



EIT DIGITAL

Open Innovation Factory 2023 – Cutoff 2
Information Session – September 5

Welcome!

Information session Open Innovation Factory 2023

YOUR HOSTS



Dénes Csiszár
Acceleration Manager
EIT Digital



Antonio García-Hortal
Innovation Lead
EIT Digital

Today's Agenda

15:30 EIT Digital Introduction

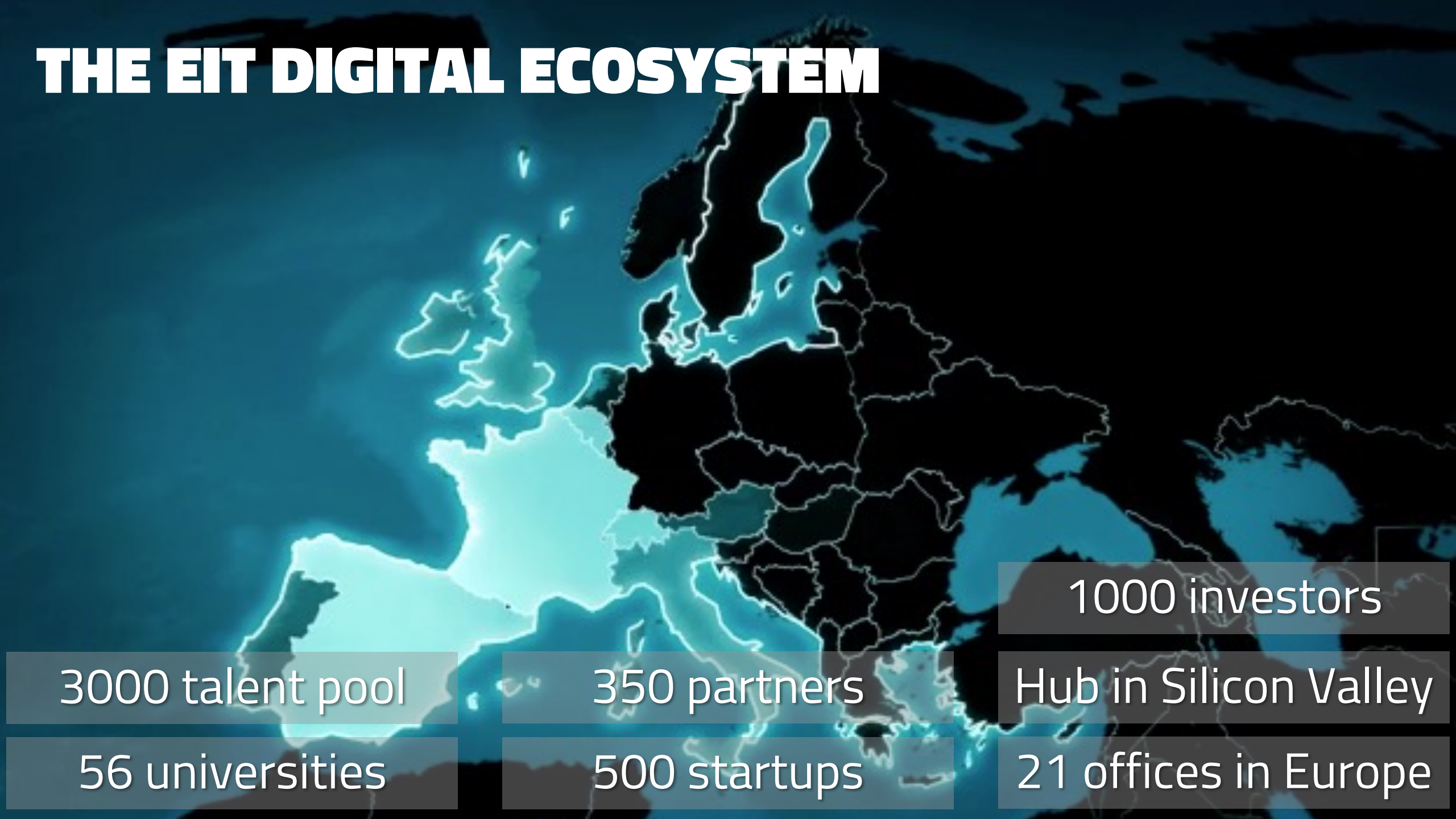
15:40 Open Innovation Factory 2023 Cut-off 2

