



VeniSIA



Ca' Foscari
University
of Venice
Spin Off

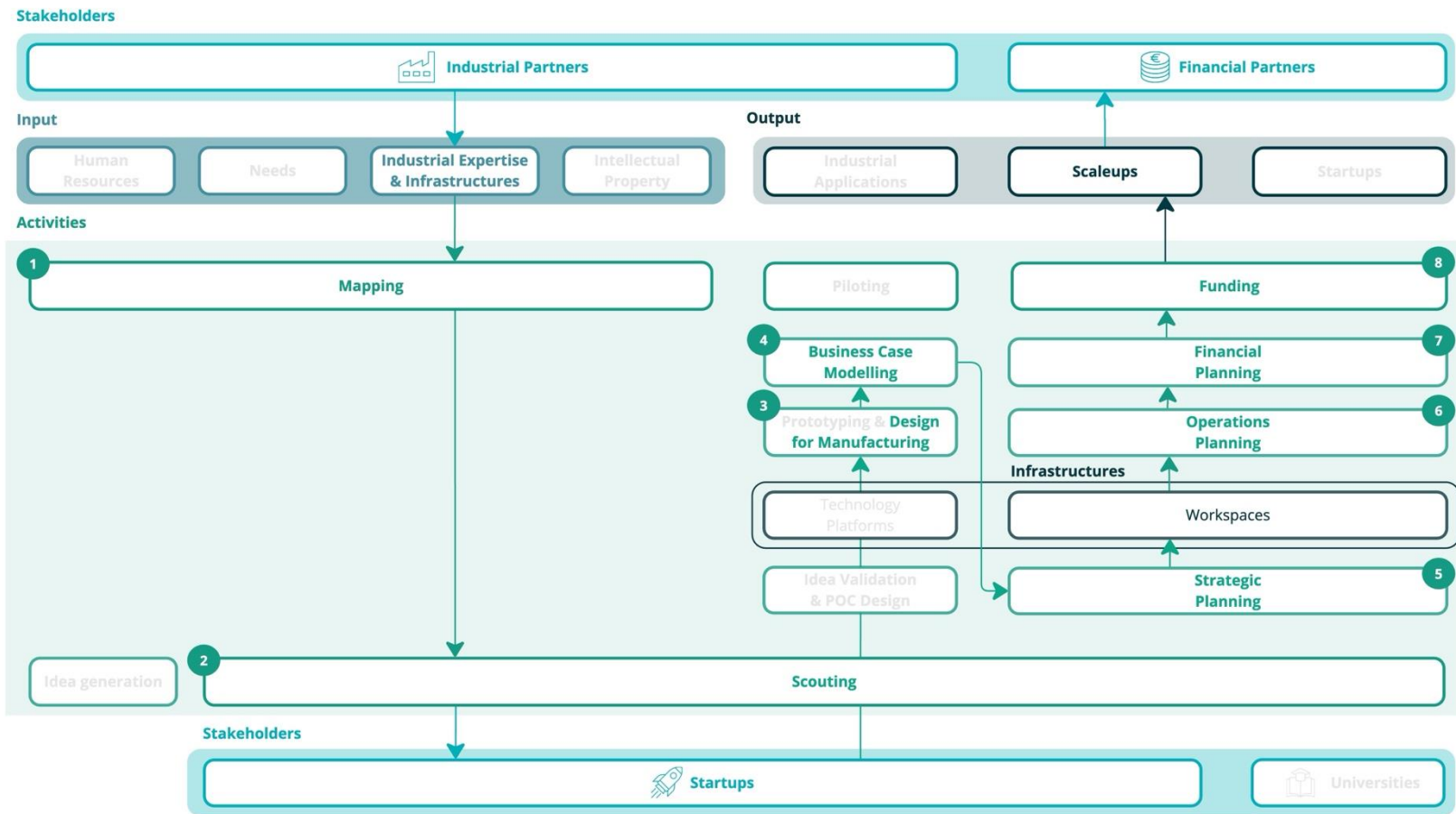


INDUSTRY TRENDS

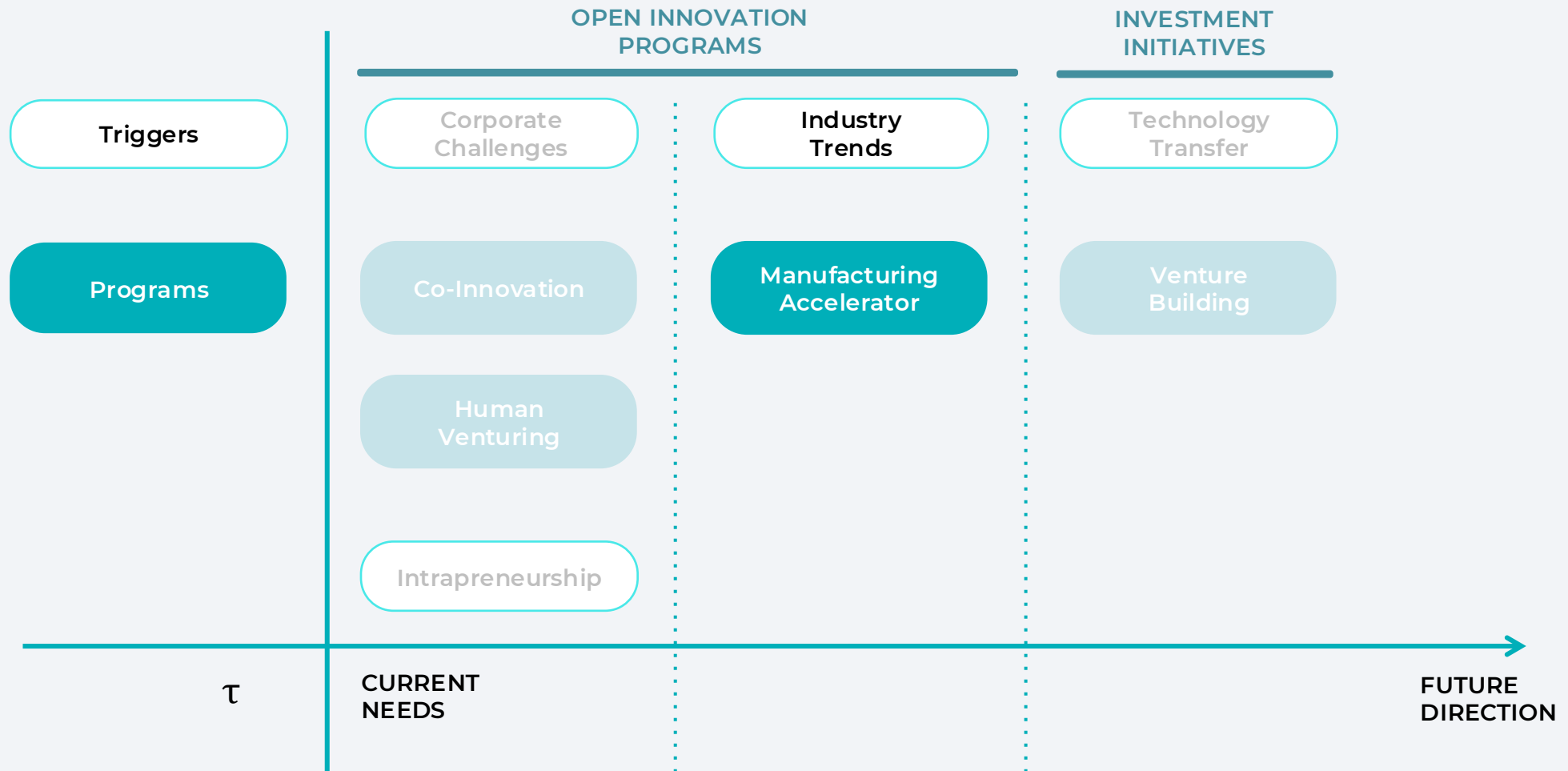
Manufacturing Accelerator

Manufacturing Accelerator Program

LAUNCH IN 2026

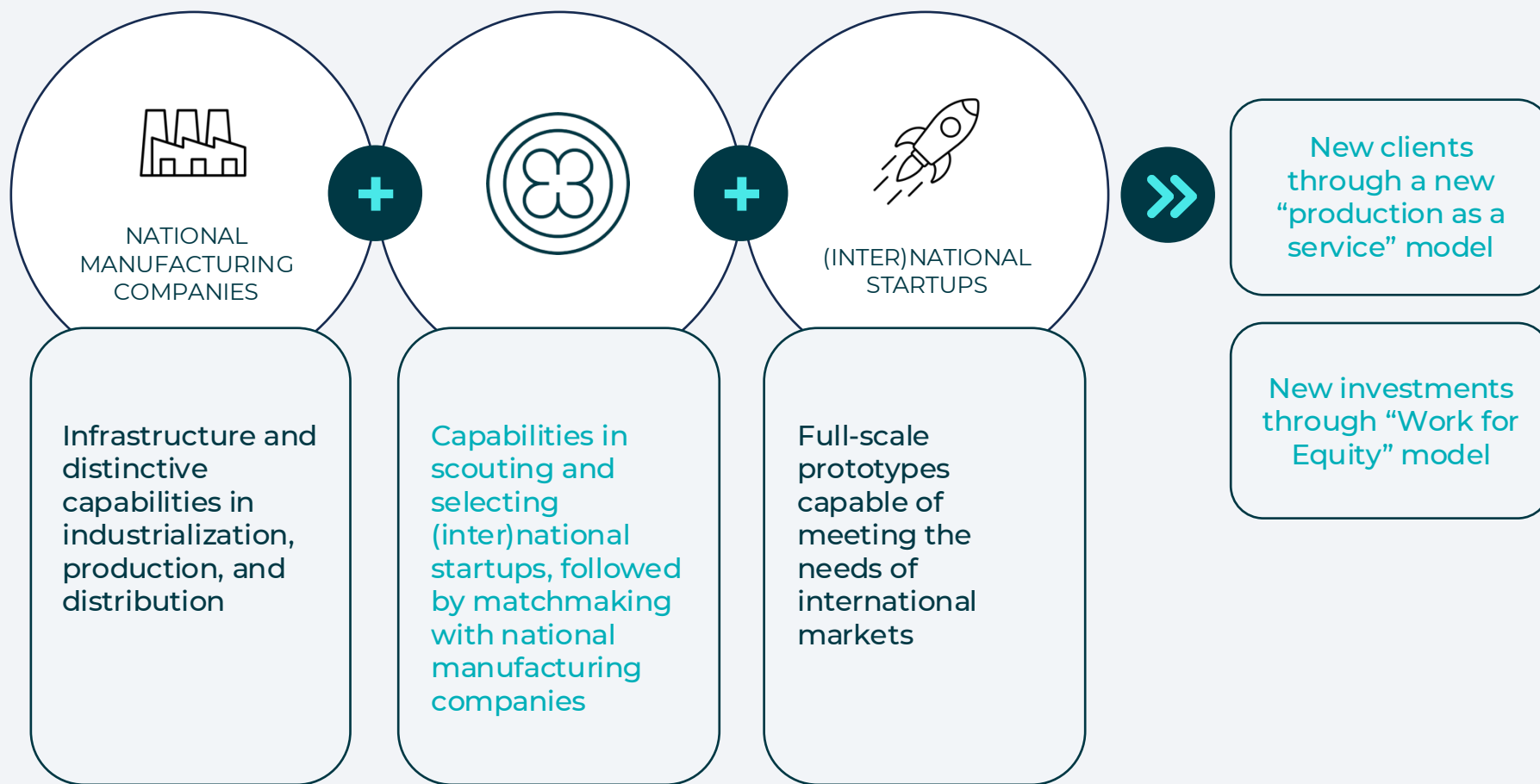


Programs overview

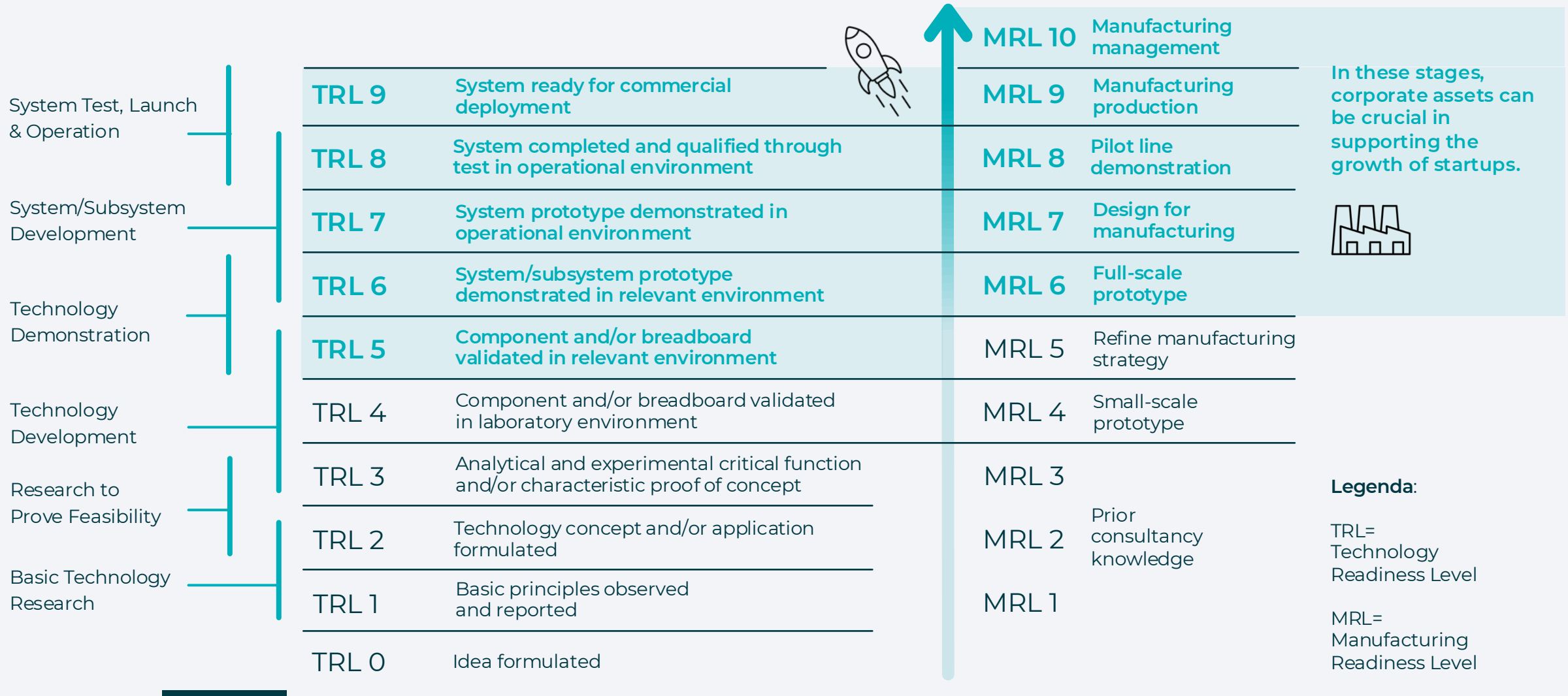


Operating model

VeniSIA's Manufacturing Accelerator Program **identifies full-scale prototypes that are aligned with the assets of Industrial Partners** who can support the industrialisation, manufacturing, and, in some cases, distribution of these solutions.



Bridging corporates and startups



Phase

01

Onboarding

1 MONTH

VeniSIA promotes the growth of a network of experienced Industrial Partners by mapping their assets.

Phase

02

Scouting

2 MONTHS

VeniSIA conducts preliminary assessments of startups in line with the Industrial Partners' needs and assets. This involves a desk research to identify potential candidates. Following the preliminary assessment, a shortlist of startups is defined.

Phase

03

Selection

3 MONTHS

The shortlisted startups are contacted by VeniSIA and asked to provide the necessary material and documents to enable the Industrial Partners to carry out functional prototype tests and manufacturing feasibility assessment, which are crucial for the final selection of the startups.

