



## Frequent Asked Questions

### Why to enter an Accelerator?

Accelerators can provide important early validation of your project. Companies typically participate in an accelerator for a limited period. Usually, their time in the accelerator ends with a demo day or a pitch event in which startups present themselves and their product. Some accelerators demand payment for their services while others ask for a symbolic fee. The ST-Up Accelerator program requires no fee.

### What does the ST-Up Accelerator?

In the world of physics, a particle accelerator is a machine that accelerates elementary particles, such as electrons or protons, to very high energies. Particle accelerators produce beams of charged particles that can be used for a variety of research purpose. Likely, the ST-Up Accelerator will accelerate the late stage startup giving privileged access to ST, Business Units, Manufacturing and R&D facilities and Strategic Partners, to achieve long term Research and Development partnerships.

### What is the difference between an incubator and an accelerator?

Accelerators pay close attention to each startup, while incubators provide ad-hoc help to early stage startups with legal, investments and business services. The ST-Up Accelerator differentiates itself by proposing an adapted model to empower late stage fabless startups to scale up and build great global companies, with great hardware. The ST-Up contributes to empower innovators in an ecosystem of continuous innovation.

### How do the ST-Up Accelerator programs work?

More specifically, accelerator programs are programs of limited duration that help cohorts of startups till the demo days. The ST-Up is an 18-month program divided in 5 phases to accelerate growth of semiconductors Start-ups through a comprehensive mentorship program laying the emphasis on three ST advantages of cooperation:

- Facilitate access to ST's broad **portfolio**, technologies, and development tools
- Accelerate the industrialization of the startup's innovative product: **Privileged access to ST resources** (Divisions, R&D, manufacturing, test)
- Collaborate by enabling **access to strategic partners** (OEMs, EMS, customers, partners, channels, IP etc.) and Increasing market exposure and visibility.

### What startup accelerators really do?

Startup accelerators support growth-driven companies through business coaching, mentorship, and financing. Startups enter accelerators for a fixed period, and as part of a cohort of companies. The ST-Up does not take equity, doesn't provide amount of seed capital or working space but provides startup access to ST BU technical knowledge and Manufacturing expertise, tools, resources, and Strategic Partners connections to help them achieve their goal. Our common objective is to build Strategic long-term partnerships with high-growth potential partners

## **How does the ST-Up help startups?**

Startups often struggle to find clients and investors at the beginning of their journey. The ST- Up Accelerator reduces the cost of startups POC providing key mentoring help, business connections and even collaborative funding support (for instance with by governmental R&D cooperation agreement Framework like the one signed with the IIA with Multinational Corporations)

This funding could support the joint POCs and provide in-kind services that can take the form of facilities or resources, such as technological guidance, manpower, equipment, use of labs, discounted/free software licenses, regulatory advice and more, instead to cash funding.

## **Is The ST-Up Accelerator investor?**

No, an accelerator is a fixed term program that usually lasts up to twelve months. It provides a combination of education, mentoring, and networking, often with investment. The ST-Up is not a funding program and is different from other forms of investment and incubation, such as angel investing, grants, or incubators.

## **Why Is the Accelerator Interested in My Startup?**

Because we see a technological complementary and because we think our program can help you. The ST-Up has selected you because we like your technology, see it as a big opportunity, and does not want to miss out. The ST-Up Accelerator will provide added valued models of committed collaboration to develop ASIC/ SoC, foster IP partnership or strategic product definition.

## **Have You Ever Fired a Startup During the Program?**

Not every accelerator has ended a relationship with a startup in less than ideal circumstances. It does happen though, and the story is usually instructive.  
In case such a thing happens, we try hard to identify the mistakes made that led to the problem.

## **What is the benefit for a fabless startup?**

The ST-Up Accelerator does not pay the Mentors and benefits of a unique innovation ecosystem in the field of the semiconductors industry. Our ST-Up Champions team is part of the ST Management team and is highly knowledgeable of the ST vision and best in class proposal.