

**YOUR STRATEGIC PARTNER  
FOR INTERNATIONAL SUCCESS  
IN TAIWAN AND EUROPE**

---



**Tiger Accelerator**

powered by **TGN**

# **Tiger Accelerator**

# 台荷加速器

# TIGER Accelerator support package IN TAIWAN AND EUROPE

---

TIGER Accelerator在台歐可提供的服務方案  
By Dr. Valerie Hsu 許秀芳  
December 10, 2019, Taipei Tech Arena



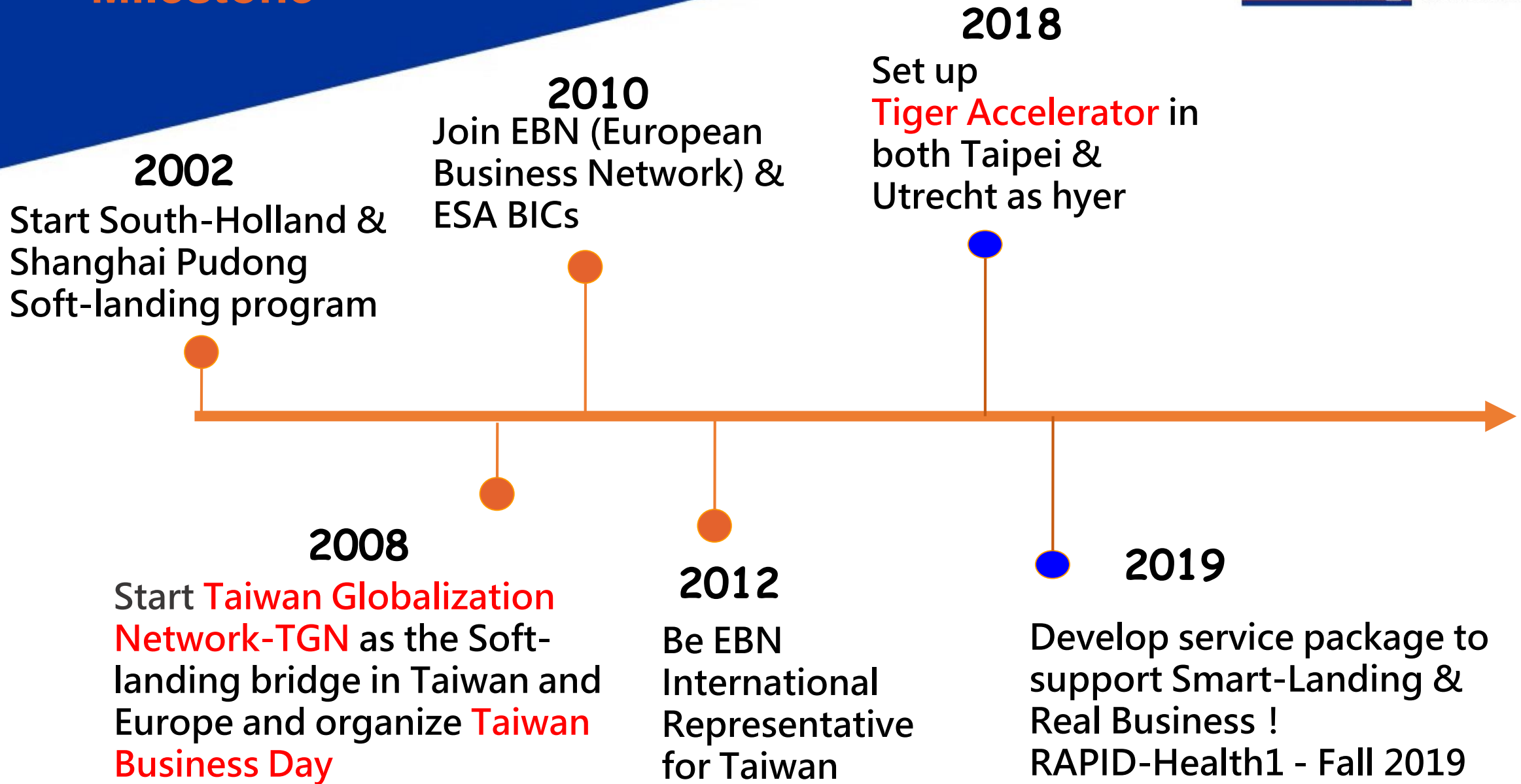
## Tiger Accelerator

powered by 

# Tiger Accelerator 台荷加速器



# Milestone



# WHO ARE WE



Taiwan Globalization Network

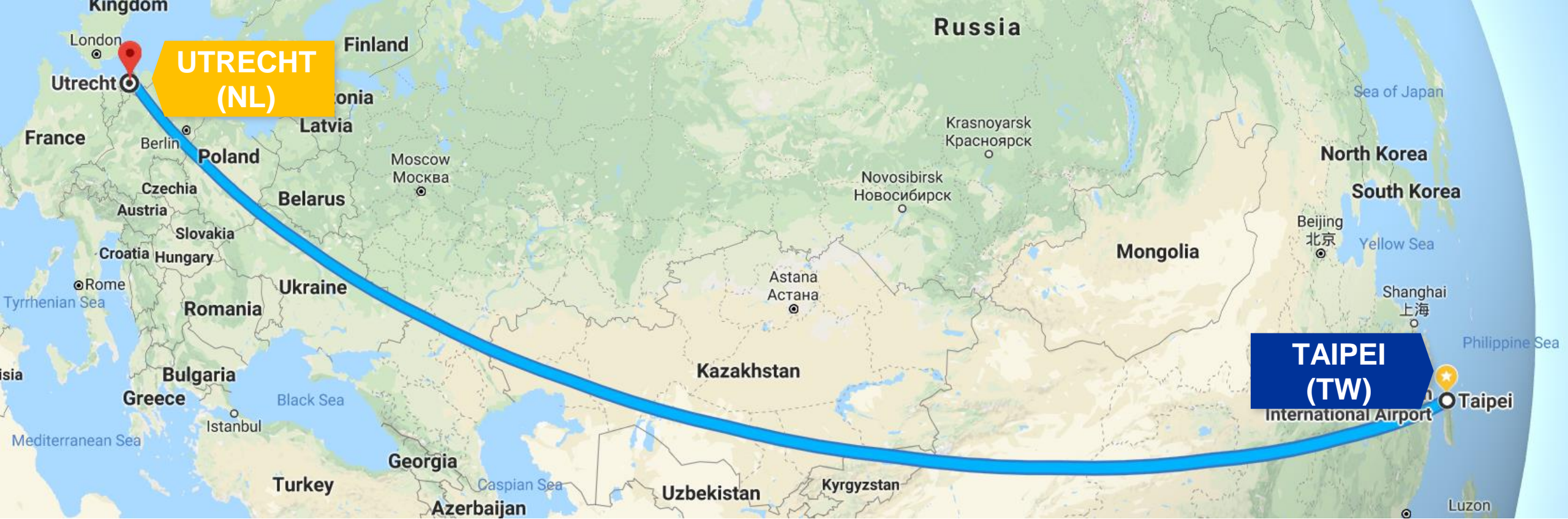
With professional knowledge between Taiwan and Europe, TGN has been assisting many companies over a decade. TGN is a registered non-profit foundation in the Netherlands, aiming helping the Taiwanese people to establish their business in Europe.

TGN「台灣企業國際化協助網絡」是在荷蘭註冊登記非營利的機構「台荷商盟基金會」(The Taiwan Business Alliance Foundation)所設立的服務平台，目的為幫助並促進台商拓展國際業務。



In 2018, Tiger Accelerator has been established in Taipei on behalf of TGN to provide housekeeping services in Taiwan and to provide preliminary information before Taiwan or European companies enter Taiwan or Europe.

台荷加速器整合了TGN在歐洲累積十年的台歐育成網絡和資源，利用荷蘭烏特勒支創業生態體系打造Soft-Landing Bridge荷蘭端的橋頭堡經驗，於台北市設立新創育成空間，以台北市作為台灣端的橋頭堡，期待更有效地整合雙邊國際創新創業育成網絡和資源。



**Taipei**  
**X**  
**Utrecht**

Building  
the Soft-landing Cyberway  
between Taiwan and Europe

# The mission



亞洲創新網絡  
Taiwan/Asia  
Innovation  
Network



TGN / 台荷加速器  
國際連結  
TGN/Tiger  
International  
Connection



歐洲創新網絡  
Europe  
Innovation  
Network

Soft-Landing Cyberway



