



Corporate Challenge Pitches

// as a Pre-Event of RuhrSummit 2018

**ARRANGED
BY:**



DIGITALE WIRTSCHAFT NRW (DWNRW)
AN INITIATIVE OF THE MINISTRY OF ECONOMICS, INNOVATION,
DIGITISATION AND ENERGY OF NORTH RHINE-WESTPHALIA.

Startups and Corporates... that's always a little love-hate! Some need the others as clients, references and/or pilot projects and, conversely, established companies mostly solely succeed in innovating really quickly, when using startups.

Unfortunately, in our work over the last few years, we have repeatedly noticed that sometimes an unbelievable amount of time elapses before a first „approach“ really leads to a concrete order / project. There are many reasons for this, but it is often due to the fact that no concrete challenge has been defined and thus the motivation or recognised pain of the established company is simply not big enough.

Now we turn the tables and let the corporates pitch their challenges and the startups apply for it with their very concrete solution approaches. The winners will negotiate about a contract for a pilot project and in the best case the cooperation kicks-off within days! So: we bring speed into the process!

The Corporate Challenges

We have been able to win 8 corporates to place their total of 12 challenges. Among them are world-renowned companies such as Siemens and RWE, but also innovative medium-sized companies and exciting utilities. All challenges can be found here: <https://summit.ruhr/2018/de/challenge/>

Your Application

You can apply for the corporate challenges of interest to you via the website. In exchange with the Challenge Owner you can ask for further details and develop your solution approach. The three most promising startups will be invited to the event in Bochum and will be allowed to present on site.

If you will be invited to the Corporate Challenge Pitch on October 10th in Bochum you will find out by mail on September 28th 2018 at the latest.

The Event / The Corporate Challenge Pitch

The big highlight will take place on 10.10.2018 in the turbine hall of the Jahrhunderthalle in Bochum. At the event itself, the challenges are presented by the moderator in a



nutshell and the Challenge Owners are being presented on stage. After lunch, the pitches of all three startups which are assigned to one challenge will take place. The pitch has two components, the presentation (5min) and a short question & answer session (5min).

To give you the chance to get to know the other corporates, then follows a speed dating between startups and established companies. We will check your interests in further contacts with your confirmation of participation and shedule the match making.

The winners of the Challenge will be announced at the Winners Ceremony starting at 6pm. At the end of the day we heavily invite you to spend the evening with us and to expand your personal network with the corporate participants present, but also startup investors from the parallel VC Round Table.

So, to make a long story short... it will be an eventful day with many highlights and multiple options to expand your personal network.

Apply now and secure your next reference client!

ps. of course you are invited - completely independent of Corporate Challenge Pitch – to use the free startup ticket contingent of RuhrSummit.

Registration here: <https://summit.ruhr/2018/en/ruhrsummit-application/>

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