



Acceleradora
Arquimedes

UAB emprèn

Accelera la teva startup

L'Acceleradora Arquímedes s'adreça en exclusiva a les EBTs i spin-offs de la UAB, oferint eines i sessions especialitzades per al seu creixement i per a l'escalatge del seu model de negoci. Durant dos mesos, d'octubre a desembre, tindran lloc workshops especialitzats, sessió de talent, mentories, i un fòrum d'inversió.

Es tracta d'una iniciativa de la UAB emmarcada dins de l'estratègia d'emprenedoria UAB Emprèn i liderada des de la unitat UAB Startup.

Programa



Benvinguda al programa

Sessió de benvinguda al programa Arquímedes, que es celebrarà dins la Setmana de la Innovació de la UAB i serà una oportunitat per conèixer totes les startups participants, els mentors i l'equip d'UABStartup.

**17 d'octubre
a Hotel Exe Campus
(Sala Martí Franquès II)**

15:00 h Benvinguda a Arquímedes i Presentació dels mentors

- Mentors: Bart Huskein, Cristina Moyano, Jorge Tejero, Marta Puig, Adriana Lafuente, Gustavo Ferrer
- Modera: Maite Ibern, Responsable UABStartup i coordinadora d'emprenedoria UAB

15:15 h - 16:00 h Networking

StartUp: Workshops to Growth

d'octubre a desembre
a l'edifici Eureka,
campus de la UAB

Dimecres 25.10.2023

15 h a 17:30 h

- **Com preparar la teva empresa per créixer: estratègia vendes, producte, finançament i equip**

15:00 h Coneix al teu soci, UABFirms
– Sandra Vives, *llettrada del Gabinet Jurídic de la UAB*

15:30 h Pausa cafè

16:00 h Com preparar la teva empresa per créixer: radiografia situació de la teva empresa
– Bart Huskein, *Managing Partner at Hubanet Capital Partners*

Dilluns 30.10.2023

15 h a 17:30 h

- **Estratègia de la cartera de Propietat Intel·lectual Industrial**

15:00 h Presentació de la plataforma de vigilància tecnològic, Discoveries
– Martin Buffa, *Oficina de Valorització i Patents de la UAB*

15:30 h Pausa cafè

16:00 h Gestió estratègica de la cartera d'IPR
– Gustavo Fuster, *agent de patents espanyol i europeu a Hoffmann Eitle*
– Ignacio Sánchez López, *candidat a agent de patents europeu a Hoffmann Eitle*

Dilluns 13.11.2023

15 h a 18 h

- **Estratègia financera i valoració d'empresa**

15:00 h Estratègia financera
– Jorge Tejero, *M&A manager a Delvy*

16:15 h Pausa cafè

16:30 h Valoració de l'empresa
– Jorge Tejero, *M&A manager a Delvy*



Dilluns 20.11.2023

15 h a 18 h

● **Estratègia legal i fiscal. Aspectes avançats**

15:00 h Primera sessió

– *Adriana Lafuente, sòcia i directora Àrea Mercantil a Durán Sindreu*

– *Marta Puig, sòcia i directora Àrea fiscal a Durán Sindreu*

16:15 h Pausa cafè

16:40 h Segona sessió

– *Adriana Lafuente, sòcia i directora Àrea Mercantil a Durán Sindreu*

– *Marta Puig, sòcia i directora Àrea fiscal a Durán Sindreu Capital Partners*

Dimecres 22.11.2023

15 h a 17 h

● **Compra pública innovadora i finançament públic**

15:00 h Compra pública innovadora

– *Anna Monistrol, consultora sènior d'innovació i experta en compra pública del Departament d'Innovació Oberta Internacional, Unitat de Transformació Tecnològica i Disrupció d'ACCIÓ*

16:30 h Pausa cafè

17:00 h Col·laboració entre hospital i spin-offs:

– *Patricia Pesudo, directora de l'àrea d'estratègia i transformació a l'Hospital de Sant Pau*

Dimecres 29.11.2023

15 h a 18 h

● **Oportunitats en Corporate Venturing**

15:00 h Com aproximar-se al client

– *Ramon López, responsable d'Ecosistemes d'Innovació a Veolia España*

16:00 h Pausa cafè

16:30 h Taula rodona Corporate Venturing

– *Ramon López, responsable d'Ecosistemes d'Innovació a Veolia España*

– *Alejandro Sánchez Alarcón, Corporate venturing manager de Naturgy*

– *Anna Torrent, Digital and Innovation Officer, Boehringer Ingelheim*

Cristina Moyano, Senior Commercial Strategy Lead of Transformation

Management a Amadeus IT

Sessió de talent

4 de desembre a
l'edifici Eureka,
campus de la UAB

Sessió on es tractaran els temes referents a la captació de talent i retenció. Parlarem tant de perfils especialitzats com d'híbrids i donarem èmfasis als perfils necessaris per la configuració del consell assessor.

Comptarem amb especialistes i també escoltarem les vostres necessitats.



12:00 h **Necessitats de talent, captació**

- Sílvia Piqueras, directora del Servei d'Ocupabilitat de la UAB
- Eva Miquel, directora d'Alumni UAB

14:00 h **Dinar networking**

15:00 h **Taula rodona "Construcció de l'advisory board"**

- Georgina Sorrosal, directora Àrea Innovació i Emprenedoria del Col·legi de Metges de Barcelona
- Marta Alsinella, directora d'Economistes BAN
- Jana Iscla, responsable d'innovació estratègica a l'Institut de Recerca de l'Hospital de la Santa Creu i Sant Pau

16:30 h **Pausa cafè**

17:00 h **Captació i retenció de talent a la teva startup, incentius**

- Antoni Murt Prats, soci a Ernst & Young SLP
- Jose Carnerero, soci a Ernst & Young SLP

Fòrum d'inversió

13 de desembre a
Casa de Convalescència
de la UAB

Les empreses que estiguin en procés de cerca de finançament privat i/o cerca de clients, i ho desitgin podran presentar l'empresa davant d'una audiència d'inversors privats i corporates.

