

WE MAKE ENTREPRENEURSHIP HAPPEN

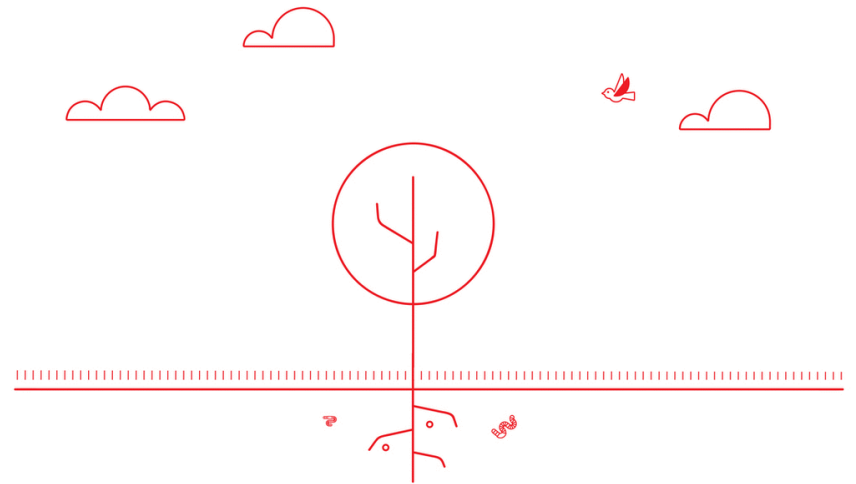
# FOIHOOF



# ZOLLHOF AS THE ECOSYSTEM

*We live and work in a world of ecosystems – over time, community members co-creatively develop their skills and roles and (...) contribute to a common vision.*

