

Milano



Comune
di Milano



Fondazione
Giacomo Brodolini



Milano



Incubatore di innovazione sociale del Comune di Milano

Social innovation incubator of the City of Milan

Milan | 03.03.2017



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What is FabriQ?

2

What does FabriQ do?

3

Support us!

1

What is FabriQ?

2

What does FabriQ do?

3

Work with us!

FabriQ is the first incubator specifically targeted at promoting social innovation of the Municipality of Milan.

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VISION

Promoting change towards a new social-economic system, in which research and social-environmental impact go hand in hand.

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LOCATION

Grounded in Milan, in Quarto Oggiaro neighbourhood, to best tackle urban critical issues and improve citizenry's future.

Promoted by Milan's Municipality, managed by two solid partners...



Part innovation lab, part business incubator, and part community center: Impact Hub Milan is a network of collaborators focused on making a positive impact in our world offering our members a unique ecosystem of resources, inspiration, and collaboration opportunities to grow impact.



Think-and-Do-Tank tackling research, technical support, consultancy and training across social policies and employment, technological transfer and internationalisation processes, urban regeneration and social entrepreneurship.

...and animated by a team knowledgeable about social innovation.



Antonio Dell'Atti
Project Manager



Marco Pozzi
Incubation Manager



Debora Greco
*Content & Community
Manager*



Sara Vaccari
*Project & Community
Assistant*



Angela Convertini
*Junior Communication
& Hosting*

**SENIOR
ADVISORS**



Fabio Sgaragli
*Fondazione
Giacomo Brodolini*



Marco Nannini
*Impact Hub
Milano*

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What is FabriQ?

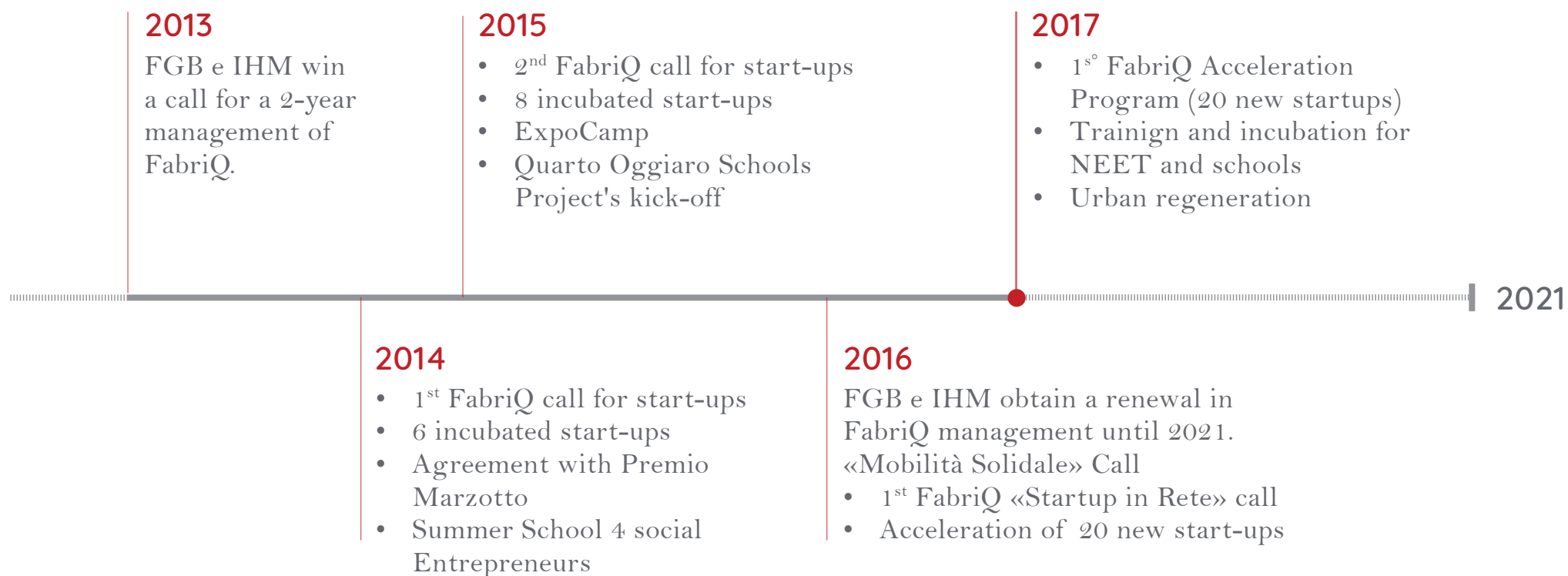
2

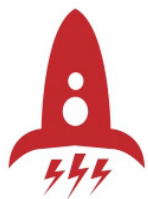
What does FabriQ do?

3

Work with us!

After a two-year launch, today we enter a brand new phase.





INCUBATION



TRAINING



LOCAL DEVELOPMENT



OUR SPACES
& COMMUNITY



INCUBATION



TRAINING



LOCAL DEVELOPMENT



SPACE & COMMUNITY
BUILDING



Incubation is an intensive programme aimed at supporting start-ups in entering the market.

