



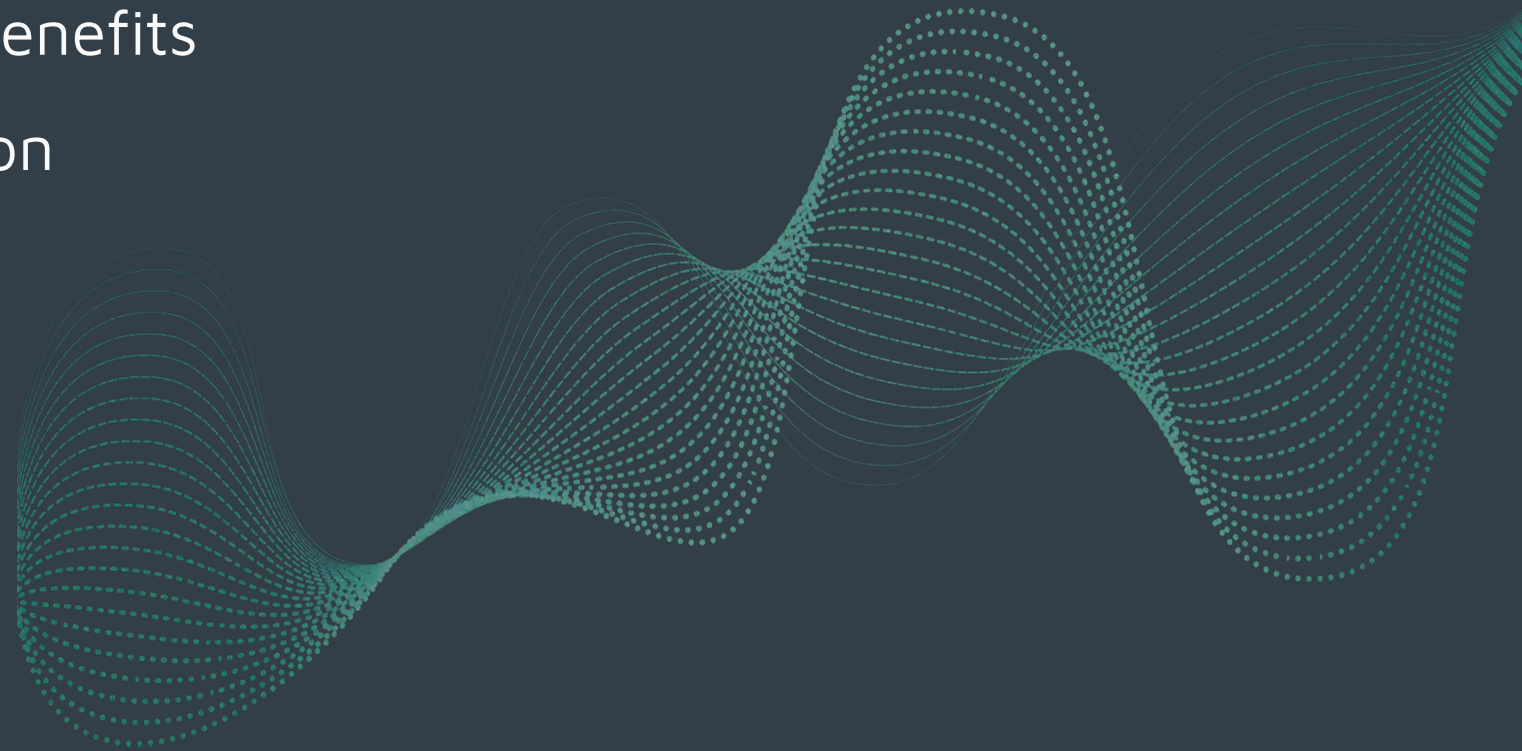
# Quantum Business Network

## 11 MEMBERSHIP BENEFITS

Be part of the world's leading quantum business network!

