

Scientifica Venture Capital unveils a new empowerment service for start-ups: the *Plus Seeker*

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True experts at the service of emerging enterprises in their most critical stages, thanks to the expertise of EY and its professionals.

One of the main objectives of Plus Seeker is to **enhance** the **management skills** of start-up founders, especially in projects with high technical-scientific content.

As of today, there are over 17,000 innovative companies (start-ups and SMEs) in Italy. In particular, in 2022, the number of innovative companies increased by 6.4% on an annual basis.

The initial **phases** of the **start-up** life cycle – pre-seed, seed, and early stage, also known as the “Death Valley” – are **extremely delicate** because they are characterized by dynamics of great instability in which many financial resources are consumed.

These dynamics can impact the project’s development and influence the success of the initiative, with decisive consequences for market validation activities and the raising of new capital in subsequent rounds.

To address these critical issues, **Plus Seeker** is born, the service of Scientifica Venture Capital that provides **start-ups** with targeted **support in the most delicate growth phases**. Young companies often face a series of challenges that require specific skills to be overcome effectively and efficiently. Working closely with experienced and established professionals allows start-ups to avoid mistakes, access specialized skills, and benefit from a long-term strategic vision.

Plus Seeker **entails the collaboration between the start-up and a task force of professionals**, managerial figures with the expertise to provide solid knowledge in areas such as **strategic consulting, business development and financial management**. These skills will help start-ups define a winning strategy, optimize business practices,

manage financial resources efficiently and build lasting relationships with customers and business partners.

In essence, thanks to Plus Seeker, start-ups can **shorten the time** to achieve commercial **traction**.

Furthermore, to assist start-ups in strategic Post Deal Execution activities, included in the range of services provided by Plus Seeker, **Scientifica Venture Capital** will leverage the support of **EY** experts who, through their network of professionals, will be able to deliver consultancy services with high strategic content.

“We recognize that the success of a start-up depends not only on the skills of the founder’s team or the initial funding but also on the implementation of an adequate execution plan and the realization of a solid path to affirmation and expansion. Plus Seeker represents a great opportunity for start-ups in need of specialized support to realize their potential because it offers the possibility of accessing a broader strategic and operational vision,” says **Riccardo D’Alessandri**, managing partner of Scientifica Venture Capital.

“We believe that this synergy can create a favorable environment for innovation and entrepreneurial growth, providing companies with the resources and know-how necessary for success.”

With Plus Seeker, **Scientifica Venture Capital enriches the panel of services** offered to start-ups, providing them with a combination of tools such as funding, mentorship and operational support, a winning blend that has quickly led the investment holding to build a portfolio with a constant upward revaluation perspective.

Learn more [here](#)