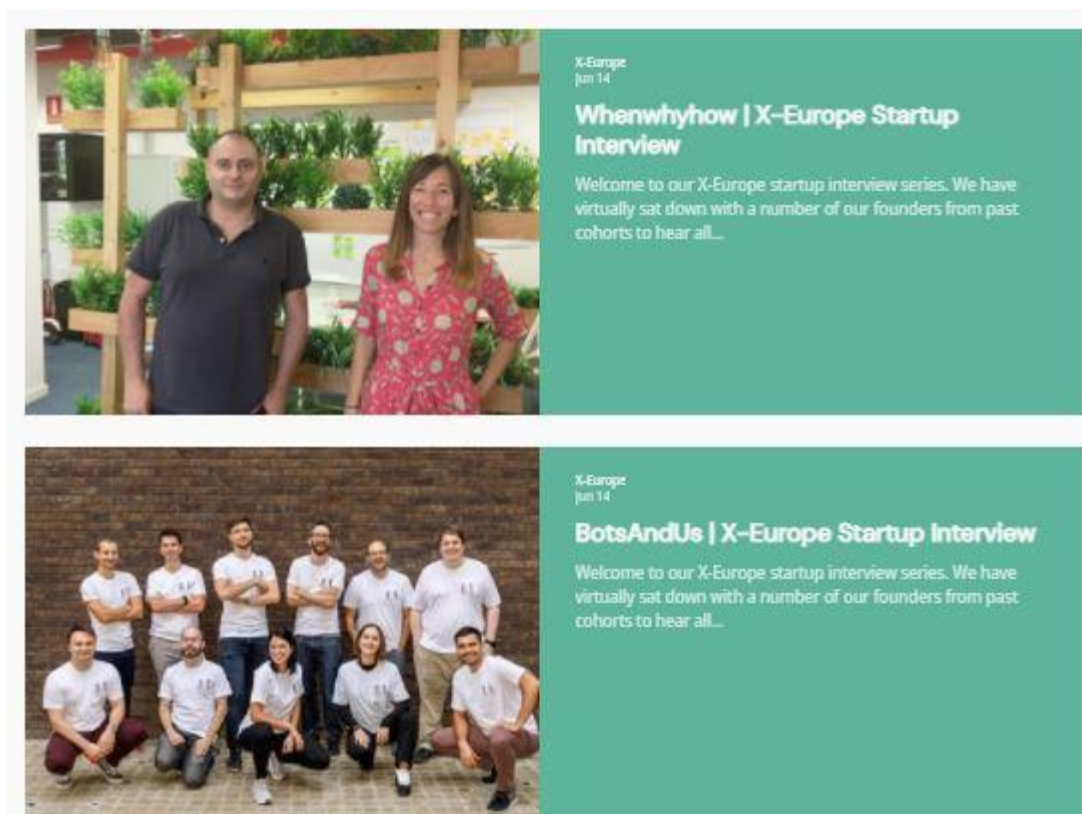
Figure 6. Cohort 4 startup articles on the X-Europe website
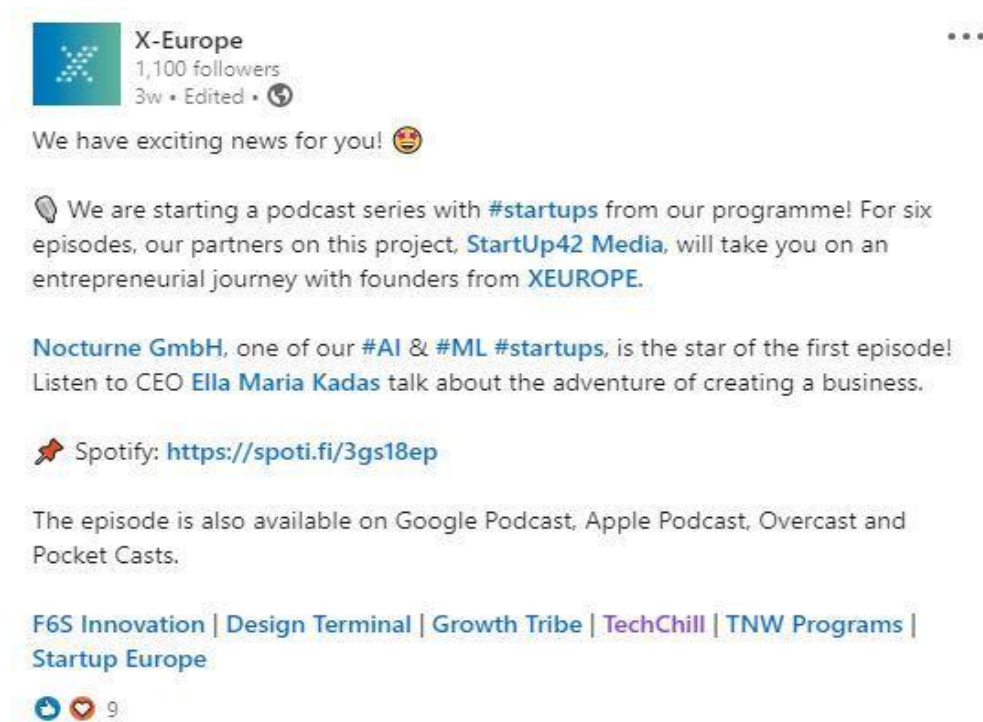
Figure 7. Promoting our podcast series featuring our startups on LinkedIn