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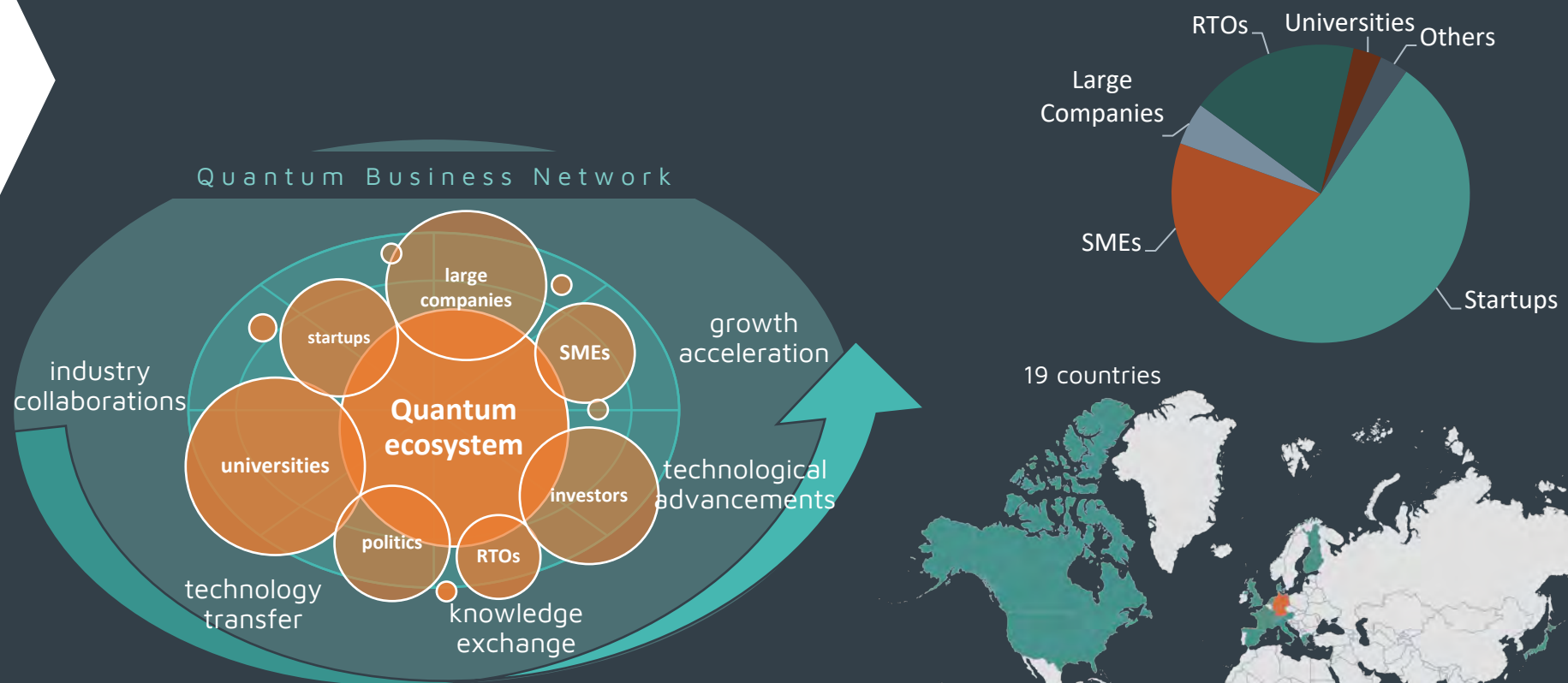
IQBN >

Building a strong  
Quantum Industry  
together!

## Global QBN is more than an ecosystem

QBN is the world's leading business network that promotes **networking, business creation and the development of organizations** working in the field of quantum technologies and its value chains. We bring together people from industry, science and politics and connect you with the entire value chain to build a strong Quantum Industry in Europe.

# QUANTUM BUSINESS NETWORK

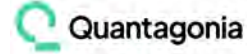
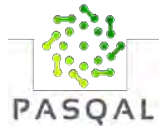




# Quantum technologies are the deepest of deep tech

The deepest of deep tech requires **interdisciplinary knowledge exchange and collaborations** across disciplines and all areas of quantum technologies, their enabling technologies, e.g. photonics, and along the supply chains from components to systems to industry applications.