- Industrial cluster: known for the ICT industry and its emerging potential in the Internet of Things (IoT), biotechnology, smart machinery, green energy and cloud computing
- Doing Business 2019 Rank 13th in the world
- GEDI 2016 (Global Entrepreneurship Index) Rank Asia Global Entrepreneurship First
- Ranked second in the world's top ten safest countries
- Major partners in the global supply chain
- High-quality talents
- Entrepreneur visa

Entrepreneur Visa : [https://visawebapp.boca.gov.tw/BOCA\\_EVISA/home.do](https://visawebapp.boca.gov.tw/BOCA_EVISA/home.do)  
[https://www.moeaic.gov.tw/businessPub.view?lang=ch&op\\_id\\_one=6](https://www.moeaic.gov.tw/businessPub.view?lang=ch&op_id_one=6)

Accelerator :

MOX 、 APP WORKS- Mobile

ACE Asia Blockchain Accelerator- Blockchain

BE Accelerator-Medical technology

SparkLabs Taipei-IOT 、 AI 、 VR/AR 、 Mobile 、 Fintech 、 Medical technology

H. Spectrum-Medical technology

Garage+ -AI 、 IoT 、 AR / VR 、 green energy 、 Medical technology

CDIB Capital Innovation Accelerator- IOT 、 Mobile 、 E-commerce

iiiNNO-A startup platform

StarFab - Cloud Computing 、 Cloud Computing 、 IOT 、 Mobile

TVC- Industrial Technology Research

Demo/Pitch : Smart City Summit & Expo 、 computex 、 InnoVEX 、 Meet Taipei



# FIVE CORE COMPETENCE

## 五大競爭力



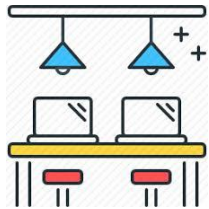
- Huge network between Asia and Europe
- Fast Track Program
- RAPID-Health Program
- Co-working spaces in Taipei & Utrecht
- Fully support from ecosystem partners
- Innovative products & solutions to meet the needs of societal Challenges
- Innovative finance solutions with various public & private co-financing opportunities



