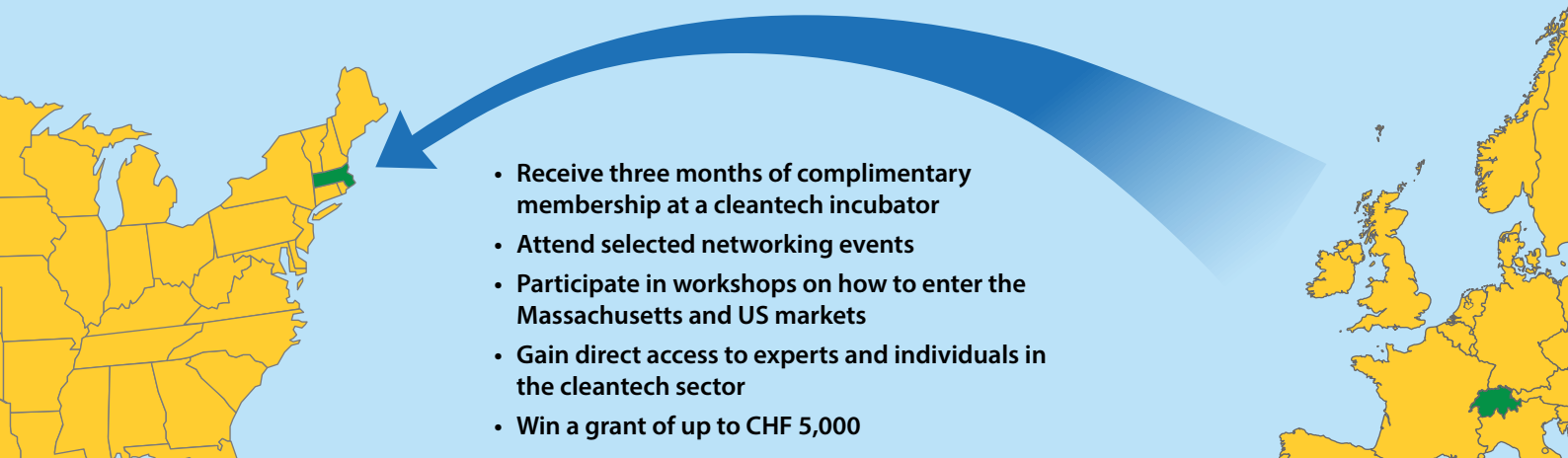


MAtCH

**Start-Up Exchange
Massachusetts (MA)
Switzerland (CH)**

**Grow your cleantech business in Massachusetts,
expand to the US market**



MAtCH is a start-up exchange program between two leading innovation ecosystems: Massachusetts (MA) and Switzerland (CH). The Massachusetts Clean Energy Center (MassCEC) and the Swiss Federal Office of Energy (SFOE) will jointly operate the program.



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Federal Office of Energy SFOE

PROGRAM DETAILS

MATCH

Start-Up Exchange Program
Massachusetts (MA) + Switzerland (CH)

PROGRAM IN BRIEF

For up to three months Swiss start-ups will receive complimentary co-working space at a cleantech incubator, participate in workshops on how to enter the US market, and network with investors, academics, strategic partners and fellow start-ups. You will also have the opportunity to exchange knowledge with world class research institutes and meet large cleantech companies to help further your start-up. Advanced start-ups should take advantage of this opportunity to work and live in Boston's vibrant cleantech ecosystem.

MANDATORY COMPONENTS

- Two check-in meetings with MassCEC (upon arrival and midterm)
- Final report and debrief with MassCEC
- Milestones agreed upon by the program manager and the start-up (e.g. contacts established, attendance at selected networking events, new partnerships etc.)



BENEFITS

PROGRAM BENEFITS

- Up to two employees per start-up will receive up to three months of complimentary incubator membership. A list of all Massachusetts participating incubators can be found on the following page. If you prefer to reside at an alternate incubator or location, this request will be considered.
- A grant for housing and transportation costs; CHF 1,665 per start-up per month (up to CHF 5,000).
- Non-financial benefits provided by MassCEC and SFOE exceed the grant.
- Training workshops on how to enter the Massachusetts and US cleantech markets.
- Access to numerous MassCEC and incubator networking events and member benefits.



