Source emerging technologies and connect with deep tech startups that will bring innovative solutions to your needs.
Is your company looking for external innovations to improve operations or develop new products and services? We understand that it can be hard to find the time to source, and then meet dozens of startups to help you do this.

Let us help you define your needs in a way that will directly engage startups. We will source the best innovations in the world and connect them with your teams, while you focus on creating real value for your company and clients.

Over the last 6 years, we’ve been curating and engaging with 18,000 high potential startups that are willing to explore new markets with large companies.

To foster the right collaborations, we developed the Startup Challenge: a 2-to-3 month end-to-end program leveraging a large ecosystem, where we play the role of a trusted third party, and bring simplicity and efficiency to maximise return on investment.
LESS THAN 3 MONTHS TO CREATE VALUE

2-4 weeks
**Framing**

We define the objectives of the challenge together with a clear value proposition for the startups. What will hit home with them?

Building on your topics of interest we create a comprehensive communication kit, with brochures, visuals, and application form and other templates. Your challenge is tailored to your needs and even visual identity.

1 month
**Sourcing**

We mobilise our global network to find the best deep tech startups suited to your needs, through our newsletter (of nearly 20,000 subscribers), reaching out to our alumni community of 18,000, and our 220+ ecosystem partners.

Whether confidential or not, we have the right sourcing strategy for your challenge. You’ll be kept regularly up-to-date on the application progress.

2-4 weeks
**Selection**

Thanks to the years of experience developed over 6 editions of our Global Challenge, we have the right expertise to help you assess startups according to your judging criteria.

We bring in your jury members to provide them with valuable advice to assess, with us or not, the applications.
Because we believe that bringing together the startups you select is a great way to create the right momentum, we suggest three main ways to end your challenge.

- You may want to benefit from the gathering of our international network, of over 3,500 participants at our annual Global Summit: meet your finalists and kick off discussions in a private setting with your own stage.
- You might want to organise finals in our offices at Paris Saint-Lazare.
- Or even host your own event, in your facilities or by webinar. Whatever you choose, we'll be here to support you.

*Included: Venue and catering for up to 30 people and 10 passes for the Summit
Not Included: Logistics & traveling costs for startups
Hello Tomorrow can do much more than provide a platform on which to base your challenge.

We have spent **6 years supporting startup-corporate collaborations**, in all industries, which allows us to precisely understand your needs and constraints.

We will help you frame **the competition as well as your value proposition** so that you engage with startups that will effectively answer your specific needs.

Finally, the combination of our internal and external knowledge and experience allows us to help you **assess the potential impact** of the technologies.

**Hello Tomorrow is a reference when it comes to deep tech and emerging technologies.**

We have been running our annual **Global Challenge** for 6 years, which covers every industry. Today, it **represents a close and qualified network of more than 6,000 deep tech startups**, in addition to an extended network of 12,000.

Our network and experience in running challenges allow us to quickly identify the startups (from your industry or others) that will match your specific needs.

**More than 3,500 people** from our global deep tech community (research labs, accelerators, startups, investors and corporates) will gather both in Paris and online on October 22nd – 23rd.

This will make it easier for you to **convince startups** to join from all around the world to meet you and pitch in front of your jury.

**Your collaborators** will also benefit from the Global Summit by **meeting with key stakeholders** as well as getting inspiration from the conferences.
A DEEP KNOWLEDGE OF CORPORATE AND STARTUP NEEDS

GLOBAL CHALLENGE & COMPETITIONS

Scout deep tech solutions worldwide

“Thanks to you, startups know we aren’t here to do tourism, and that there is much that we can provide”
R&D Director of a French distribution corporation

“You have managed to change the mentality of a company with 80,000 employees. Bravo!”
R&D Director of a CAC 40 company

“The Best Partnership for BNP Paribas!”
Stéphanie Louis, Communication Lead, BNP PARIBAS

EVENTS & COMMUNITY

Build a collaborative ecosystem

“Hello Tomorrow is a partner of our open innovation aiming at speeding up our incubation cycles”
Pierre-Guy Amand, HO Innovation Directorate at ArianeGroup

CONSULTING & SERVICES

Foster innovation & deep tech impact through collaborations

We have been working with ArianeGroup for 3 years to explore New Space markets and applications, foster deep tech collaborations and build new ecosystems, leveraging our network and expertise in management science.