# 1. Networking 龐大的國際育成網路



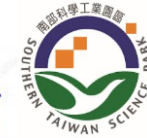
**Co-working  
Space**



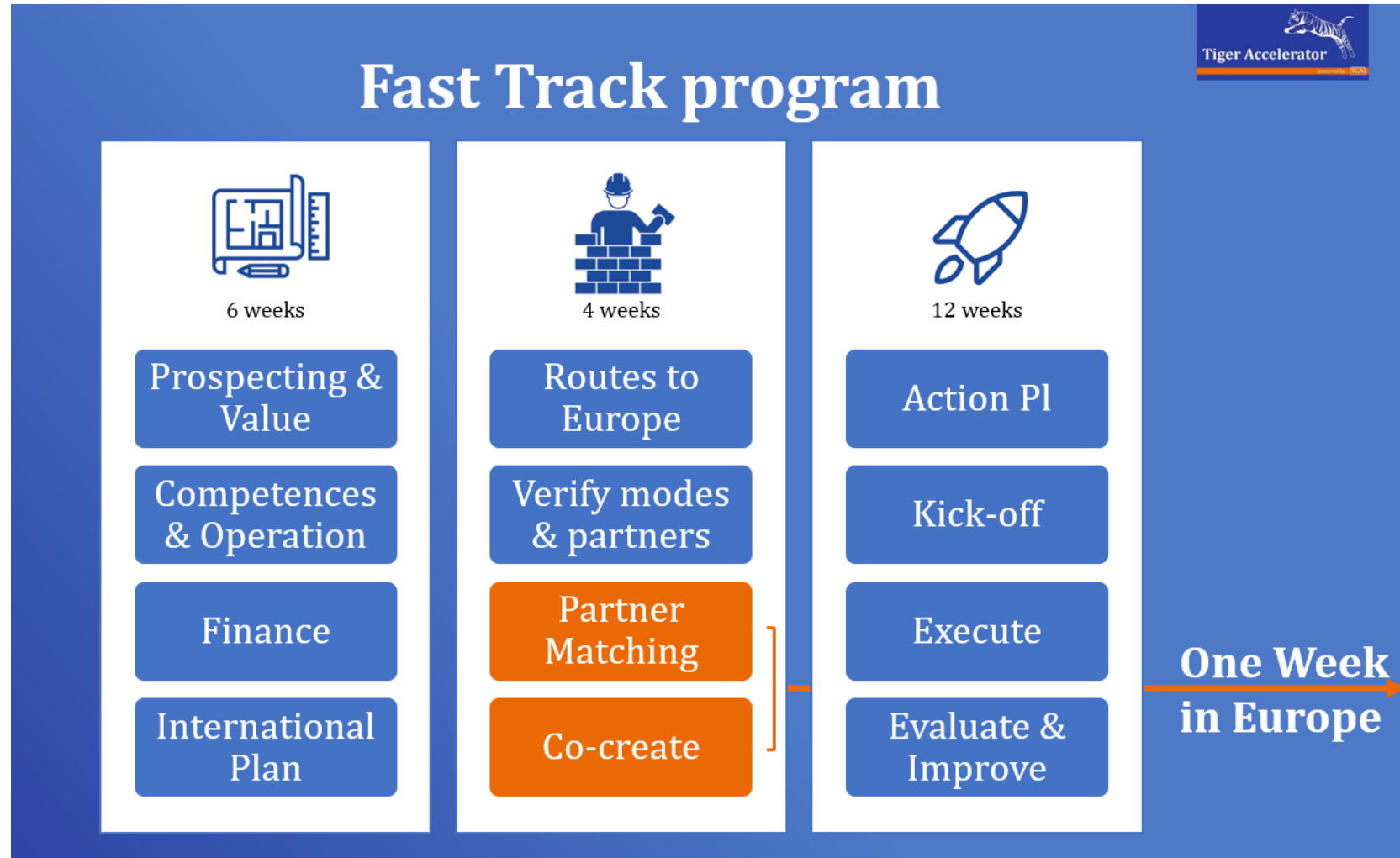
**Incubator**



**Accelerator /  
Science Park /  
Government  
Investment funds**



# 2.Soft-landing - Fast Track Program



# 2.Soft-landing - RAPID-HEALTH

## Regional Accelerator Program for Innovation & Development (RAPID)

- First tailor-made access to market program for Taiwanese med-tech companies
- 2019 Fall as the pilot project for Health Hub Taipei - Utrecht
- 2020 Spring / Fall are open for global med-tech companies
- Apply now at [rapid-health.eu](http://rapid-health.eu)

Week 1: Intensive Bootcamp & Coaching							
Date Time	21-Sep. Sat	22-Sep. Sun	23-Sep. Mon	24-Sep. Tue	25-Sep. Wed	26-Sep. Thu	27-Sep. Fri
10:00   12:00 am	Arrival in the Netherlands	Free	Welcome ITC (Vice-Mayor) foto moment	Startup Utrecht + UCIB offering + EBU	1-1 buddy (personal mentor) program (who-6 people)	Think out of the box, societal challenge	work on business proposition
13:00   15:00 pm			Group - event JIM ? Why/How/What pitch	Utrecht Inc approach / Uzelf	Human Centric Development of Products and Services	Gap-analysis and unmet needs fit ? Level	Looking back/looking forward/ Success stories
18:00   20:00 pm			Healthcare EU en NL ppt	Culture event : understand dutch people ?	Dutch cooking workshop	Workshop business models in Healthcare	Innovation tour by cycling