MAtCH

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ADDITIONAL OPPORTUNITIES

Start-ups looking for a structured program and a more immersive experience of the Massachusetts start-up ecosystem are encouraged to additionally apply to one of the following accelerator programs.

- **MassChallenge Boston:** is an accelerator program for early-stage start-ups from any industry. Start-ups accepted to the 4 month program have access to key resources, mentorship, office space and compete for several million dollars in equity-free cash awards. www.masschallenge.org
- **Cleantech Open Northeast:** is a global accelerator exclusively for early-stage clean technology start-up companies. The 6 month program connects start-ups with talent, resources, and visibility to help accelerate their business. Teams compete for cash, investment and in-kind services at the conclusion of the program. www.northeast.cleantechopen.org

MAtCH does not guarantee acceptance to any of the accelerator programs. You must apply separately to each program. MAtCH will, however, guarantee complementary membership to an incubator if this is not already provided through the accelerator program. Contact the program manager for a promo code to waive the application fee.

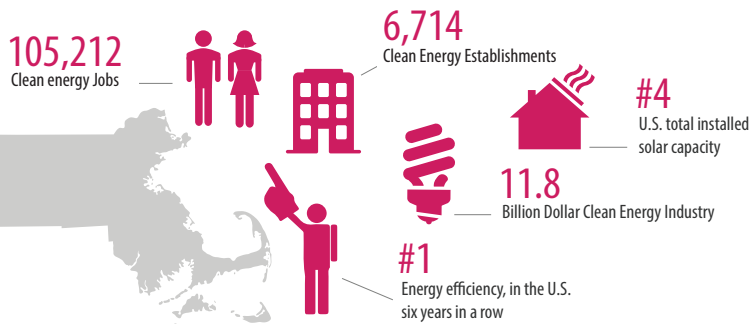
ABOUT MASSACHUSETTS

MATCH

Start-Up Exchange Program
Massachusetts (MA) + Switzerland (CH)

MASSACHUSETTS CLEANTECH ECOSYSTEM

- Massachusetts is #1 in energy efficiency in the U.S., #2 in clean energy technology and #2 in U.S. solar jobs
- Massachusetts has outstanding undergraduate and graduate programs (MIT, UMass, Northeastern, WPI, Tufts)
- Massachusetts is known to support a thriving start-up ecosystem (accelerator competitions, incubators, #1 per capita in U.S. private investment in early stage & growth equity funding)
- Massachusetts is home to large cleantech companies (GE, Schneider Electric, Veolia)



MASSACHUSETTS INCUBATORS

Swiss cleantech start-ups have the option to choose from one of the following incubators and locations. If you prefer to reside at an alternate incubator or location, it will be considered.

