

TIM #WCAP ACCELERATOR

WHO WE ARE

We are the **corporate accelerator of TIM**: we select, finance and accelerate **digital startups**.

We choose startups in line with the **business strategy** of TIM and we support their development with the aim of integrating the **best solutions** into the company's value chain. We work with a view to continuous **evolution**, taking into consideration the potential for **expansion** towards **new markets**.

We have four accelerators in **Milan, Bologna, Rome** and **Catania**: over **4,000 square metres** dedicated to digital innovation with workstations, Wi-Fi areas, meeting rooms and chill out areas. In these **co-working** spaces, we host the startups taking part in our program alongside external startups which have pitched to us new and interesting ideas. These are also places for **networking** with the local communities: accelerators and incubators, universities and schools and other partners working towards the growth of digital culture.

THE 2017 PROGRAM, "JOIN THE TIM"

Born in 2009 with the name Working Capital, since then we have kept growing, becoming an important tool in the **open innovation** strategy of TIM.

Over the years, in parallel with the development of the Italian innovation ecosystem, we have partnered with increasingly more mature startups. In 2016, we decided to move on from our traditional **Call for Ideas** to the **Call for Startups**, with the aim of selecting later-stage development projects.

This brings us to 2017. This year, our role as corporate accelerator is confirmed and strengthened. The startup scouting process is guided by the **corporate business strategy**, whilst the development of the successful projects is oriented towards the goal of integrating the best solutions in the value chain of TIM, strengthening the company's offer and stimulating, through synergy with the startups, its potential for expansion into **adjacent markets**.

With this year's program we intend to consolidate our startup recruitment criteria through a new type of Call alongside the Call for Startups: the **Call for Partners**, aimed at **ready-to-market** startups operating in specific sectors. They will have the opportunity to take part in an innovative **Co-Creation** program.

With our Calls, we set ourselves a two-fold goal: the Call for Startups seeks to identify new trends in technological innovation through an acceleration program for early-stage startups with innovative ideas; the Call for Partners, on the other hand, seeks to **identify already mature** solutions which can rapidly be integrated in the Company through a Co-Creation program aimed at their customisation.

This is why we immediately implement a joint strategy between the startups entering our circuit and the **business units of TIM**, in order to explore any potential mutual business opportunities. For startups which have develop apps for businesses and professionals, moreover, we facilitate the opportunities offered by **Tim Open**, the company's marketplace for digital solutions. Finally, entering the TIM #Wcap program guarantees startups a privileged platform for visibility compared with **TIM Ventures**, the TIM corporate venture capital which invests in the most interesting startups for corporate business.

CALL FOR PARTNERS

JOIN THE TIM

CALL FOR PARTNERS



On **10 May 2017** TIM #Wcap launched the first Call for Partners that closed on 12 June.

The initiative was addressed to **ready-to-market startups** with a developed product or service with the potential to be integrated in the offer and technology of TIM.

From 13 June we started the selection. In fact, we will choose **up to 10 startups** in the following areas:

- **IoT Solutions** for consumers, with particular interest in **Smart Home** and **Smart Tracker** solutions.
- **Digital Identity and Payment Solutions**, with particular interest in apps that enhance the “TIMpersonal” offer.
- **Cyber Security solutions** for business clients.
- **Industry 4.0 solutions**.

In the latter two areas, the choice will be made in collaboration with **Cisco**.

Startups will be part of the Co-Creation Program, a two-stage path in collaboration with TIM:

- the first is the **Co-Design** phase, aimed at the production of a **feasibility study**, where the solution presented by the startups is analysed to be integrated into the TIM offer;
- the second is the **Pilot** phase, dedicated to testing the **implementation** of the solution. Access to this phase will be dependant on the interest expressed by the TIM business units.

CALL FOR STARTUPS



On 15 June 2017 we launched the **Call for Startups 2017** to select up to 12 startups with an innovative digital project in the consumer, business and advanced entertainment sectors.

We are looking for digital solutions in the following areas in particular.

Consumer: Smart Home, Smart Tracking, Payment & Digital Identity, Paid Assistance, Connected Car, e-Health & Wellness, Insurance Services.

Business: Security, Cloud services, Smart Retail, Smart Metering, Industry 4.0.

Advanced Entertainment: Cloud Gaming, Gambling & Betting, Digital radio, Ticketing, Content Production & Distribution.

The startups selected will be granted access to the **Acceleration Program**, a two-stage program aimed at the startup's entrepreneurial growth that takes place in the TIM #WCAP accelerators in **Milan, Rome** and **Catania**. The Program comprises:

- **Phase 1: ten weeks** in which the **startups**, with the guidance of qualified tutors and mentors, **analyse their project** both from a technical and business point of view, with the aim of strengthening and, if necessary, modifying it. This phase includes **classroom time** focused on business-related topics and providing a space for **discussion**.
- **Phase 2. Six months** dedicated to **fine-tuning the project** and **exploring possible integrations with the TIM offer and technology**. During this phase, meetings with the TIM Business Units and one-to-one mentorship sessions are organised. Startups are chosen to access this phase on the basis of the advice provided by the business units.

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