REPORTS & INSIGHTS

Understand the deep tech ecosystem

“Our co-publication with Hello Tomorrow was in the TOP 10 most downloaded publications last year”
Senior partner & managing director at BCG

“As Deputy Director for the new University Technology Center (UTC), I found your report on “From Tech to Deep Tech” as an extremely useful resource for building out our deep tech center”
Deputy Director University at Technology Center (UTC) Chulalongkorn University
THE WORLD’S BEST DEEP TECH STARTUPS WITHIN YOUR REACH

5,000 APPLICATIONS
128 COUNTRIES REPRESENTED
750 OF THE BEST STARTUPS SELECTED
14 WINNERS

TOP 6 UNIVERSITIES

TOP SECTORS

Advanced Computing: 11%
Aerospace: 10%
Biotech: 15%
Environment: 10%
Energy: 8%
Food & Agriculture: 7%
Health Tech: 21%
Industry 4.0: 10%
Mobility & Smart City: 8%

Data from the Hello Tomorrow Global Challenge 2020
LEVERAGE THE MOMENTUM OF THE GLOBAL SUMMIT

“If Tomorrow is being built by the bright stars I met here at Hello Tomorrow, then I have great faith in our future.”

Jane Metcalfe, Founder of NEO.LIFE and Co-founder of WIRED

1000 INDUSTRY LEADERS
1000 DEEP TECH STARTUPS
300 INCUBATORS & ACCELERATORS
300 INVESTORS
150 INTERNATIONAL MEDIA
400 RESEARCHERS & UNIVERSITIES
REFERENCES
The nuclear industry is facing resistance from public opinion, despite its decarbonised energy. Also, the development of renewable energies tends to replace nuclear power generation.

Orano's innovation team is seeking to broaden the company's activities, with one simple observation: nuclear's unique technologies, skills, and materials provide opportunities to enter new markets.

Orano launched a challenge for startups to initiate new collaborations and penetrate these markets.

Hello Tomorrow organised the Orano challenge from the framing to the finals event, thanks to its unique network of deep tech startups and its experience:

1. **Framing** planning, terms & conditions, as well as value proposition for startups
2. **Sourcing** relevant startups
3. **Communication** campaign, global and targeted, throughout the challenge
4. **Application platform** operation and selection process for the jury
5. **Finals event organisation** as an Orano corporate day

Within 3 months, from the first framing meeting to the challenge final event:

- **A brochure illustrated** by our graphic designer, its appendix and terms & conditions, consulted online 400+ times
- **7 Twitter & LinkedIn** publications, a newsletter and hundreds of personalised emails sent out
- **90 startup** applications
- **50 Orano experts** involved in the juries, equipped with Hello Tomorrow's evaluation forms and grids
- **13 finalists** selected from 4 categories to take part in the final
- **60 confirmed participants** for the finals

See Orano Challenge brochure here
REFERENCE – ARIANE GUYANE CHALLENGE
INVITE STARTUPS TO SET UP SHOP AT THE FRENCH GUIANA SPACE CENTRE

Context
Europe’s Spaceport, located in French Guiana, is the most conveniently located launch base in the world. All European space actors are represented there.

In France, ArianeGroup collaborates with numerous startups, none of which are based in French Guiana.

To enhance the ecosystem of its Kourou base and encourage startups to set up in French Guiana, ArianeGroup launched a challenge with Hello Tomorrow.

Methodology
We deployed our know-how to support ArianeGroup with the framing, sourcing, communications campaign, and our expertise to support the evaluation of applications.

In order to accelerate the collaboration between the selected startups and the business units in ArianeGroup, we organized a business expedition.

One week at the heart of the French Guiana ecosystem with a full day workshop with ArianeGroup project leaders and experts to work on selected use cases with the startups themselves.

