

# ENTER

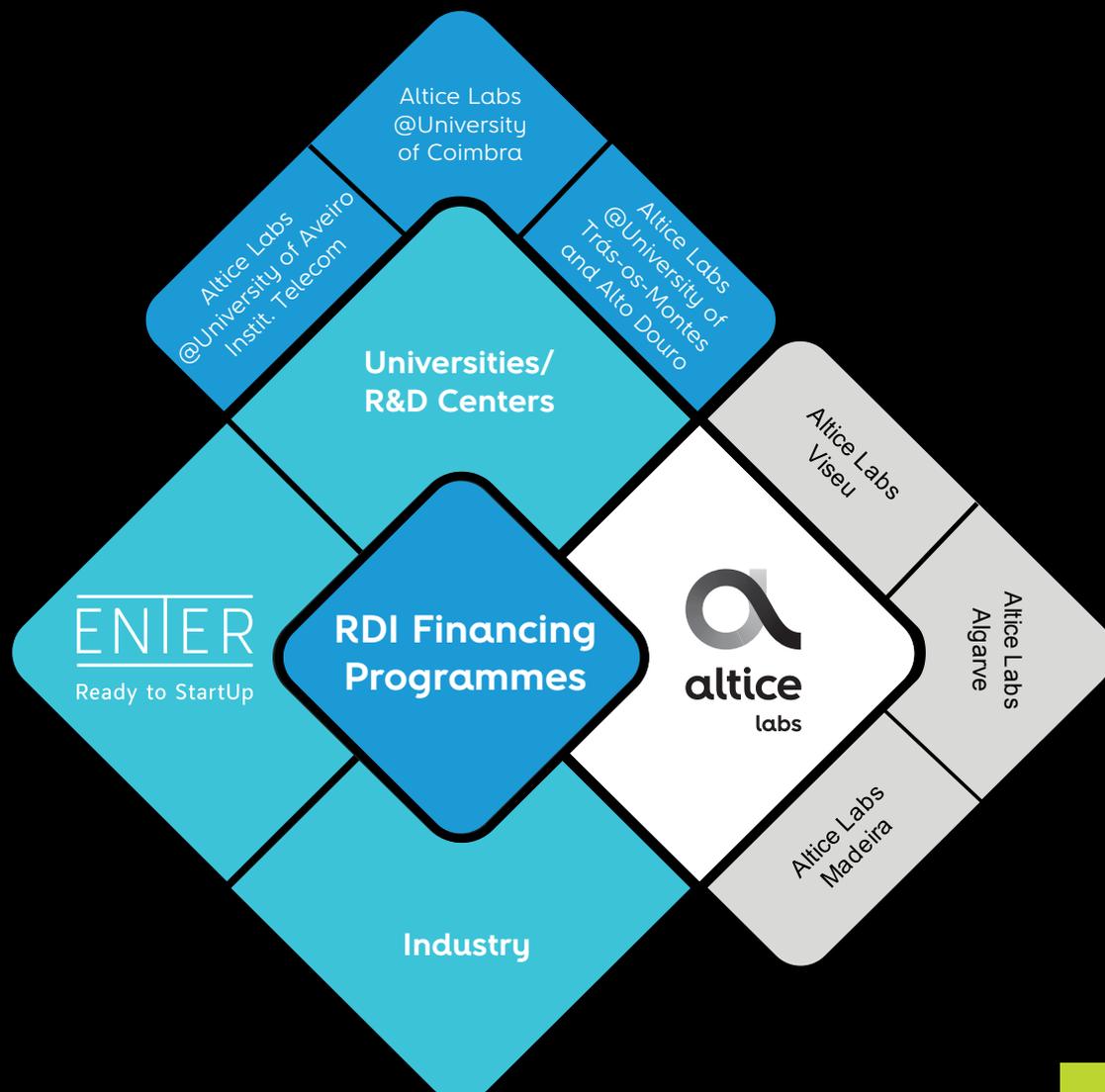
Ready to StartUp

# What is the ENTER programme?

ENTER is part of Allice Labs' Open Innovation programme, aiming at the relationship and partnership with national and international startups that develop products or services in areas of interest to the Allice Group.

