



EIT DIGITAL

Open Innovation Factory 2023



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Welcome!



Information session Open Innovation Factory 2023

Agenda



- Introduction
- Open Innovation Factory 2023
- Success stories
- Next steps
- Q&A

Introduction



Why EIT Digital?

*We drive towards a competitive digital Europe that is **inclusive, fair and sustainable**.*

We are looking for likeminded partners and collaborators in everything we do.



Co-funded by the
European Union

EIT Digital is an **impact** organization

5

Digital Focus

Areas: Tech, Well-being, Industry, Cities, Finance

243

EIT Digital's Deep Tech **startup** portfolio

€1,3B

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

3000

EIT Digital Master School **graduates**

€100M

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

EIT Digital Is An **Ecosystem** Organisation



3000 talent pool

350 partners

1000+ investors

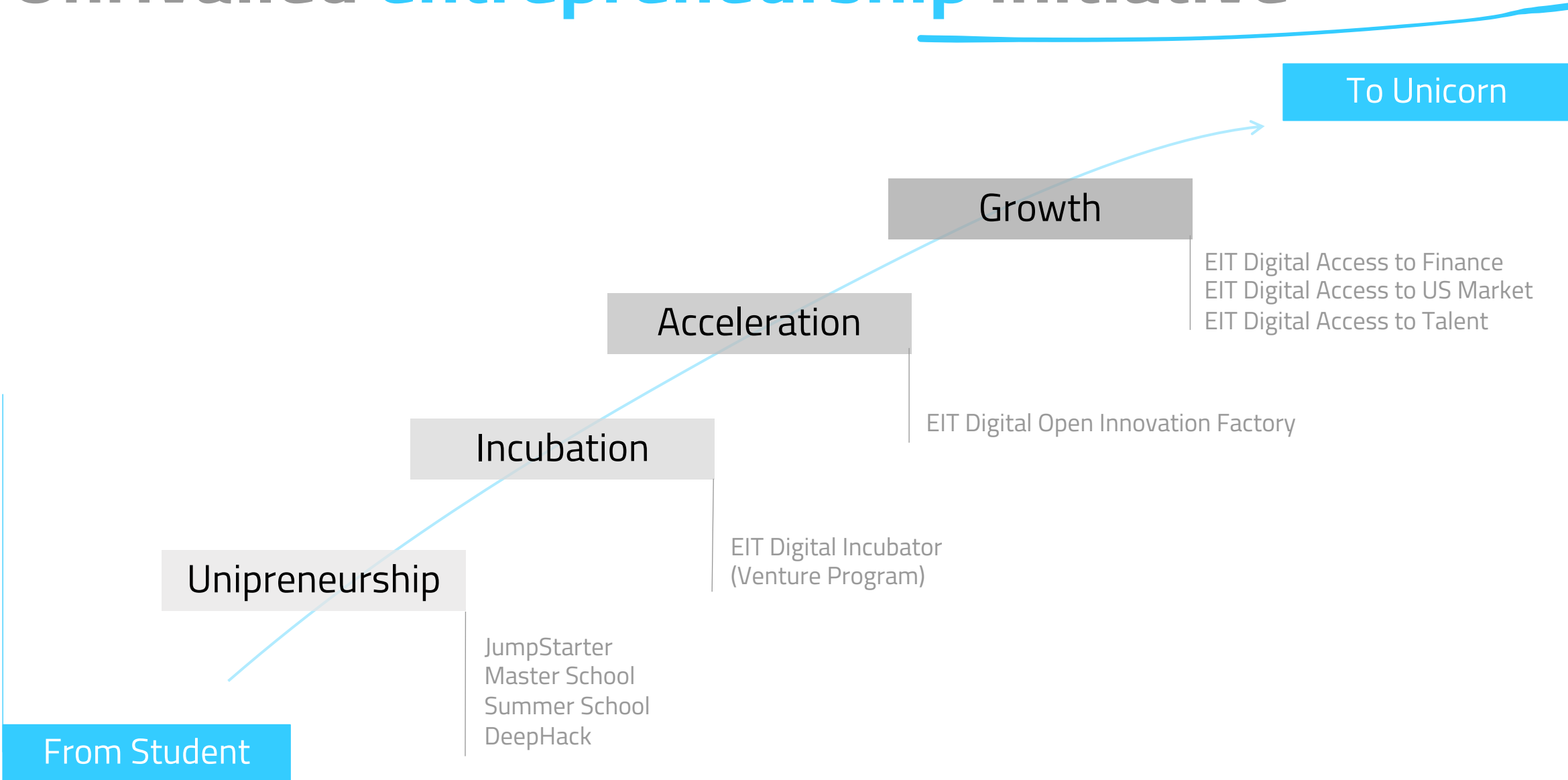
56 universities

500+ startups

21 offices in Europe

+ Silicon Valley Hub

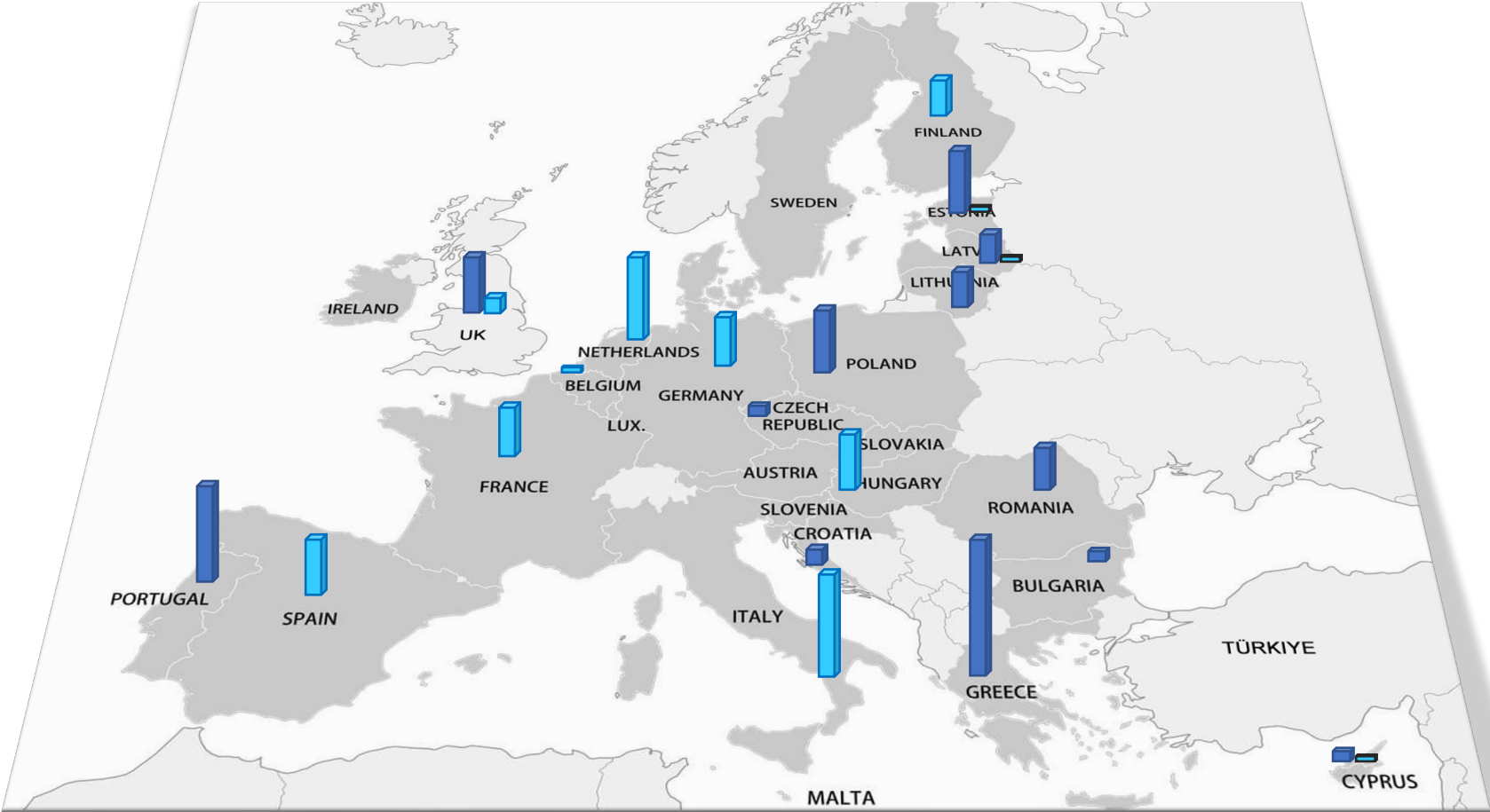
Unrivalled **entrepreneurship** initiative



500+ startups from our ecosystem



EIT Digital Startup Portfolio



Pre-seed
Seed



Open Innovation Factory

From product-market fit to scalable revenue

CYBER SECURITY

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EIT Digital Open Innovation Factory

