

Coaching, Webinars and Networking on the Venture Development Platform

Dear FIWARE startups,

FI Business provides hands-on 1:1 coaching with our business experts as well as valuable webinars tackling generic entrepreneurship topics such as business plan, legal issues or marketing to you.

This is a guide on how to use the FI Business service *1:1 business coaching* for free.

We also like to inform you about FI Business's *webinars* and *networking opportunities* for all FIWARE startups on the Venture Development Platform.

You can register [here](#)

Coaching

On the Venture Development Platform FIWARE startups with a voucher have access to an extensive list of business coaches and their profiles. Our coaches cover a broad range of technology sectors and business topics. You can easily browse through the profiles and connect to a coach who covers your needs best. The voucher covers the costs of 4 hours of coaching, which usually takes place via an online medium like Skype.

• Where can I get the coaching voucher?

In order to get free coaching please contact your accelerator to get permission. The accelerator needs the following information of you:

- Name of the start-up / SME
- Country
- First name of the participating person
- Last name of the participating person
- E-Mail address

As soon as your accelerator confirmed your request, FI Business will come back to you via e-mail with the voucher to receive the free coaching.

The next step for you is then to get **registered on the [Venture Development Platform](#)**.

• How can I use my free coaching and where to select the coach?

After the registration you get access to the Venture Development System. You can work on your venture in your own group and provide information in five segments: Management summary, Idea, Concept, Plan & Pitch.

To start the coaching, please take a look at the group FIWARE Founders Community, where you will find a step by step instruction.

- What are the costs for you for confirmed coaching hours by your accelerator?

The confirmed business coaching is for free. FI Business covers the costs.

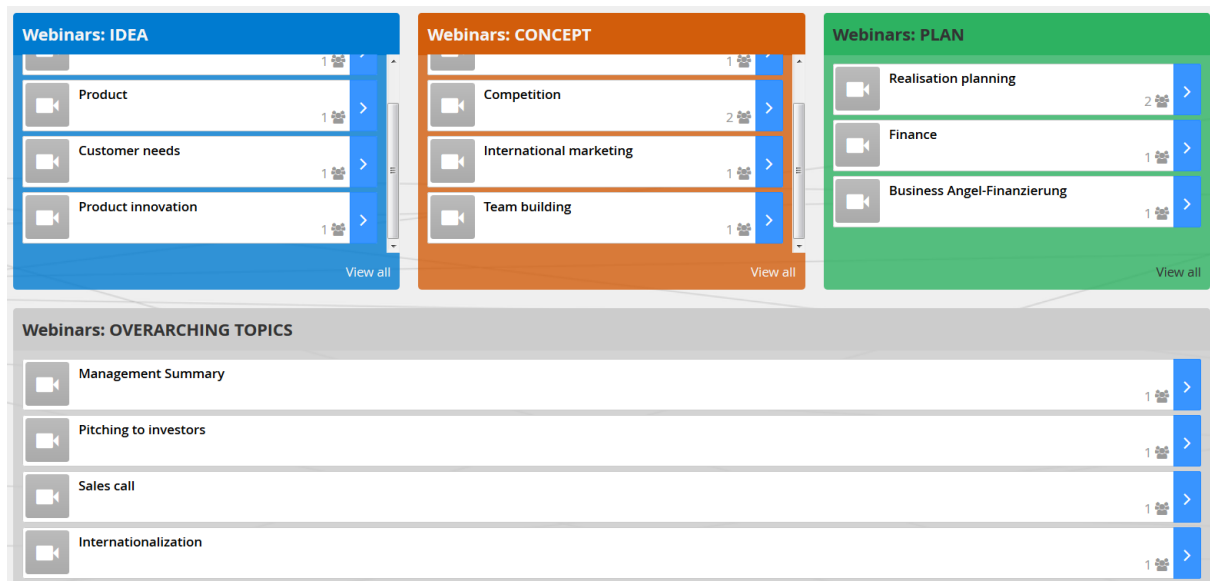
- What are the costs for FIWARE start-ups or SMEs without confirmation by the accelerator?

You can book additional business coaching on your own expenses if requested. The costs for half a day (4 hours) is 400€ + VAT of 19%.

- How does the coaching take place?

Usually the coaching takes place via an online medium like skype for the 1:1 discussion. The coach and you will decide on your own how the coaching will take place.

Webinars and Networking opportunities



Category	Topic	Count
Webinars: IDEA	Product	1
	Customer needs	1
	Product innovation	1
	View all	
Webinars: CONCEPT	Competition	2
	International marketing	1
	Team building	1
	View all	
Webinars: PLAN	Realisation planning	2
	Finance	1
	Business Angel-Finanzierung	1
Webinars: OVERARCHING TOPICS	Management Summary	1
	Pitching to investors	1
	Sales call	1
	Internationalization	1

You have the opportunity to take online webinars on general entrepreneurship topics and specific challenges and to join the FIWARE Founders Community **for free**.

Therefore, you have access to public groups such as “FIWARE Founders Community” and “Venture Development Webinars”.

Just check out your opportunities and get active! See below how to access the groups.

