

High-Tech Gründerfonds (HTGF) welcomes collaboration between entrepreneurs and experts in all stages of founding a company. As many founders require on-site support, particularly in the first few months, HTGF works closely together with selected HTGF-Scouts and HTGF-Partners in various regions. Both groups personally accompany the teams right up until a potential investment by HTGF, and sometimes even beyond that point. In doing so, the Scouts and Partners are obliged to fulfil the following commitments:

- Provide support for founders according to their individual requirements, for example in the following areas:
 - o developing a business model, creating a business plan and/or pitch deck
 - o connecting founders with HTGF-Experts and other relevant partners
 - o identifying a suitable investor
 - o preparing a pitch for investors
 - o introduction to HTGF, provided the fund's investment criteria have been met
 - o providing due diligence support right up to closing stage, including openly addressing possible areas of criticism
- The first discussion with HTGF-Scouts and Partners is always free of charge for founders. A number of Scouts and Partners offer founders their consultancy services for free right up to an investment.
- In other cases, an agreement may be made that the technology company or founder team will pay for the services provided in the event of success, i.e. when an investment is made by HTGF. A contract should be made to regulate the conditions. For such agreements the HTGF-Scouts and HTGF-Partners agreed to adhere to the following:
 - o the daily rate stated in the invoice must not exceed a maximum of EUR 1,000 (plus VAT).
 - o the entire budget for support services right up to investment by HTGF comprises a maximum of EUR 13,000 (plus VAT).
- In addition, the technology company or founder team can agree with the Scout or Partner on making a one-off payment amounting to EUR 2,000 (plus VAT), provided that the Scout or Partner has introduced the business idea to HTGF.

**If you have any questions, please contact
Claudia Raber or Christina Mertsch**