16:10 Success stories

16:20 Next steps

16:30 Q&A

THE EIT DIGITAL ECOSYSTEM



3000 talent pool

56 universities

350 partners

500 startups

1000 investors

Hub in Silicon Valley

21 offices in Europe

EIT Digital is an **Impact** organisation

3000

EIT Digital
Master School
graduates

250+

EIT Digital's
Deep Tech
startup portfolio

€1,3B

Total funds raised
by EIT Digital
supported **scaleups**

€100M

EIT Digital-led Strategic
Partnerships and
collaboration for **EU projects**

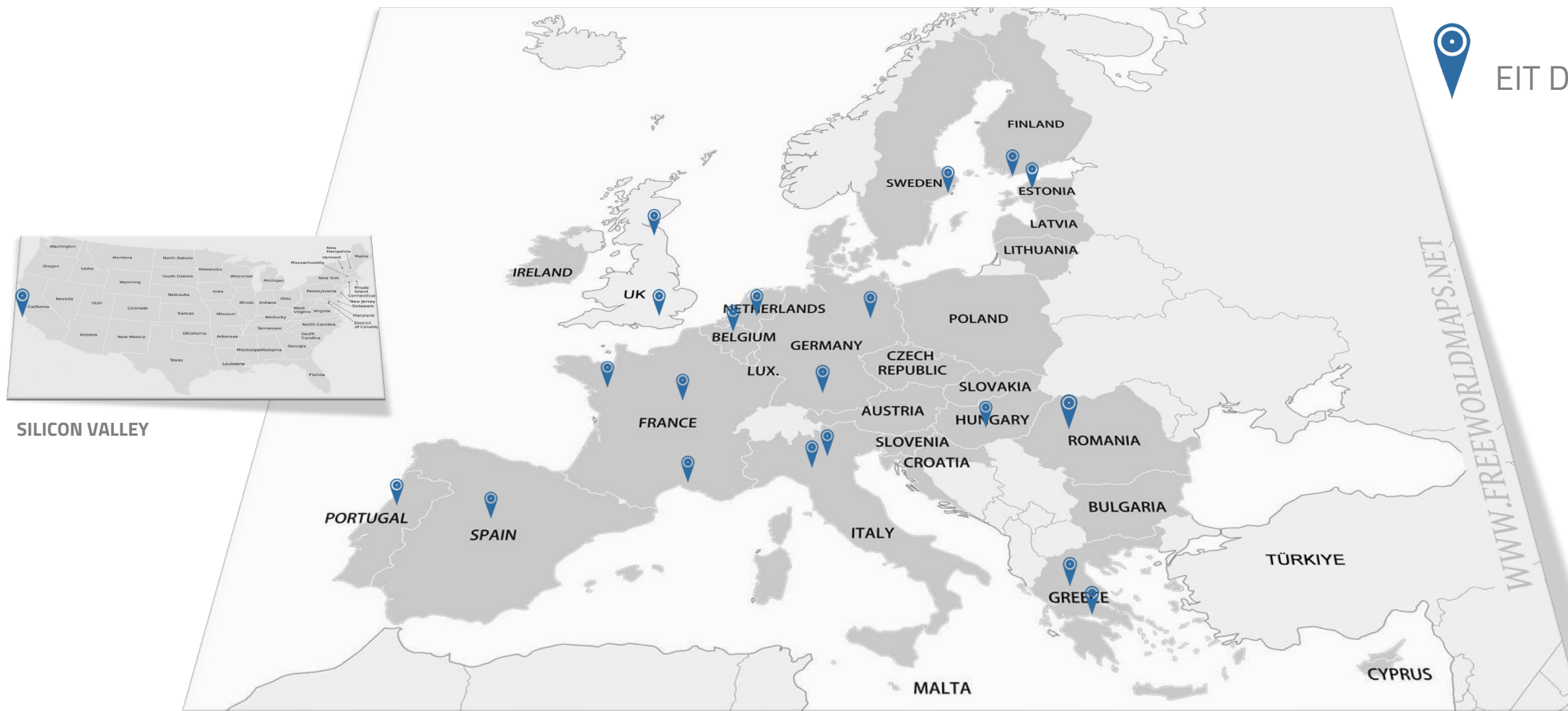
EIT Digital is partnership organisation. With an ecosystem of 350+ digital innovators, most of our programs and initiatives are made in collaboration with them.

We are bringing together academia, research and innovation. Our aim is to build a competitive digital Europe, aligned with the UN Sustainable Development Goals.