Week 3: Demo week							
Date Time	05-Oct. Sat	06-Oct. Sun	07-Oct. Mon	08-Oct. Tue	09-Oct. Wed	10-Oct. Thu	11-Oct. Fri
10:00   12:00 am	Utrecht museums	Free	What problem are you really solving ? For whom ?	Go to market strategies	Communication workshop/ understanding reacties and receiving	Try out solutions and on-body sensors to incorporate into own solutions	work on business proposition
13:00   15:00 pm	Free		Cost calculation of your product/service	Work on business proposition	Work on business proposition	EBU get connected foto moment	looking back/looking forward
15:00   20:00 pm			What would x do with your proposition ? Apple, FB, Coca Cola	Culture Event	working on business proposition	Business dinner	Work on business proposition

Week 2: Visits & Matchmaking							
Date Time	28-Sep. Sat	29-Sep. Sun	30-Sep. Mon	01-Oct. Tue	02-Oct. Wed	03-Oct. Thu	04-Oct. Fri
10:00   12:00 am	Team Building	Free	Cycling to Dot-Slash and USP office	Taiwan Business Day in Utrecht pitch, pitch, pitch	StartupFest Health 2019 Ready to scale-up!	StartupFest Health 2019 foto moment	Benchmark succesfull landing in NL
13:00   15:00 pm	Free	foto moment	Work business proposition	foto moment	Taiwan Innovation Pavilion (organize the launching customers)	External parties invited-matchmaking potential launching customers	Looking back/looking forward
15:00   20:00 pm		Preparation TBD19/SUFH19 - pitches event	working on business proposition			Networking Event-Taiwan business association community+TRO	

Week 4: Dealmaking										
Date Time	12-Oct. Sat	13-Oct. Sun	14-Oct. Mon	15-Oct. Tue	16-Oct. Wed	17-Oct. Thu	18-Oct. Fri	19-Oct. Sat	20-Oct. Sun	
10:00   12:00 am	Amsterdam Nemo and other places	Free	Competitive analysis and partner analysis	How to go global ? EU proposition developing	THINC - Proposition in validation & health technology assessment (HTA)	Successful scale to Dutch Market	Prepare pitch and Deal making	Free	Travelling to Taiwan	
13:00   15:00 pm	Free		Investor decisionmaking	Work on business proposition	Visit UMCU and presatation e-learning models/needs	Work on business proposition	Closing event / Happy hour			
15:00   20:00 pm			DGG approach	Work on business proposition	Culture event	Work on business proposition	Evaluation foto moment/ closing event			

