



南臺科技大學中小
企業創新育成中心

Innovation & Incubation Center of
Southern Taiwan Uni. of Science and Tech.

U-start創意點子meet up 育成分享簡報 【Pre-accelerator】

何瑞文 組長

106.11.9

簡報大綱



南臺科技大學中小
企業創新育成中心

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Southern Taiwan Uni. of Science and Tech.

【 營運機制 】

【 廠商之輔導機制 】

【 新加坡合作機制 】

【 培育新創企業實績 】



營運機制



南臺科技大學中小
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南臺科技大學創新育成中心在
經濟部中小企業處指導協助下
於1997年7月1日正式成立，
成立迄今已達19年，並於今年
正式成為創新創業育成總中心。

156家

累積育成

129家

畢業企業家數

培育企業回饋累積 **4000** 萬

新創企業 **99** 家

青年創業 **70** 家

上市櫃公司 **4** 家

衍生企業 **3** 家

123全育成孵化引擎



由1個創業萌芽三創教育與2大培育基地提供育成輔導3步曲

成熟
茁壯

紮根
培育

創業
萌芽



三步曲：ISA國際創育加速
輔導國內外參展，鏈結國內外加速器，台灣STARFAB、新加坡AIRmaker等掛牌合作、創業港大賽東南亞雙向投資活動，預計申請ISA創育加速規劃

二步曲：兩大培育基地
結合中企處南科育成、南臺育成、文化部藝創育成提供從校園創業培育到南科園區、台南文創園區之『蛙跳式』輔導策略

一步曲：創業萌芽教育
建立來恩創業班創業教育課程，加上創業班課程基金，並提供舉辦創意及創業競賽，透過創意創業課程的啟蒙，建立對創意創業的概念與想法。明年更將承接第十三屆全國戰國策創業競賽

聚焦電子資訊&生技醫藥產業

紮根培育輔導作法-蛙跳式培育





廠商之輔導機制

篩選

青年企業
進駐機制

參展

曝光
新創企業

育成

落實篩選
加強加速器

創投

尋找台灣新
創投資機會

初步診療

培育媒合

投入資源



Sep1

篩選

青年企業
進駐機制

創業競賽中找到潛力隊伍

第十二屆戰國策競賽南臺推派『主軸醫生-高速主軸顫振分析系統』及『V-Protector－視障者智慧眼鏡』分別榮獲創業類學生組與創新創意類學生組亞軍與季軍。2018年將由南臺科技大學接棒持續舉辦「**第13屆戰國策全國創新創業競賽**」。