€400k

Maximum financial support provided

2-15%

Equity transfer

6

Months long program

€10k

Minimum revenue goal of Activity

Boost your startup with customers and technology providers within EIT Digital's extensive ecosystem of 350 partners, 1000 investors and 21 European locations

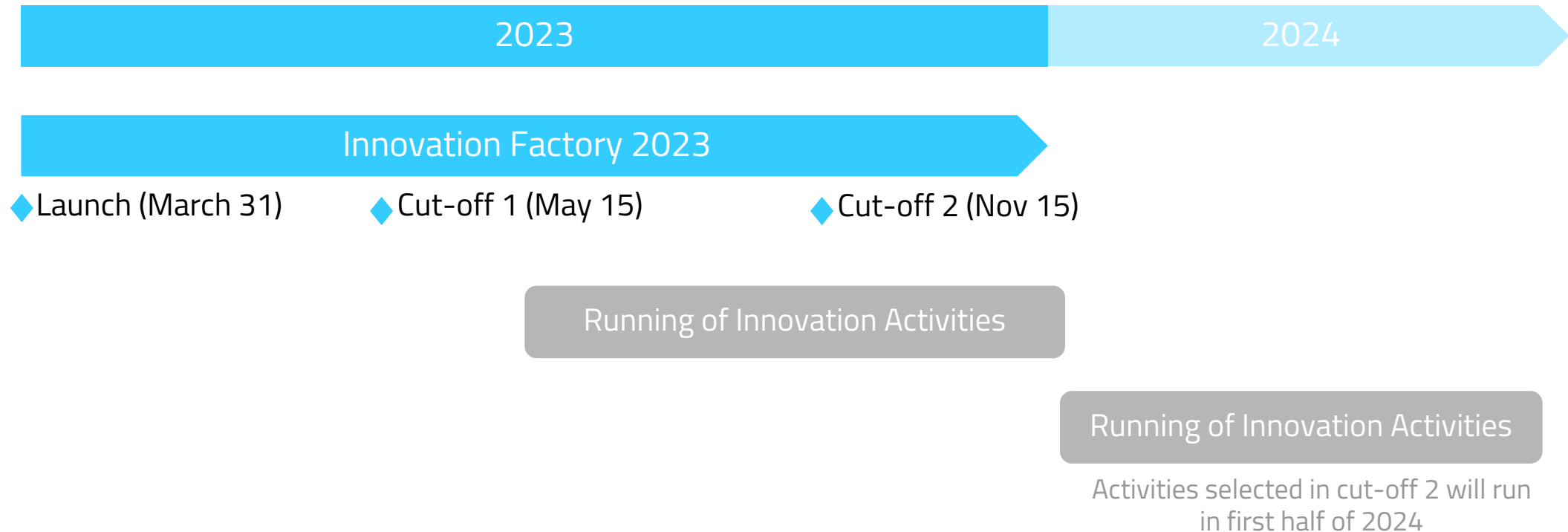
A programme for **fast-growing ventures** that are < 5 years old and can demonstrate market traction

We will keep supporting you in your entrepreneurial journey thanks to the EIT Digital **Growth Services** and **Access to Talent**

How do we **help**?

1. Find customers, investors and service providers from accessing EIT Digital's ecosystem
2. Access EIT Digital's talent pool (3000 deep-tech trained master school alumni)
3. Receive Entrepreneurial coaching from EIT Digital staff during the 6 months
4. EIT / EU validation can assist market access across the EU
5. Gain Visibility through EIT Digital online channels and physical events
6. EIT Digital as "silent" investor

Seven months, **two cut-offs**



Framework of **cut-off 1 and 2**



6 months
→



Cut-off 1: July 1, 2023
Cut-off 2: Jan 1, 2024

Dec 31, 2023
Jun 30, 2023

2-4 partners

2+ countries

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



Networking | Data/AI | Cybersecurity & Privacy



Logistics | Production | Retail



Healthy Youth | Occupational Health
Independent Living



Mobility | City Analytics | Safety



Retail Banking & Insurance | Asset Management
Corporate Financial Services

Committed Team:

1. Deep Tech expertise
2. Business expertise
3. Investors engaged early on

Proposal Preparation

3 Brokerage Events

April 19,26 and May 3

Find right partners from the EIT Digital ecosystem to complete the team

Pitch to them at Brokerage events

Entrepreneurial coaching from EIT Digital staff

Key elements to structure a strong proposal

Support in reaching out to investors to engage in proposal

Additional investors strengthen the proposal

EIT Digital **Financial Support**

- Grant model:
 - Up to **50%** of eligible costs
 - Up to **400K€** EIT Financial support
- Payment model:
 - Partial prefinancing of total grant
 - Reimbursement of actual costs upon delivery (final reimbursement 3-6 months from end of activity)