Phase

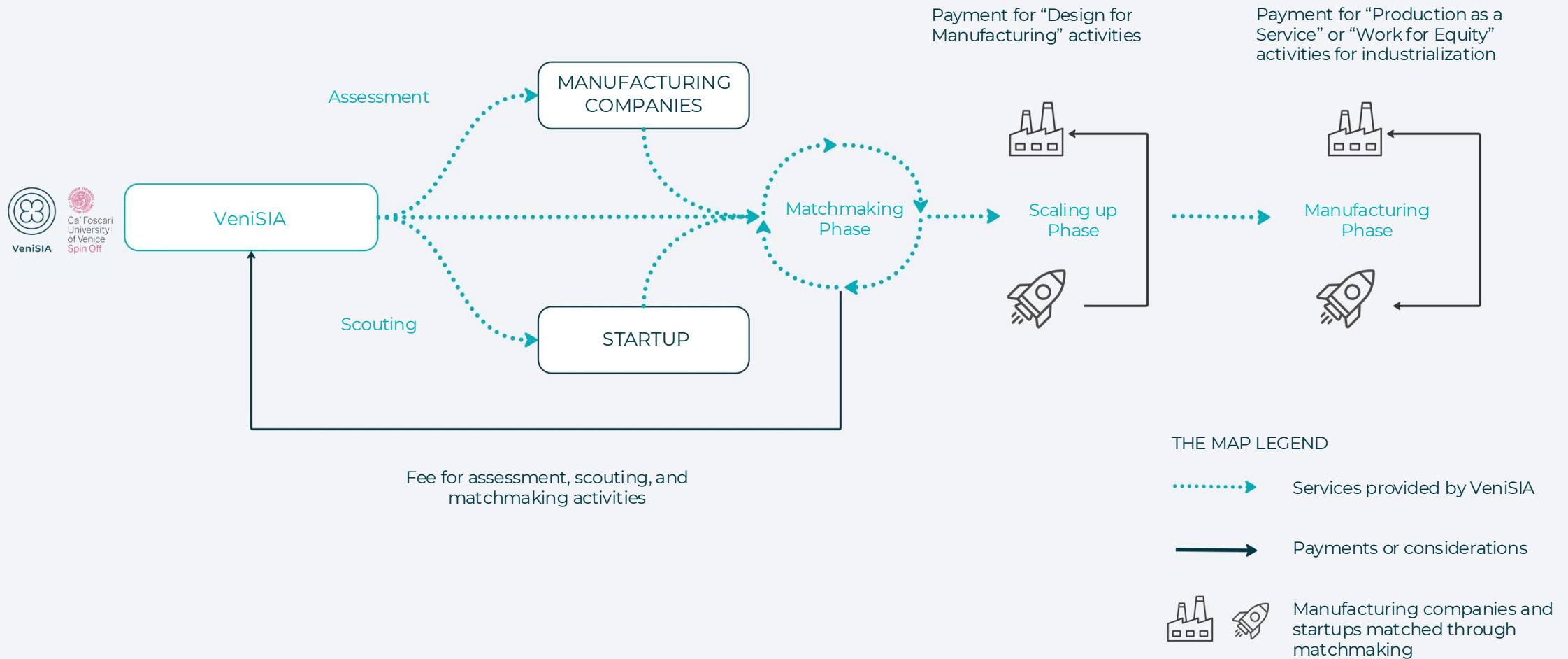
04

Planning

3 MONTHS

The selected startups are supported in the development of strategic and financial plans and the definition of an action plan for the implementation of the strategic objectives. The program concludes with an agreement to regulate further activities.

Program structure



Stakeholders involved

Manufacturing Companies

- Covers the costs related to **assessment and matching services**.
- Gains access to a **shortlist of at least 10 startups** aligned with its assets, production processes, and industrial capabilities.
- Is supported by VeniSIA in the analysis of startups and in managing relationships with them.
- Is compensated by the startup for “**Production as a Service**” activities, or may agree on a “**Work for Equity**” arrangement.

VeniSIA

- Conducts the company **assessment activity**.
- Carries out **startup scouting** activities.
- **Facilitates mediation** between the company and the startups throughout all phases.
- Supports the identification of the most appropriate **collaboration models** (“Production as a Service” or “Work for Equity”).
- Manages communication and **project management** for the program.

Startups

- A **shortlist of 10 startups** is identified by VeniSIA based on the results of the company assessment.
- The **finalist startup** is selected by the company, with the support of VeniSIA.
- The startup develops a **pilot production line** in collaboration with the company, aimed at launching manufacturing activities.
- Receives **support services** from both VeniSIA and the company.

Benefits for Industrial Partners



Identification of Emerging Trends

Gain access to emerging trends that could impact your business.



Improvement of the Culture of Innovation

Spread the culture of innovation within the company.



Maximization of the Production Capacity

Use the company's assets and production capacity to develop innovative startups.



Improvement of Brand Awareness

Enhance brand recognition and have an impact on the way the company is perceived.



Launch of New Products

Find new products and services to be launched on the market.



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