

**A. PARTNER ORGANISATION**

PIC	889533942
Organisation ID	E10281923
Full legal name	Cink Venturing S.L
Acronym	CINK
Country	Spain
City	Madrid
Adress	Paseo de la Castilla, 194
Post Code	28046
Website	<a href="https://cinkventuring.es/en/">https://cinkventuring.es/en/</a>

**B. PROFILE**

Type of Organisation	SME
Is the partner organisation a public body?	No
Is the partner organisation a non-profit?	No

**CONTACT #1**

First Name	Cristina
Last Name	Núñez Riva
Position	Business Development & European Project Manager
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**CONTACT #2**

First Name	Ander
Last Name	Altuna Palacios
Position	Chief Innovation Officer & Head of European Projects
Mail	Ander.altuna@cinkventuring.com

**LEGAL REPRESENTATIVE**

First Name	Raúl
Last Name	Del Pozo
Position	CEO

**C. BACKGROUND AND EXPERIENCE**

<p>Please briefly present the partner organisation.</p>	<p>Cink Venturing is a consulting firm established in 2011, specializing in entrepreneurship, open innovation, and the development of entrepreneurial ecosystems. With a proven track record of leading over 400 public and private initiatives and supporting more than 5,000 projects and SMEs, Cink fosters innovation and sustainable growth across diverse sectors, including digitalization, green entrepreneurship, and social innovation. The organization collaborates closely with public and private entities to design and implement impactful initiatives that drive economic development and inclusivity. <b>Key areas of activity include:</b></p> <ul style="list-style-type: none"> <li>• <b>Startup incubation and acceleration:</b> Providing tailored mentoring, training, and networking opportunities to startups and SMEs.</li> <li>• <b>Open innovation programs:</b> Facilitating partnerships between startups and corporations to address specific innovation challenges.</li> <li>• <b>Promoting entrepreneurial culture:</b> Delivering training programs to inspire innovation among youth, women, and underrepresented groups.</li> </ul> <p>Cink is a member of the <b>European Business Network (EBN)</b>, a pan-European network spanning <b>35 countries</b>. EBN connects <b>106 Certified EU BICs</b> and over <b>43 Associate Members</b>, fostering collaboration, innovation, and knowledge exchange across Europe and beyond.</p> <p>Additionally, Cink operates <b>10 coworking centres in Madrid</b> through its subsidiary, Cink Coworking, hosting over 1,000 SMEs and startups. It also manages <b>four business incubators</b> and <b>two international innovation spaces</b> in Madrid, offering customized mentoring and training to more than 800 companies annually.</p> <p>Leveraging strategic partnerships with public and private institutions, along with a <b>robust network of over 300 external collaborators</b>, Cink ensures the widespread dissemination of its methodologies. These partnerships amplify project impact, enabling sustainable and scalable outcomes across entrepreneurial ecosystems.</p>
<p>What are the activities and experience of the organisation in the areas relevant for this application?</p>	<p>Cink Venturing has extensive experience in <b>supporting entrepreneurs, startups, and SMEs</b> across diverse sectors, with a strong focus on <b>innovation</b>, and <b>fostering economic opportunities</b>. The organization has designed and implemented numerous impactful initiatives that combine training, mentoring, and innovation-driven approaches to address both local and global challenges.</p> <p><b>1. NATIONAL PROJECTS</b></p> <p><b><u>Entrepreneurship in Equality (2023–ongoing).</u></b> A business acceleration programme promoting gender equality by supporting projects with clear social impact. Notable examples include <i>Editorial Espinas</i>, a feminist publishing house highlighting women writers; <i>Women On Top</i>, an agency representing female athletes; <i>Mujeres en Farma</i>, boosting female talent in the pharmaceutical sector; <i>Saradi.nutrición</i>, addressing image and eating-related issues in women; and <i>Scientists 360º Academy</i>, providing STEM professionals with transversal skills such as leadership and technology transfer.</p>

**Las Rozas Next (2021–ongoing).** Engages youth in innovation through challenges, forums, and mentorship. Successful projects include *Hosc App*, a suicide prevention app for children and adolescents, and *Atapia*, an AI-driven emotional assistant designed for educational settings.

**Startup Alcobendas (2020–ongoing).** Provides support for entrepreneurs in a collaborative innovation space, fostering sustainability-focused start-ups like *Bioturismo Global*, offering eco-tourism experiences, and *Foloou.me*, a high-precision voice guidance system for the visually impaired.

