

# MARITIME INNOVATION through the acceleration of MarineTech Start-ups

Founded by the Maritime and Port Authority of Singapore (MPA) and the National University of Singapore (NUS), through its entrepreneurial arm, NUS Enterprise, PIER71™ is a catalyst for the acceleration of digital transformation within the maritime industry.

PIER71™ spearheads world-class innovation through a number of initiatives and programmes that create opportunities for the exchange of knowledge and ideas, facilitate investments into start-ups, and accelerate ventures.

PIER71™'s strong foundation provides access to various markets, demand drivers, technology solution providers, investors and more. We represent a budding and increasingly vibrant ecosystem of stakeholders who are keen to digitalise and create the next wave of maritime innovation.

**Founding Partners** 







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MARITIME SINGAPORE We work with maritime corporates through a guided Maritime Innovation Workshop to identify industry challenges and demand gaps. These are then translated into innovation opportunities to attract the best ideas and solutions from start-ups around the world.

MARITIME CORPORATES

Focused interactions facilitated by PIER71™ between corporates and start-ups have led to collaborations on test-bedding, product development, adoption of new technologies and even strategic investments.

### Fostering an entrepreneurial spirit through a vibrant maritime innovation ecosystem



## START-UPS SCALE-UPS

We work with start-ups from all over the world. In addition to providing access to markets, funding, technology and talent, we are backed by a world-class entrepreneurship education and a pool of resources to support your ambition in reimagining innovation for the maritime industry.

#### **Smart Port Challenge**

Smart Port Challenge is an annual innovation competition to find the best ideas and solutions from technology start-ups to address challenges, or innovation opportunities, put forth by maritime corporates in Singapore.

Shortlisted finalists are enrolled into PIER71<sup>TM</sup> Accelerate and top teams get the opportunity to pitch to judges, partners, investors and other maritime veterans to secure cash prizes at the Grand Final. All finalists are also eligible to apply for grants of up to \$\$50,000 towards prototype development and pilot projects. Past finalists have gone on to attract additional funding and grants as a result of this experience and exposure, as well as ongoing support from PIER71<sup>TM</sup>.





#### PIER71™ Accelerate

PIER71™ Accelerate is an exclusive market validation and customer discovery programme backed by world-class entrepreneurship education from NUS and specifically curated for the maritime industry. Included in the six to eight-week programme are mentorship, masterclasses and workshops conducted by industry veterans and domain experts, as well as privileged access to maritime corporates, investors and other PIER71™ partners.

#### PIER71™ Ascend

PIER71<sup>™</sup> Ascend is a 12-month, by-invite only scale-up programme. Key components include curated masterclasses, industry networking sessions, and an immersion programme aimed at connecting start-ups to overseas markets and government stakeholders, as well as prospective maritime customers. Promising scale-ups can also apply for grant support of up to S\$100,000 to scale their solutions, under MPA's MINT-STARTUP scheme.

#### PIER71™ Landing Pad Programme

PIER71™ offers a Landing Pad Programme for MarineTech start-ups to connect, explore, collaborate and innovate. More than a space from which to work from, sponsored residents will gain access to a number of business services and exclusive privileges aimed at helping entrepreneurs navigate the maritime and start-up ecosystem.

#### PIER71™ Explore

PIER71™ Explore is a learning series that is open to our wider community. Sessions are casual and interactive, with topics focused around maritime and entrepreneurship.

Partnerships with Venture Capital (VC) and Corporate Venture Capital (CVC) arms for funding

Access to maritime testing facilities and environments

Partnerships
with maritime
corporates for
test-bedding and
product validation

Access to wider
NUS network for
entrepreneurial
education,
technology and
talent

#### **LET'S CONNECT**

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