It aims to support the path of startups... step by step, piece by piece, contributing to the development of the entrepreneurial ecosystem. How?! Supporting the startups in the market entry.

For all players who think like us, we only have one word: ENTER!



# Become part of ENTER

## Main benefits

### ALTICE GROUP

#### Access to Innovation

Higher speed on Go2Market.

#### New line of services

Complement the commercial offer, through disruptive solutions.

#### Relationship with partners

Streamlining the business ecosystem: startups, universities, investors, government programmes.

### STARTUPS

#### Opportunities

Become part of the Altice Group solutions portfolio.

#### Growth aid

Access to mentors, resources and market.

#### Product Testing

Access to the Altice network in a laboratory environment, with the support of specialists.

### PARTNERS

#### Benefits in Services

Partners can enjoy and communicate the benefits in Altice services to their startups.

#### Reinforcement of programmes

Promotion through the ENTER network. Benefit from the programme's specialists network

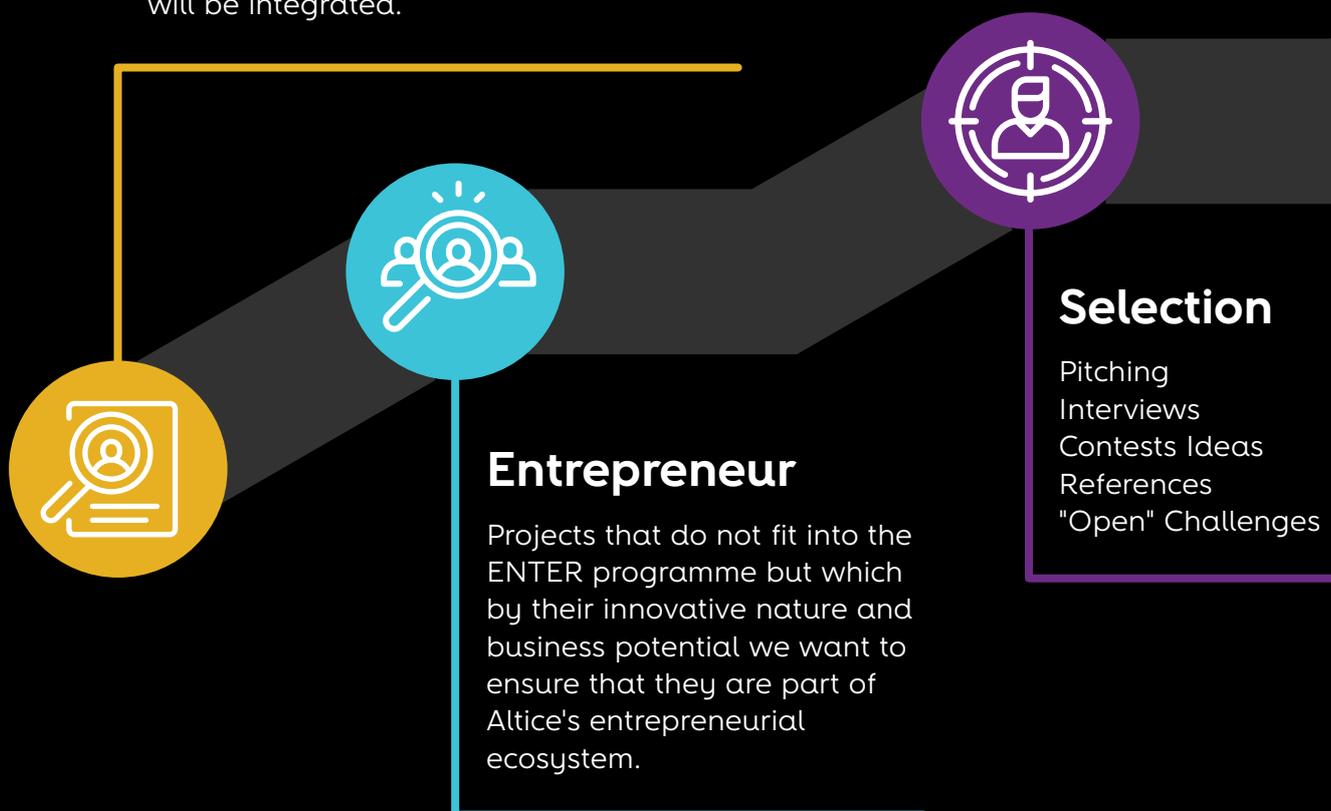
#### Strengthen the community

Access to activities held at ENTER. Participation in the evaluation and monitoring of solutions.

# Onboarding in the programme

## Candidate

After applying on the site, the startup is evaluated to see if your project fits the needs of the Altice Group in terms of technology and business. In case of a favourable opinion, the next step will be defining the phase in which your startup will be integrated.



## Entrepreneur

Projects that do not fit into the ENTER programme but which by their innovative nature and business potential we want to ensure that they are part of Altice's entrepreneurial ecosystem.

**Welcome Kit:** product package and Services, from Altice and partners, which facilitate the project kickoff.

**Events:** free access to workshops, talks, meetups and masterclasses whose goal is to develop the soft and hard skills required by Startups.

**Cowork:** free work space in the ENTER space, subject to availability.

**Support:** access to specialized consulting in several areas: business, technological, legal and financial, upon availability.

## Selection

Pitching  
Interviews  