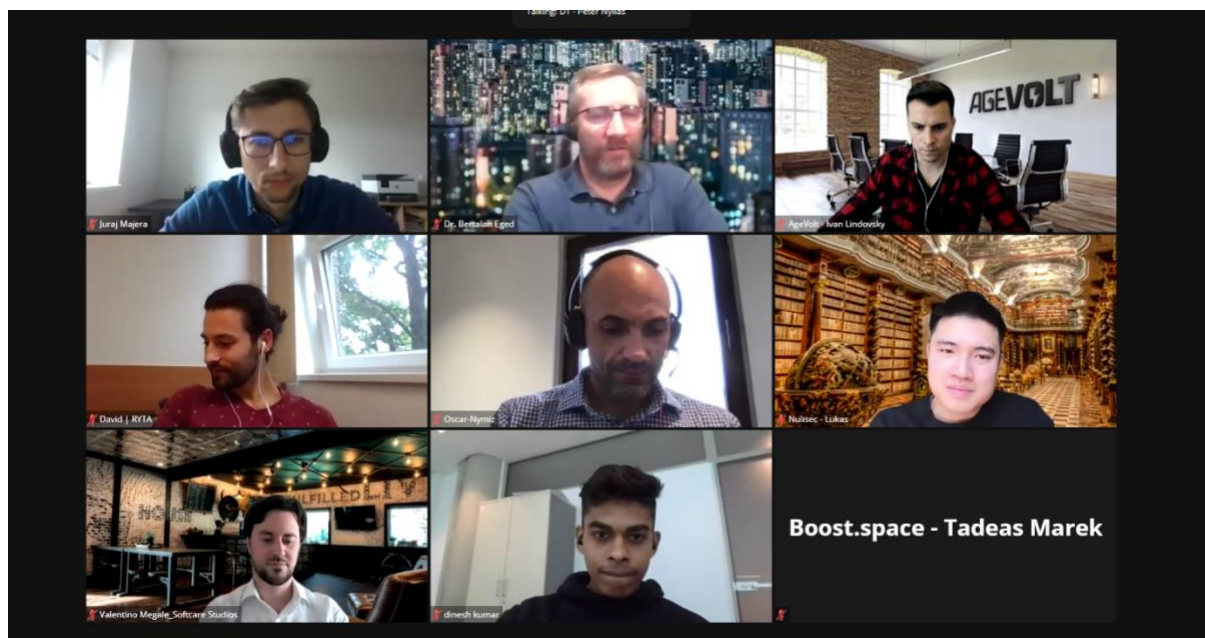
Figure 8. Valentino Megale from Softcare Studios leading a discussion about business and investment aspects at an online networking event, organized by Design Terminal for all its alumni