***Let's grow together!***



# ZOLLHOF ECOSYSTEM

City of Nürnberg 

Prof. Kempf

SIEMENS

 HUK-COBURG

 **FAU**  
FRIEDRICH-ALEXANDER  
UNIVERSITÄT  
ERLANGEN-NÜRNBERG

SCHAEFFLER

 **NÜRNBERGER**  
VERSICHERUNG



Talents

Partner

Berlin

Mentors

München

Startups

Investors

Paris

de-hub

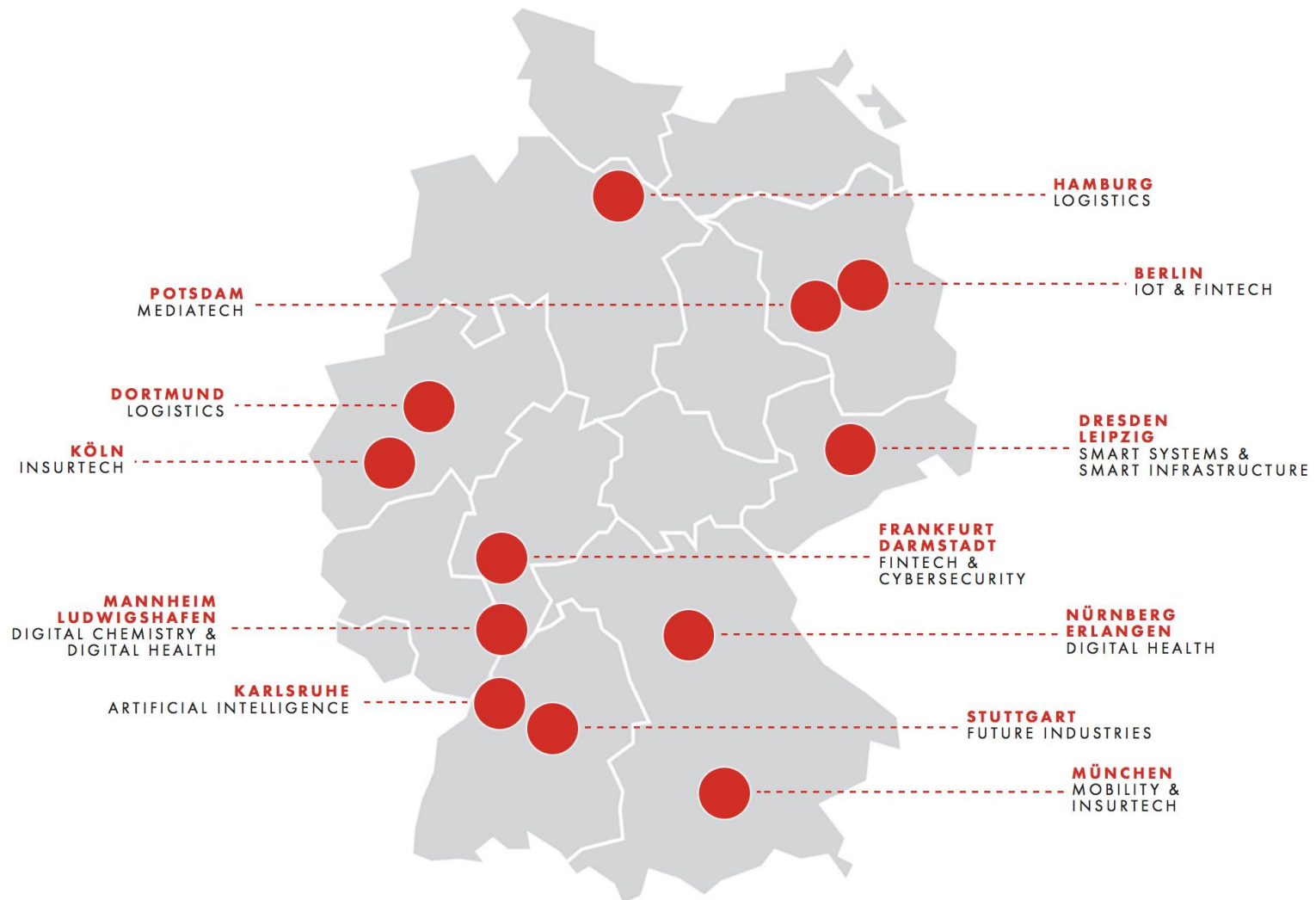
Entrepreneurs

Government

StMWi

Bund

# The Digital Hub Initiative





# THE TEAM



# ZOLLHOF *STATUS QUO:*

**35** *EMPLOYEES*

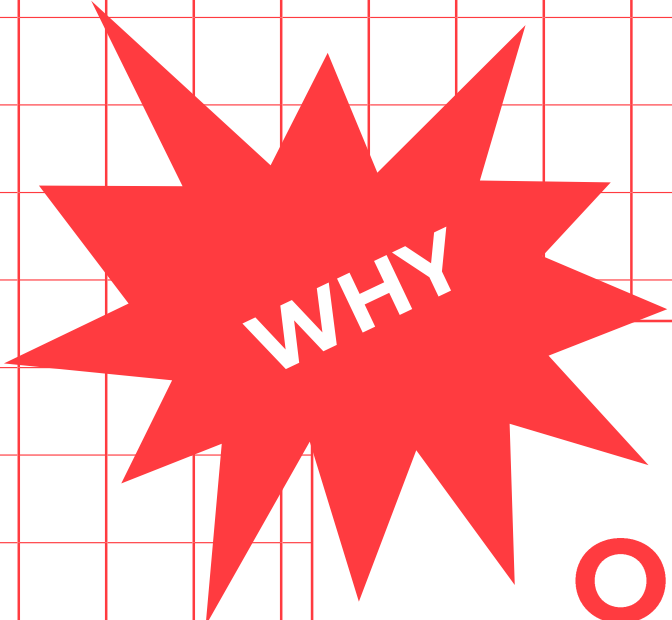
**3000m<sup>2</sup>** *OFFICE-SPACE*

**60** *TECH STARTUPS*

**20 Mio** *INVESTED CAPITAL IN ZOLLHOF STARTUPS*

**500+** *JOBS CREATED*

**13000** *EVENT PARTICIPANTS*



**OUR  
PURPOSE**

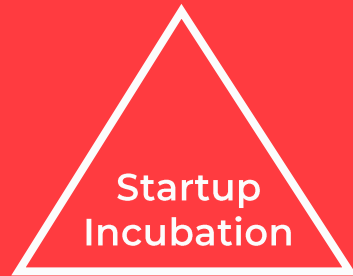
***We Make  
Entrepreneurship  
Happen***