16:00 h Presentacions de les empreses

19:00 h Copa de cava



Mentories

- **Mentoria en negoci i creixement: producte, vendes, finançament i equip**

Bart Huskein



Well rounded visionary serial entrepreneur, CEO, consultant and Non Executive Director (NED) with 25+ years of industry experience in among others MedTech, Biotech, SaaS, AI, IoT, Telecom, Wireless and Consumer devices setting up new companies and business units from scratch and leading these up to 100 employees. Former executive and intrapreneur at Ericsson.

Extensive experience leading teams in various settings (startup, growth and downsizing), strong understanding of business models, business environment, customer discovery, international sales, regulatory requirements, go to market, execution, employee engagement financing and corporate governance. He is Jury member for the European Innovation Council (EIC) Accelerator, and he is also associate professor at EADA Business School.

- **Mentoria desenvolupament negoci i màrqueting estratègic**

Cristina Moyano



Passionate about the start-up ecosystem and how new technologies are transforming the world, with an educational background in Business and Marketing; Cristina has over 15 years' experience, 8 as a strategic consultant and the past 7 focused on entrepreneurship. She was part of the founding team of an accelerator, Endeavor Spain, where she built the Search, Selection and Services department. Cristina has worked mainly in Spain and US and has been recognized for her ability to lead and help different size companies manage their growth through business development activities, access to funding and new markets, designing and implementing marketing & business strategies and building bridges between corporates and start-ups. For the past four years and a half she has been managing investments at Amadeus Ventures, the start-up investment program of Amadeus IT group. She is currently leading transformation management within the distribution business line at Amadeus IT Group. She also collaborates as a professor, mentor and jury in IE Business School.

- **Mentoria en estratègia financera**

Jorge Tejero



Experienced finance and consulting professional with a focus on financial management and strategic decision-making. In recent roles, he has held key positions in the finance departments related to the startup sector. At Delvy SL, a startup consulting firm specializing in M&A, he served as the M&A Manager and Interim CFO. He was responsible for securing private capital financing for startups (VC and Banks), and executing M&A transactions on both the buy-side and sell-side. Additionally, He acted as an interim CFO for three companies, providing financial leadership and support. With a strong background in finance and consulting, coupled with my comprehensive education, I possess the skills and expertise necessary for effective financial management and strategic decision-making in diverse industries.

- **Mentoria en aspectes de fiscalitat avançada**

Marta Puig



Marta studied Business Administration and Management at ESADE and specialised in her final year in Tax and Financial Law thanks to the AGT master's degree taught at the same school. She began her professional experience at PriceWaterhouseCoopers in the tax area and she has worked in different law firms, always as part of the tax teams. While she was working, she studied law at the Universitat Abat Oliva – CEU. Marta has extensive experience in providing tax advice to clients, mainly legal entities, in the different areas of tax law in various sectors. These include the pharmaceutical sector (industry), pharmaceutical distribution, metallurgy, retail, culture, and leisure, among others. The main areas of advice are: (i) tax restructuring operations of family businesses / multinational groups; (ii) tax inspections and tax litigation; (iii) special tax consolidation regime. She carries out her professional practice in Durán-Sindreu law firm, as a partner and head of the tax department, and combines this practice with university teaching. Currently teaching at the Barcelona School of Management (UPF-IDEC), the Instituto de Estudios Financieros (IEF), and the Universitat Pompeu- Fabra.

- **Mentoria en estratègia d'IP**

Gustavo Fuster



He's associate at Hoffmann Eitle. He holds a Degree in Pharmacy from the Complutense University of Madrid and an MBA at Aliter. He studied Law at the Spanish National University of Distance Education (UNED). He obtained the title of Spanish Industrial Property Attorney in 2007, the title of European Patent Attorney in 2008 and the CEIPI Diploma in Patent Litigation in Europe in 2011. In the past, he held the position of Business Development and Patents Manager at the biotechnology firm Genetrix Corp from 2002 to 2005 (gaining experience in the field of monoclonal antibodies and adult stem cell technology). He was Patent Manager at a Spanish patent attorney firm from 2005 to 2009. He was Director of the Technology Transfer Office of the Andalusian Public Healthcare System from 2009 to 2011 (practical experience in Spanish civil, administrative and commercial law, and in advanced therapies (stem cells and tissue engineering, nanotechnology and gene therapy). And, he joined Hoffmann Eitle in 2011.

- **Mentoria en aspectes legals i mercantils avançats**

Adriana Lafuente



Adriana studied Law at the Pompeu Fabra University and completed the Master in International Business Law at ESADE. She began her professional experience within the banking and corporatelaw area at PriceWaterhouseCoopers, later joining the corporate team of Garrigues, where she expanded her experience in this area of Law. She is currently partner and director of the Corporate Area of Durán-Sindreu. Adriana has extensive experience in advising on M&A transactions, project finance and debt restructuring, corporate governance, business reorganizations, elaboration and negotiation of national and international agreements, as well as in regulated markets. She is a non-board secretary of an entity listed on BME Growth and regularly attends, as an advisor, board of directors' meetings of different companies.

Entitats col·laboradores



UAB emprèn

Amb el suport de



Unitat UAB startups

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