# 3. Local startup ecosystem 串連當地創新創業生態體系



Ecosystem  
Utrecht

UTRECHT REGION



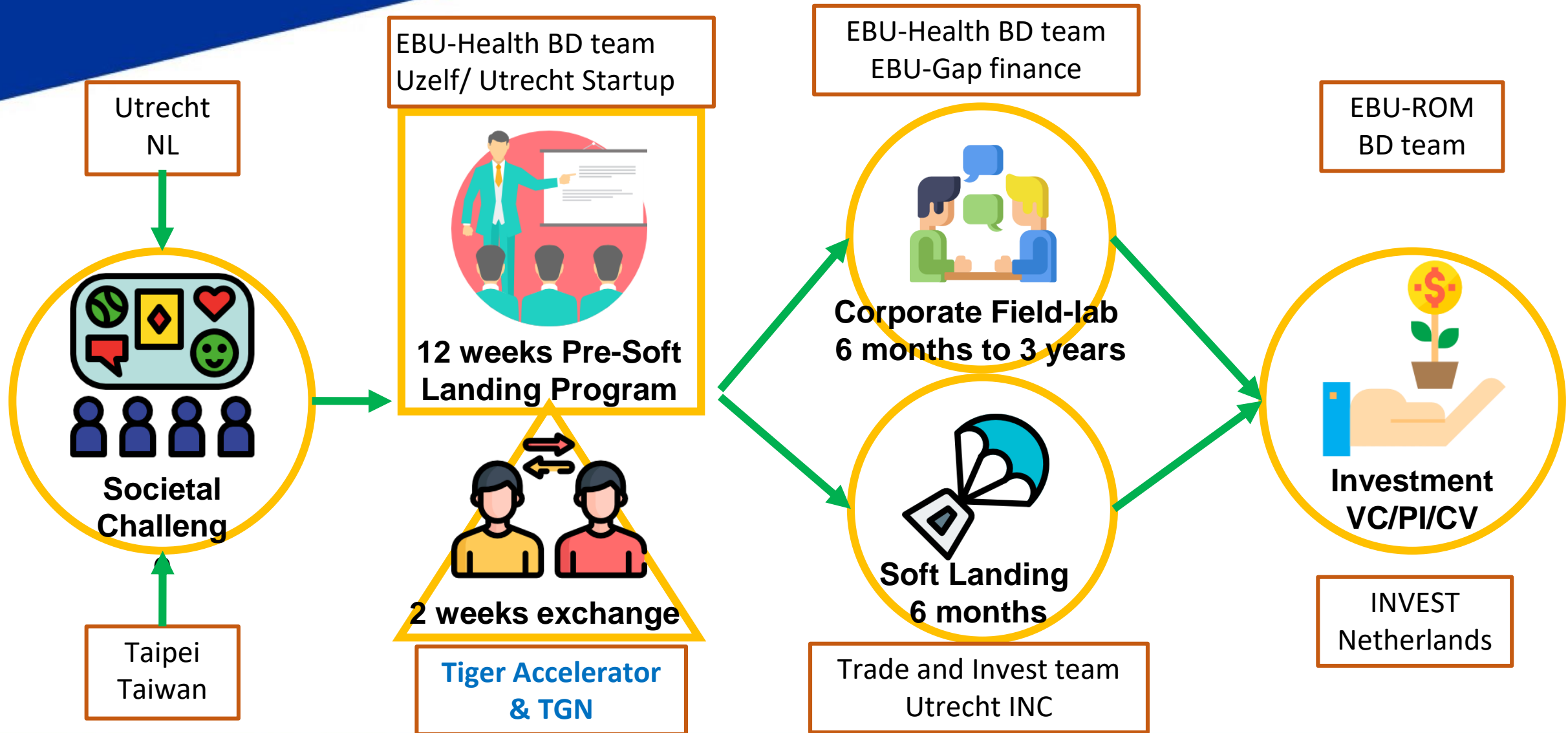
BAP - Office NL



Ecosystem  
Taiwan



# 4. Shared Economy & Living Lab - Corporate Field Lab



# 5. Innovative Finance Solutions

## 多元的資本操作模式

### Tiger core competence

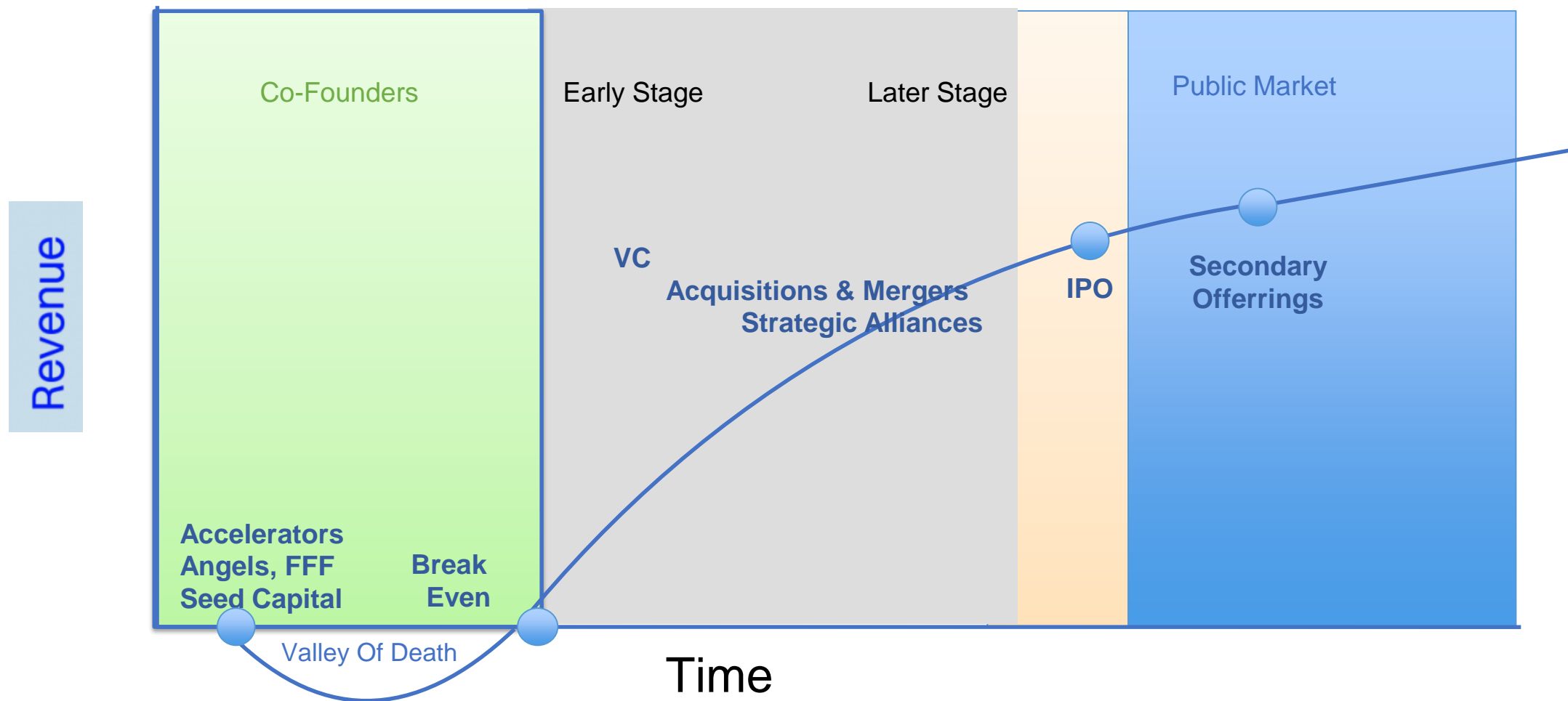
- Business angels investment & coaching 天使投資和輔導
- Venture capitals 風險投資
- Non-diluted financing & subsidies 不占股權的融資與補助款
- Tax Incentives 租稅優惠