Results
Before the Business Expedition in French Guiana:

- A brochure illustrated by our graphic designer and the competition website consulted by 1,000+ people
- 10 Twitter & LinkedIn publications, a newsletter and hundreds of personalised emails sent out
- 60 startup applications
- 15 ArianeGroup experts involved in the juries, equipped with the Hello Tomorrow evaluation forms and grids
- 5 finalists selected from 3 categories to participate in the Business Expedition with Hello Tomorrow and ArianeGroup in French Guiana
- Collaborations ongoing

See Ariane Guyane Challenge brochure here
REFERENCE – AIRBUS DDMS CHALLENGE
DIGITALISE THE FUTURE OF AIRBUS

Context

What is Airbus going to look like in 20-30 years?

How to achieve an efficient and comprehensive digital transformation?

How to speed up production cycles?

These are the questions that Airbus DDMS (Digital Design Manufacturing & Services) is trying to answer.

To speed up their transition they decided to team up with Hello Tomorrow to find future technological gems in all fields related to industry 4.0.

Methodology

Hello Tomorrow worked with the DDMS team to organize the challenge, from the framing to the final:

1. Framing with planning, terms & conditions, and value proposition for startups
2. Sourcing of relevant startups
3. Communication campaign, global and targeted, throughout the challenge
4. Application platform operation and selection process for the jury
5. Finals event organisation as an Airbus corporate day

Results

Within 3 months, from the first framing meeting to the challenge finals event at the Hello Tomorrow Global Summit:

- A tailor-made brochure produced by our graphic designer as well as an application platform seen more than 2,500 times
- 300 deep tech startups identified that can meet the challenge
- 160 startup applications
- 9 Airbus experts involved in the jury, equipped with the Hello Tomorrow evaluation forms and grids
- 10 finalists selected to take part in the final

See Airbus DDMS Challenge brochure here
EMERGING TECHNOLOGIES TURNED INTO BUSINESS

We created Hello Tomorrow in 2014 to build a global ecosystem accelerating the industrialization & go to market of “deep tech” innovations and hence their impact.

Today, we have a direct presence in 8 countries, developed a network of more than 220 universities & accelerators which root Hello Tomorrow in all important cities, and gather around 5,000 new startups each year through the Hello Tomorrow Global Challenge.

We have connected thousands of startups, investors, and corporates through dozens of events, and guided more than 10 large companies in their transformations and in their collaborations.

Artificial Intelligence, blockchain, genome-editing, 3D printing...

Private investment in these new technologies has doubled in the last 3 years, demonstrating their shift from basic research to concrete business applications.

These technologies, called “deep tech”, will be at the heart of innovation for the next 20 years.

Private investments in deep tech companies’ ($M)

<table>
<thead>
<tr>
<th>Year</th>
<th>Investment ($M)</th>
<th>Change</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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<td>2018</td>
<td>17,886</td>
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</tbody>
</table>

Includes disclosed investment in advanced materials, artificial intelligence, biotechnology, blockchain, drones and robotics, proteomics and xenobiotics, and quantum computing.

DISCOVER WHAT WE DO

Scouting deep tech solutions worldwide

We power startup competitions worldwide to give innovation a platform. Partnering with 220+ universities & accelerators to unearth new innovations.

SEE MORE

Building a collaborative ecosystem

Connect all key players (startups, universities, investors, accelerators and corporations) through global conferences, B2B events and online programs.

SEE MORE

Innovation consulting & services

Help private and public organizations understand deep tech applications, regain agility and manage their own ecosystem.

SEE MORE

Deep Tech Resources

Identify and analyse innovation trends & dynamics leveraging experts and data from our network.

Generate debates to question the role of emerging technologies in our society.

SEE MORE

More than

18,000
global solutions identified

More than

100
Hello Tomorrow events organized

More than

30k
people attending our events

More than

$500M
raised by startups who went through our Global Challenge
Reach out to us for more information

vincent.durand@hello-tomorrow.org