- › Quantum Computing and Simulation
- › Quantum Computing Software and Algorithms
- › Quantum Communications and Cryptography
- › Quantum Sensing, Imaging and Metrology
- › Quantum Enabling Technologies
- › Quantum Technology Applications





# QBN TEAM



Johannes Verst  
CEO



Adrià Gómez Olivella  
BD & Community Manager



Una Šlanka  
Marketing & Events



Nina Verst  
Projects & Office



Haissam Hanafi  
QT Manager

QBN team combines a strong background in deeptech and quantum technologies with experiences in company building, innovation management and international cluster management. We put our network and expertise to provide QBN members with growth acceleration and technological advancements.

# 5 PILLARS FOR BUILDING A STRONG QUANTUM INDUSTRY

## QBN members have a head start

As a QBN member, we provide you with **growth acceleration and technological advancements** through industry collaborations, deep market insights, visibility and supportive structures, business development, technology transfer and innovation support as well as entrepreneurial mentoring and fast access to private and public funding.

### Platform

Business collaborations and knowledge exchange in a trust-based environment covering all QTs and their entire supply chains

### Visibility

Marketing and PR support for quantum technologies and its stakeholders

### Lobbying & Governance

Supportive structures for your company as well as strategic governance



### Tech & Business Acceleration

Innovation, Collaboration and Business Development support, fast access to public and private funding

### Consulting & Services

Technology transfer, Holistic support from business-case development to fast access to finance



# Platform

Business, Collaboration, Leadership and Culture – it's all about People!

## QBN Working Groups

- › Quantum Computing & Applications
- › Quantum Communications & Cryptography
- › Quantum Sensing, Imaging & Metrology
- › Diamond Quantum Technologies

## QBN Portal

- › Competence Search & Forum
- › News, Events & Jobs
- › Funding Opportunities

## QBN Forum



- › Meet international quantum experts and leaders covering the entire value chain
- › Connect to potential business and collaboration partners
- › Gain market insights
- › Identify and discuss relevant challenges and trends in R&D and business.
- › Create a supportive and flourishing environment

# 2

# Visibility

Your Marketing Multipliers Boosts Physical & Digital Awareness

## Promoting Success Stories

- › News incl. Press Releases, Product Lunches
- › Events incl. webinars & competitions



## QBN Quantum Leadership Sessions

Livestream & On-demand Products & Services Showcase



## QBN Quantum Industry Summit

## QBN Joint Booths & Talks



# 3

# Lobbying & Governance

Conducive and thriving environments produce world leaders - every voice counts!

## Our common voice

- › Positioning quantum as key technologies in politics to attract tailored funding
- › Increase the awareness for your solutions and applications to unleash the innovation potential
- › Tackle most pressing and long-term challenges to commercialize quantum technologies
- › Provide ministries with your ideas and needs for future roadmaps and strategies
- › Drive strategic governance topics to secure national sovereignty and business certainty
- › Harness commonalities and eliminate gaps to pave the way for industrialization



# 4

# Consulting & Services

Think big, work smart and ask for help!

## Fast access to public funding

- › Consortia & Proposal development
- › Dissemination and exploitation
- › Project Manager

## Industry End-user

- › Business and use-case development for Quantum Computing, Communication and Sensing

## Strategic & Ops excellence

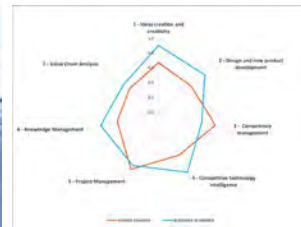
- › Strategy workshops to leverage innovation and business potentials and reduce economic risks
- › Quantum Technology Onboarding for newbies to participate in or benefit from emerging qt market

## Investors & Startups

- › Advisory services for investors
- › Startup coaching & fundraising support

## Collaboration & Market Insights

- › Business trips & Collaboration initiation
- › Technology Transfer, Joint Ventures & Spin-offs
- › Market & Tech reports