600+ ventures emerging from the EIT Digital ecosystem



Local synergies



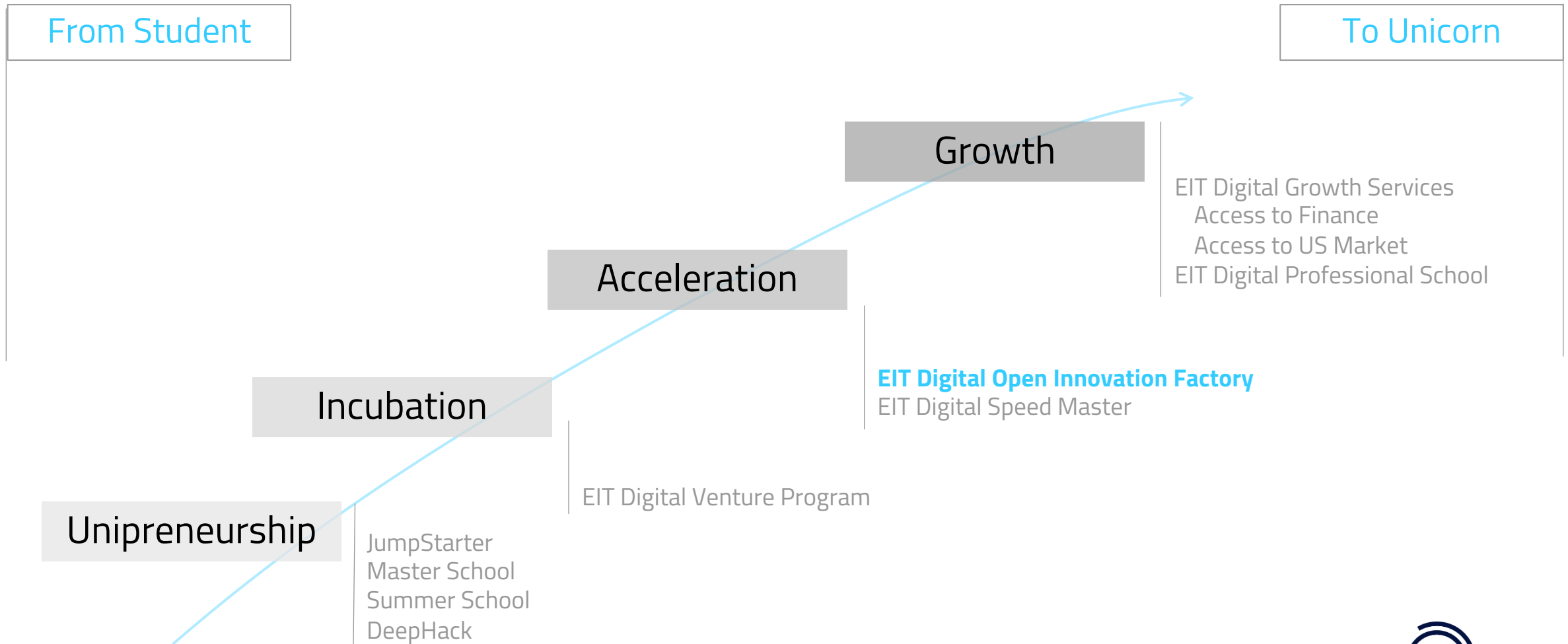
EIT Digital Office



Digital

Unrivalled **entrepreneurship** initiative

#DIGITAL
#DEEPTECH



EIT Digital Open Innovation Factory

From product-market fit to scalable revenue

EIT Digital **Innovation Factory**

€400k

Financial support
provided by EIT
Digital

>2%

Equity
requested

6

Months long
program

€10k

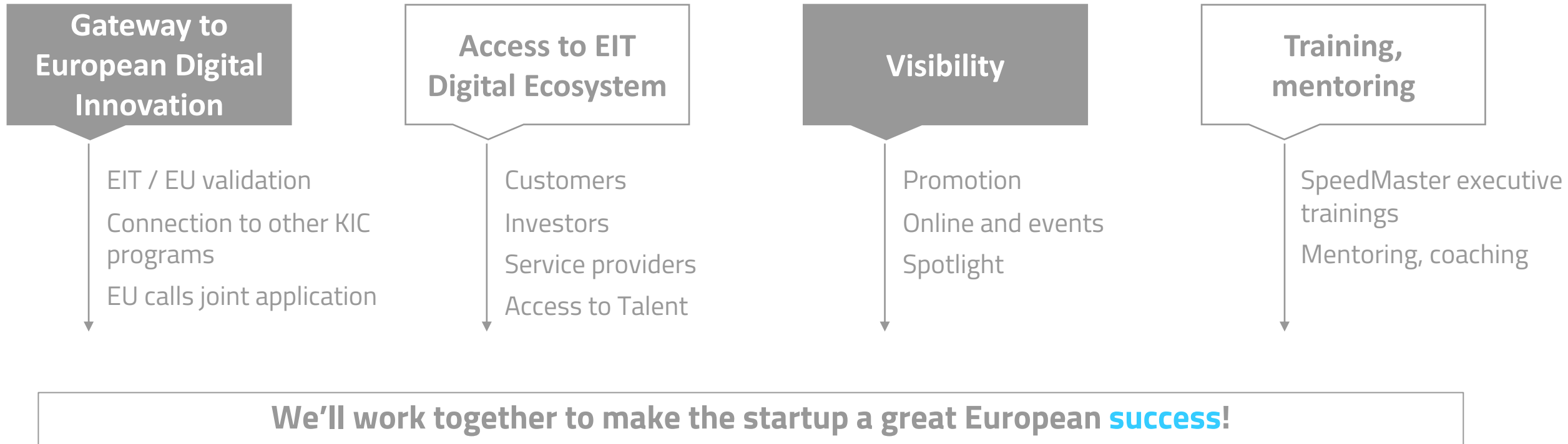
Revenue goal to
validate

Boost your startup with customers and technology providers within EIT Digital's extensive ecosystem of 350 partners and 21 European locations.

A program for fast-growing ventures that are less than **3 years old and have traction**

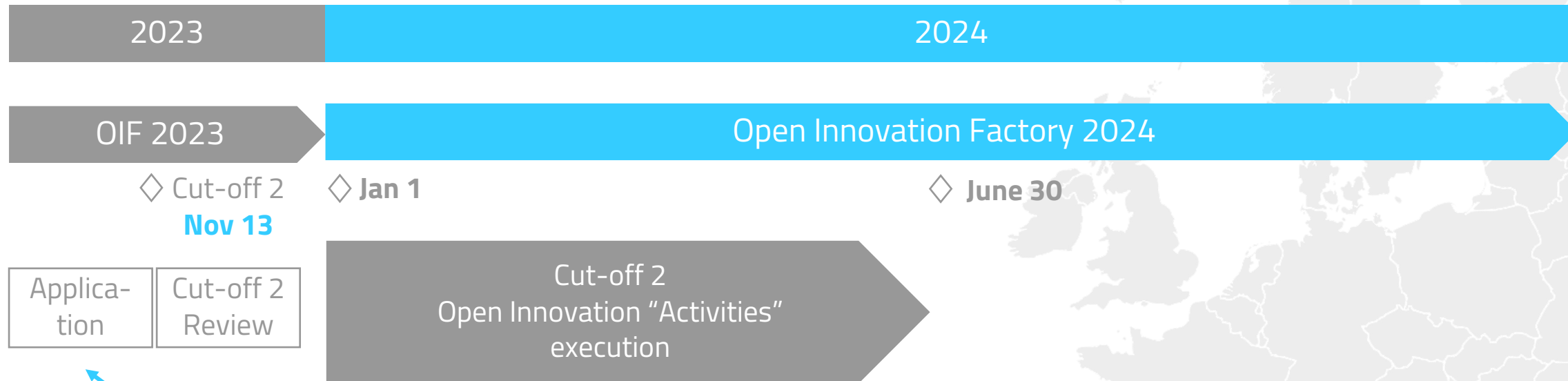
We connect you with 1 000+ EIT Digital **VC/CVC partners** and **Business Angel Networks**

How do we **help**?



Open Innovation Factory 2023 is open!

Apply to Cut-off 2



2-4 partners

2+ countries

If you are not a partner yet, you need to become one **by the start** of the activity

Open Innovation Factory 2023 is open!

Strategic Focus Areas



Digital Tech

Inventing the digital future with core technologies providing secure, robust, responsive and intelligent communications and computation.

▪ *Keywords: Connectivity, Cyber Security and Privacy, Blockchain, Internet of Things, Artificial Intelligence, Big Data, Digital ID Management, Cloud Computing, Machine Learning, Authentication, Biometrics, User Behaviour Analytics.*



Digital Cities

Serving the cities with digital technologies addressing urban mobility, citizen inclusiveness and engagement, and city safety.

▪ *Keywords: Smart City, Smart Mobility, Safety & Security, Urban Development, Autonomous Driving, Citizen Services, Citizen Participation, Environmental Management, Energy Management, Sustainability.*



Digital Industry

The digital transformation of the industry, from production to logistics to retail.

▪ *Keywords: Smart Manufacturing, Predictive Maintenance, Industry 4.0, Energy Efficiency, Resource and Asset Management, Retail, Logistics, Customer Experience, Supply Chain Management, Image Recognition.*



Digital Wellbeing

Safeguarding health for the youth, the working professional and the elderly by analysing sensor data.