### Tiger can help to match with

- Crowd funding 大眾募資
- Bank loans 銀行貸款
- The Enterprise Finance Guarantee (EFG) 企業融資擔保
- Technology Licensing 技術授權
- Sales Revenue 銷售收入
- Assist Based lending 資產擔保貸款
- [Factoring](#) or [Invoice Discounting](#) 發票預收折扣
- [Corporate Field Lab](#) 企業場域實驗室

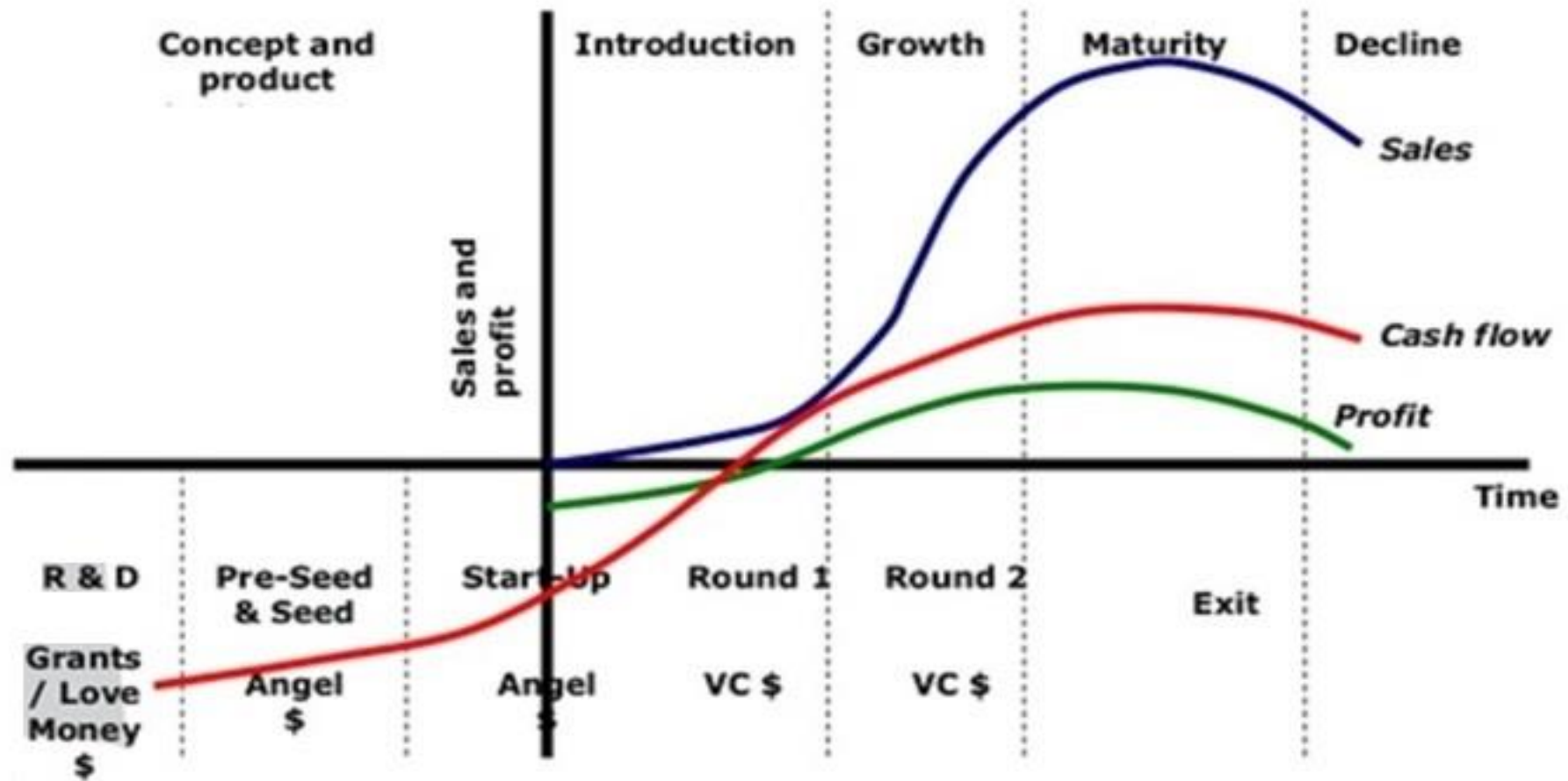


## Startup financing cycle





## Equity Capital Life Cycle



# Tiger Growth Fund



- ◆ Target: RAPID-Health participants
- ◆ Mentoring & matchmaking services:
  - 1 month before RAPID-Health program
  - 1 month during RAPID-Health program
  - 1 month after RAPID-Health program
- ◆ Investment NT\$ 1-3 millions per company
- ◆ Fund of funds: more investors participating in Tiger Growth Funds
- ◆ Co-investment by Taiwan-Europe investor network, e.g. business angels, VCs
- ◆ Dutch/European test bed, Future Lab and distributor channel



