



# Breakthrough to Scale

## *Advanced process mentoring for climate innovators*

PROJECT KICK-OFF EVENT

July 25, 2023

14:00 CET

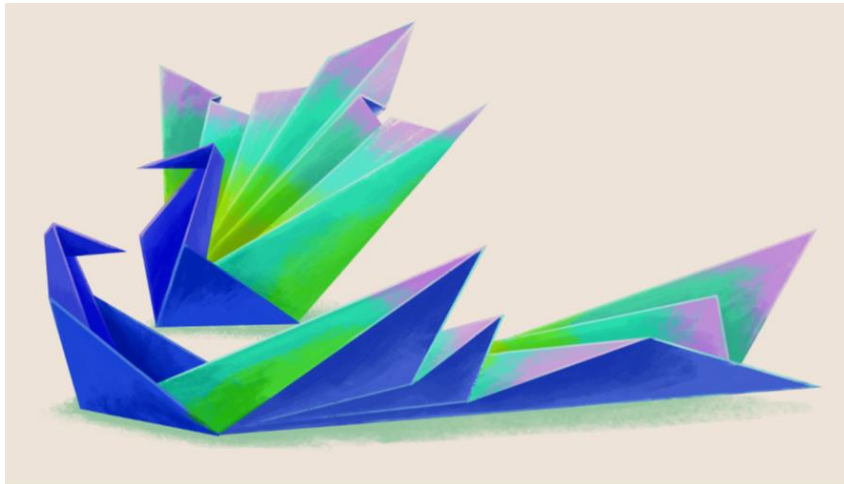
*online*





# Portfolio of services

## *Process Consulting*



*Light – Inspiration – Innovation*

1. *Innovation management*
2. *Proposal writing for competitive calls with direct management from the European Commission*
3. *Investment readiness*
4. *Technology transfer*
5. *Consultancy adapted to the specific moment in the growth of the company*
6. *From strategy to portfolio of projects*
7. *Developing multi-stakeholder initiatives in context of complexity*



# Market Segments

## **B2G**

- Municipalities, provinces and regions
- Territorial associations
- Organised communities

***Needs:*** design and implement strategies and action plans: Smart City, climate, social, entrepreneurial ecosystem etc.