▪ *Keywords: Wellbeing at Work, Self Monitoring, Prevention, Early Detection, Assisted Living, Occupational and Personal Health, Rehab, Mental and Physical Impairment Support, Coping with Chronic Diseases.*



Digital Finance

The disruption of digital transactions and institutions with technologies that allow transparency, efficiency, security and trust.

▪ *Keywords: Banking, FinTech, Payments, Insurtech, Wealth/Asset Management, Cyber Security, Big Data, Mobile Banking.*

*For more information about the five Strategic Focus Areas, read our https://www.eitdigital.eu/fileadmin/2021/publications/sia/EIT-Digital_SIA_2022-2024.pdf

Find **your partner** for Open Innovation Factory!

Startups

- Pitch deck
- Video introduction
- Partner(s) you'd like to work with

Corporates

- Problem, issue or challenge you're facing
- Ideal Open innovation partner(s) you're looking for

Academia

- Research area, experience or expertise
- Partner(s) you'd like to work with

Form submissions available after 10th September!

(link will be emailed and made available on website)

EIT Digital team will help you find your ideal partner!

EIT Digital financial support

Grant model

Up to **50%** of eligible costs

Financing up to **400K€** for the project

Payment model

Partial **prefinancing** of total grant during the activity

Reimbursement of actual costs **upon delivery**

Final reimbursement **12 months** after the start of the activity!

Equity transfer

Ideally 5 – 15%, less than 2% offered will be rejected

Transfer requires no additional payment

Financing timetable

Prefinancing	10 %	Beginning of the activity
	Up to 25%	Mid term evaluation
	Up to 25%	End of activity and reporting
	Up to 40%	After final delivery evaluation

4 dimensions for a **strong** proposal

Problem - Solution Fit

Business pain clearly described
Solution leveraging DeepTech

Market Impact

Customer as part of the team
Clear IP assets in the company
and freedom to operate

Venture Team

DeepTech expertise
Committed team with roles
clearly identified in the proposal
Strong and entrepreneurial CVs

Financial Planning

Resources clearly allocated in
financial plan (from partners,
investors, founders,..)
Investor commitment is a plus



Success Stories

Success story: Ariadne Maps (2019)



ARIADNE Maps develops a patented indoor location technology that provides high-accuracy people movement analytics while fully preserving privacy.

Partners:

- TU München (GE): IP provider
- Ariadne Maps: Solution owner
- Nokia Hungary (HU): Testing

Customers include: DB Bahn, Heathrow airport, Edeka

Investors include: Marathon VC, Sasya Terra, angel investors, Lamda Development

Closed 2M seed (2021), then 7M series-A (2023)

Success story: **AI for Alpha (2021)**



For Alpha



AI for Alpha has developed a robust tool that uses Artificial Intelligence to identify key variables to be considered on an investment decision, helping asset managers to build better performing portfolios.

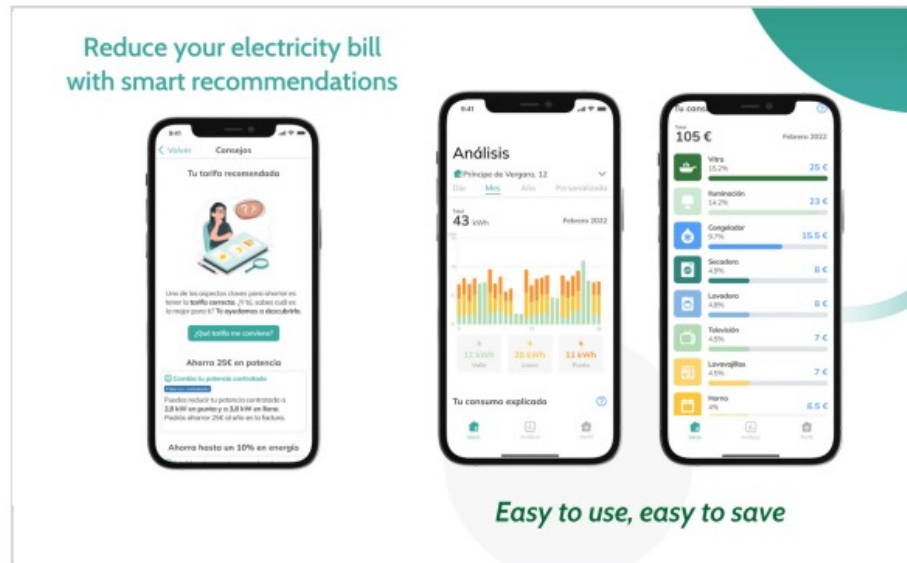
Partners:

- Ai Square Connect (FR): Tech provider
- Lombard Odier Asset Management (SUI): customer

Customers include: Lombard Odier, Societe Générale, HOMA Capital or wealth manager Meilleur Placement

Created as part of an EIT Digital Innovation Factory in the 2021 program, closed a funding round with French angel investors during the project.