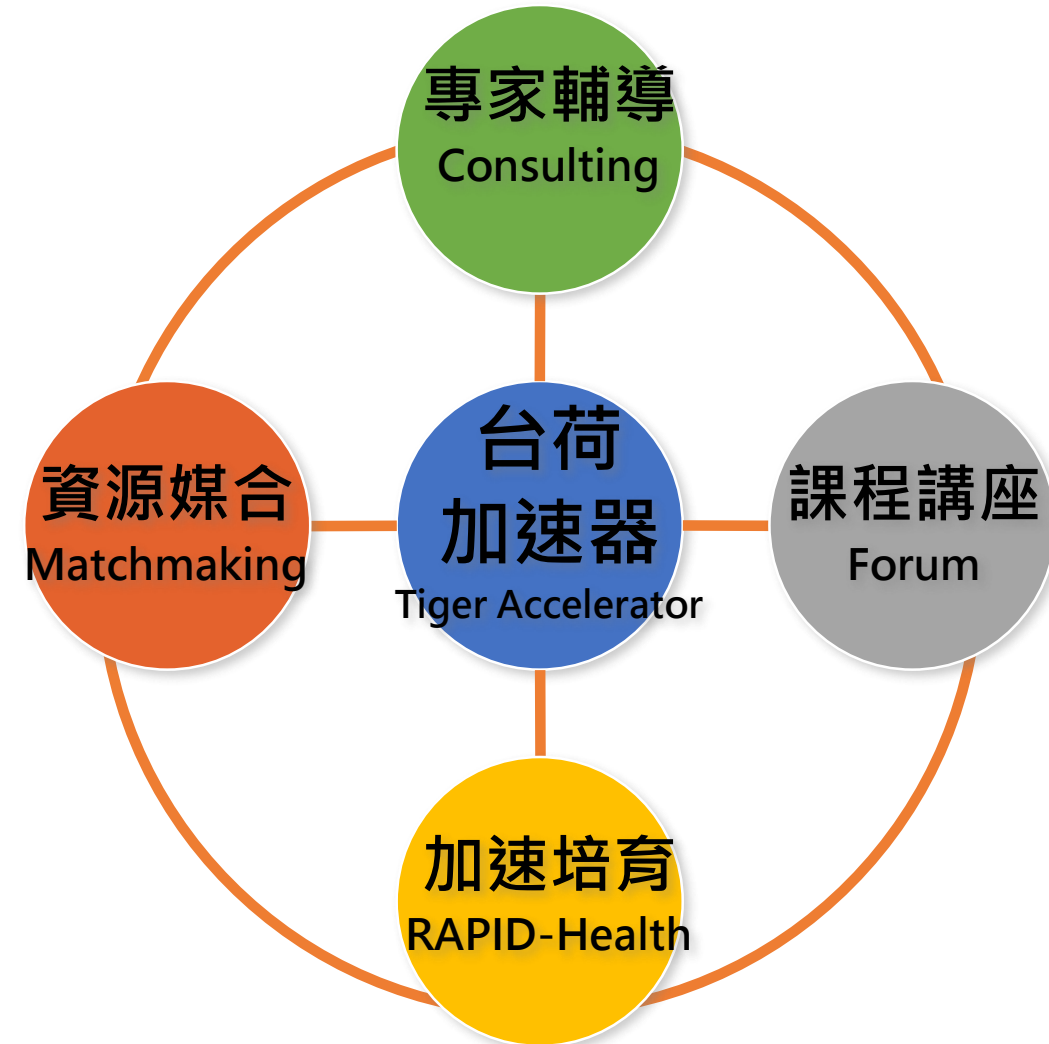
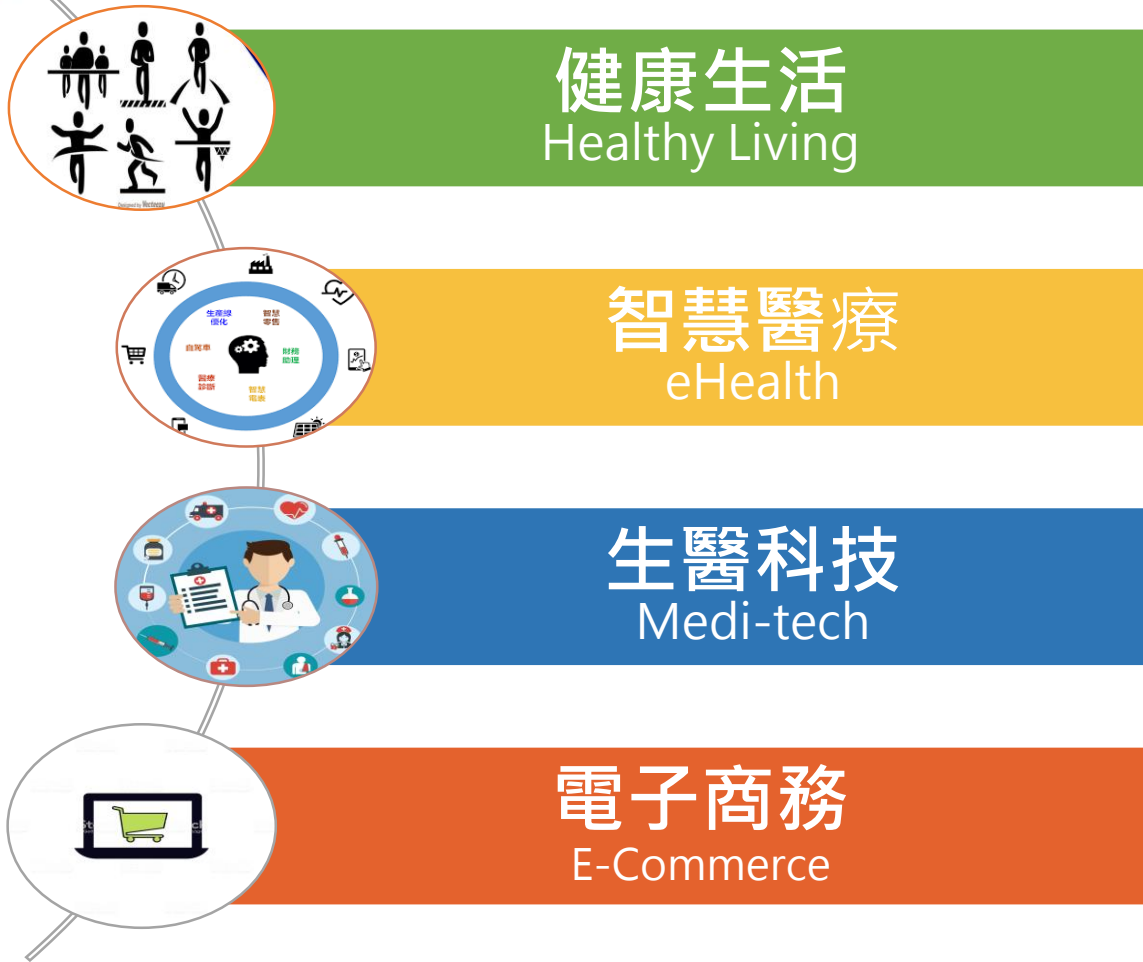
# Tiger Growth Fund

