

# VI Bankia Fintech by Innsomnia Call Bases

## VI Bankia Fintech by Innsomnia Call

Bankia Fintech by Innsomnia is the largest Fintech acceleration program in Spain. Was born in 2016, the initiative has grown to become a reference due to its innovative methodology as well as its success rates registered in the five calls already done.

More than 550 startups and entrepreneurs have submitted their projects to the first Fintech program that connects with 20 international ecosystems. Among them, about 65 have been accelerated and 90% have co developed a Proof of Concept (PoC) with the bank.

## What is Bankia Fintech by Innsomnia looking for?

En this VI Call we are looking for solutions, projects and ideas from startups, entrepreneurs and consolidate companies that can provide solutions and value in any of following verticals or technologies:

- Future of Health
- Quantum Computing
- Virtual Reality-Augmented Reality
- Open Banking
- Banking as service
- Projects with high social and environmental impact aligned with the sustainability and the SDGs.
- Blockchain
- Artificial Intelligence - Machine Learning (IA-ML).
- Cybersecurity and fraud prevention
- Wealth management - Investment
- Alternative Credit Scoring
- New payment systems
- Algorithmic Trading
- Corporate solutions
- Solutions for freelances
- Cryptocurrencies

- Solutions for alternative financing
- Neobanks
- Regtech
- Proptech
- Insurtech
- Legaltech
- Customer Relationship

## **Time-Line\_\_**

The deadlines for this VI Call are the following:

The program will develop for 6-7 months:

- Submission of projects: from October, 15th 2020 to November, 30th 2020 Inclusive.
- Between December, 1st 2020 and January, 1st 2021 assessment and selection of projects will take place.
- On January, 11th 2021 we will inform selected projects.
- On January, 20th 2021 the program will start with the first milestone: Kick Off day.
- On March, 3rd 2021 Key Meeting will take place, in which the scope of the Proof of Concept and the roadmap of next months must be determined.
- in the next months the solutions development will take place.
- On June, 22nd 2021 we will celebrate Partner's Day, the end of the program where the results and achieve goals must be presented. It is the official closing of the program that Innovation team and different business areas of Bankia attend to. The aim is to show Bankia the benefits achieved during the program developing the Proof of Concept. From then on, new chances of collaboration with Bankia may open.

## **More information about the Call\_\_**

### **Does the program have any cost?**

Yes, the program has a cost of 24.000 euros each selected project, but this will be totally paid by Bankia.

### **Instead, what do we ask for?**

Your effort and commitment for 7 months that the program lasts collaborating and co creating a Proof of Concept together with the Innovation team and business of Bankia.

## How to participate?

<https://bankia.innsomnia.es/>

## What can the program offer me?

- Specific mentoring adapted to the needs of your project technologic development with a double follow-up by Innsomnia and recognized senior mentors in the fintech field.
- Chances of having Access to the new Bankia Fintech Venture fund.
- Fast Track of acceleration with an own methodology that enables to co-develop shortly new products, services and processes with the financial entity.
- Added value services for make your project grow.
- Technologic credits with our strategic Partners.
- Chances of commercial agreements with Bankia.
- Network of professional contacts with multinationals and chances of getting investors and public funding to keep keeping developing your project.
- We have two co workings full equipped in all kind of services and amenities that help you develop your project in a privileged environment.
- Our headquarters are located in Valencia, near the Mediterranean Sea and in Madrid, in the same capital centre.

## And you will also have the Innsomnia philosophy:

- We will not ask you for equity neither any kind of participation in the equity of your company. For us, it is very important that you keep be the owner of your dream.
- We promote the B2B, thus we work closely with you to sell your product to a large company.
- When the program ends, you will be able to keep going with the development of your company with complete freedom. Since then, you will become part of the Startup Bankia Fintech by Innsomnia Club, from where we will follow you to provide value selling worldwide.

## And the future?

Once the Proof of Concept co development ends, several roads open:

- Funding for the development of the product/ service.
- Product / service purchase by Bankia
- Bankia investment in the project to participate in the equity of the company.
- Joint-Venture or Spin Off to exploit the developed product or service together.
- Long term agreement for keeping co developing solutions for the financial entity.

- Research agreement and exploration of opportunities in the technology and disruptive solutions field.

## ¿What do we offer?

### •Training and mentoring

Just landing in the program we will explain you the contents of the program of mentoring and training, but in case you can have an approximate idea, those that are always presented in every edition are:

- Complex sales. Internationalization, negotiation, funding, investment, legal aspects, regulation, intellectual property, marketing, as well as other content and basic tools for startups that will surely be of your interest.
- Training will be delivered in online pills recorded by recognized professional as well as direct / presential to boost those aspects that startups want to develop.
- The follow-up program will be managed by professionals of great reputation, who will join and guide every day providing their experience, knowledge and contacts.
- A mentoring plan and personal training will be developed specifically for each project, with the aim of providing the best available value.
- Every year we have a group of senior mentors with a large international reputation in the Fintech sector that help you in several impact sessions get a better approach of the model of your PoC Business Plan.
- We will help you successfully overcome the program, the Key Meeting and the Partners Day with an individual progress follow-up and coaching with all necessary tools for a correct development of the program.

### Added value services

We provide a wide range of services to make your project grow and consolidate:

- Legal
- GDPR
- Fintech Regulation
- Funding
- Digital Communication
- Marketing Digital B2B
- Internationalization
- Recruiting