Success story: Clevergy (2022)



Clevergy has developed a platform that uses advanced mathematics and machine learning to model the consumer electric consumption without deploying hardware in the houses, using NILM (Non-Intrusive Load Monitoring) algorithms.

Partners:

- Clevergy (ES): Solution owner
- RJC Soft (IT): SW development

Customers include: Naturgy (lead utility in Spain)

This venture has achieved substantial revenues during the activity timeframe.

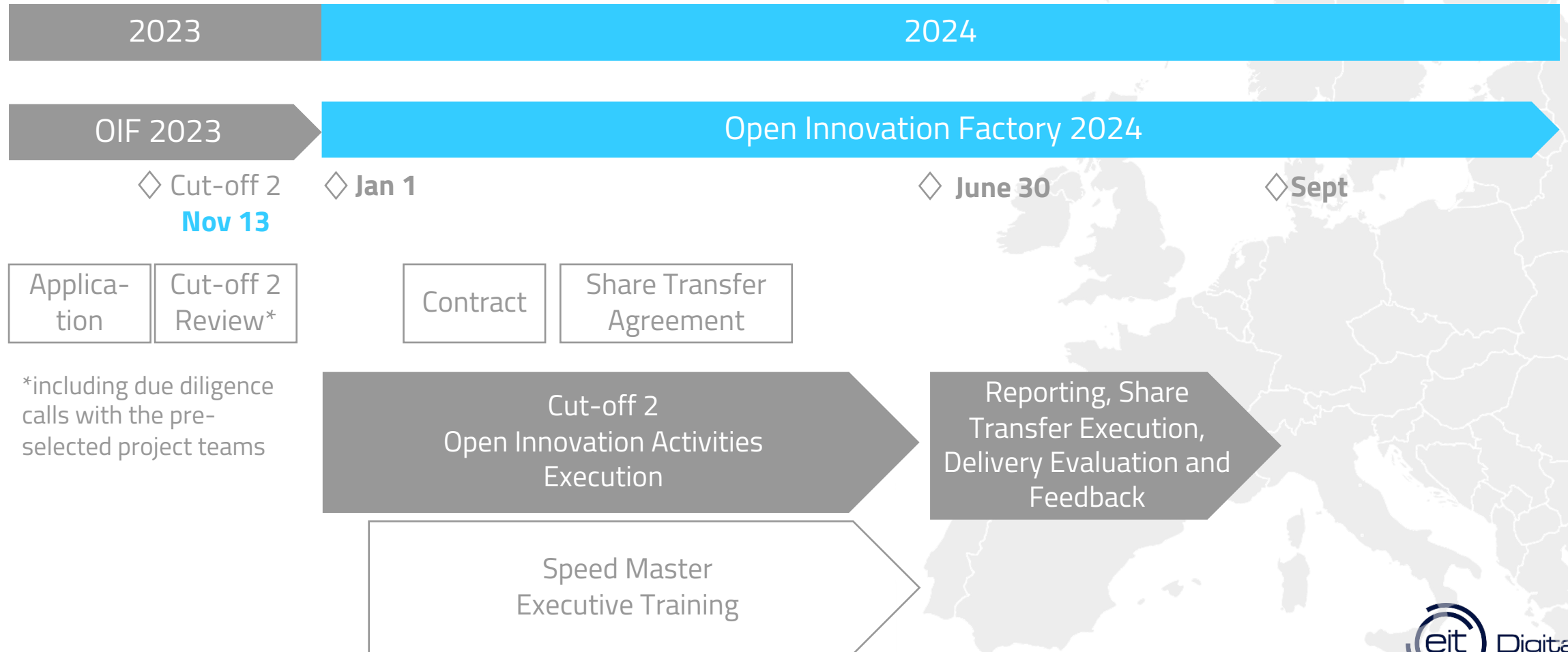
An aerial photograph of a park with a paved walkway, flower beds, and people. Overlaid on the image are glowing blue lines and numbers. A thick blue line curves from the bottom left towards the center. A thinner blue line runs diagonally from the top right towards the center. Several numbers are scattered across the image: 69.343 in the top left, 69.4235 near the center, 47.9945 in the bottom left, 59.0398 in the bottom center, and 58.448 in the bottom right. People are seen walking, sitting on a bench, and riding a bicycle.

