

Appendix A: Accelerator programme

BUILD SOLUTIONS

ACCELERATOR PROGRAMME

30 August – 26 September 2020 at BLOXHUB, Copenhagen

BUILD SOLUTIONS ACCELERATOR PROGRAMME

The accelerator programme will take place at BLOXHUB where you have fixed seating, Bryghuspladsen 8, Entrance C, 3rd floor, 1473 Copenhagen, <https://bloxhub.org>

During your entire stay you will have access to the workshop at “Under Broen”, Christians Brygge 31, 1219 Copenhagen , <http://underbroen.com/>

Sunday 30 August 2020

Arrival in Copenhagen and welcome by Martin A. Pedersen, Green Innovation Group

Monday 31 August 2020

Where and when?	Who and what?	Description
8:15-9:00 BLOXHUB 3 rd floor	Welcome breakfast	City Facilitators and Green Innovations Group welcome you with breakfast at BLOXHUB, you will get keys to the building and shown around, how does everything work.
9-12 BLOXHUB meeting room Amsterdam	Kick-off session, Chief Experimentation Officer Mads-Christian Brill Olsen, Execution Excellence	Kick-off session with Mads-Christian Brill Olesen, Chief experimentation Officer. Business strategy session and feedback Mads-Christian has extensive experience as a coach and management consultant, especially in relation to business development, business models and innovation. His focus is on purpose, experimentation and people which makes MC an ideal match for growth companies.
12-13	Lunch	

13-15 BLOXHUB meeting room Amsterdam	Knowledge injection: IPR Partner and European patent attorney Vibeke Warberg Rohde, AWA Law	<p>AWA is a leading intellectual property firm with offices ⁽⁰⁸⁾worldwide. Session on Intellectual Property Rights.</p> <p>Vibeke has more than 15 years' experience with patents, primarily in the mechanical field focusing particularly on building components and process technology for the food industry. Working for multinational enterprises as well as smaller companies, Vibeke has an understanding that different organisations need different IP strategies.</p> <p>Since 2010 Vibeke has represented clients in European patent oppositions and appeals, including numerous oral proceedings both in Munich and the Hague making her an ideal fit for companies with European ambitions.</p> <p>China has been a focus area since 2009, and trips to Beijing and Shanghai have resulted in valuable contacts in the Chinese IP community. Vibeke is heading AWA's Specialist team IP in Asia & Russia since 2010.</p>
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Tuesday 1 September 2020

Where and when?	Who and what?	Description
9-11 BLOXHUB meeting room El Paso (FMG)	Cold Call calling with Frederik, GIG	Go to market strategy, potential customer call sessions.
11-12 BLOXHUB	Wrap up Cold Calling Session	Wrap up, and prepare for the next meeting with Jørgen Rosted
12-13	Lunch	

13-15 BLOXHUB meeting room Montreal (FMG)	Meeting: Consultant Jørgen Rosted, member of the Danish Design Council and former Permanent Secretary of the Danish Ministry of Industry, Business and Financial Affairs	Jørgen Rosted is a private consultant working with innovation and start-ups within sustainable business. Jørgen has been working with innovation, design and entrepreneurship in 20 years. He was formerly the permanent secretary for the Danish Ministry of Industry, Business and Financial Affairs and have been the chair of the OECD's Committee of Innovation and Entrepreneurship. He is a member of the Danish Design Council, and work today with leading green organisations, companies and communities in Denmark, Europe and the US.
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Wednesday 2 September 2020

Where and when?	Who and what?	Description
9-11 BLOXHUB meeting room Dallas (FMG)	Cold Call calling with Frederik, GIG	Go to market strategy, potential customer call sessions.
11-12 BLOXHUB	Wrap up Cold Calling Session	Wrap cold calling session, evt add new meetings in the schedule, and prepare for the meetings with Slagelse & Roskilde Municipality – prepare for kick-off, exhibition and presentation of Epiclay.
12-13	Lunch	

13-14 BLOXHUB meeting room Singapore	Meeting: Senior Consultant Almut Kaiser, Slagelse Municipality	Slagelse Municipality is located on the west coast of Zealand. It houses 79,000 people.
15-15:30 BLOXHUB	Preparation of kick-off	Preparation of presentation, building prototype for exhibition
15:30-16:30 BLOXHUB Arena	Kick-off event	Kick-off, exhibition and networking

Thursday 3 September 2020

Where and when?	Who and what?	Description
9-12 Under Broen	Product development	Product development in the workshop
12-13	Lunch	
13.30-14.30 BLOXHUB meeting room Lisbon	Meeting: CEO Daniel Bachman and CDO Joachim S. Hansen, Beaware and Ocutune	Daniel and Joachim are light experts, and can share knowledge with regards to light and plant growth.