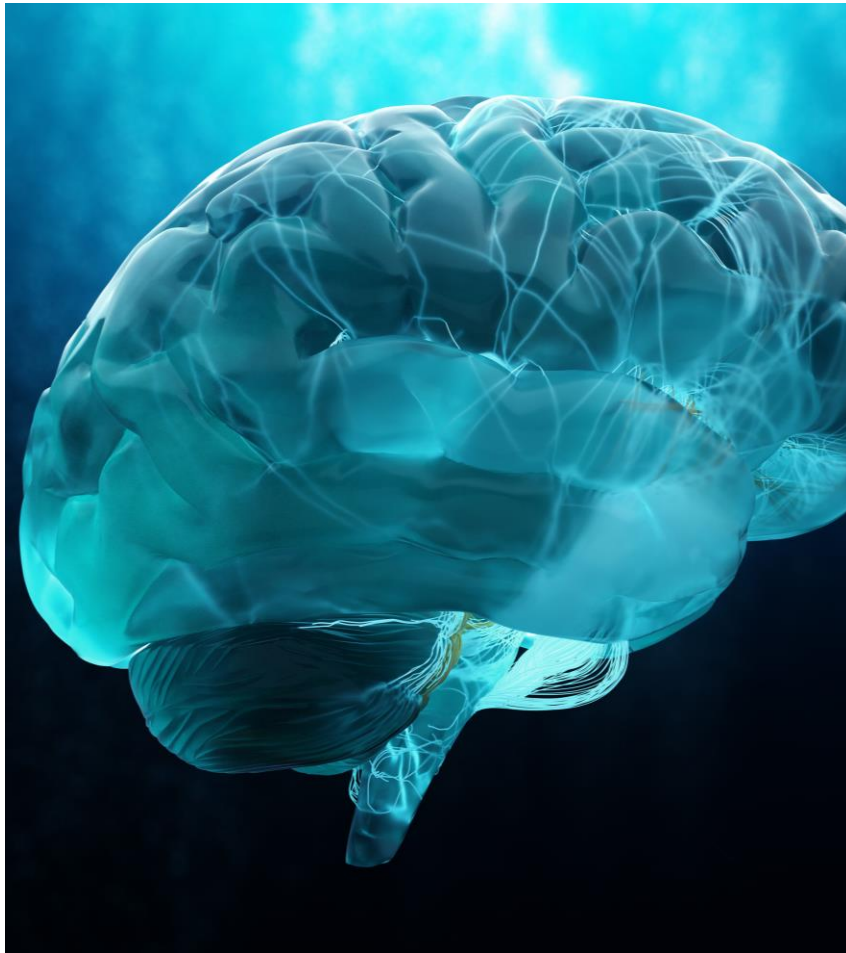
## **B2B**

- SMEs
- Large companies
- Startups
- Multinationals
- Banks

***Needs:*** develop and launch in-house innovation: TRL advancement for radical innovation, innovation strategy, funding schemes for scaling etc.



# Geographies and Sectors



## *EU and Latin America based innovators*

- ✓ New materials
- ✓ Chemical engineering
- ✓ Circular economy, sustainability, energy and cleantech
- ✓ New space industry
- ✓ Blue economy
- ✓ Food and agrotechnologies
- ✓ Nature-based solutions



# “Breakthrough2Scale”

**Project funded by Innovation  
Norway Romania**

Partner: **VINCO INNOVATION  
Norway**

*Timeline: June 2023 – April 2024*







# “Breakthrough<sup>2</sup>Scale”

**Launch and scaleup of climate breakthrough innovation:**  
research-based, deep-tech, tangible and radical



	<b>Drivers</b>
1	Advancement of the technology maturity level of the innovative solution
2	Design of the innovation strategy
3	Innovation life cycle management from idea to development
4	Go-to-market: achievement of time-to-market, early adopters, and breakeven point
5	Scaling roadmap
	<b>Enablers</b>
1	Funding strategy
2	Internationalisation
3	Digitalisation

*10 hours of mentoring  
per company*





# Impact for Mentees



Decrease **time-to-market** for innovative products / services



Decrease **time-to-profit** for innovative products / services



Increase **income from sales** from innovative products / services



Increase **sustainability at company level and / or at end user level** (e.g. carbon neutrality, all new products and processes compliant with circular economy, setup of cross-functional sustainability team within the company, waste recycling, energy monitoring and savings, net zero value chain requirements (e.g. suppliers and entire product life cycle), energy production from renewable sources, reduction of water consumption, energy efficient machinery, fully recycled materials in packaging, low emission manufacturing methods, other (relevant to the UN SDGs))



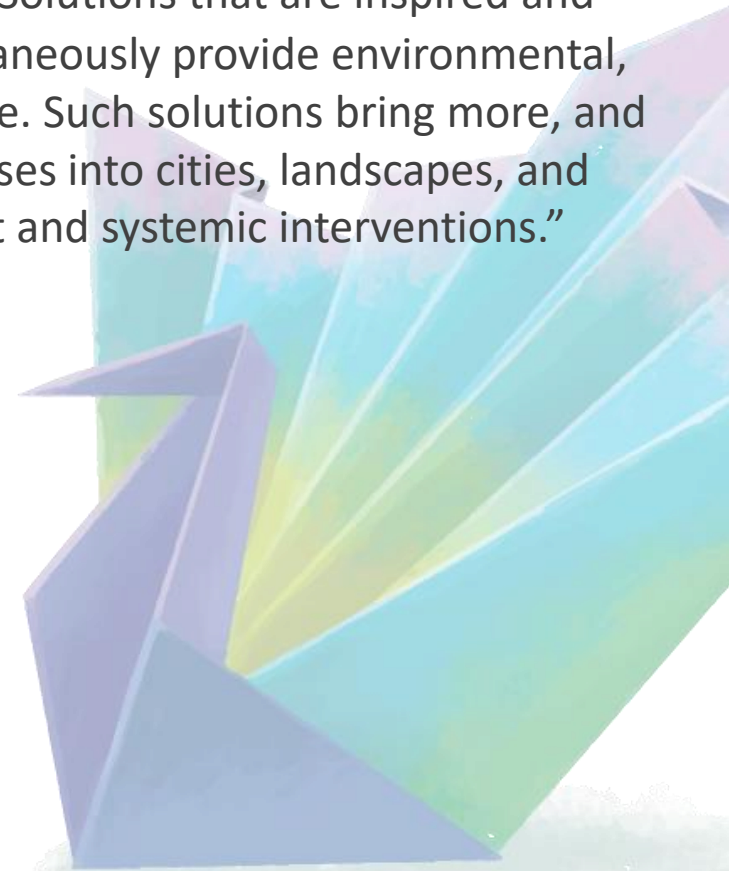
Decrease **time needed to advance one scale of the TRL** level for an innovative product



