



Coaching of high-tech pre-starters

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Agentschap
Ondernemen



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Objectives of SO Kwadraat vzw

- ❖ Coaching of high-tech pre-starters.
- ❖ Valorisation of PhD research through Spin-Off creation.
- ❖ Stimulation of high-tech entrepreneurship.
- ❖ Stimulation of collaboration between high-tech starters.

Organisation

- ❖ 7 coaches
- ❖ Kroonraad (Peter Heller, Piet Vandendriessche, Johan Vermeiren, Hendrik Van Maele,...)
- ❖ Board of directors with independant director
- ❖ 7 industrial sponsors
- ❖ Business Club

How we work

- ❖ Intake: through spread of word, Innovationcenters and press.
- ❖ Selection criteria: motivated team.
- ❖ Start of the coaching process.
- ❖ End of the coaching process: visit to the Notary.
- ❖ Business Club.

Coaching process

- ❖ Study and analysis of the technology.
- ❖ Composition of a “dream team”.
- ❖ Define a business concept, using the technology.
- ❖ Gather market information (visits, presentation to CEO’s).
- ❖ Iteration of the business concept.
- ❖ Writing of a business plan and attraction of capital.
- ❖ Business start-up.

Key success factors-lessons learned



- ❖ Empower the entrepreneurs (shares).
- ❖ Exclusive licence for IP transfer (patents).
- ❖ Quality before quantity. Go for excellence! Amaze the world.
- ❖ Start with little money, grow organically.
- ❖ Start with a team of 2 or more people.
- ❖ Solve all risk related issues before start-up.
- ❖ Create independent Spin-Off's.
- ❖ Market intelligence.
- ❖ Celebrate your entrepreneurs!

Added value

- ❖ Experience of the managers with Spin-off creation and high-tech entrepreneurship.
- ❖ Coaching is free-of-charge. No strings attached.
- ❖ Enthusiasm of the managers.

Code of conduct

- ❖ SO Kwadraat defends the interests of the Spin-off and its founders.
- ❖ Relation with our sponsors: they are informed about the projects, without exclusivities.
- ❖ We look at every project, as if it was our own start-up.

Results

- ❖ 2005-2015: creation of 103 high-tech companies (96 are operational today).
- ❖ These companies employ 650 people directly (1300 indirectly).
- ❖ All companies are active on the european market, 50 are active on a world-wide market.
- ❖ 2015: currently 55 projects in coaching phase.

Examples

❖ FreedomOfMovement

- CEO Gert Vrijens
- Car lift tool for wheelchair users.



❖ ICsense N.V. (Esat, KUL)

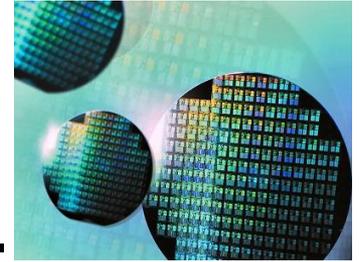
- 4 dr.ir's, CEO Bram De Muer
- Analogue IC design
- 30 employees



Examples

❖ EpiGan

- 3 Founders, CEO = Marianne Germain.
- GaN on silicium wafers for power electronics.
- World-wide market situation.
- Patent evaluation, IP transfer.
- Financial plan with maximum cost reduction.
- 10 employees, clean room.



Voorbeelden

❖ Mu-Technologies (U Antwerpen)

- Founder = dr. Wim D'Haes.
- Musique software for live performers
- 3 employees
- World-wide active through e-commerce and dealers



❖ MagCam (Imec)

- Founder = dr. Koen Vervaeke
- Camera for magnetic fields
- Cryogenic hall sensors



High-tech companies:



contact

www.sokwadraat.be