國際創
育加速
器組

技術創
業放大
組

全臺傳
產維新
PK組



Sep2

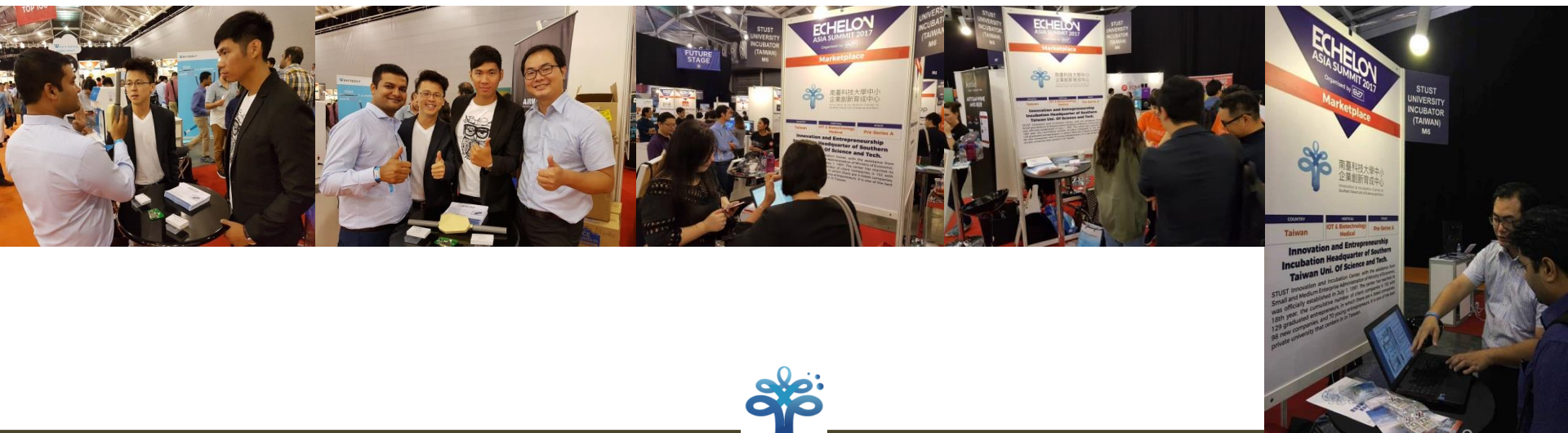
參加國內外知名創業展覽

帶領
新創企業
參展

2017 COMPUTEX 新創特區

InnoVEX -育成館並獲得在國內外媒體投資人面前公開Demo機會

Echelon Asia Summit 2017 - Startup, Tech and Investment Platform, Echelon
本中心輔導剛被新加坡AIRmaker加速器投資之ClekTEK物聯網團隊，現場詢問度高



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轉型 青年企業

Sep3

輔導轉型，轉向!

- ▶ 落實團隊篩選與加速器功能與育成加強合作。

原版

育成(incubation)→加速(acceleration)→成熟(maturity)

NEW

加速(acceleration)→育成(incubation)→成熟(maturity)

加速階段

主要仰賴對於商業
模式有經驗的導師，
引導新創團隊確定
其產品雛型及市場。

育成階段

主要仰賴技術人才將
產品優化，其技術來
源包括臺灣、英國及
美國矽谷等。

成熟階段

南臺育成則協助帶
入創投及天使投資
人。



創投

尋找台灣新創投資機會

Sep4

與海外投資人路演與交流找到台灣新創投資機會

4/30、6/1、6/15、7/11 已分別與新加坡 AIRmaker 加速器提案 Pitch，大約 30 個台灣新創團隊，目前第一期已有一個團隊獲投資 3.5 萬新幣，預計下一輪有 100~200 萬美金投資機會。

與上市公司 iBASE 合作 accelerator program

透過 STUST x iBASE 加速器計畫。在創業港大賽活動挑選上出團隊並提供 1 個月加速育成空間、結合教授技術加速並就近與 iBASE 工程師合作，1 個月後 Demo 評選，以期可以進入公司或其企業夥伴合作機會



iBASE



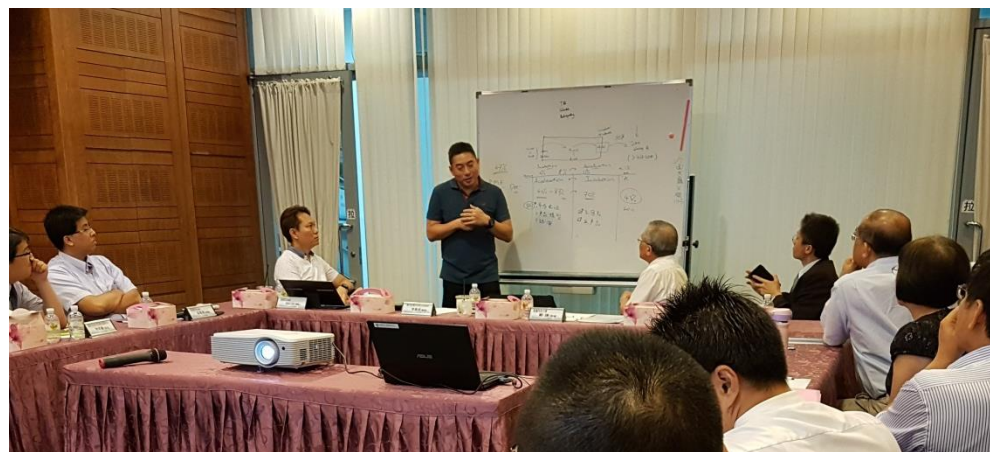
**國內外合作機制
深耕新加坡，放眼亞洲**

國內外來訪與合作

國內外 各單位 來訪



► 經濟部中小企業處吳明機處長來訪



► 新加坡BASH的AIRmaker多次來訪



► 屏東部加工處來訪合作聯合洽談



► 經濟部南部加工處及資策會來訪合作洽談

國內外來訪與合作

大臺南地區醫院結盟



- ▶ 與大臺南地區成大醫院、奇美醫院、市立安南醫院、高雄榮民醫院台南分院及嘉南療養院等鏈結合作！為醫療新創、數位醫療(MedTek、Digital Health)中小企業嫁接更多的合作與商機！