# ZOLLHOF PRODUCT PORTFOLIO

*Diverse and sustainable*

Partnerships



EventSpace +  
Workshop Rooms



# STARTUP INCUBATION PROGRAM



**HOW**

**OUR WAY  
OF WORKING**

# OUR SELECTION CRITERIA

**1** *Fit to ZOLLHOF values* (see right column)

**2** *Problem/ Impact-driven teams*

**3** *Potential to move fast*

**4** *Degree of innovation*

**5** *Complementary team in place*

## OUR ZOHO VALUES

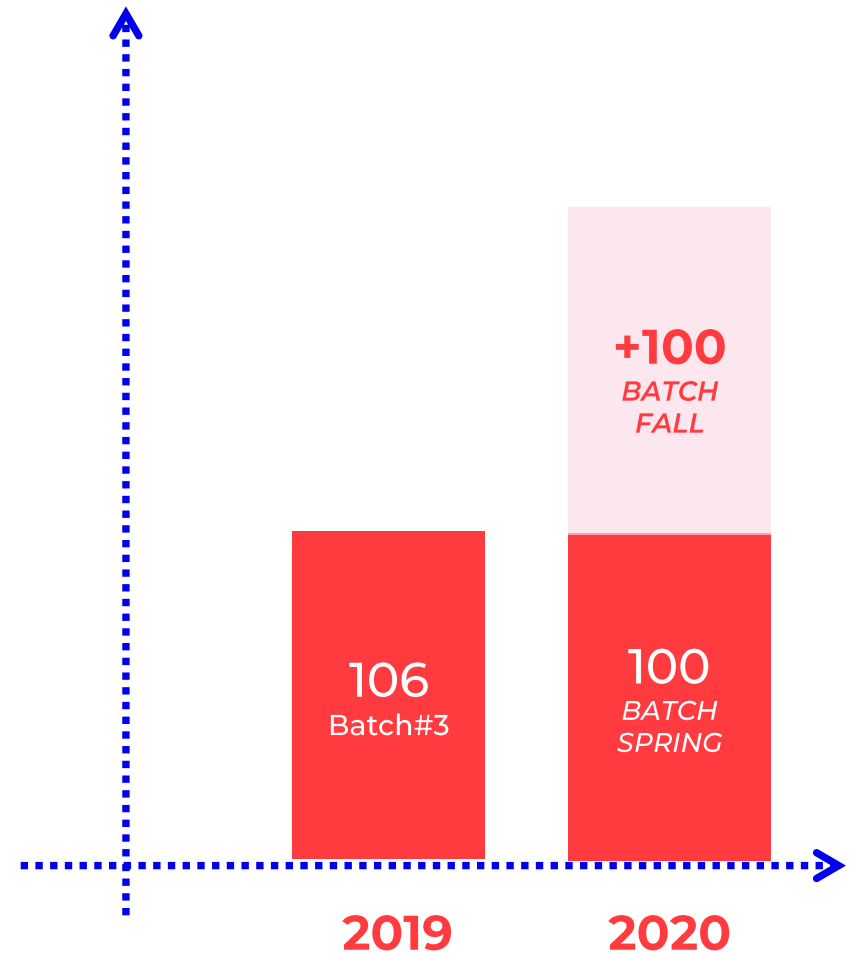


# BESONDERHEITEN ZOLLHOF

*Erfolgreiches Wachstum*

## HOHE NACHFRAGE

Anzahl Startup  
Bewerbungen verdoppelt



ALLE PHASEN  
FINDEN AKTUELL  
**REMOTE**  
STATT!

# ZOLLHOF STARTUP PHASEN

## PRE-INCUBATION

### PROBLEM DEFINITION & VALIDATION

„Is it worth pursuing this idea?“

## INCUBATION

### PROTOTYPING

Product-Market Fit and Market entry phase with the goal of landing first pilot projects

## POST-INCUBATION

### SCALING

Validation phase successfully closed. Focus on market penetration, financing and scaling