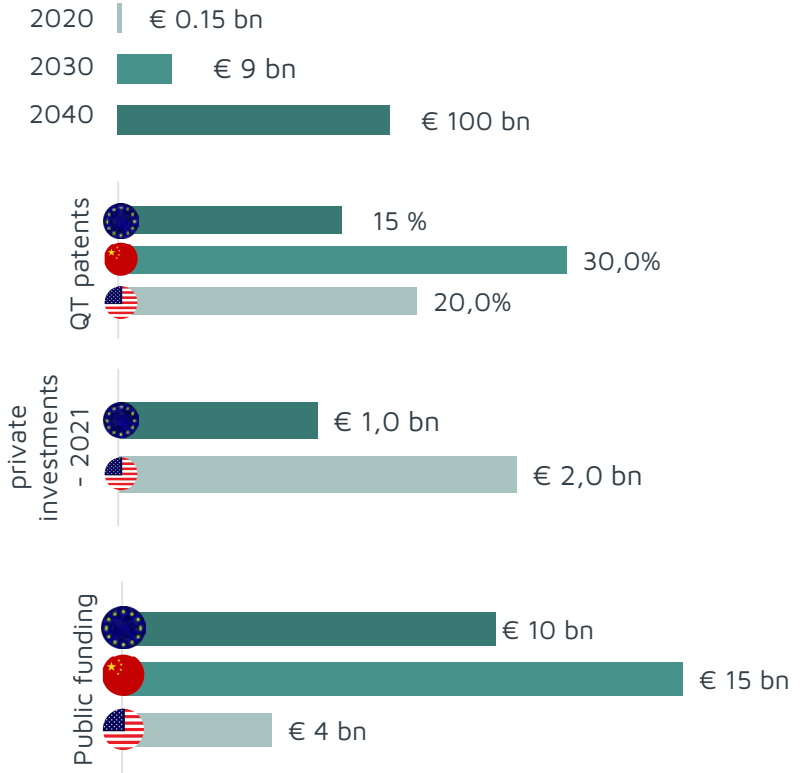


# Tech & Biz Acceleration

Innovation & sustainable development is more than a Vision.

## Venture, Company & Organization Development

- › Get a fast ecosystem onboarding
- › Fast access to private & public funding
- › Valuable industry collaboration opportunities
- › Increase your visibility in the community and your user industry
- › Drive the internationalization with a clear strategy and partners abroad
- › Get hands-on support and sparing partner
- › Get discounts on consulting & services





# SUCCESS STORIES EXCERPT

QBN is people-focused and hands-on, driving the industrialization of quantum technologies in the EU and globally.

- › 2 active projects: SQuaD & DIN SPEC
- › 100+ collaborations & business partnerships initiated
- › EUR 150M public funding acquired
- › 20+ Working Group meetings & 8 Webinars
- › 28 startups advised, EUR 17M private investments mediated
- › 7 companies settled in EU
- › 15 consulting workshops & advisory projects
- › Continuous contribution to European & national strategies
- › Conference partner of Quantum Effects
- › QBN Joint Booths at World of Quantum, Photonics West, APS March Meeting, Quantum Effects
- › Followers: Newsletter 1.3k+, Twitter 0.5k+ LinkedIn 9.4k+





# 11 MEMBERSHIP BENEFITS

Be part of the world's leading quantum business network!

# QBN Membership Benefits

Join world's leading network and [accelerate your quantum business!](#) QBN aligns its activities and services closely to the needs of its members and the growing quantum industry.

1. Connecting to Business and Collaboration Partners
2. Lobbying for a Supportive Environment
3. Fast Access to Public Funding
4. Access to International Network Covering Your Entire Value Chain
5. Knowledge Exchange and Deep Insights
6. Promotion and Visibility for Your Company
7. Premium Access to Industry-specific Platform
8. Consulting & Technology-Business/Use-case Development
9. HR Support & Educational Trainings
10. Startup-Support & Access to Private Capital
11. Access to Technology, Ecosystem and Market Data

# 1. Connecting to Business and Collaboration Partners

Connect to potential business and collaboration partners and gain insights into companies, institutions and markets.



QBN organizes numerous meetings and events, e.g.

