

Instituto Pedro Nunes

Created in 1991 through a University of Coimbra initiative, Instituto Pedro Nunes (IPN) is a private non-profit organisation which promotes innovation and the transfer of technology, establishing the connection between the scientific and technological environment and the production sector. IPN's mission is to leverage a strong university - enterprise relationship for the promotion of innovation, rigor, quality and entrepreneurship in private and public sector organisations by acting in three complementary areas:

- Research and technological development, consultancy and specialised services
- Incubation and acceleration of innovative tech-based startups and scaleups
- Highly specialised training and promotion of science and technology

IPN has supported more than 400 companies that, together, directly created more than 5.300 qualified jobs and were responsible for a turnover that surpassed, in 2021, the 450 million euros, 65% of which in exports of products and services of intensive knowledge.

IPN Incubator is in the **TOP 10 at UBI University Business Incubators Ranking.**

Nowadays, IPN host the headquarters of 2 Portuguese Unicorns ([Feedzai](#) and [Talkdesk](#)).

IPN is focused on supporting deep tech and digital startups that work in different verticals such as Health (including e-health, medical devices, biotech and pharma), ICT, Energy, Space and Aeronautics, Agroindustry, among others.

Since 2014, IPN leads the first European Space Solutions Centre, among the 21 other European ESA centers, to host within the same entity the three areas promoting downstream businesses: ESA Business Incubation Centre, ESA Technology Brokers and ESA Business Applications Ambassadors.

Regarding R&D, IPN's technological infrastructures includes a set of six RTD laboratories in diversified technological areas: Automatics, Materials, Informatics, Phytopathology, Electroanalysis and Geotechnics, along with its established connections with higher education and institutions, RTD organisations and both national and international companies, place IPN in a privileged position for jointly conducting RTD activities with enterprises.

IPN has a total staff of 170 people, 30 of which are dedicated to support and provide specialized services to entrepreneurs, startups and scaleups. IPN also has a higher number of researchers, scientists and engineers.

Internationalization/Cross Border @IPN

In 2014, IPN launched a new business support infrastructure that succeeds the incubation phase, named IPN TecBIS - Business Accelerator, with the goal of enhancing the internationalization capacity of technology-based companies with high growth potential. TecBIS project was nominated as a finalist in the category "Smart Specialization for SME Innovation of the RegioStars 2017 Awards" and received a Special Mention 1st runner up in the category "Public Choice Award". IPN is a technology-based business incubator and accelerator that provides a wide range of services on internationalization, namely:

- 1) Business intelligence for internationalisation:
 - Country business guides

- Practical support for entrepreneurs (administrative and legal barriers)
 - 2) Support with access to softlanding networks
 - 3) Promotion of national and international partnerships, mainly within the EU framework programs
 - 4) Access to highly qualified consultants in the areas of innovation, technology, quality or internationalization
 - 5) Business development and support for internationalisation: market studies, marketing plans, trade missions, coaching in market assessment and international strategy
- Our main involvement in internationalization comes with the participation on international projects/initiatives and soft-landing programs. We highlight the following:

1) Two Innovation Support Programmes for the Southern Neighbourhood “Twinning Programme” with JordanStart [Jordania] and Cultiv [Egypt]

Innovation Support Programme is funded by the European Investment Bank (EIB) under the Economic Resilience Initiative (ERI). ISP-SN’s expected outcomes include capacity building of incubator and science/ techno-park expert staff and resident entrepreneurs, the provision of new support services to innovative start-ups and an increase, both in the number of high-tech start-ups, and investment readiness of innovative enterprises, as well as the creation of jobs for highly skilled experts.

2) [RYME+](#)

European project co-financed by the European Regional Development Fund (ERDF) through the Interreg Sudoe Programme 2014-2020. At RYME+, IPN created a database of more than 300 innovative startups, 1/3 come from outside Europe and organized 5 international missions (Chicago [USA], Tel Aviv [Israel], Sao Paulo [Brazil], Austin [USA] and Montevideo [Uruguay]).

3) Softlanding platforms/programs

IPN has strong expertise on softlanding platforms/programs. We highlight the following: UTEN Portugal; RedEmprendia; Carnegie Mellon Portugal – InRes; European Coworking | EOI; Land2Land; EBN; Bridgehead (EIT Health).

Acceleration @IPN

IPN launched one of the firsts Acceleration programs in Portugal for tech-based startups, called [Ineo.start](#). So far, IPN launched 12 editions with the participation of more than 900 entrepreneurs and 134 teams. We also had run other national and international acceleration programs, such as: Innostarts Bootcamp – EIT Health; Newton – New Tourism Opportunities Network; FUEL – Future Entrepreneurs’ League; iStart.