EIT Digital Sustainability

- Equity transfer model:
 - A percentage (2-15%) that depends on company maturity, value added by the program, former investors, etc.
 - This percentage is set in the proposal and not negotiated if selected
- The equity transfer is executed in consideration of the support and shall not require additional payment

Preparing a **Strong Proposal**

Problem/Solution

- Business pain clearly described
- Solution leveraging Deep Tech

Market Impact

- Customers already engaged (they can be part of the team)
- Clear IP assets in the company and freedom to operate

Venture Team

- 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,..)
- Additional investor commitment

Success stories



Ariadne Maps, AI for Alpha, Hynnova, Velco, Webio

Success story: Ariadne Maps



- **ARIADNE Maps** develops a patented indoor location technology that **provides high-accuracy people movement analytics while fully preserving privacy.**
- **Partners:** TU München, Nokia Hungary
- **Customers include:** DB Bahn, Heathrow airport, Edeka
- **Investors include:** Marathon VC, Sasya Terra and angel investors
- Closed a **2M round of funding**, now in process for a new series-A funding round

Success story: AI for Alpha

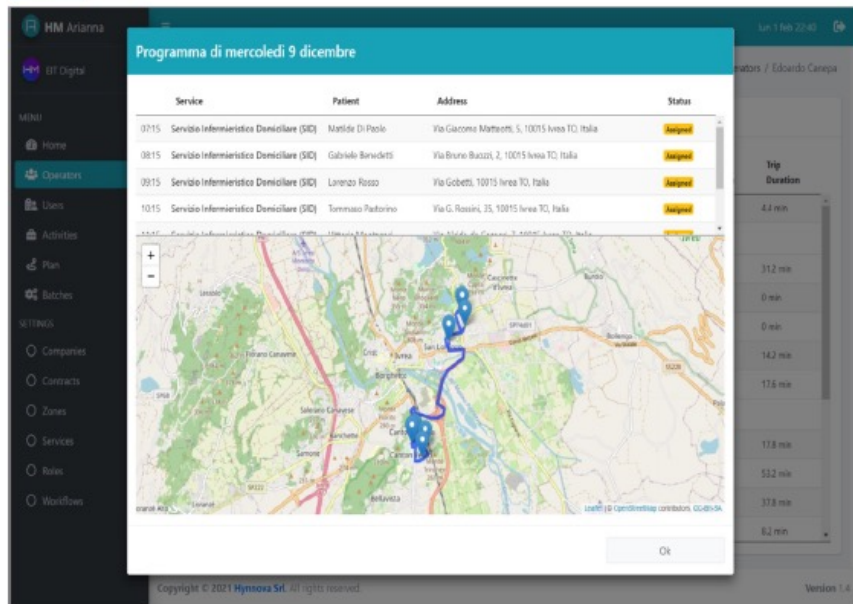


For Alpha



- **Boost**
- **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, Lombard Odier Asset Management
- **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.

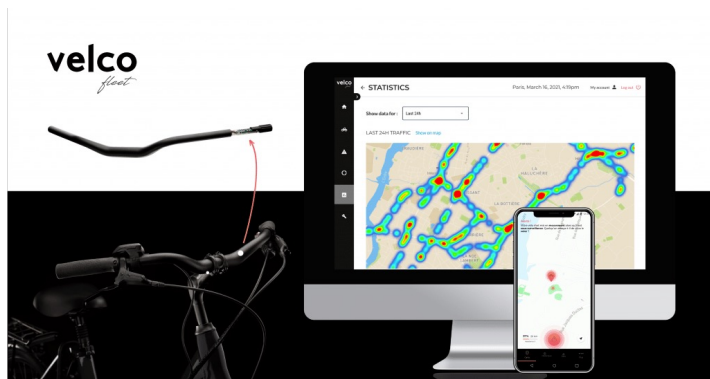
Success story: **Hynnova**



- **Hynnova** has developed a platform that uses advanced mathematics and machine learning to **dynamically optimize the use of healthcare spaces and resources**
- **Partners:** Hyperminds, Kinetic Analysis
- **Customers include:** Two Italian local public health agencies: ASL Torino 4 and the Trento province health agency, which have used the platform to optimize their COVID-19 vaccination campaign
- Company has achieved **substantial revenues**