- ◆ **RAPID-Health 2019 Fall:** At least 2 out of 6 RH participants are selected to match with Tiger Growth Funds and Taiwan-Europe investor network, e.g. business angels, VCs
- ◆ **RAPID-Health 2020 Spring:** today December 10, 2010 open for registration
- ◆ **RAPID-Health 2020 Fall:** to be announced, please stay tuned!
- ◆ For more, please refer to <https://www.rapid-health.eu/2020-spring>
- ◆ Please follow our website, Facebook, Twitter, LinkedIn



# SERVICE

培育產業 Sector



## BRISE個人化空氣清淨機



## OmiCam 穿戴式VR全景攝影機



台灣創新品牌  
**OmiCam**  
不怕晃的穿戴VR運動攝影機

- 怎麼穿戴都能拍出水平影片
- 完全模擬人眼的超廣角240度鏡頭
- 長達15小時自動記錄的生活錄影模式
- IP65防潑水 颶風下雨也不怕

## SOTERIA BIOTECH太陽科技 獲選eHealth Week 2019 Taiwan Innovation Award



獲得由Uzelf Utrecht 提供的  
**FastForward50** 產品驗證解決方案，該產品將在50天內由50人進行測試，了解產品的創新性是否有機會被市場買單，該獎項價值25,000歐元！

## Bioteqy方策科技 推動成立醫療種子基金



與TGN、EBU簽署MOU，投入醫療科技與老年生活品質提升，具體項目包括人才交流、技術合作、事業發展與市場拓展，並擔任產品與技術商業化的催化劑角色！

# Activities photos

## Consulting

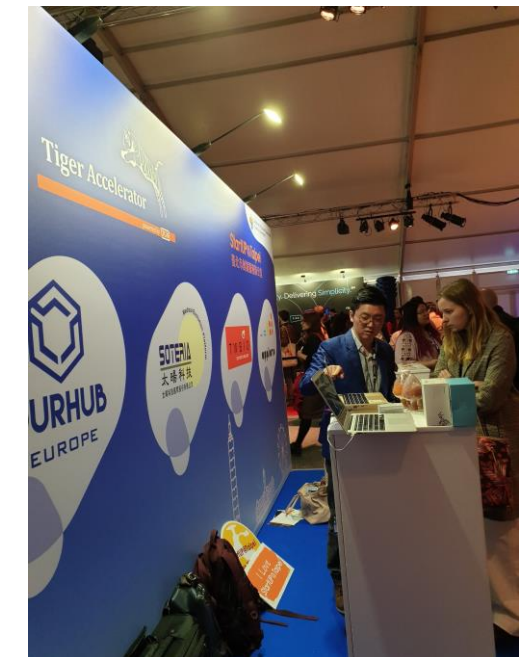


## Bootcamp

## Forum



## DEMO/PITCH



## Tiger Accelerator **Taipei** Taipei co-Space 臺北創新實驗室

位於內湖科技園區，緊鄰內湖捷運港墘站、南港高工、內科之心，場域為台北市政府所有。  
Located in Neihu Science and Technology Park  
Nearby MRT Station BR17 港墘站  
Owned by the Taipei City Government

## Tiger Accelerator **Utrecht** JIM (Jaarbeurs Innovation Mile)

位於Utrecht烏特勒支市中央火車站旁，公車、火車、輕軌交接處，是創新中心和共同工作空間，積極打造為健康城市生活社區。

Nearby Utrecht Centraal Station



# WHERE TO FIND US?



<https://www.facebook.com/tigeraccelerator/>



<https://www.facebook.com/TaiwanGlobalizationNetwork/>



<https://www.tigeraccelerator.com>



<https://www.taiwanglobalization.net/>



CONTACTS : TGN@Taiwanglobalization.net 、 Valerie@tigeraccelerator.com





# THANK YOU

TEAMWORK MAKES THE DREAM  
WORK!