

CNT
INNOVATION

Innovation Training

www.CNT-Innovation.com



CNT Innovation SPRL/BVBA
Park Atrium
Rue des Colonies / Koloniënstraat 11
1000 Brussels
Belgium

Innovation Training:

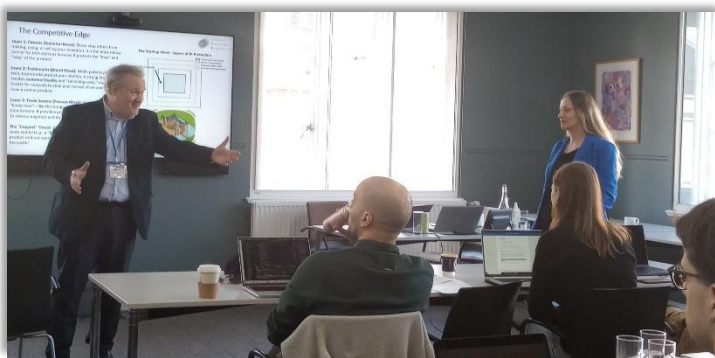
We provide innovation training related to:

Innovation is a capability. We help organisations, individual researchers, and innovation-driven teams build the skills, tools, and mindset needed to utilise innovation to create monetary value. Our tailored innovation training programmes are designed around your specific challenges, goals, and industry context.

We provide a training programme focused on innovation for technology development and revenue growth, IP and entrepreneurship covering the following topics:

- strategic innovation alignment with your goals
- AI in innovation (creativity and confidentiality)
- IP generation and management
- IP as foundation of the business,
- business model and plan development
- business style pitch presentations,
- funding opportunities—including private VC investors, business angels, and government grant funding.

The training workshops are covering topics such as what to patent and what to keep as know-how and trade secret. Also covers how to secure and maximise value of the IP in the start-up, and how to get funding from private VC investors and government grants. We also discuss pros and cons of using AI in innovation from the perspective of creativity and confidentiality. The training concludes with individual business pitch presentations, followed by peer and trainer feedback.



“The workshop was highly valuable, well structured, and genuinely inspiring. It offered both practical insight and a broader perspective on collaboration, innovation, and how research can be translated into real opportunities.”

Wilder Ruiz

Scientific Software Engineer & Architect of AI-driven bioinformatics research systems – University of Turku, Finland



Feedback received from participants from one of the IP training workshops:

“Many students went to see the coordinator afterwards to tell him how interesting it was. For some of them it was not their first course on IPR but they really liked this specific one and said they learned a lot, with interesting examples.”



Business architecture – Identification of the Key Exploitable Results (KERs), Business Model Canvas, Value Proposition Canvas, SWAT analysis

Strengths	Weaknesses
What do you do well?	What could you improve?
What unique resources can you draw on?	Where do you have fewer resources than others?
What do others see as your strengths?	What are others likely to see as weaknesses?
Opportunities	Threats
What opportunities are open to you?	What threats could harm you?
What trends could you take advantage of?	What is your competition doing?
How can you turn your strengths into opportunities?	What threats do your weaknesses expose to you?

Key Partners Organisations/partners that are key to help you deliver	Key Activities Essential activities that you perform to help you achieve your goal and deliver your value proposition?	Value Proposition What are your products / solutions / what are you delivering? Which of your customer problems are you trying to solve? What is the value you deliver to your customer? Why should your customer choose you over your competitors?	Customer Relationship How will you interact with your customers?	Customer Segments Who will be your main customers for what you are delivering? For whom are you creating value?
Services and Products What services / products are you offering (licensing, consultancy, characterisation services, modeling, ...)?	Key Resources What key resources do you need in place to support your activities and deliver your value proposition?	Further Funding Are you looking for further investment? What type of investment (government grants, private investment, bank loans, ...)?	Channels How do you propose to reach your main customers?	
Cost Structure What are the important costs to create and deliver your value proposition? e.g., processing tool development costs, testing costs, staff are costs		Revenue Streams What are the revenue modes? How do your customers pay for the value you provide to them? e.g. pay per service, pay per product, royalties, licensing, consultancy fees		

WP7 – Key Exploitable Results (KER)

Table for the identification and definition of Key Exploitable Results (KER)

All partners will be asked to identify their own organisation's KER arising from the APOLD project

No.	Exploitable result	Type of result	Lead partner	Further project partners (participants in the development of the Exploitable result)	Domain	Level of protection (patent, copyright, trade secret)	Potential use of intellectual property (other agreements or future agreement)
1	IPOL project	e.g. IPOL, IPOL-IPOL project	IPOL				(IPOL will use IPOL project results for commercial purposes under a license agreement, including IPOL, IPOL-IPOL project)
2	Technical and scientific results	e.g. Patent, Software, Technology, Innovation	IPOL				e.g. IPOL-IPOL project
3	IPOL-IPOL project	IPOL-IPOL project	IPOL				e.g. IPOL-IPOL project
4	IPOL-IPOL project	IPOL-IPOL project	IPOL				e.g. IPOL-IPOL project



Pitch presentation training – identifying value proposition, market opportunity, investment proposition and exit strategy, presenting team and strategy for growth

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Organisation Name and/or Product Name

Organisation and/or product short description (300 characters)

Location (town, region, country)

Horizon Business Pitch presentation training – 3rd January 2024 Cambridge, UK

The project has received funding from the European Union Horizon programme under grant agreement No. 101019719

BUSINESS MODEL

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Describe your business model (Following possible client/investor questions should be answered):

- How much does it cost me?
- What do I get?
- How will you spend my money?
- What is my expected return?
- When will I get the return?
- How will you handle confidentiality of my process/product development?



Proposal preparation training for future project coordinators, preparing multi-partner, large Horizon Europe and Innovate UK proposals (more than £1m total budget).



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Belgium



Email

info@CNT-Innovation.com
info@CNT-Ltd.co.uk



Phone

Mob. +44(0)7780874335



LinkedIn

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Websites

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