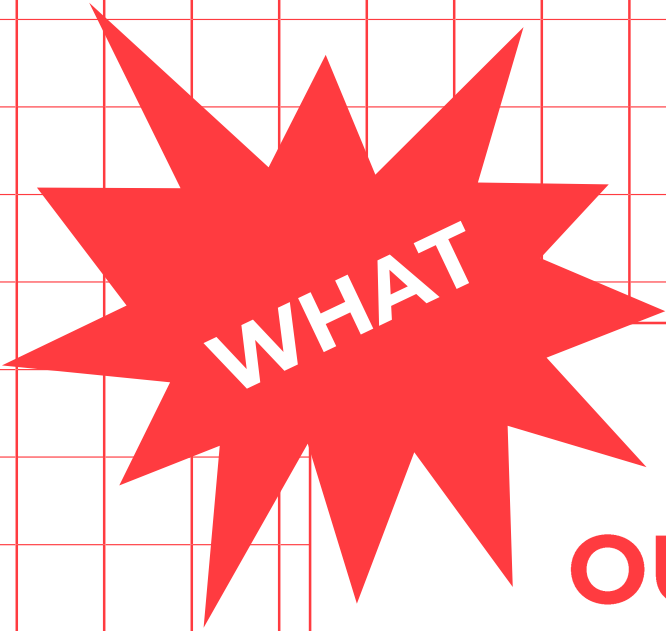
**3 MONTHS**  
Support

**6 MONTHS**  
Support

**3 MONTHS**  
Support


WHAT

WHEN




# OUR OFFERING

# STARTUP OFFERING



**KNOW-HOW**

- TOPIC DEEP DIVE
- BUSINESS REVIEWS
- ZOHO EXPERT POOL
- MENTOR POOL



**NETWORK**

- TALENT POOL
- CORPORATE NETWORK
- ALUMNI NETWORK



**VISIBILITY**

- PR & MARKETING
- ANNUAL PITCH EVENT



**INFRASTRUCTURE**

- CLOUD STORAGE
- OFFICE SPACE



# SUCCESS STORY VITAS.AI

*Product with an added social value*



Cooperation  
with N-ERGIE



50k KBV  
Anrufe



Investment  
by  
Müller Medien



# Talent Program

# FRIENDS IN THE BUSINESS



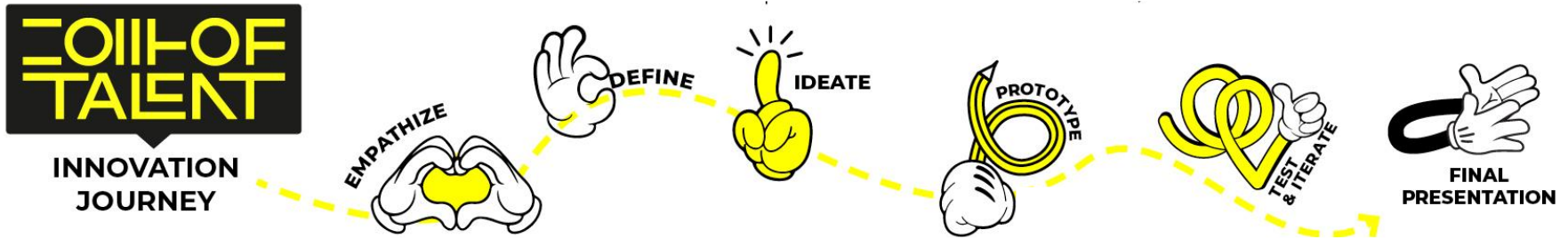
## Partner



# Talent Program

Corporate innovation challenges solved by student teams

# Create real digital solutions



# We also bring them to life

Development of past Talent Projects

**HUK-Handwerker-CHECK**

Sie sind verloren im Dschungel der Angebote für Reparatur- und Renovierungsarbeiten?

Die HUK-COBURG und der ZOLLHOF prüfen die Kostenvorschläge Ihres Handwerkers und machen transparent, ob diese fair kalkuliert sind.

**JETZT ANGEBOT PRÜFEN LASSEN**

**HUK-COBURG**  
Aus Tradition günstig

Auto & Mobilität Haus, Haftung & Recht Gesundheit, Vorsorge & Vermögen

**Was wird aus dem digitalen Erbe im Todesfall?**

- Meine HUK - Login  
Ihr persönlicher Bereich
- Persönlicher Berater  
In Ihrer Nähe
- Ihr Kontakt zu uns  
0800 2153153
- Schaden melden  
0800 2485445

## Was bedeutet digitaler Nachlass?

Wenn jemand stirbt, hinterlässt er nicht nur physische Gegenstände, sondern auch immaterielle Dinge, die vor allem in digitaler Form vorliegen. Der digitale Nachlass gestaltet sich meist recht facettenreich.

Der digitale Nachlass besteht unter anderem aus:

- Accounts in sozialen Netzwerken
- Datensammlungen bei Cloudanbietern
- E-Mail-Adressen und Passwörtern
- Dokumenten und Bildern auf dem eigenen PC
- Diverse Daten auf dem Smartphone

## JobPool.alpha

The place to be when it comes to finding your right startup or corporate job within the ZOLLHOF ecosystem.

**Welcome, nice to meet you!**

If you are not a deep diver yet, join below and get exclusive access to our brand-new JobPool.

**JOIN**

**Great to see you again!**

You've already joined our JobPool? Log in and dive right into splashy jobs and innovative employers.

