

# in numbers

\$7.3M+

brought to universities

\$9M saved for companies



200+

Innovations delivered.

13

market-ready deep-tech start-ups

# The UNICO way

## Hands-on consulting

Our work results in not just advice, but actionable recommendations. We can also take innovative projects all the way to the final result. The foundation of our work is precise analytical work combined with business insight and academic experience.

Reliability, Perspective, Brutal honesty and Precise data.
No bullshit.

#### Business2Science

Thanks to an extensive network of contacts across scientific disciplines and on the business side, we know how to navigate complex technologies and we successfully connect companies with top scientific teams.



# **About Us**

UNICO was **founded in 2017** in academia, where we have seen in various roles that collaboration between research and business has huge benefits for both sectors.

In order for companies to harness the potential of science & research to increase their competitiveness and for cutting-edge scientific discoveries not to remain hidden in academia, we decided to set up a consultancy company.

UNICO is a specialized consulting firm **at the intersection of Deep Tech, innovation, and market strategy**. With a proven track record of founding and scaling university spin-offs, conducting market-validated business case refinements, and bridging academia with industry, we bring a unique blend of technical, strategic, and market insights.

We collaborate with venture capital funds, corporations, government agencies, and universities to **assess, validate, and scale cutting-edge technologies**. Our expertise spans technology scouting, intellectual property evaluation and valuation, market validation, and business development. Leveraging structured frameworks and a vast network of domain experts, **we help clients make informed decisions, mitigate risks, and unlock new opportunities**.

# Saving money and bringing new possibilities.

## Ready to Market

A comprehensive set of services for start-ups. All the analytical background you need for a successful Market Entry. Minimize risks and detect problems early.





### Consists of

- Challenge workshop
- Market Analysis
- Valuation (CBA)
- Business validation
- Tech & IP Due diligence
- Actionable recommendations

# Discovering Innovative Technologies & Seeking Key Partnerships

## Tech Navigator

A detailed overview of innovative technologies in your industry: what are the opportunities for your innovation and investment and which experts to approach for collaboration.



### Consists of

- Market Analysis
- Experts & Tech scouting
- Comparison according to specified parameters
- Verification of experts' interest in cooperation
- Actionable recommendations

# Assessing IP & Technology Risks

#### Tech & IP Verified

Substantive Due Diligence in areas that no one understands. We offer VC funds our specific expertise in assessing complex deep tech projects. Also useful if you need to increase the capacity of your analytics team or want to teach your analysts to navigate complex technologies.

## Consists of

- Competition Analysis
- Tech Due diligence
- IP Due diligence
- Red flags identification
- Actionable recommendations

## For Universities & Public Sector

#### Valuations

We will quickly and professionally assess the potential of your research/product for practical application. We will provide you with a certified and data-backed result of a careful cost-benefit analysis. You will have in your hands a realistic price corresponding to the market situation.

















#### Public Policy Advisory

We cooperate at regional, national and international level with institutions setting innovation policy to create a functional innovation ecosystem.

We pass on our expertise in the form of evaluations, analyses, the development of guidelines and the training of the staff of the cooperating institutions.











































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# We deliver.

