Partner Organisations

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| PIC | **950289795** |

Background and Experience

Please briefly present the partner organisation (e.g. its type, size, scope of work, areas of specific expertise, specific social context and, if relevant, the quality system used).

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| The Qube is an association formed by young people who have chosen the path of entrepreneurship in a startup or a University spin-off . The association finds Its origin in the will of the founders to support the processes of exploitation of research in science and technology as a tool for growth and competitiveness, with particular reference to new innovative companies.  The name of the association came out from the Rubik's Cube, since the development of a business idea is similar to resolving the Rubick's cube, with a lot of "Pivoting" decisions.  The Qube was born in a desert area and the first events were created to raise awareness on the issue of self-entrepreneurship. The Qube has been developing a 5-year plan of activities and four levels of community's involvement:  **Awareness phase** - activities of dissemination and inspiration on the topic of enterprise (e.g. Kublai in campo, Libera Summer School, [Startup-Just do it](http://www.laboratoridalbasso.it/laboratorio/start-up-just-do-it/) and Business-Angel – Just Do It).  **Contamination Phase** - creation of meeting, networking and co–designing events in order to increase the level of diversity of the group. In this phase I brought to Lecce global formats like Startup Weekend (e.g. [Startup Weekend Lecce](http://lecce.startupweekend.org/)) and new invented formats like [Upperò](http://www.theqube.eu/index.php/eventi/2014/145-uppero-aperitivi-centro), [Kill Pitch](http://www.slideshare.net/theqube/kill-pitch-rulex) and [Botteghe High Tech](http://www.slideshare.net/theqube/startup-per-botteghehightech).  **Incubation phase** - support to startup projects through a co-working space, tutoring and mentoring with a specialized training focused on the needs of the incubated startups.  **Evolution phase** - support the startups to the access to the market or financial sources through presentations, speed dates and networking events.  The achieved results are:  - Increase of the number of The Qube’s community to more than 30 members.  -Support to 18 new projects (e.g. [Vinoled](https://www.facebook.com/vinoled?fref=ts), [Zemove](http://www.zemove.it/), [Optogenix](http://www.optogenix.com/), Mos3, Roomsalad, [Beecode](http://www.beecode.it/), [CercoAlloggio2.0](http://cercoalloggio2.0/), [Tourango](http://www.tourango.it/), [MeBookToo](http://www.mebooktoo.com/index.php?lang=it), [Fablab](http://www.fablablecce.org/) Lecce, IslandofHost)  -Achievement of about 1M€ through Public - Private investments in the startups of our community.  -Discovery of new school talents and Digital Champions (e.g. [Antonio Scarnera](http://video.repubblica.it/next/rnext-professore-e-allievo-per-una-startup/165305/163793)). |

What are the activities and experience of the partner organisation in the areas relevant for this project? What are the skills and/or expertise of key persons involved in this project?

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| ***Skills and competences trough the organization of events, seminars and workshops.***  **Kublai in Campo**  Client: Kublai, Ministry of Economic Development  Description: Presentation of business projects and workshops on three thematic areas (culture, technological innovation and social innovation)  Date: May 2013  **Summer School GIA '2013**  Client: Free - Association against all mafias  Description: Laboratory of business development through preparation of business model CANVAS and simulation on how to submit a project idea.  Date: September 2013  **Startup Just Do It**  Client: ARTI, Puglia Region  Description: Laboratory of business development in ten training modules for 80 hrs in total with the creation of video lessons and online material.  Date: September-November 2013  **Smart & Start**  Client: Invitalia, Ministry of Economic Development  Description: Presentation of the new call Smart & Start, promoted by Invitalia. One To One meetings with expert consultants to analyze the project proposals.  Date: December 2013  **Startup in Rosa**  Description: Workshop on business creation by women with CEOs and founders.  Date: March 2013  **Startup Weekend Lecce 2014-2015**  Client: City of Lecce  Description: Laboratory of business development in a weekend training with project works and the support of mentors and advisors.  Date: May 2014  **Mentoring Startup Weekend Catania 2014**  Client: Working Capital - Catania  Description: Activities of mentoring and advice on the preparation of the Business Model CANVAS and pitch for the participants.  Date: May 2014  **Upperò 2014**  Client: Confcommercio, Order of Notaries  Description: Networking events and promotion of business projects.  Date: June / July 2014  **Kill Pitch**  Description: training and education to the presentation of innovative product/service through a collective assessment of the proposals.  Date: July 2014  **Summer School GIA '2014**  Client: Free - Association against all mafias  Description: Laboratory of business development through preparation of the business model CANVAS and presentation of the project ideas.  Date: September 2014  **Support Training of Start Cup Puglia Competition**  Client: ARTI, Apulia Region  Description: Events Training on Business Model and Business Plan.  Consulting activities on the preparation of the Business Plan for the participants to Start Cup Puglia  Date: July 2014  **Mentoring InnovAction Lab Cagliari**  Client: InnovAction Lab  Description: Mentoring and advice on Business Model and Business Plan for the participants to InnovAction Lab Cagliari.  Date: July 2014  **Botteghe High Tech**  Client: City of Ruffano  Description: Workshop and training on starting business, market analysis and intellectual property for the development of new projects integrating craftsmen and digital natives.  Date: October 2014  **CoopStartup**  Client: LegaCoop Puglia, Coopfund. ForPuglia.  Description: incubation and support in the creation of new cooperative enterprises  Date: November 2014  ***Consultancy activities***  **Advice on the structuring of the business model, and presentation of project proposal:**  ADAM (Grant € 15k), Tourango (Finalist BTO), QuickEat, Legal Aid (Grant € 25k), TyShare (Lab Contamination Cagliari), BioBang, ZeMove (Funding Announcement), Slyvi (U.S. Lecce - First Customer), Opsidea (private funding), MyShoppingTab  **Consulting for the startup of new business**  Optogenix (Finalist Start Cup Puglia 2014), Vinoled (Grant € 100k), MRS (Grant 150k), Island of Host (Digital Champions Antonio Scarnera, ITC Galilei Costa)  **Consulting for business design and project management**  BeCode (Grant 25k), MebookToo (Grant 35k), Mos3 (Grant 25k), RoomSalad (Grant 25k),  FabLab Lecce (Public Financing - Smart & Start), Mybluescape (Grant € 25k). |