# Equity for Nature-Based Enterprises

**Multi-country fund** investing into projects or start-up companies, at proof of concept, pre-seed, seed, post-seed to A & B rounds

**Target innovators** — *Nature-based solutions* = “Solutions that are inspired and supported by nature, which are cost-effective, simultaneously provide environmental, social, and economic benefits and help build resilience. Such solutions bring more, and more diverse, nature and natural features and processes into cities, landscapes, and seascapes, through locally adapted, resource-efficient and systemic interventions.”  
(European Commission)





# Our Speakers

Breakthrough to Scale Advanced Process Mentoring  
for Climate Innovators Project  
Kick Off Event



**Andreea Rotaru**

*External Peer and Advisor*



**Raluca Cibu-Buzac**

*Founder&CEO*



**Cristian Goția**

*Chief Quality Officer*



# Call for Mentees



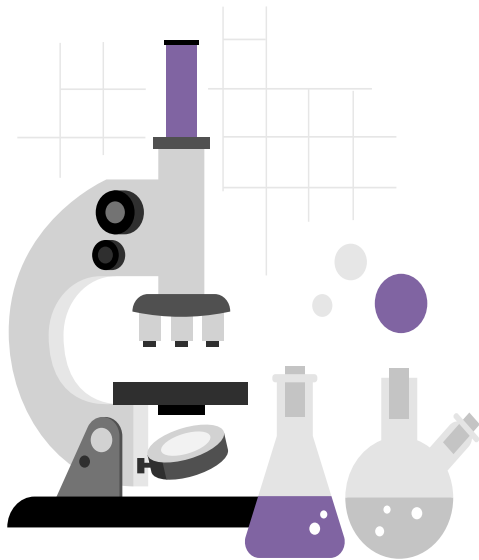
To be launched  
mid-August 2023

<https://luminspino.eu/>

[https://www.linkedin.com  
/company/76790054/](https://www.linkedin.com/company/76790054/)



# Profile of Mentees (1)



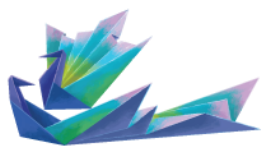
Products and processes  
new to the world

Products and processes  
new to the firm

Existing products and  
processes

	<b>Trendsetter</b>	<b>Changing the rules of the game</b>	<b>Breakthrough innovation</b>
	Lifecycle management	Growth by innovation	<b>Market creation</b>
	Business as usual	Expansion	<b>Diversification</b>
	Existing market	Market new to the firm	Market new to the world

*Ansoff Innovation Matrix*



Luminspino

## Profile of Mentees (2)



### ...Climate innovators / SMEs...

- generating climate innovation which is **science-based**, and proving potential **exponential impact** on tackling and reversing the consequences of climate crisis;
- that intend to bring to the market a **radical climate innovation** – product or process (**tangible products are a priority**);
- creating **radically innovative processes** that can be embedded into **various industries**, to generate positive impact at scale in terms of climate;
- that develop climate innovation initiatives either **knowledge based** (advanced skills, patentable idea, research result etc.), or **technology based** (involving new or advanced technologies in reaching the innovation);



# Profile of Mentees (3)



*...Climate innovators / SMEs...*

- that demonstrate **at least TRL3 (experimental proof of concept)**, in the case of an innovative idea resulting in a tangible product;
- breakthrough / revolutionary innovation which demands **high intensity of efforts, resources, and competencies to be developed**, as well as which needs to be accepted as “new reality” by the end users;
- focusing on new and emerging trends, such as **nature-based solutions, bio mimicry, planet centricity** etc.

*Additional focus on women-led enterprises – 50% of the target group!*





*Thank you !*

Raluca Cibu-Buzac

Founder and CEO

*Luminspino*

<https://luminspino.eu/>