- › QBN Members Dinner at World of Photonics/Quantum
- › QBN Joint Booth and Networking Lunch at World of Photonics/Quantum
- › QBN physical Meeting on Quantum Systems – Cooling, Connecting & Controlling
- › QBN physical Meeting on Quantum Communications
- › QBN virtual Meeting on Practical Quantum Computers Programming
- › QBN virtual Meeting on Quantum Computing for Finance
- › QBN virtual Meeting on Quantum Cybersecurity
- › QBN virtual Meeting on Diamond Quantum Sensing
- › QBN Webinar on Quantum Computing for Material Science and Pharma
- › QBN Webinar on Diamond-based QT for Mobile Applications
- › QBN Webinar on Public Funding Opportunities in the EU and Germany

Upcoming events: <https://qbn.world/home/qbn-events/>

## 2. Lobbying for a Supportive Environment

Create a supportive and flourishing environment for your company and the quantum community by joining QBN's public policy and community activities.

- › Drive strategic governance topics to secure national sovereignty
- › Develop recommendations for national and international policy makers and governments
- › Develop Whitepapers targeting politics and end-user
- › Provide funding agencies with your ideas and need for future funding programs





### 3. Fast Access to Public Funding

Get fast access to European, national and regional public funding and benefit from QBN's participation in funded initiatives and projects.

- › Proposal development
- › Project management
- › Dissemination and exploitation
- › Consortia building
- › Funding database



The screenshot displays the QBN website interface. At the top, there is a header with the QBN logo, the European Union flag, and the German flag, with the text "Overview & Networking" and "Public Funding Opportunities for Quantum Technologies in the EU and Germany". Below the header, there are logos for the "Bavarian Research Alliance" and the "Bundesministerium für Wirtschaft und Energie". The main content area features a search bar with the text "quantum sensors" and a magnifying glass icon. To the right of the search bar are two dropdown menus: "Europe" and "European Comm". Below the search bar, there is a grid of eight funding opportunity cards. The first card is titled "Quantum Austria" and is marked with a red arrow pointing to the search bar. The other cards include "SME-Innovative Information and communication technology (ICT)", "Funding of joint projects of the collective enterprise EuroHPC", "Microelectronics research factory for novel computing technologies (QNC modules)", "Quantum technologies for space gravimetry", "Framework Partnership Agreement for developing the first large-scale quantum", "Quantum sensing technologies for market", and "Basic Science for Quantum Technologies (RIA)".

Latest calls: <https://qbn.world/home/qbn-funding/>

## 4. Access to an International Network Covering Your Entire Value Chain

Get access to an international network covering your entire value chain – QBN is highly connected to initiatives and networks around the world from quantum technologies, its enabling technologies and application industries.

- › International presents at conferences and exhibitions
- › QBN Joint Booths & Talks presenting its members
- › Delegation trips to quantum hot spots





## 5. Knowledge Exchange and Deep Insights @ QBN Meetings

Drive the agenda with your topics, ideas and needs and have registration priority at all QBN business, technology and networking events. Bringing together end-users with developers, suppliers and integrators in a **trust-based environment** creates the perfect foundation for technology transfer as well as knowledge and experience exchange.

- › Meet international quantum experts and leaders from the entire supply chain
- › Discuss relevant challenges and trends in R&D and business
- › Connect to potential business and collaboration partners
- › Gain market insights

### Spirit of the QBN meetings

- › Focus on “What can we do for each other?” and “What can we do together?”
- › Limited seats by invitation only



# 6. Promotion and Visibility for Your Company

QBN is proud of its members and happy to promote their success stories on all digital and analog channels.

- We share with our network our members
- > News & press release
  - > Product launches
  - > Job openings
  - > Events e.g. webinars and competitions