Friday 4 September 2020

Where and when?	Who and what?	Description
9-12 BLOXHUB	Team time	Highlights and learnings
12-13	Lunch	
13-16:30 Meeting point: BLOXHUB	Eye opener: Tour with architect Bo Christiansen, Exploring Copenhagen	Remember to bring your own bike! Exploring Copenhagen shares stories of Copenhagen and its innovative projects and transformations. We believe that sharing stories creates knowledge. This creates agency to further contribute to Copenhagen's sustainable development. We want people to absorb great implemented ideas and get inspired - and have a good time while doing so. Meeting point TBC
16:30 BLOX EATS	Friday bar and networking	Every Friday there is a Friday bar at BLOXEATS, where everyone in the building is invited, there is a discount and the opportunity to network and get to know your colleagues from BLOXHUB

Monday 7 September 2020

Where and when?	Who and what?	Description
9-12 BLOXHUB	Team time	Get an overview of the week's events and meetings and prepare a work strategy. Follow up on last week's events.
12-13	Lunch	

13-14 BLOXHUB meeting room Amsterdam	Meeting: Connect Denmark	Preparation of materials for the springboard
14:30-15:30 Moalem Weitenmeyer, Amaliegade 3, 1256 København, Denmark	Knowledge injection: Law Partner Mattias Vilhelm Warnøe Nielsen, Moalem Weitenmeyer Bendtsen	Mattias is one of the partners at Moalem Weitemeyer Bendsten, a tier 1 law firm and one of Denmark's leading law firms within corporate, private equity and venture capital, real estate transactions and distressed M&A. Mattias in particular has many years of experience in dealing with startups and SMEs with a strong focus on the most necessary parts of corporate law (Shareholder Agreements and M&A).

Tuesday 8 September 2020

Where and when?	Who and what?	Description
9-11 BLOXHUB meeting room Amsterdam	Mentoring: Chief Experimentati on Officer Mads- Christian Brill Olsen, Execution Excellence	Mentoring and preparation for interviews with municipalities and architect studios APA/3XN/GXN
11-12 BLOXHUB	Meeting: Senior Urban Planner Jakob Matzen,	Ballerup Municipality is a suburb of Copenhagen, and they amongst other things have a climate action plan with the ambition of finding sustainable business and housing solutions.

	Ballerup Municipality,	
12-13	Lunch	
13-14 BLOXHUB	Meeting prep	
14:30-15:30 BLOXHUB meeting room Pittsburgh	Meeting: Architect Sonia Bom and Partner Sisse Rüss, Alex Poulsen Architects	APA is specialized in making complicated buildings where security and logistics at all levels have the highest priority. APA has been a permanent partner and advisor to a large number of public and private institutions on projects within new constructions, conversions as well as renovations in Denmark and abroad.

Wednesday 9 September 2020

Where and when?	Who and what?	Description
8:30-9:30 BLOXHUB members' lounge	Breakfast and networking	Signup via Mighty Networks
9:30-10:30 BLOXHUB meeting room San Francisco (FMG)	Cold Calling session Frederik, GIG	
11:00 - 11:30	Tyler Schmetterer, Top Tier Impact	

11:15-12 Under Broen	Product development	
12-13	Lunch	
13-16:00 EnergyLab Nordhavn	Eye opener: Christoffer, EnergyLab Nordhavn	The project integrates research, development and demonstration and is a large-scale project that contributes to the grand challenge of transforming the energy system to efficiently integrate a large share of renewable energy, a means to support international and national climate goals. The project focuses on the cost-effective future smart energy system that integrates multiple energy infrastructures (electricity, thermal, transportation) and provides an intelligent control of subsystems and components – providing necessary energy flexibility for efficient utilization of renewable energy.