2.7 Conference and events

Besides media coverage, in-person meetings with startups and their products can truly engage future B2C and B2B customers. Startups in each cohort will be showcased in X-Europe events, offering opportunities to meet an international audience containing the most important actors of the ecosystem.

Format and content

Depending on the cohort and its corresponding X-Europe flagship event, each startup can participate in and have a stand at their assigned event pavilions / online booth either a TechChill event, The Next Web conference, or a Design Terminal event:

- Cohort 4: TNW2021
- Cohort 5: Design Terminal 2021, and
- Cohort 6: TechChill 2022.

In case of online events, event pavilions shall be replaced with virtual expo zones. This will give startups exposure to a larger audience and allow them to engage with contacts outside of their respective regions.

Startups in each cohort will be showcased at X-Europe events, having the opportunity to meet international audiences containing the most important ecosystem actors. Additional value of events is seen in matchmaking with potential partners, investors, and customers (through the events' matchmaking platforms). Besides, events will not only provide promotion to the startups, but will also strengthen the X-Europe brand as a whole.

At the events hosting X-Europe (TNW2021, and TechChill 2022) there will be a dedicated area for X-Europe partners and startups aiming to maximize the exposure of the current X-Europe cohort at the host event. On the other hand, bespoke X-Europe events (Design Terminal 2021) focus on the ongoing cohorts' topic. Similarly, in the events' communication, partners must maximize their efforts in promoting the X-Europe programme (as part of the conference or individually) with a special focus on the topic and participating startups.

2.7.1   TNW 2021

TNW2021 will be planned as a hybrid event returning to Amsterdam physically but streaming worldwide via the Hopin events platform on 30 September-01 October 2021. With ambitions for a physical audience, the conference will see content tracks discussing key developments in the world of tech, thought leadership sessions with policy experts and change makers, side events, and matchmaking spanning the 2-day conference.

X-Europe's presence is to be confirmed at the time of writing due to the Dutch Governments current restrictions preventing physical events. If possible, X-Europe will take place with a physical presence, albeit in a reduced capacity.

As one of the leading cities in the world for urban futures, Amsterdam is a hotbed of Smart cities innovation, and with TNW's SHIFT sub-brand focusing on mobility and urban life, there will be opportunities for X-Europe startups to learn, engage, and meet with relevant stakeholders. Additionally, through TNW's content tracks, we are working towards an opportunity for X-Europe stakeholders to get onstage and discuss their efforts to grow ecosystems across the continent.

With a dedicated matchmaking platform, international audiences, and cutting-edge content, the conference will be the next edition of events for the X-Europe cohort either physically or digitally.
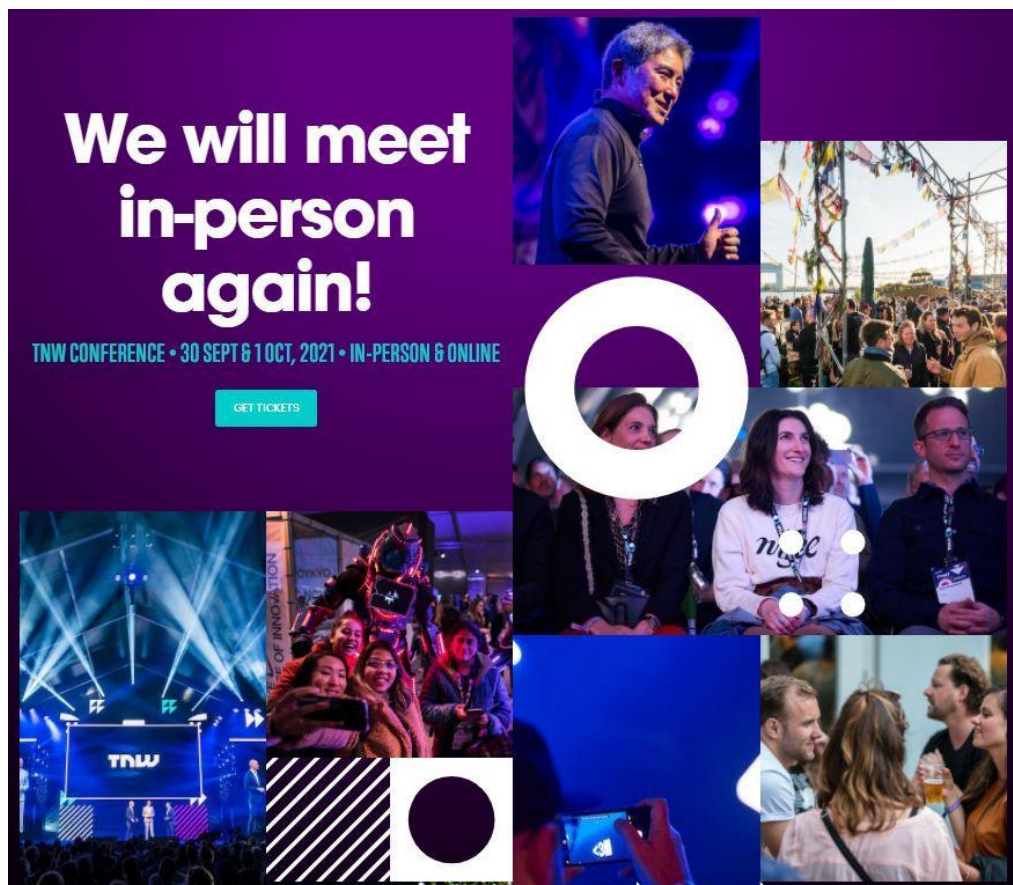
Figure 9. Conference publicity for TNW 2021 (30/09/21 – 01/10/21)

