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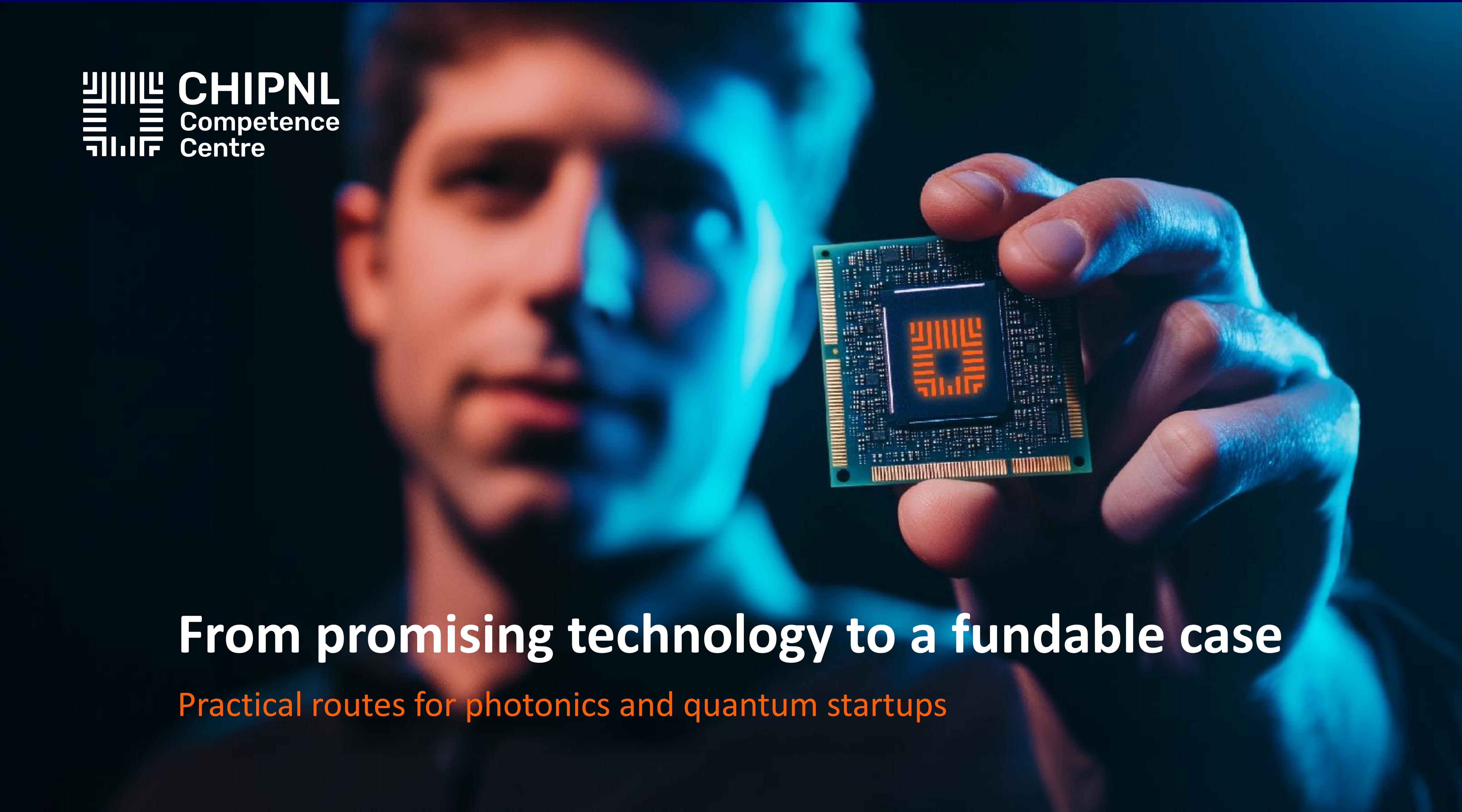

From promising technology to a fundable case

Practical routes for photonics and quantum startups

Goal of today

- Not ‘Which funds exist?’
- But ‘What route fits you best?’
- Partners and ecosystem are as relevant as funding

The Roadmap

- R1: Adoption and prototyping
- R2: Collaborative R&D
- R3: Single-company de-risking
- R4: Venture capital

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Need help?

www.cnlcc.nl

Hot and happening

- Chips JU Photonics and ECS calls just opened
- Eurostars Call 11 just opened
- PhotonHub PHACTORY
- National routes

- Chipsact 2.0

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What suits me?

- **SME:** Eurostars, National R&D instruments and EIC
- **Corporate:** Consortium, pilot line, regional R&D
- **Research Institute:** Consortium, pilot line, EIC Transition

What makes me fundable?

- Clear problem and use case
- What technical risk are you reducing?
- Realistic road-to-market and road-to-production
- Strong partners, IP and funding mix

From tech to fund

- Lowering the photonic unit costs
- High precision motion in cryogenic environments
- Not a technical issue, but a system risk or societal value

Actionplan for 90 days

- Pick one main route and one backup
- Build one partnerconfiguration around the critical riskstep
- Write milestone-first, not tech first
- Dare to split the project over several funds

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Take-away

- Funding follows fit
- Partnering is the biggest levering effect
- Try to leave today with 2 partners, 1 route and 1 milestoneplan

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Technology becomes fundable when the next risk is clear, the right partners are in place, and the route matches the ambition.

ChatGPT – Based on this presentation