Thursday 10 September 2020

Where and when?	Who and what?	Description
9-10	Mentoring: Plant-E	Knowledge sharing, main obstacles the journey from idea to start-up and how did they overcome the obstacles etc.
12-13	Lunch	
13.45-15.00 3XN/GXN - Kanonbådsvej 8, 1437 København	Meeting: 3XN and GXN	Pitch, reactions and discussion, Roundtable and Q&A Program: 13:45-14.00 Tour and presentation of 3XN and GXN 14:00-14:45 Epiclay pitch, reactions and

		<p>discussion</p> <p>14:45-15.00 Roundtable questions and answers</p> <p>GXN Innovation: The studio brings together designers, architects, engineers, and social scientists. Their approach advances systemic design solutions where resources circulate at maximum utility to enrich social, technical, and biological flows. They call this circular sustainability.</p>
<p>15:30-18:30 Niels Brock, Niels Brock, H. C. Andersens Boulevard 2, 1553 Copenhagen</p>	<p>Pitch: Keystones</p>	<p>Presentation of business case as part of kick-off of Keystone and Niels Brock Executive advisory board educational programme targeting the startup environment</p>

Friday 11 September 2020

Where and when?	Who and what?	Description
9-11	Team time	Highlights and learnings
12-13 BLOXHUB meeting room Amsterdam	Meeting: Founding partner Luise Noring & project manager Tanya, City Facilitators	Business Opportunities, mentor session, supply chain management, manufacturing, client meetings etc.
13-13.30	Lunch	

13.30-16.30	Team Time	Prep Springboard
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Monday 14 September 2020

Where and when?	Who and what?	Description
9-12 BLOXHUB	Team time	
12-13	Lunch	
13-15:30 BLOXHUB meeting room Dallas (FMG)	Knowledge injection: Accounting KPMG	KPMG is not only a world-renowned accounting company, but also one of the most active players in the Danish eco-system when it comes to accounting and financing advisory for growth companies. This session will focus on forecasting and valuation seen from a startup's perspective, the do's and don'ts and how to present your business case in investor negotiations.

Tuesday 15 September 2020

Where and when?	Who and what?	Description
9-11	Team time	Preparation for SpringBoard
11-11.30 BLOXHUB meeting room Amsterdam	Mentoring: Marketing and Communicati ons Lead Corinna Covini, Urbantech	Pitch feedback session

11.30-12 BLOXHUB meeting room Amsterdam	Program Development Strategist Hanna Bogner, Urbantech	Pilot Plan feedback
12-13	Lunch	
13:30-17 BLOXHUB meeting room Project Space	Pitch: CONNECT Denmark Springboard	CONNECT Denmark is a nationwide business network with approx. 800 members who voluntarily help entrepreneurs and small businesses with professional sparring on business and strategy. At the Springboard, a panel of 6-10 experts provide advice and sparring on strategic challenges and plans for the future.

Wednesday 16 September 2020

Where and when?	Who and what?	Description
9-10 online session	Mentoring: Econick	Knowledge sharing session
12-13	Lunch	
14-15 Vesterbrogade 62D, 1620 København	Knowledge injection: branding Managing Director Gus Murray, Revolt	Branding session

Thursday 17 September 2020

Where and when?	Who and what?	Description
9-12 BLOXHUB	Product development/ Cold Calling session	
11-11.45 BLOXHUB meeting room Montreal (FMG)	Mentoring: Managing Director Michael Ambjørn, Urbantech	Presentation: Urbantec Solution sales Business models Contract manufacturing
12-13	Lunch	
13-14 Trifolium, Bådehavnsgrde 42K, 2450 KBH SV	Alex Poulsen Architects	Meeting with building owner Søren and Architect Rasmus - to see possibilities of having a pilot project and presentation of product with the purpose of looking into future projects on buildings.
Online	Networking: TechBBQ	TechBBQ gathers startups, founders, investors and speakers.