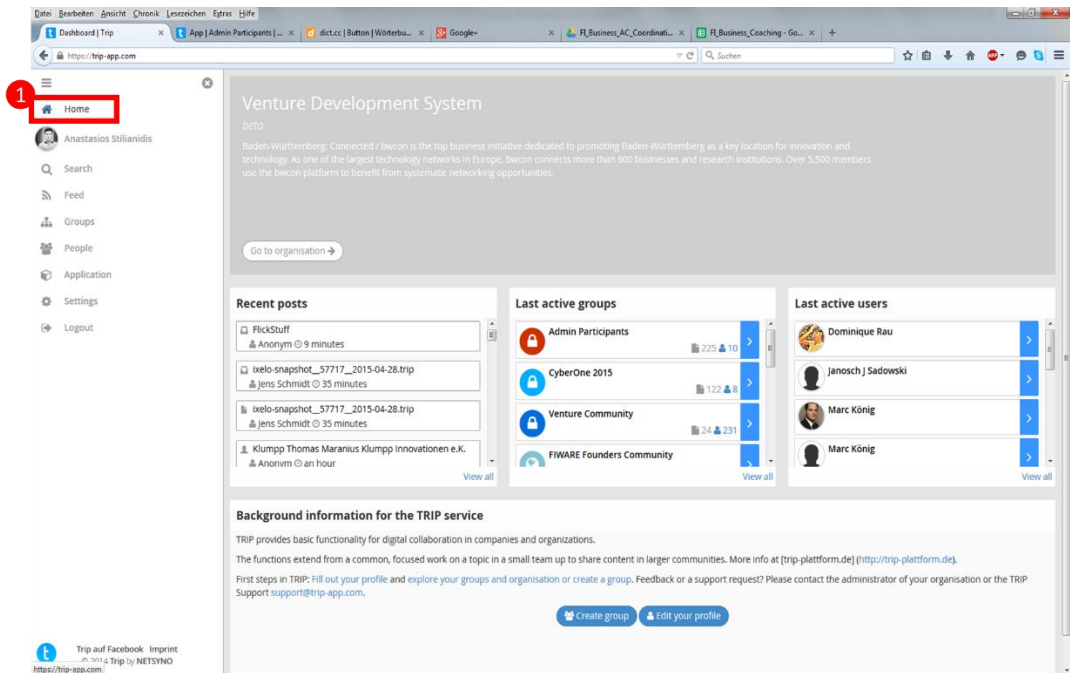
Tips & Tutorials

1. Tutorial: [Registration on the Venture Development Platform](#)
2. Tutorial: [First steps on the Venture Development Platform](#)

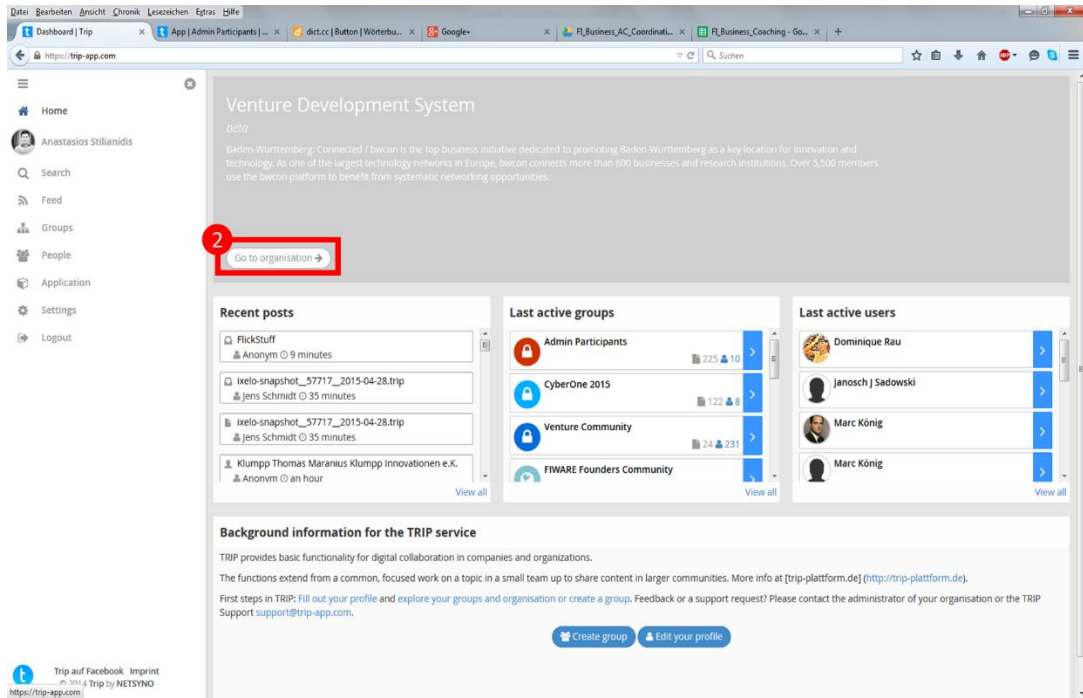
TIP: After your registration, you can find all video tutorials together with an introduction to the Venture Development System in the group “Tutorials – How to use the Venture Development System”.

• How to access the groups?

1. click on the “Home” button on the top left (see below in red).



2. Afterwards click the button “go to organization”.



3. In the middle of your screen you will then see all your available groups.

