

Onsite Training Report (18/01/2016)

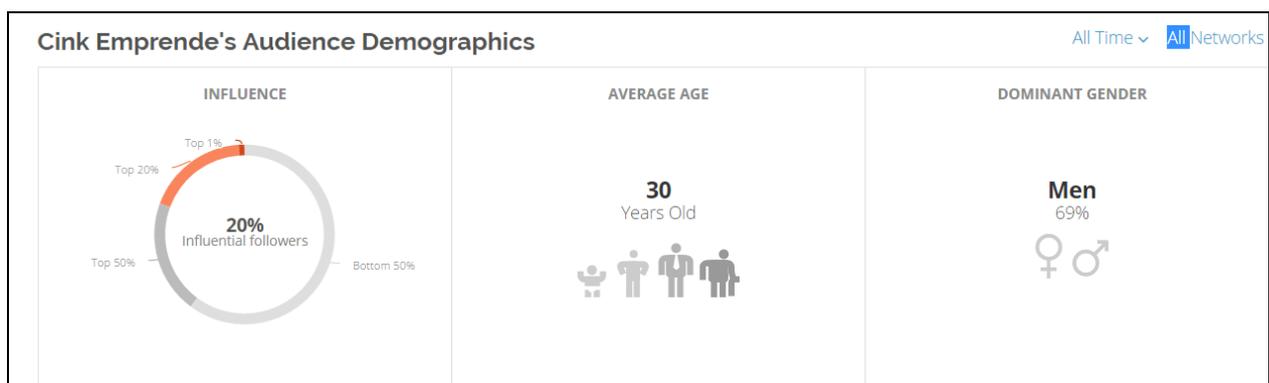
CINK EMPRENDE – Madrid

When i had the first contact with CINK EMPRENDE in Madrid, few years ago, i was impressed from the first minute about the professional approach of my Spanish colleagues, how they manage their start-ups in a CO-WORKING space. How they facilitate and support the growing stages of the startupperes by the combination of the accelerator & mentorship & individual trainings.

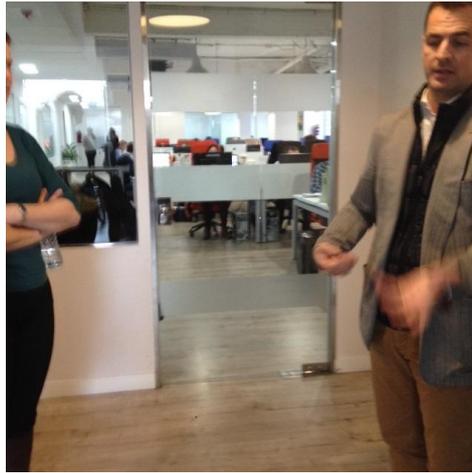
In this year when we visited them with our VET4Startup consortium in their first co-working premise in the city center of Madrid In 18th of January 2016, we have listened the whole history of CINK Emprende , from the director-founder, Mr Raul del Pozo and Mr Miguel Ruiz, Director of Innovation.

Cink Emprende is a Spanish consultancy private equity specializing in entrepreneurship, having established itself as a national leader in managing business incubators, accelerators and incubators for start-ups and programs to promote entrepreneurship in both public and private, university and corporate environments.

The most important added value of Cink Emprende, that it`s focuses on supporting entrepreneurs and *startup* in its early stages with a methodology based acceleration own *mentoring* Individual and specialized training and pragmatic. Cink Emprende also applies this methodology in innovation programs and intra-enterprise. It has specialized in the field of entrepreneurship team. Mentors, consultants, advisors, technicians and managers spaces and an extensive network of partners within the ecosystem of *startup* .



It also has two own centers of entrepreneurs in the center of Madrid (C / Nunez de Balboa 120 and Paseo de Castellana, 194) with 2,200 m2 of space co-working, law, area events and training. The second one has been opened in this year., 2016 after having a full occupied spaces in the center of Madrid.



Cink Emprende manages more than 10 incubation spaces and accelerators for others throughout Spain and aims to promote entrepreneurship and the creation of new businesses and generate stable employment and quality. (More: www.cink-emprende.es)

Round-trip in the building and small discussion

We did a round-trip in the 1200nm incubation space to visiting the Iron Hack Coding School (which is a new project shared among Madrid-Barcelona and Miami), the separated small rooms, the American style based common zones , co-working and service areas where the start-uppers as micro entrepreneurs working in team or by their growing companies, where the furniture is simple, colourful but always functional.



Raul invited a young startupper to share with us his experience, his professional story, as one of the first paid member of CINK Emprende.

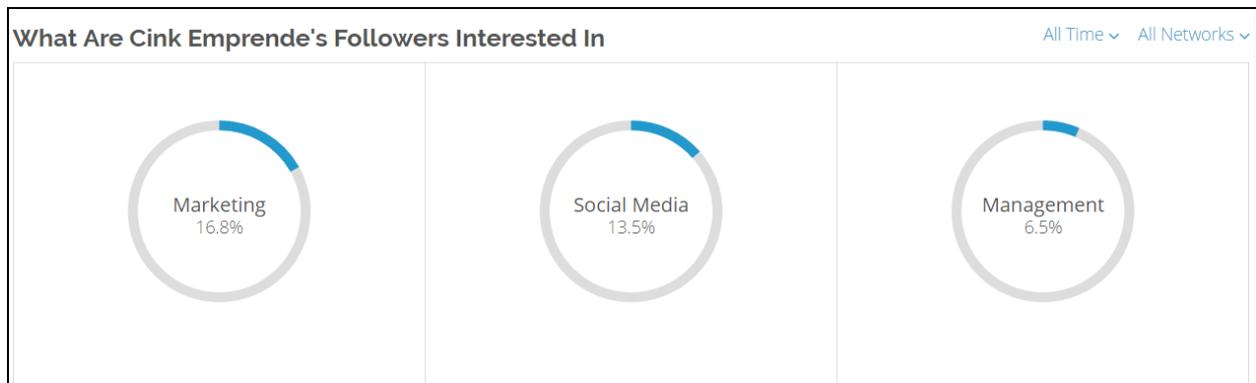
A big challenge Spain should conquer is that a lot of startups are only focused in the local market. They don't have the capability of considering abroad.-said Javier Alonso, and he believes that this occurs because of the funding limitation in the country. He attacked the first

problem in Spain that is the lack of VC structure, like in other countries. Javier suggested that Spain could build a better startup ecosystem by changing the law and other legal barriers that limits the motivation to back startups. He said he is lucky to join to CINK Emprende at the beginning as a startup company. By today his company, B2B 2000 is successful at international level, and he employs profesionelns, they are so strong in eCommerce platforms and apps. and services and they not changed their headquarters. They are still staying at Cink Emprende. They become friends and not only clients/owners with the Management.



Javier also pointed that Spanish startups still have a lot of challenges on the road. For example, they received several notification letters from public institution requesting more information or else. The lack of understanding by the government about the business and menacing with sanctions contrasted pretty hard when they received a letter from the British government offering them an open door whenever they consider to expand their business to there.





The unique aspect of Cink Emprende is not only to offering space renting services in a co-working format that allows not only an entrepreneurship for start-ups with mentoring, but also a mixture for investment, social media, internet, innovation, technology, business coaching, e-commerce as the figure above shows it on the base of the klear.com web-analytics.

Excellent combination to each start-ups to find a necessary business and human environment for rapid growth.

Links: https://www.facebook.com/CinkEmprende/?hc_ref=PAGES_TIMELINE,
<https://www.ironhack.com/en> , http://klear.com/profile/Cink_Emprende

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TR Associates Ltd.

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