2.7.2   Space Terminal Budapest

Space Terminal Budapest will be an online event streaming hosted by Design Terminal via the PINE events platform on 10-11 November 2021. This conference will focus on the future of the space industry, providing a place where startups, founders, corporations, investors, ecosystem builders and other experts in the field can share their insights about this innovative, quickly growing domain.

2.7.3 TechChill 2022

TechChill 2022 will move back to its original timing and will take place from 16-18 February 2022. The event plans to go back to a physical event while maintaining an opportunity for joining virtually to allow joining from countries with travel restrictions.

Otherwise, the attendees can expect inspirational speakers, loads of networking and the return of Fifty Founders Battle with even more prizes.

Figure 10. The team behind the TechChill 2021 conference

Table 3. Testimonials from startups

"X-Europe opened many doors for us and brought connections which would have otherwise taken us some time and effort. By the end of programme, we have realised that we were provided with all the means to succeed and that now it is all up to us!" - Liga Vinkele, Fintelligence SIA

"We are a small and very busy startup team. This is true for most startups. The X-Europe programme was the fastest way to learn a lot of useful things. More importantly, by increasing our visibility, we were contacted for the first time by a serious and interested investor." - Alexandru Floares, Artificial Intelligence Expert

"X-Europe was a very enriching experience due to the quality of the technological content, current affairs and the values conveyed by the programme. We participated in several events in which we had access to the community and networking with more than 2000 attendees and it is something very rewarding that we had never experienced before. Knowing the experiences and background of multiple entrepreneurs, mentors and people with experience." - Alejandro Ruiz Lara, Checktobuild

"International networking and breaking down market barriers are key challenges for startups. X-Europe has been very supportive of T2K - Text2Knowledge." - Martin Rosenbusch from T2K - Text2Knowledge

3. Timing of activities

The schedule of the WP4 (matchmaking) and WP5 (promotion) services in the second half of the X-Europe project is presented in detail below.