Next Steps

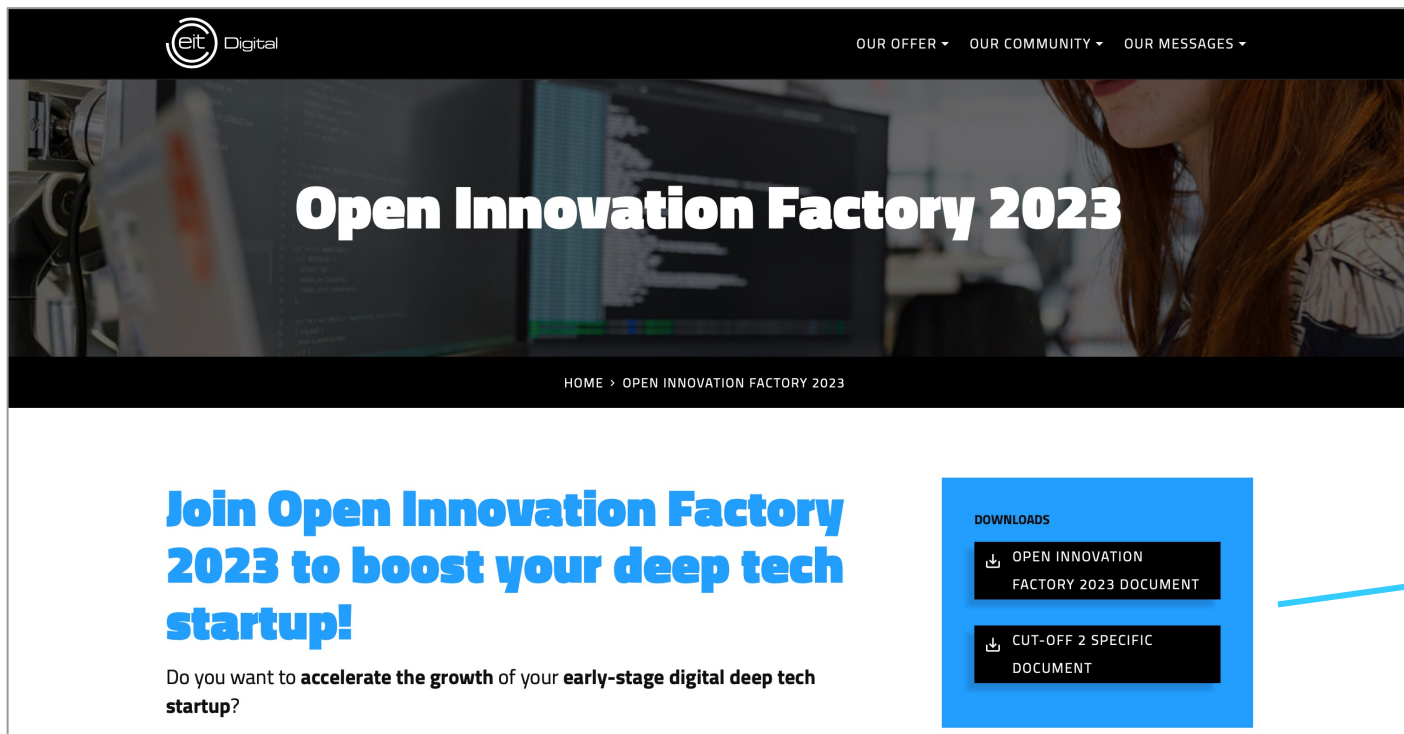
Application, timeline and contacts

Open Innovation Factory 2023 is open!

Timing of Cut-off 2



Read the call documents!



The screenshot shows the EIT Digital website for the Open Innovation Factory 2023. The header includes the EIT Digital logo and navigation links: OUR OFFER, OUR COMMUNITY, and OUR MESSAGES. The main banner features the text "Open Innovation Factory 2023" over a background image of a person working on a computer. Below the banner, a blue box contains the text "Join Open Innovation Factory 2023 to boost your deep tech startup!" followed by the question "Do you want to accelerate the growth of your early-stage digital deep tech startup?". To the right, a blue box labeled "DOWNLOADS" contains two links: "OPEN INNOVATION FACTORY 2023 DOCUMENT" and "CUT-OFF 2 SPECIFIC DOCUMENT". A blue arrow points from the first link to a document preview on the right.