Our standard program includes:

- A **dedicated mentor** for each team
- **Training sessions** held by professionals with long-standing experience
- **Business clinic**: a one-to-one, tailored consulting service with experts
- Periodical **supervision** in meetings among Incontri start-ups, FabriQ's team and mentors
- Meetings with investors
- **Communication support** through our press offices, social media and web
- Support to take part in start-up **calls for projects, contests, competitions**



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SO FAR:

2014

1st call for start-ups
6 *incubated teams*

2015

2nd call for start-ups
8 *incubated teams*

2016

1st call "Startup in rete"
20 *accelerated teams*



Some of FabriQ's start-ups:



UGO

Driving you home in your own car



CHARITY STARS

A new way to support the third sector



XMETRICS

Wearable device to improve swimmers' performances



SHAREWOOD

The active traveller's community to share outdoor gear



JOINTLY

Corporate welfare shared platform



MY FOODY

Proximity marketing platform to prevent food waste



VILLAGE CARE

Supporting those taking care of needy relatives



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ACHIEVEMENTS:

Investments: 4,5 milion euros

New jobs: 53

Overall crowdfunded amount: 50.000 euros

AWARDS:

Premio Marzotto

360by360

European Venture Summit

Foundamental SocialFare

Unicredit StartLab

Premio Intesa



INCUBATION



TRAINING



LOCAL DEVELOPMENT



OUR SPACES
& COMMUNITY



FabriQ offers training on innovation and social entrepreneurship.

Education courses and workshops on social innovation and start-up development are held all the year round by highly qualified professors, specialists and professionals.

TRAINING OPPORTUNITIES

- Thematic Camp or Summer School (e.g. Summer School for 4 Social Entrepreneurs)
- Workshops for corporate executives (e.g. PwC and Unicredit)

EXAMPLES OF EVENTS

- Successful startup introduction (e.g. Tannico)
- Training workshops (e.g. Lean Startup Machine)
- In-depth focus on different issues (e.g. workshop with US Consulate on food waste, #ShareYourHolidays)



INCUBATION



TRAINING



LOCAL DEVELOPMENT



OUR SPACES
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FabriQ provides local schools with training on social entrepreneurship.

CONTEXT

Quarto Oggiaro is a historically marginalised area in Milan, with high unemployment and school drop-out rates. The students involved generally come from cultural and economic underprivileged backgrounds.

GOALS

FabriQ aims to impact on its local context through an educational program on entrepreneurship involving a professional institute in Quarto Oggiaro.

CHALLENGES AND EXPECTED RESULTS

- Engage young people still excluded from Milan's cultural offer, in order to broaden their perspectives and opportunities and support their self-confidence and entrepreneurial attitude;
- Create new activities in a disadvantaged area and promote self-employment.



FabriQ is an active player in Milan's social innovation policies.

SOCIAL MOBILITY CALL

Partnership with ACLI and Welfare Ambrosiano Foundation

The call looks for projects on social innovation and mobility, aimed at identifying a solution to improve the current mobility service for disadvantaged people living in Quarto Oggiaro.

MILANO YOUNG CITIZENS

Partnership with the cultural association Aprile, ARCI Milano, Acca Più, Avanzi, Make a Cube

Over 50 young citizens from Milan were involved in a process on business creation and social impact. The best submissions were awarded with an incubation training in FabriQ.



INCUBATION



TRAINING



LOCAL DEVELOPMENT



OUR SPACES
& COMMUNITY



Our community: coworking, events and training activities.

Within a 650 m² area of community spaces, you can find:

- Conference room (80 seats, control platform, projector);
- Meeting room;
- Courtyard and outdoor basket court.

In addition to coworking, our spaces are also available for events and training activities.



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FabriQ's community in numbers:

40+

incubated
start-ups

20+

involved
mentors

10+

associations and
local schools
included in projects

5+

Collaboration with
+5 Universities

5+

Company
partners

300+

IHM
hubbers

Several partners supported our growth.



We provide our partners mediatic visibility.

So far, more than 100 among national, regional and local media mentioned FabriQ and its start-ups.
To name a few:



Working with us provides benefits in macro-areas:

SUSTAINABILITY

- FabriQ is a landmark for social innovation;
- We provide expertise across sustainability, sharing economy, and smart-city policies within the city of Milan.

INNOVATION

- Presentation and feedback to Early Adopters / Influencers;
- New products and services testing.

START-UP

- Screening of innovative start-ups addressing issues of interest;
- Scouting of sustainable innovations to be included in one's portfolio.

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BENEFITS

Value Proposition:

- *strategic* positioning within the Social Innovation Community;
- *innovative* positioning on attractive trends;
- *leading* position among competitors.

We are looking for partners willing to grow with us in the next steps.

TECHNICAL PARTNERSHIP

Materials
Services
Expertise
Professionalism

ECONOMIC PARTNERSHIP

Economic support to manage and improve FabriQ's
services

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TECHNICAL PARTNERSHIP

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Services
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Professionalism

ECONOMIC PARTNERSHIP

Economic support to manage and improve FabriQ's services

- Incubation and acceleration programs (e.g. funding for a start-up program concerning an issue of funder's choice)
- Events
- Training courses
- Ad hoc activities tailored to one's needs



thanks you for your attention.

CONTACTS

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