- ▶ 市立安南醫院林院長試用創新產品

國內外 加速器鏈結



27 June 2017

To: 何瑞文 (Kevin Ho)

組長

南臺科技大學創新育成中心 (Southern Taiwan University of Science and Technology)
71005 台南市永康區南台街 1 號H2 棟 1F

Dear Kevin,

AIRmaker would like to take this opportunity to show our appreciation to **Southern Taiwan University of Science and Technology (STUST)**, for your active involvement and support in AIRmaker's recruitment of startups.

AIRmaker is proud to announce that **Clef Tech. Pte Ltd** is officially in AIRmaker Accelerator Program Batch 2017/01 cohort (May – Jul '17).

We look forward to a continuing partnership with STUST.

Thank you.

Warm regards,

Lee Kwai Seng
Managing Director

到新加坡BASH基地與AIRmaker總經理簽定團隊投資MOU ▲



▲
SGInnovate Dr.Alex
Lin與AIRmaker 總
經理聯合掛牌合作



新加坡落地合作



【落地公司登記、空間、人才】與當地知名新加坡國立大學、淡馬錫理工學院合作共同建置雙向合作台灣落地基地與住宿等機會



【行銷推廣與投資人連結】與當地知名科技媒體e27合作，憑藉其多年在東南亞深耕新創與投資人連結資源，直接串接到台灣。以及運用其每月100萬流量，協助台灣企業串聯到更多的合作與曝光機會



南臺科技大學中小企業創新育成中心
NUS Entrepreneurship Centre



TRAINING VISION INSTITUTE

新加坡業界領先培訓機構、人資諮詢公司

通過完整全面的培訓及能力開發的設計結合方法論，Training Vision Institute(TVI)提供一系列人力資源發展項目。同時還提供諮詢服務-通過定制客戶化的解決方案來滿足公司的需求。作為新創型企業，我們相信媒合雙方的戰略優勢所帶來的加速的變化。



【Soft-landing 訓練課程】與當地知名創業培訓單位Training Vision Institute合作



【商務合作鏈結】鏈結當地台灣新加坡青商會、SG 100基金會促成與台灣中小企業合作機會，並強化與TECO(台北駐新加坡辦事處)



From Asia to Taiwan **ANCHORUP 2017**

ANCHORUP Forum 2017 Deck | 6-8 Nov, SME SIAT Incubator

“ANCHORUP”

- **Positioning:** In accordance with the "Asia Silicon Valley" development plan, part of the Government's 5+2+2+1 industrial transformation plan, the event is to promote interactions between the investments and businesses from Taiwan, Singapore, the Philippines and other Southeast Asian countries in the manufacturing, commercial business and agriculture sectors that are also involved with the smart city and the Internet of Things (IoT) concepts, hoping to generate new investment and industry upgrade opportunities.
- **Prospect:** The "International Startup Project", initiated in Taiwan, aims to use this event to link with Singapore and the Southeast Asian market for mutual investment and development opportunities. Taiwan's businesses involved in the areas of smart city and the Internet of Things will be able to access the global market, further making this project a model for a globalized startup platform in the New Southbound Policy.
- **Vision:** To establish a two-way startup platform for international startup teams by applying Taiwan's technological advantages in the IoT concepts that are used in the manufacturing, commercial business and agriculture sectors, gathering support from the seed capitals offered by Taiwan, Singapore and Southeast Asian investment institutions and promoting international business opportunities. To attract international startup teams to take residency in Taiwan by using the "Accelerator and Incubator" model and have the incubators directly operated by Small and Medium Enterprise Administration of Ministry of Economic Affairs and other incubators provide guidance to the startup teams.

ANCHORUP2017-2018 Value

Market connectivity



Singapore / Southeast Asian countries as the collaborating partners for incubation

Capital investment



Seed capitals from Taiwan, Singapore and Southeast Asia

Business network



Create opportunities for businesses from different countries



Resource sharing



Share the resources offered by the incubators located in Taiwan and Singapore

Short-term training



Accelerated training for Taiwan's and other international startup teams

Media exposure



Connected to e27, an Asian technology media platform

Take International Accelerator as the core

ANCHORUP establish connections with key businesses and other startup incubator partners both home and abroad.