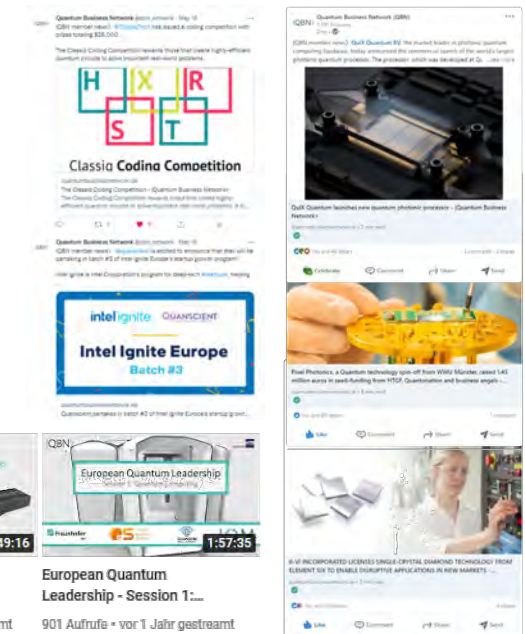
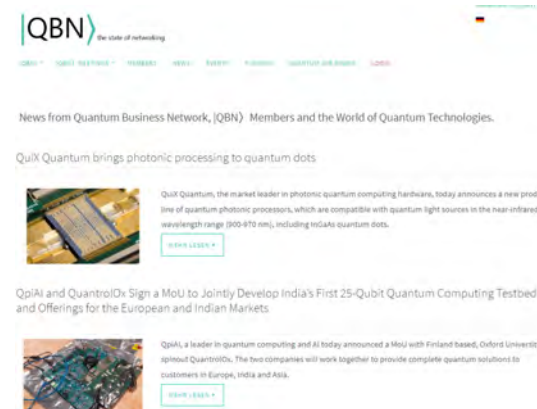
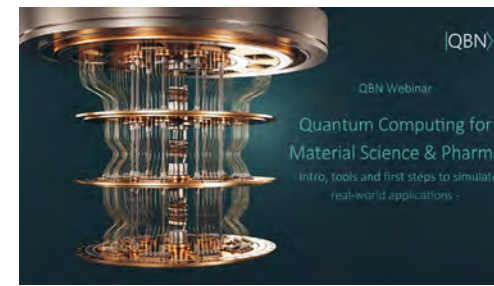
Digital QBN channels

- > Website
- > Newsletter
- > Whitepapers
- > Webinars
- > YouTube
- > Twitter
- > LinkedIn

Analog QBN channels:

- > Joint Booths at conferences and fairs
- > Printed Flyers and brochures
- > QBN conference talks
- > Whitepapers

Latest news: <https://qbn.world/home/qbn-news/>



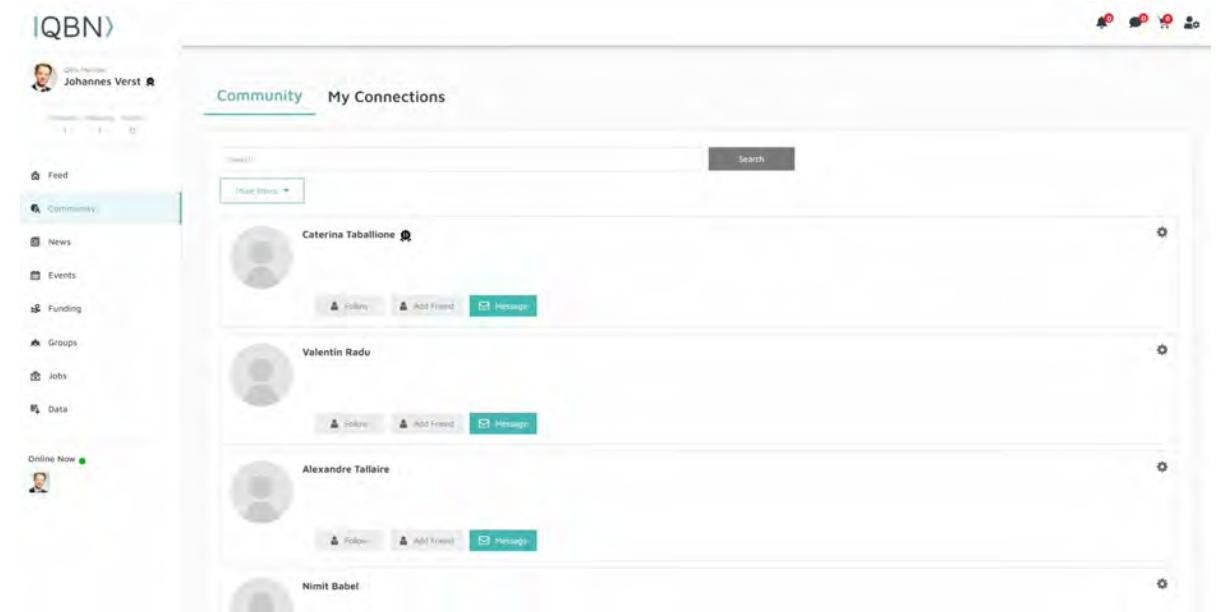




## 7. Premium access to an industry-specific platform

All employees of QBN members gain premium access to an industry-specific platform and wear the QBN member batch.