Friday 18 September 2020

Where and when?	Who and what?	Description
9-10 BLOXHUB meeting room Stockholm	Meeting: Plan and development manager Vilfred Hvid,	Roskilde Municipality is home to 85,000 citizens.

	Roskilde Municipality	
10-12 BLOXHUB	Team time/ Development	
12-13	Lunch	
14.30-15.30 BLOXHUB meeting room Amsterdam	Meeting: Project CEO Tim Halvorsen, Kanalbyen Fredericia	The project develops a whole new area at the canal in Fredericia and is very interested in having Epiclay as part of their project. The canal city in Fredericia is an area of 20 hectares around the old port area. When the district is fully developed it will be able to accommodate 2800 jobs and 1200 homes. The development is driven by the partnership "Kanalbyen I Fredericia P/S" which is owned by Realdania By & Byg and Fredericia Municipality. The former industrial area is being developed as a canal town with inspiration from own town plans from the 17 th century. The development of the canal city must demonstrate how the former industrial port can be developed into an attractive basis for people's life and well-being – a place to stay and visit that also serves to protect the historic center from floods. In 2017, the first residents moved in and the canal city is now an integral part of the city. The development of the area will continue over the next approx. 20 years.
Online	Networking: TechBBQ	TechBBQ gathers startups, founders, investors and speakers.

Monday 21 September 2020

Where and when?	Who and what?	Description
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9-12 BLOXHUB	Team time	
12-13	Lunch	
13-15:30 BLOXHUB, meeting room Stockholm	Knowledge injection: Storytelling/P R Kemp & Kjær	Kemp&Kjær is an accomplished PR consultancy that has had a specific focus on startups, especially those with a green impact. Kemp&Kjær will help you get your message across and build an ongoing engaging narrative in major media as well as trade-specific media.

Tuesday 22 September 2020

Where and when?	Who and what?	Description
9-10.00 BLOXHUB meeting room Dallas (FMG)	Meeting: Development Engineer Jens Rahbek, ROCKWOOL Product Development and Innovation	ROCKWOOL is the world's leading manufacturer of stone wool insulation. Products include among others building insulation and external façade renovation.
10-12 Under Broen	Product development/ Team Time	
12-13	Lunch	
13.30-15.30 BLOXHUB meeting room Rome	Follow up meeting Jørgen Rosted	<ul style="list-style-type: none"> - Learnings in Copenhagen - Next step - Q&A - Discussion

16-18 BLOXHUB meeting room Los Angeles (FMG)	Pitch and networking: Urbantech PechaKucha Tuesdays	<p>The Urbantech program is a world class accelerator program for startups within the urbantech space, hosted in Copenhagen, Denmark. PechaKucha's 20x20 presentation format shows your 20 chosen images, each for 20 seconds. In other words, you've got 400 seconds to tell your story, with visuals guiding the way. PechaKucha means "chit chat" in Japanese. This creative outlet began as nighttime get-togethers in Tokyo in 2003 by two renowned architects. Since then, three million people have attended PechaKucha events worldwide.</p> <p>The purpose is to give startups and our ecosystem some "food for Thought" through this networking event by sharing, inspiring and exchanging ideas.</p>
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Wednesday 23 September 2020

Where and when?	Who and what?	Description
9-12 Under Broen	Product development/ Team Time	Prep for Demo Day
12-13	Lunch	
13-15:30	Team time	Prep for Demo Day

Thursday 24 September 2020

Where and when?	Who and what?	Description
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9-10 FMG	Wrap-up programme with Martin, GIG & Tanya, CF	Wrapping up the Accelerator programme:. - Next steps - Business opportunities - Demo Day
12-13	Lunch	
13-16 BLOXHUB	Prep for Demo Day	
14:30-15:30	Meeting: PensionDan mark	PensionDanmark is a labour market pension fund owned by its members. PensionDenmark has a large number of buildings in its portfolio and is thus a potential customer.

Friday 25 September 2020

Where and when?	Who and what?	Description
9-12 BLOXHUB Arena	Demo day	Epiclay pitch in front of panel
12-13	Lunch	
13-16 BLOXHUB	Team time Tanya and Per, CF and Martin, GIG	Highlights and learnings

Saturday 26 September 2020

Farewell and close of accelerator programme