ISP – Pre Accelerator

Use Taiwan as an international resource hub to link with other Southeast Asian VCs and accelerators for participants both home and abroad to validate and practice their ideas, develop products and market strategies. Upon completing the 3-day training course, the teams are entered into the ISP database. The investment institutions filtered and monitored by ISP will be given the priority for investment opportunities.

Incubator Center, Southern Taiwan Science Park – Accelerator

With Southern Taiwan Science Park's Incubator Center, training courses, pitch competitions and investment ecosystems both home and abroad, startups are able to connect to resources offered by businesses such as Great Wall Enterprise and AIRmaker and funds raised through seed and pre-A round.



Integrate resources from various international accelerators and make Southern Taiwan Science Park, **Taiwan BLK71**, the top-choice base for international startup teams.

ANCHORUP²⁰¹⁷⁻²⁰¹⁸ Timeline

Promotion

Training &
Mentoring

Regional Sourcing
& Screening

Forum &
warmup comp.

2017

-2018

Promotion

Training &
Mentoring

Regional Sourcing
& Screening

Summit &
final comp.

2017.10

Assessment and selection of pre-shortlisted teams from Taiwan, Singapore, the Philippines and other countries

2017.10.27~10.29

2017 Term Sheet Bootcamp (TSS Collaboration)

2017.10.30

Startup Mentoring (Noa's Mark Collaboration)

2017.11.6~11.7

2017 ANCHORUP's International Venture Forum for the New Southbound Policy (regional competition for the shortlisted teams)

2018.2

2018 ANCHORUP Competition (Voting for teams from different countries)

2018.3

2018 ANCHORUP Summit (Final Competition)

----- Batch 1 End -----

Batch 2 Start

2018.5

2018 Aplustart Competition

Fund Raising Course & Startup Mentoring

A photograph of a white sailboat on a blue ocean, viewed from a low angle. A large yellow diagonal shape is overlaid on the right side of the image, containing text. The text is in black and white, with some bolding. The background shows the sailboat's mast, rigging, and sails against a clear sky.

Team & VC Regions

- ✓ Southeast Asia : Singapore , Philippines , Malaysia , Thailand
- ✓ East Asia : Taiwan , Hong Kong
- ✓ West Asia : Israel



Industry focuses

- ✓ IoT (Internet-of-things) : Digital Health , Smart Cities , Medical Technology, AIoT
- ✓ New Agriculture : Smart Agriculture, Bioenergy (Clean Energy)
- ✓ IPO Call for Startup Submissions : Automatic Guided Vehicle (AGV)

ANCHORUP2017-2018 Training & Mentoring



Noa'sMark | Where
Marketing
Means
Business

Noa'sMark founder and CEO Noa Lifshitz has over 10 years of marketing experience and has worked with numerous Israeli companies helping them achieve their business goals.

With Noa'sMark, she now consults for companies in Taiwan, China, Singapore, and Israel on their business plans, marketing strategies, and fundraising campaigns, and has helped Asian companies raise millions of dollars from international VCs.

- Mentoring Value

- Creating a winning English pitch.
- Goal-driven planning & strategy.
- Effective brand messaging.

ANCHORUP x AIRmaker Contest Event/Game

Contest winning prize



-Objectives:

- To scout the best startups with best pitch of business models and solutions for fundraising in a short period by mechanism of pitch contest
 - To provide direct feedbacks from real investors to startups for learning and sharing
 - To help startups deal with investors for investment offerings negotiation for fundraising
-
- Calculation of winner
 - Startups: by % increased for company valuation during the contest
 - Investors: by % increased for the overall portfolio of invested company valuation during the contest

Winning startups:

- #1: invited for AIRmaker program opportunity & NTD10,000**
- #2: NTD5,000**
- #3: NTD3,000**

Winning investors:

- #1: NTD5,000**
- #2: NTD3,000**
- #3: NTD2,000**

From Asia to Taiwan ANCHORUP Regional seeding – Oct.