Contests Ideas  
References  
"Open" Challenges

## Promotion

Startups Catalog  
Pitching to UN / Partners  
"Breakfast with" &  
networking events



## Associate

Startups that fit into Altice's technological or business strategy and therefore are directed towards a deeper assessment of opportunities with the Business Units.

**Lab:** possibility of using the existing Golabs.IoT laboratory at Altice's headquarters to support the development of IoT projects.

**Mentoring:** a portfolio of technical and business mentors with experience in a certain vertical.

**Pilots:** availability to carry out concept tests, through technical and commercial pilots with Altice or with its Customers.

## Partner

Startups who have established a business relationship with Altice after joint validation or co-product development.

**Marketing:** promotion of startups with Altice Customers and Partners.

**Bizdev:** bridge-building with some of Altice's main business and / or financial partners.

# Open Innovation

The further we want to go, the more united the teams have to be. This is ENTER's cornerstone: for everyone to reach the next level, they must unite and grow with Altice Labs.

# Interest areas



## Cloud, NFV, SDN

Cloud and virtualization technologies for IT and Telecom networks (NFV, SDN).



## Security & Privacy

Platforms, Applications and Technologies for cybersecurity and privacy.



## IoT, SmartCities, automation

Vertical platforms and applications for IoT. Sensors, Actuators and Gateways. Comprehensive and integrative solutions for Smart Cities.



## Big Data, Machine Learning, Artificial Intelligence, Data Visualization

Platforms, applications, algorithms applied to Big Data solutions, data visualization and application of Machine Learning and Artificial Intelligence techniques.



## Digital Media platforms and Advertising

Media, content and entertainment as a catalyst for telecommunications and advertising services.



## Advanced Communications Solutions

HW and SW technologies for advanced Fiber Optic networks and 4G and 5G mobile networks, 3P and 4P service networks.



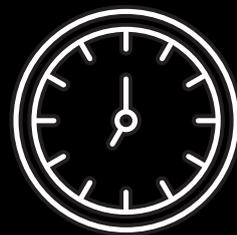
## Optimization Processes / Customer Mgmt

Solutions that aim to reduce costs or improve the company's processes.