Table 4. Schedule of WP4 and WP5 services

| Date	Service/Event
During the whole project lifecycle	Investment matchmaking
	Public funding opportunities
	Ecosystem builder networking
	Talent matchmaking
	Corporate matchmaking
	Promotion & visibility
30 September - 1 October 2021	TNW Smart Cities and Sustainability Conference
10-11 November 2021	Design Terminal SpaceTech Conference
February 2022	TechChill FinTech Conference
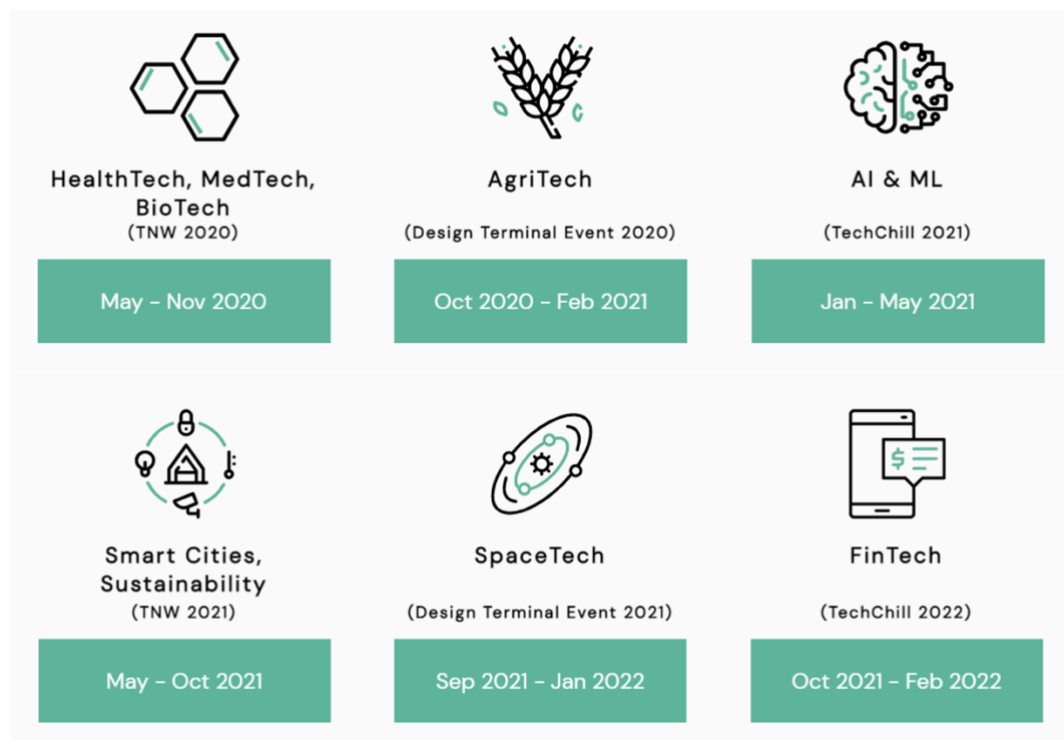
Figure 11. Cohort timings and topics

The following pictures present the full timelines of X-Europe Cohorts 4-6, indicating the biggest milestones of a startup's journey through the programme.

		X-Europe Cohort 4 Timeline	
Date (2021)	**Location**	**Activity/Event**	**Participation**
Feb 1 - Mar 31	N/A	Open call	N/A
Mar 31		Application deadline	
Apr 1 - Apr 21		Evaluation of applications	
Apr 23		Announcement of final selections	
Apr 30	Online	X-Europe Info pack	Full cohort participation
May 12 **10AM-1PM CEST**	Online	**X-Europe Kick-off webinar** ● Cohort 4 programme ● Services preparation (investment matchmaking; 1-on-1 mentoring; onboarding onto TNW community; access to Growth Tribe's online training preparation materials) ● Q&A ● **Group online workshop:** Investment readiness training	Full cohort participation
May 17 >> *available until* *Feb 28, 2022*	Online	Support in posting **job openings & accessing talent** on X-Europe platforms *(F6S, the Growth Tribe Slack Community, TNW Talent)*	Open to all
	Online	Support in **promotion and visibility** on X-Europe's channels	
May 19-28	Online	**1-on-1 mentoring** setup	Full cohort participation
May 24-28	Online	**Acceleration Week at Design Terminal** *(Cohorts 3 & 4)* ● May 24: 10h-14h Welcome and community building ● May 25-27: 13h-17h Workshops, mentoring sessions ● May 28: 13h-17h Experience sharing, closing	Limited availability *(services assigned by the X-Europe team)*
June 1 >> *available until* *July 29, 2021*	Online	**Investment matchmaking support** *(subject to interest from investors)*	Limited availability *(services assigned by the X-Europe team)*
	Online	**Corporate matchmaking support** *(subject to interest from corporations)*	
June 8-9	Online	**Training days with Growth Tribe Academy** ● June 8: 14h-17h Training session 1 ● June 9: 14h-17h Training session 2 *(Premium access to Growth Tribe's exclusive, reference-rich **online learning environment** will be provided after feedback form is filled in)*	Full cohort participation
June 10 >> *available until* *Aug 31, 2021*	Online	**1-on-1 mentoring** sessions	Full cohort participation
June 17	Online	**Group online workshop:** Startup readiness and business development training	Full cohort participation
July 29	Online	**Group online workshop:** Peer Learnings and 1-on-1 mentoring Exchange	Full cohort participation
Aug-Sep	Riga, LV	**Incubation at TechChill** *(2 months; dates TBC)*	Limited availability *(services assigned by the X-Europe team)*
Aug-Sep	Amsterdam, NL	**Incubation at TNW Spaces** *(2 months; dates TBC)*	
Sep 7	Online	**Group online workshop:** Events readiness training	Full cohort participation
Sep 30 - Oct 1	Online / Amsterdam, NL	**X-Europe @ TNW** ● Startup booth / 'digital booth' ● Matchmaking with investors ● Pitch competition for corporate challenges *(selected startups only)* ● Workshops, talks, side events	Full cohort participation