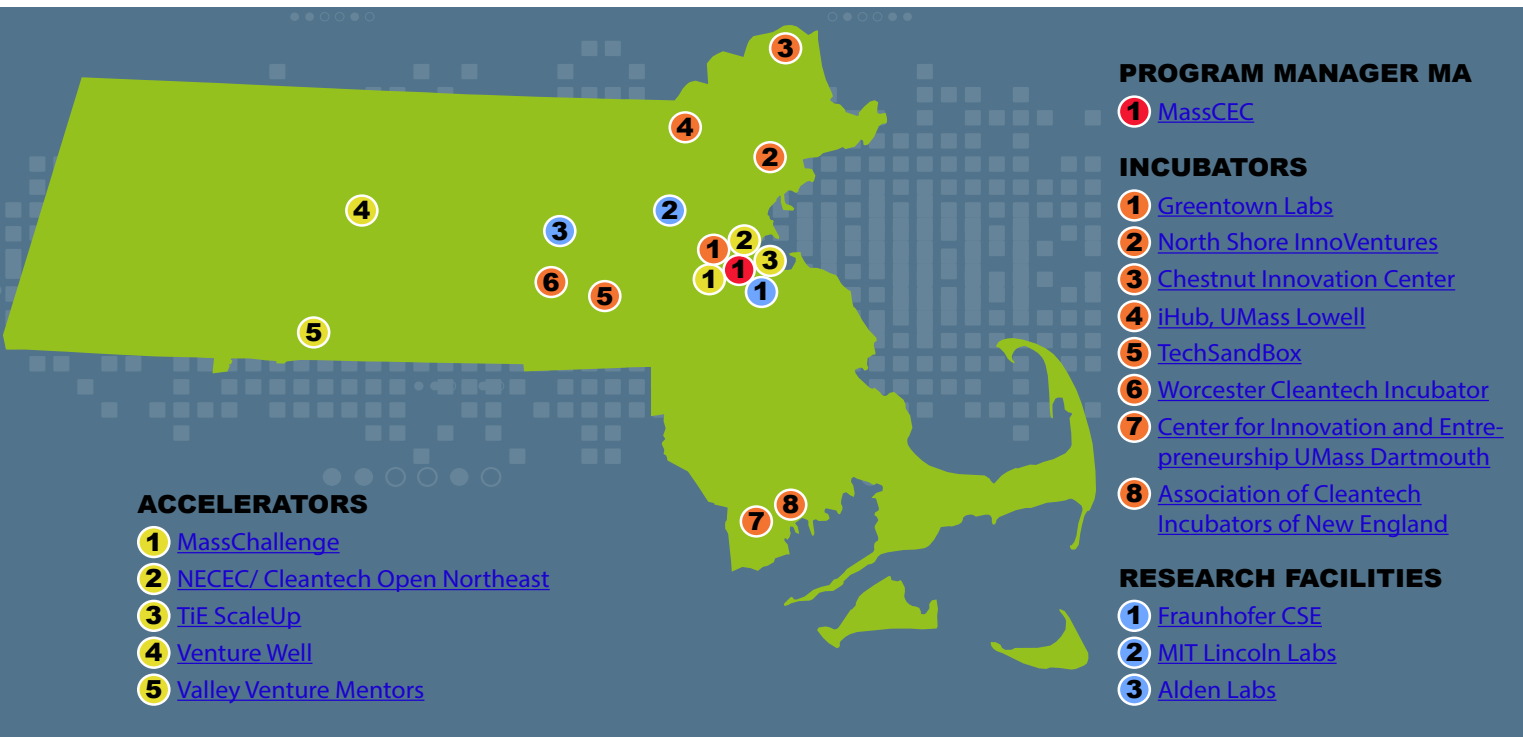
- **Center for Innovation and Entrepreneurship at UMass Dartmouth**, a technology-driven incubator located on the south shore in Fall River, MA
- **Chestnut Innovation Center**, an incubator focused on scale-up stage manufacturing located 65 km north of Boston in Amesbury, MA
- **Greentown Labs**, a cleantech specific incubator located 5.5 km from downtown Boston in Somerville, MA
- **North Shore InnoVentures**, a biotech and cleantech incubator located on the north shore in Beverly, MA
- **TechSandBox**, a science and technology incubator located in central Massachusetts, in Hopkinton, MA
- **Worcester Cleantech Incubator**, an incubator focused on green technologies located in central Massachusetts, in Worcester, MA

Additional details about each incubator can be found in Mass-CEC's Incubator Brochure under <http://files.masscec.com/Mass-CEC-CE-Incubator-Flyer.pdf>

SELECTED FACILITIES IN MASSACHUSETTS

MA+CH

Start-Up Exchange Program
Massachusetts (MA) + Switzerland (CH)



PRACTICAL INFORMATION

MA⁺tCH

Start-Up Exchange Program
Massachusetts (MA) + Switzerland (CH)

REQUIREMENTS

Cleantech start-ups are considered to be companies that help to significantly reduce the use of non-renewable energy and natural resources. Application domains include but are not limited to renewable energy, energy conservation, storage and transmission of energy, alternative fuels, clean drinking water, waste water management, waste management, and green infrastructure.

The MA⁺tCH program is open to advanced cleantech start-ups with a Technology Readiness Level (TRL) of five or higher (see illustration below). Start-Ups need to be based in Switzerland or Massachusetts, respectively.

APPLICATION

The MA⁺tCH Program Application can be found at www.bfe.admin.ch/match. To calculate your start-up's TRL, download the [NYSERDA Readiness Level Calculator Tool](#).

Applications are accepted on a rolling basis. The program is competitive.

Questions? Contact Karin Söderström

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- or phone (+41 58 480 8416).