EMAIL

PASSWORD

Forgot your password?

**LOG IN**



**The journey is not over**

# This is Max



**Talent**



**Working Student**



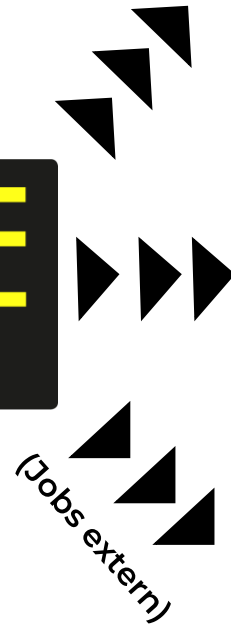
**Talent Program Lead**



**Talent Program Coordinator**

# Be like Max

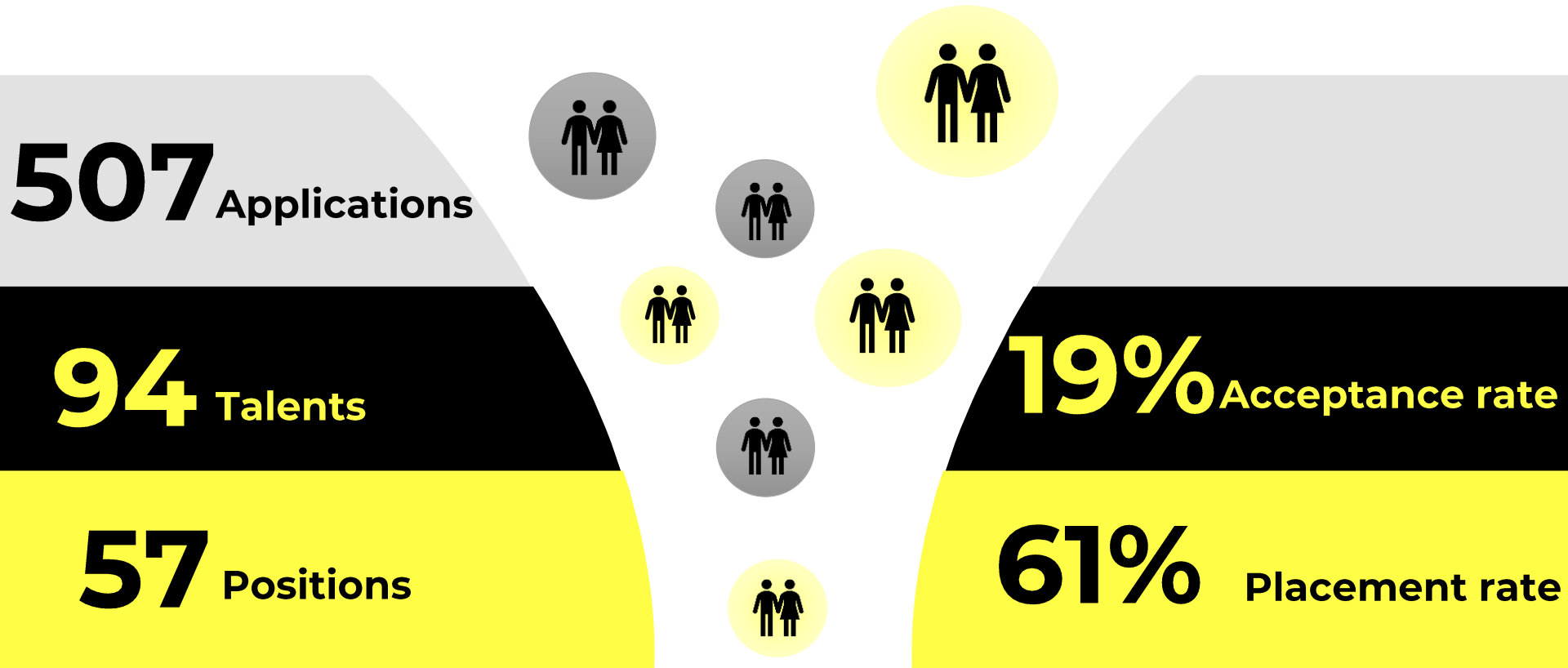
Take the next step



(Fulltime, working student, internship)



# Career Booster



Status as of  
01 January 2021

6

Founder

10

Fulltime job

22

Working student

8

Internship

11

Job offers

WE MAKE ENTREPRENEURSHIP HAPPEN

SAY HI!

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Marketing & Digital Health Hub  
Lead

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