Figure 12. X-Europe timeline for Cohort 4, Smart Cities & Sustainability

X-Europe Cohort 5 Timeline July - Dec 2021			
Date (2021)	**Location**	**Activity/Event**	**Participation**
May 3 - June 30	N/A	Open call	N/A
June 30		Application deadline (17:00 CEST)	
July 1 - July 9		Evaluation of applications	
July 15		Announcement of final selections	
July 22	N/A	X-Europe sends programme Info Pack	Services setup
July 28 **10AM-1PM CEST**	Online	**X-Europe Kick-off webinar** ● Cohort 4 programme ● Services preparation (investment matchmaking; 1-on-1 mentoring; onboarding onto TNW community; access to Growth Tribe's online training preparation materials) ● Q&A ● **Group online workshop:** Investment readiness training	Full cohort participation
July 28 - Aug 31	Online	**1-on-1 mentoring + matchmaking setup** (X-Europe develops portfolios and matches startups with mentors)	Services setup
Aug 16 >> *available until Nov 30*	Online	**Investment matchmaking support** *(subject to interest from investors)*	Limited availability *(services assigned by the X-Europe team)*
	Online	**Corporate matchmaking support** *(subject to interest from corporations)*	
Sept 1 >> available until Nov 13	Online	**1-on-1 mentoring** sessions	Full cohort participation
Sept 1 >> *available until Feb 28, 2022*	Online	Support in posting **job openings & accessing talent** on X-Europe platforms *(F6S, the Growth Tribe Slack Community, TNW Talent)*	Open to all
		Support in **promotion and visibility** on X-Europe's channels	
Sept 21-22	Online	**Training days with Growth Tribe Academy** (held online) ● September 21, 14:00-17:00 CET: Training session 1 ● September 22, 14:00-17:00 CET: Training session 2 *(Premium access to Growth Tribe's exclusive, reference-rich **online learning environment** will be provided after feedback form is filled in)*	Full cohort participation
Oct 25-29	Online	**Acceleration Week at Design Terminal** *(Cohorts 5 & 6)* ● October 25: 10h-14h Welcome and community building ● October 26-28: 13h-17h Workshops, mentoring sessions ● October 29: 13h-17h Experience sharing, closing	Limited availability *(services assigned by the X-Europe team)*
Nov 3	Online	**Group online workshop:** Events readiness training	Full cohort participation
Nov 10-11	Online / Budapest, HU	**X-Europe @ DTERM SpaceTech conference** ● Topic related talks ● Online matchmaking and networking opportunities	Full cohort participation
Nov 23	Online	**Group online workshop:** Startup readiness and business development training	Full cohort participation
Dec 1	Online	**Group online workshop:** Peer Learnings and 1-on-1 mentoring Exchange	Full cohort participation
anytime until Dec 31 2021	Riga LV	**Incubation at TechChill** *(up to 2 months; dates agreed upon individually)*	Limited availability *(services assigned by the X-Europe team)*
anytime until Dec 31 2021	Amsterdam NL	**Incubation at TNW Spaces** *(up to 2 months; dates agreed upon individually)*	

