

# Laying the Groundwork for Investment Success: A Step-by-Step Guide



Website:

[CyberLab Startup  
Accelerator Karlsruhe](#)

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## Build a Robust Business and Financial Blueprint

Craft a solid foundation that proves your venture is scalable, credible, and ready to create value

- Ideation and business plan development with [EXI-Gründungsberatung](#) (for Early stage)
- Build and validate the business idea with [CyberLab Startup Accelerator](#) (for Pre-seed stage)
- Get scalable with [Scale-Up Leadership Program](#) (for Seed stage)



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## Become Investor-Ready

Align your story, strategy, and materials to show you're ready to raise and grow

- First funding and co-investment with the [BW Pre-Seed Program](#) (for early stage)
- Guidance to enter the fundraising process with the [Startup Financing Support](#) from CyberLab (for late pre-seed to early seed stage)

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## Engage, Negotiate and Close

Target the right investors, structure smart deals, and build lasting relationships

- Scale by connecting with suitable investors with the [KI-Investoren-Plugin](#) from KI-Allianz Baden-Württemberg (Seed to Series C)
- Access pitch and venture event exposure with CyberLab, de:hub Karlsruhe and EDIH-AICS Network (all stages)



## Public funding opportunities for AI and cybersecurity:

Public funding can be a powerful growth lever – especially in digital innovation, AI, and cybersecurity. Many programmes offer non-dilutive capital, support high-risk RandD, and boost credibility through formal evaluation.

Explore open calls in the EDIH-AICS public funding database: [edda-hilft.de](https://edda-hilft.de)