

EUROMAT 2017

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Tutorial

Opportunities for Start-ups in Materials Science and Industry

Willem Bulthuis, Global Executive and Investor

Innovation in Materials is traditionally driven by large Research Institutes and Corporations. In contrast, Start-ups are usually associated with internet or software (apps) businesses. Is there opportunity for Start-ups in the material(s) world too? Are the speed, flexibility and risk behaviour of Start-ups beneficial for certain domains in Materials Science & Industry? What topics can be brought forward by innovative Start-ups?

This session will address the key characteristics and success factors of Start-ups, discuss with participants which Materials topics might be suitable for Start-ups,, how to get started as potential Founder, how to find Investors and how to work (or not) with Corporations.

The Tutorial Lead, Willem Bulthuis, brings in his experience from large high-tech companies like Philips, from having worked in Silicon Valley for many years, and from his current focus on investing in and coaching Start-ups as Business Angel and Founding Partner of TCF Partners, an investment company based in Amsterdam, Munich and London, focusing on capital-intensive sustainability ventures.

Half-day Workshop Outline

- What makes Start-ups different from large established Corporations?
- What are good topics for a Start-up in the Materials world?
- Which success factors apply to a Start-up?
- How to get started with a Start-up?
- How to find investors?
- How to fail as a Start-up?
- How to learn from failure and try again?

If you want to start discussing the topic, please join the LinkedIn Group [Materials Startups in Europe](#)



Willem Bulthuis

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30 years of experience in Global High-Tech industries as Executive at Philips Electronics, NXP Semiconductors, Giesecke & Devrient, secunet Security Networks AG.

Now Founding Partner of Investment Firm TCF Partners (Amsterdam, Munich, London), active Business Angel, Board Advisor on Digitisation and Venturing, Interim Manager where needed. Focus on Digitization of Industries, Sustainability, Energy, Agriculture, Mobility, Logistics, Smart Factories.

Held Executive positions as Member of the Board of Management of a stock listed company, as SVP Global Sales (1B\$ turnover, over 300 staff), Group CTO, Corporate Alliance Manager and Supervisory Board Member and Investor at Start-Ups.

Lived in USA (Seattle, Silicon Valley), Germany, grew up in The Netherlands. Worked in numerous industries, including Automotive, Consumer Electronics, Home Networking, Media, Smart Card, Mobile Payment, Cyber Security, Semiconductors, Components and ICT industries. Building bridges between business partners, cultural teams, between large corporations and fast start-ups, between technology and sales and between Board and workforce.