Join Open Innovation Factory 2023 to boost your deep tech startup!

Do you want to **accelerate the growth** of your **early-stage digital deep tech startup**?

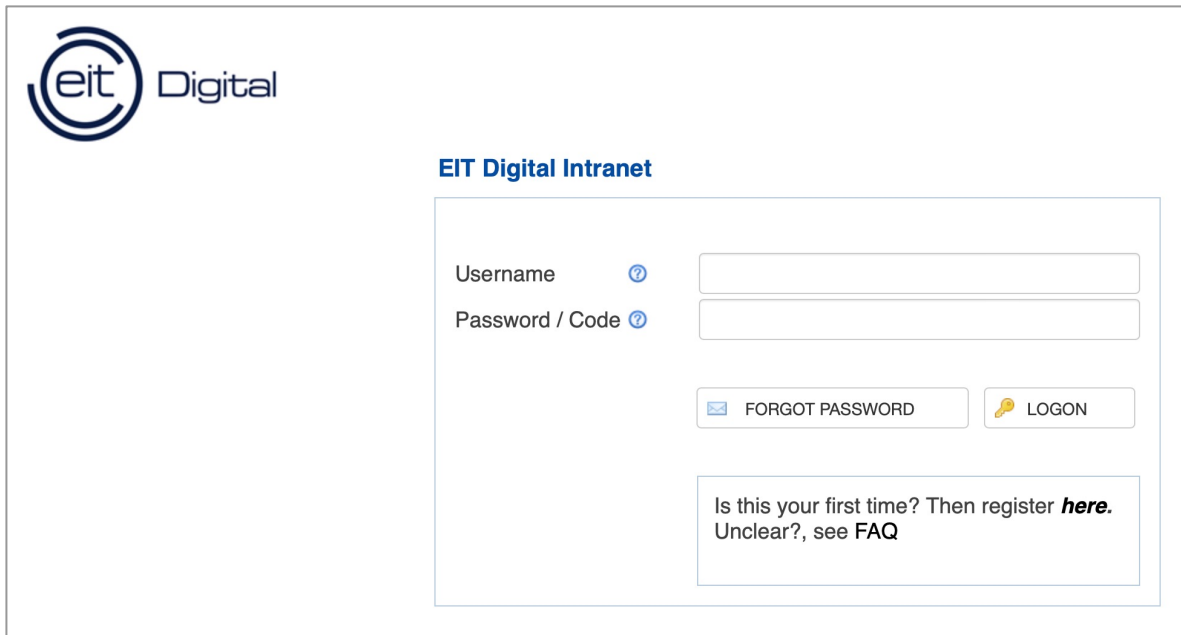
DOWNLOADS

- OPEN INNOVATION FACTORY 2023 DOCUMENT
- CUT-OFF 2 SPECIFIC DOCUMENT



<https://www.eitdigital.eu/open-innovation-factory-2023/>

Where to apply?



The screenshot shows the EIT Digital Intranet login interface. In the top left corner is the EIT Digital logo. The main heading is "EIT Digital Intranet". Below this, there are two input fields: "Username" and "Password / Code", each with a help icon (question mark in a circle). Below the input fields are two buttons: "FORGOT PASSWORD" with an envelope icon and "LOGON" with a key icon. At the bottom, there is a text box containing the message: "Is this your first time? Then register **here**. Unclear?, see **FAQ**".

Register on the EIT Digital **Intranet**:

<https://workspaces.eitdigital.eu/>

Then **submit** out your proposal at:

https://workspaces.eitdigital.eu/PROMISE/PRIVATE/CUSTOMER/EITDIGITAL/CALL/2023/my_calls.aspx

Important documents

It is highly **recommended** to read:

- EIT Digital Strategic Innovation Agenda (SIA)
https://www.eitdigital.eu/fileadmin/2021/publications/sia/EIT-Digital_SIA_2022-2024.pdf
- EIT Digital Focus Areas
<https://www.eitdigital.eu/open-innovation-factory/>
- Open Innovation Factory Q&A section:
<https://www.eitdigital.eu/open-innovation-factory-2023/faq/>

How to get in touch with us?

1. Read and analyze the [call documents](#)! Make sure it's for you.
2. If you need help in [finding a partner](#), upload your data to the form (link to be available after the [10th of Sept!](#))
3. If you need further help, reach out to oif2023@eitdigital.eu
4. Q&A events:
27th of September, 10:00AM CET and 25th of October, 10:00AM CET
Questions received [72 hours before](#) the event will be answered, and also added to the Q&A section of the website.

Thank you for your attention
Any **questions?**



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