Figure 13. X-Europe timeline for Cohort 5, SpaceTech

Date (2021)	Location	Activity/Event	Participation
X-Europe Cohort 6 Timeline Oct 2021 - Feb 2022			
July 12 - Sept. 10	N/A	Open call	N/A
Sept. 10		Application deadline (17:00 CET)	
Sept. 13 - Sept. 22		Evaluation of applications	
Sept. 24		Announcement of final selections	
Oct. 7	N/A	X-Europe sends programme Info Pack	Service setup
Oct. 13 **10:00-13:00 CET**	Online	**X-Europe Kick-off webinar** ● Cohort 6 programme ● Services preparation (investment matchmaking; 1-on-1 mentoring; onboarding onto TNW community; access to Growth Tribe's online training preparation materials) ● Q&A ● **Group online workshop:** Investment readiness training	Full cohort participation
Oct. 13 - Nov. 12	Online	**1-on-1 mentoring + matchmaking setup** (X-Europe develops portfolios and matches startups with mentors)	Service setup
Oct. 25-29	Online	**Acceleration Week at Design Terminal** *(Cohorts 5 & 6)* ● October 25: 10h-14h Welcome and community building ● October 26-28: 13h-17h Workshops, mentoring sessions ● October 29: 13h-17h Experience sharing, closing	Limited availability (services assigned by the X-Europe team)
Nov. 1 >> *available until Feb. 28, 2022*	Online	Support in posting **job openings & accessing talent** on X-Europe platforms *(F6S, the Growth Tribe Slack Community, TNW Talent)*	Open to all
		Support in **promotion and visibility** on X-Europe's channels	
	Online	**Investment matchmaking support** *(subject to interest from investors)*	Limited availability (services assigned by the X-Europe team)
	Online	**Corporate matchmaking support** *(subject to interest from corporations)*	
Nov. 3-4 **14:00-17:00 CET**	Online (in-person option in Amsterdam pending COVID-19 regulations)	**Training days with Growth Tribe Academy** ● November 3: 14:00-17:00 CET: Training session 1 ● November 4: 14:00-17:00 CET: Training session 2 *(The sessions are cumulative & interactive, so participants are requested to give their undivided attention. It's worth it, we promise!)*	Full cohort participation
Nov. 15 >> *available until Jan. 19, 2022*	Online	**1-on-1 mentoring** sessions	Full cohort participation
Dec. 2	Online	**Group online workshop:** Startup readiness and business development training	Full cohort participation
Jan. 20, 2022	Online	**Group online workshop:** Peer Learnings and 1-on-1 mentoring Exchange	Full cohort participation
Jan. 27, 2022	Online	**Group online workshop:** Events readiness training	Full cohort participation
anytime until Feb. 10, 2022	Amsterdam, NL	**Incubation at TNW Spaces** *(up to 2 months; dates agreed upon individually)*	Limited availability (services assigned by the X-Europe team)
	Riga, LV	**Incubation at TechChill** *(up to 2 months; dates agreed upon individually)*	
Feb. 16-18, 2022	Riga, LV + Online	**X-Europe @ TechChill** ● Topic related talks ● Online matchmaking and networking opportunities ● Pitch competition	Full cohort participation

Figure 14. X-Europe timeline for Cohort 6, FinTech

4. Conclusion

X-Europe addresses a set of corporate, investor, ecosystem builder and startup issues, offering great opportunities for their growth. A primary goal of the project is to deliver high-quality matchmaking and visibility services to participating startups through growth matchmaking sessions, visibility and event services. These services are elaborated and adjusted in each cohort according to participants' profiles, needs and problems and they will be revised based on the feedback received. Feedback is continuously gathered from participants and analysed to consider how services can be further improved. Hence, we are able to provide tailor-made services for our growing X-Europe network of startups, corporations, ecosystem builders, and investors.

For a more complete understanding of how the services addressed in this document complement the full X-Europe programme, please supplement this document by reading D3.5 - Training Plan 3, available at xeurope.eu/resources.

The X-Europe team looks forward to receiving applications from and further benefiting startups interested in the valuable services described above. Find out more at xeurope.eu!