ELEVATOR PITCH PHILIPPINES

Southeast Asia's Premiere
Startup Investment Competition

Watch Live Episodes
wednesdays @ 8pm

f i y

NEW UNION
BUSINESS FINANCING PLATFORM

GIDEON
VENTURE CAPITAL

TECHTONIC

ELEVATOR PITCH PHILIPPINES

- 1) Entrepreneur
- 2) The format and ascend to the
- 3) The ability get the VCs to hit
- 4) Venture Capital





ANCHORUP²⁰¹⁷⁻²⁰¹⁸ Highlights

Investor workshop Challenge & Opportunity



Welcome party & Investor Demo Taiwan's Unique Roadside Banquets



Fight Club Startup demo show



Networking Sessions (Investor & Startup)



Forum Panel & Fireside Chat



ANCHORUP²⁰¹⁷⁻²⁰¹⁸ Highlights

**Venture
Capitals**

Accelerator

**Co-
Working
Space
(Hubs)**

Media

15+ Foreign and domestic VCs , Acc. , Co-working Spaces

30+ Foreign and domestic outstanding startups

2 Medias

6 Countries , 7 Cities

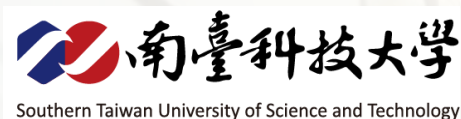
2 Step regional pitching

180 Days

Powered by



Organized by



IPO partners



Premier Sponsors



Official Sponsors



Regular Sponsors



國立成功大學 技轉育成中心
National Cheng Kung University
Technology Transfer & Business Incubation Center



Supporting Sponsors



Community partner



Media partner



Asia Strategic Partner

Singapore



Philippines



Israel



Malaysia



Thailand





培育新創企業實績



IOT - 創新技術放大

AIRmaker
Connecting Makers to Markets
An Accelerator Program by
RIA Venture Capital

27 June 2017

To: 何瑞文 (Kevin Ho)

組長

南臺科技大學創新育成中心 (Southern Taiwan University of Science and Technology)
71005 台南市永康區南台街 1 號H2 棟 1F

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Clef Technology 先加速再育成

Clef Technology團隊透過南臺育成轉型之前加速器計畫 ISP Pre-Accelerator在17天內媒合新加坡AIRmaker種子投資，成功落地新加坡；並獲通過106年度USTART大專生創業計畫、以及2017亞洲智能硬件大賽，獲選為全球前15強隊伍！



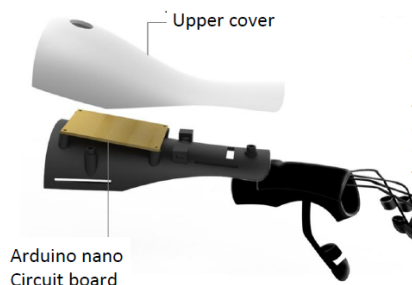
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MedTech x IOT - 創新技術放大

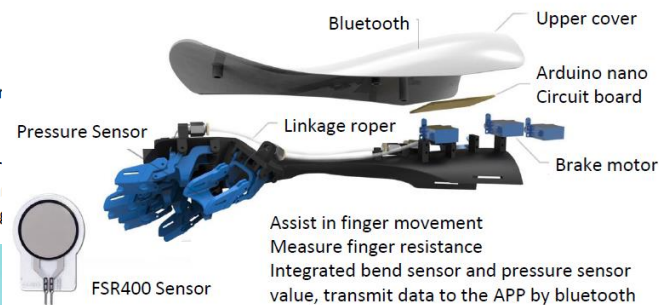
Good hand - Control glove

Bad hand - Assistant glove



Each tip is fitted with ber sensors.

Arduino calculate data fr sensor in a resistive man control the operating anj the motor.



Assist in finger movement
Measure finger resistance
Integrated bend sensor and pressure sensor value, transmit data to the APP by bluetooth

DEMO



Finguide 先加速再育成

Finguide團隊透過南臺育成轉型之前加速器計畫 ISP Pre-Accelerator獲新加坡 AIRmaker邀請至新加坡做 Final Pitch, 預計將於10月投資, 落地新加坡; 協助進入IRB測試, 並獲通過106年度 USTART大專生創業計畫!

新加坡SG 100 Foundation天使投資人特地飛來台灣進行DD



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Thanks for your attention

謝謝聆聽