- › Stay up to date in tech, business and politics
- › Connect with potential business partners
- › Share job vacancies, events, product launches and press releases with the network.
- › Get funding and collaboration support
- › Access digital working groups
- › Access technology presentations
- › Download QBN market and tech reports
- › Receive members only information and Invitations



## 8. Consulting & Technology-Business/Use-case Development

QBN members get general advice and special discounts on consulting and innovation support from the first workshop to roadmap and measures definition to the support or accompaniment of the implementation.

- › Strategy workshops to leverage innovation and business potentials and reduce economic risks
- › Quantum Technology Onboarding for newbies to participate in or benefit from emerging qt market
- › Technology Transfer between universities, businesses and governments to share skills, knowledge, technologies, manufacturing methods, and more
- › Business and use-case development for end-users of Quantum Computing, Communication and Sensing
- › Individual founder & startup coaching to enable people navigate in deeptech space and drive their quantum ventures from lab to market leadership





## 9. HR Support & Educational Trainings

QBN provide its members with active promotion of their job openings from QBN job board on social media and in QBN newsletter. QBN also takes its members' job offers to trade fairs and presents them at job boards.

QBN members can benefit from industry-specific business and technology trainings and educational programs (coming soon).



### Quantum Job Board

Join the creation of the quantum future and apply to a [QBN] member. Here you will find vacancies related to Quantum Technologies from companies, start-ups, research and technology organizations and universities.

Keywords
Location

Choose a category...

Search Jobs

Freelance
 Full Time
 Internship
 Part Time
 Temporary

<b>IT Operations Manager DevOps</b> Quantum Brilliance GmbH	Stuttgart (Germany)	<b>Full Time</b> Posted 3 weeks ago
<b>Senior Application Engineer – Quantum Software and Applications</b> Quantum Brilliance GmbH	Stuttgart (Germany)	<b>Full Time</b> Posted 3 weeks ago
<b>Wissenschaftliche Mitarbeiter*innen für Quantum Computing</b> Fraunhofer AISEC	Garching bei München	<b>Full Time</b> Posted 3 months ago
<b>Quantum Researcher Experiment (all levels)</b>	Stuttgart (Germany)	<b>Full Time</b>



## 10. Startup-Support & Access to Private Capital

As QBN member you benefit from special startup support, fast access to private capital and entrepreneurial mentoring.

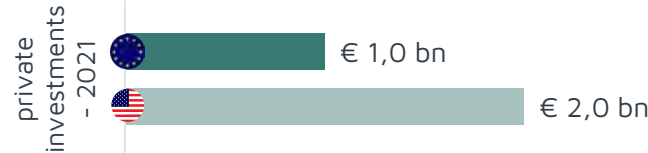
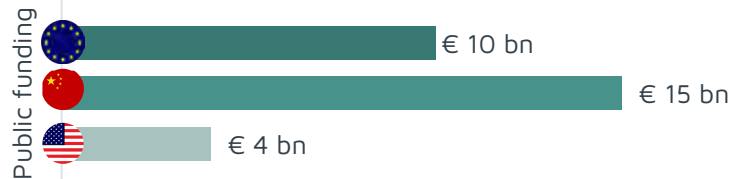
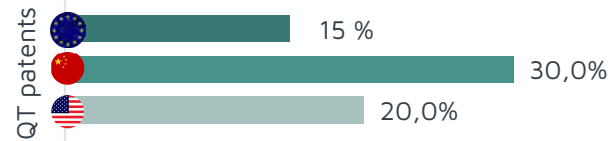
- > Open an office in Europe or one of its member states
- > Drive the internationalization with a clear strategy and partners abroad
- > Get a fast regional ecosystem onboarding
- > Valuable industry collaboration opportunities
- > Increase your visibility in the community and your user industry
- > Get discounts on intense founders and startup coaching
- > Black Quant - The Quantum Future Fund
- > HTGF – Hightech Gründer Fonds
- > SpeedInvest
- > European Investment Fund
- > And many more

QBN has a large network of quantum technology investors from business angels to corporate investors and venture capital funds and is happy to build the right fundraising strategy with you.