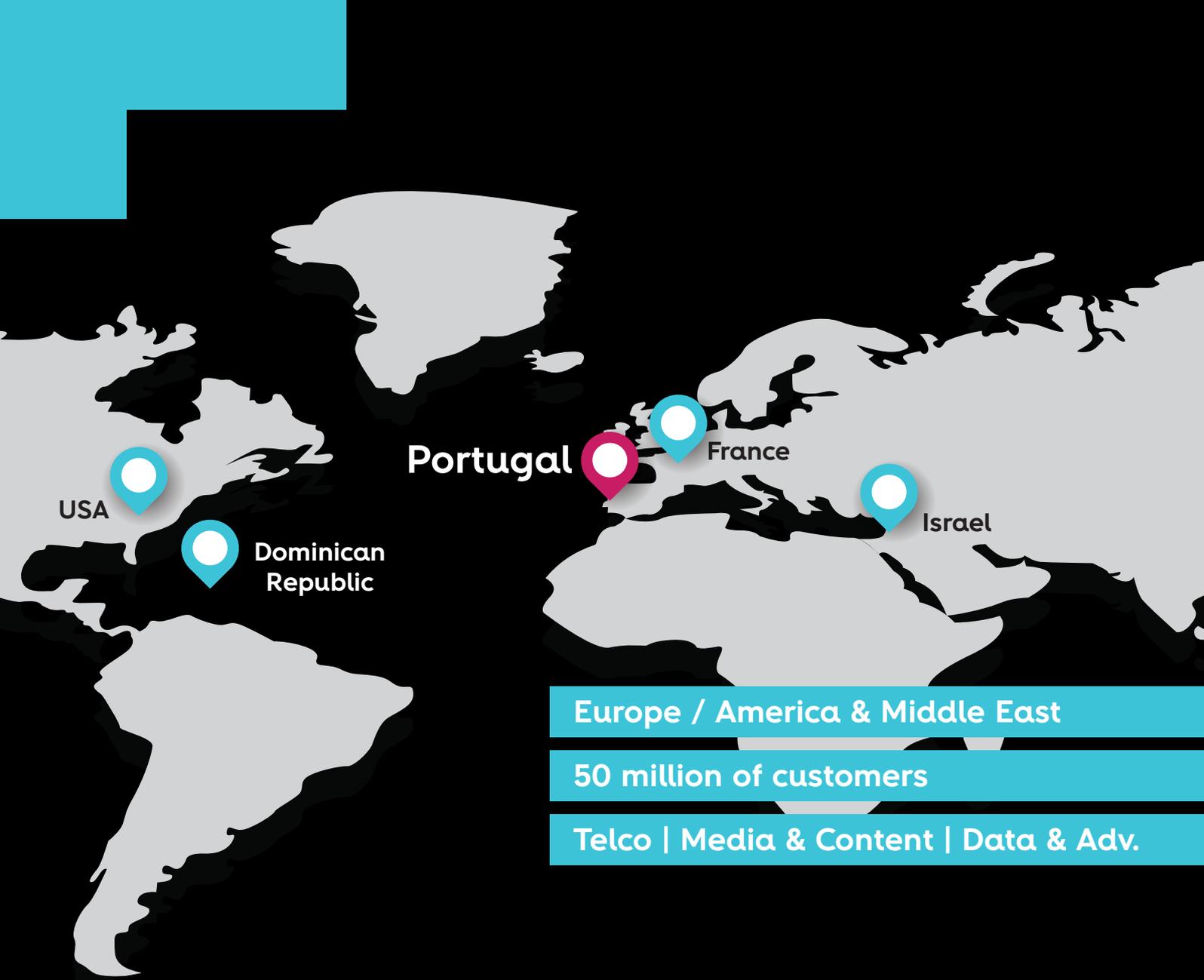
# Where we are



Rua da Moeda, nº 7  
1200-109 Lisboa  
Portugal



Open daily  
from  
7am to 9pm



USA

Dominican  
Republic

Portugal

France

Israel

Europe / America & Middle East

50 million of customers

Telco | Media & Content | Data & Adv.

## Altice Portugal

Telecommunications market leader in Portugal with an extensive P&S portfolio: voice and data services (fixed and mobile), BPO services, IoT, Cloud & IT and TV & media services.

## Altice Labs

Recognized background in innovation with strong R&D centers.

[enter@alticelabs.com](mailto:enter@alticelabs.com)

<http://www.alticelabs.com/site/enter/>