**Villaverde Business Incubator (2017–ongoing).** A comprehensive entrepreneurship ecosystem offering workspace, mentoring, and training with a focus on the social economy. Highlighted initiatives include *Inclusync*, innovative technologies for people with disabilities; *Latenting*, an app guiding youth in vocational orientation; and *Gundo Health and Food*, a nutritional recommendation app tailored to dietary restrictions or medical needs.

**WOLARIA – Open Innovation Programme (2022–2023).** This programme bridges the competitiveness challenges of regional companies with innovative start-up solutions, fostering the deployment of projects and the growth of start-ups. Cink's responsibilities include strategic planning, defining challenges, and facilitating open innovation processes, with a focus on sectors such as agrotech and foodtech. Notable collaborations include challenges with ITACyL, targeting water efficiency, precision agriculture, and sustainable farm management.

**Andalusian Start-up Investor Matchmaking Programme (2021–2023).** Cink facilitated a programme connecting technology-based Andalusian start-ups with foreign investors. Activities included start-up and investor scouting, advisory services, pitch preparation, and organising matchmaking events. The initiative emphasised technical and on-site support, equipping start-ups with the necessary resources and connections to secure investment and drive growth in sectors such as biotechnology and digital innovation.

**Climatic Lab (2019–2020).** Supported entrepreneurs in developing solutions to combat energy poverty and mitigate climate change through innovative green business ideas.

## **2. EUROPEAN PROJECTS**

**NoCode4BUSINESS** (Erasmus+ KA210, Coordinators, 2022–2023). Promoting digitalization for entrepreneurs by introducing accessible low-code/no-code tools to foster innovation and business growth.

Cink Venturing's team comprises over 70 multidisciplinary professionals with extensive experience in entrepreneurship and innovation. Below are some of the key members driving the organisation's initiatives:

**Ander Altuna – Chief Innovation Officer & Head of European Projects.**

Ander holds an MSc and BSc in Telecommunications Engineering, an Executive Master in Business Innovation, and an Accelerated Development Programme in General Management. Additionally, he has completed specialised training in Entrepreneurship, High-tech Spin-offs, and Innovation Leverage. With over 20 years of experience in innovation and technology management, Ander has held prominent roles, including Chief Innovation Officer at Andago Ingeniería and Innovation and Co-creation Expert at Loughborough University. As a consulting partner at RGNx, he built open innovation networks connecting research centres and startups, facilitating numerous innovation and co-creation processes. At Cink Venturing, Ander is responsible for developing and executing strategic initiatives that drive growth, open innovation, and organisational development.

**Cristina Núñez Riva - European Project Manager.**

Cristina holds a degree in International Relations and a Master's in International Solidarity Action. She brings extensive experience from her work with NGOs in areas such as social inclusion, volunteering, entrepreneurship, migration, asylum, awareness-raising, and gender equality. Cristina is skilled in coordinating multi-partner initiatives, working with public bodies and NGOs to address the needs of disadvantaged groups across local, regional, and European levels, particularly through Erasmus+ programmes.

**Sara Palomo Esteban – Head of Operations.**

Sara holds a degree in Pedagogy and has been leading operations at Cink Venturing for over six years. She oversees the coordination and management of open innovation programmes, fostering disruptive innovation by facilitating collaborations between corporations and startups. Sara has cultivated strong relationships with investors, private and public institutions, and the innovation ecosystem at both national and international levels. She is also responsible for organising high-impact networking events, demo days, and pitch competitions, enhancing visibility and investment opportunities for startups. Her efforts position Cink Venturing as a key player in the open innovation landscape.

**Laura Sanz – Project Coordinator.**

Laura has a degree in Business Administration and a postgraduate qualification in Equal Opportunities. With over a decade of experience in entrepreneurship support, she has worked with organisations such as the Spanish Red Cross and Fundación Mujeres. At Cink, Laura leads impactful initiatives, including business incubators and

What are the skills and expertise of key staff/persons involved in this application?

the "NGO of the Future" project, focusing on inclusive business practices and supporting entrepreneurship as a means of social transformation.

**Marta Menéndez Vázquez – Communication Manager.**

Marta has a Master's in Integral Publicity and extensive experience in disseminating entrepreneurship and innovation initiatives, with a strong focus on international projects. She leads communication and outreach efforts for major innovation programs at Cink, ensuring visibility and engagement.