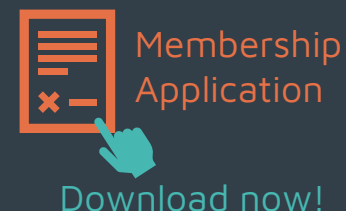
# 11. Access to Technology, Ecosystem and Market Data (coming soon)

Free access to technology presentations, QBN reports and ecosystem data for all employees of QBN members to use them for your corporate strategy, new product developments, innovation management, R&D, sales and marketing.



Technology Presentations: <https://qbn.world/qbn-feed/data/>

Join world's leading  
network and accelerate  
your quantum  
business!



2023 Membership fee:

Global player (> 150 m. € annual revenue)	10 000 €
Company (< 150 m. € annual revenue)	6 000 €
SME (< 50 m. € annual revenue)	3 000 €
Start-up (< 3 years or SME <1 m. € annual revenue)	1 000 €
Research Technology Organization/University Faculty/Other	2 000 €
Natural person (without quantum business affiliation)	150 €

# Let's build a strong Quantum Industry together!

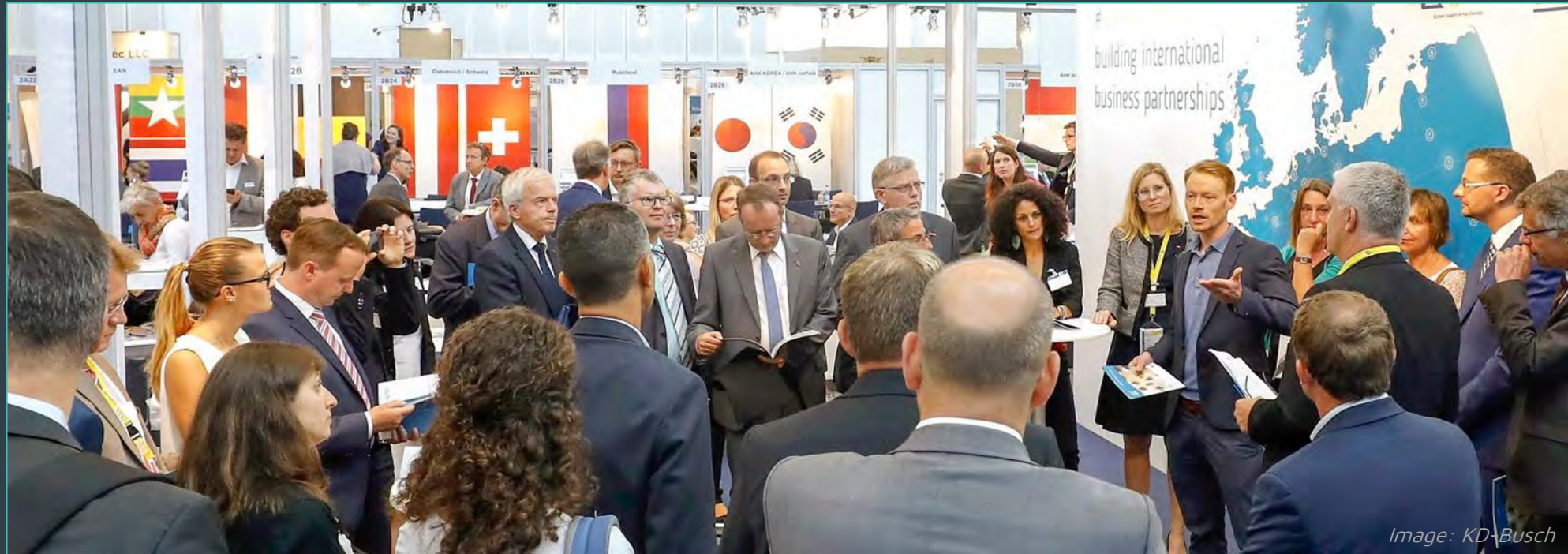


Image: KD-Busch

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