Success story: **Velco**

velco



www.velco.tech

- **Velco** offers the all-in-one management solution for connected eBikes and eScooters in Europe.
- The venture, based in France, was involved in 2020 EIT Digital Open Innovation Factory Venture Boost program and later has also been supported by EIT Digital Accelerator in achieving additional funding rounds
- Investors include Banque des Territoires, the Belgian impact fund Inventures Investment Partners, Go Capital, Pays de la Loire Participations, Siparex and family offices

Success story: **Webio**



www.webio.com

- **Webio** uses Conversational AI to automate & blend chatbot and live agent customer conversations in any messaging channel at scale, especially focused on credit, collection and payments.
- The venture (Wingnuts Labs traded as Webio) is based in Ireland and was supported by the EIT Digital Open Innovation Factory Venture Boost in 2020.
- **Investors:** Enterprise Ireland, Finch Capital, several business angels.
- Webio has achieved additional rounds for 3,5M subsequent to EIT Digital Open Innovation Factory program

Next steps

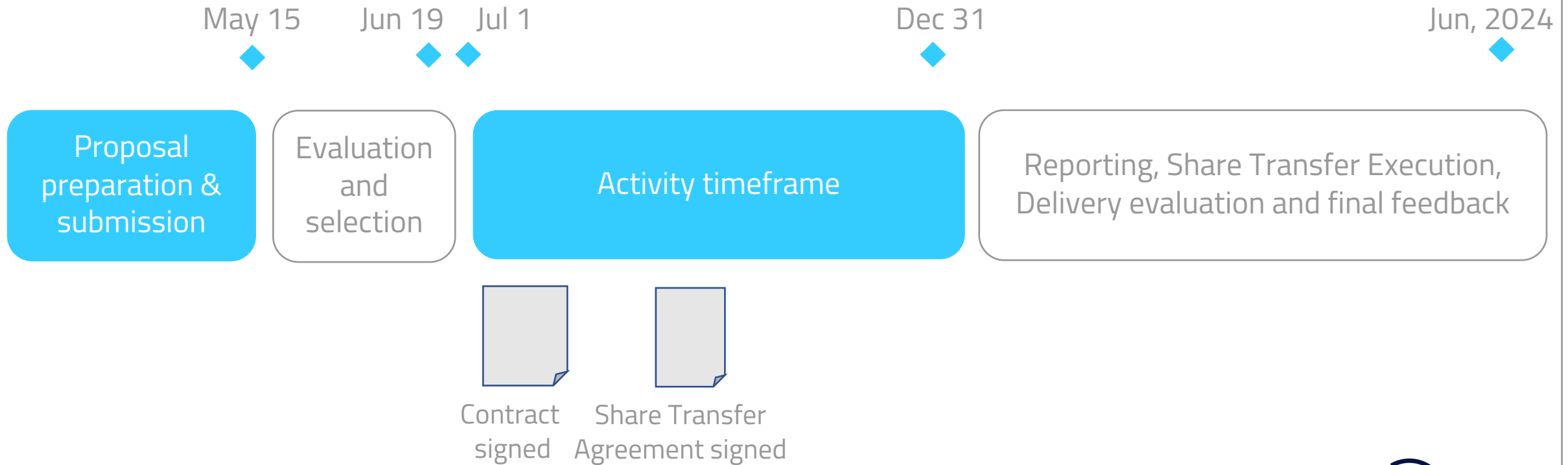


Application, Timeline, Contacts

Who should apply?

- Young fast-growing ventures
 - Registered after Jan 1, 2019 and in any case before
 - Customers already engaged or committed to engage in the activity timeframe
 - **With sound financial capacity to execute the project**
 - Ready to leverage the EIT Digital Ecosystem

Innovation Activity **Timeline**



Open Innovation Factory **Webpage**



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?

Submit your proposal to the EIT Digital "Open Innovation Factory 2023" programme and receive our support to package your technology, sign up customers and attract investment.

The work programme is guided by the five focus areas - Digital Tech, Digital Industry, Digital Cities, Digital Wellbeing and Digital Finance - of the [EIT Digital Strategic Innovation Agenda 2022-2024](#).

Selected proposals will receive financial support from EIT Digital and be embedded in our pan-European ecosystem of over 350 partners from business and industry, research and academia, investment, and the public sector.

Engage in the largest European digital innovation ecosystem and benefit from Open Innovation Factory 2023!

DOWNLOADS

- [OPEN INNOVATION FACTORY 2023 DOCUMENT](#)
- [CUT-OFF SPECIFIC DOCUMENT](#)



EVENTS

Get more information

- [INFORMATION SESSION APRIL 5](#)

Pitch your proposal and find partners

- [BROKERAGE EVENTS APRIL 19, 26 MAY 5](#)

Brokerage Events

- Submit your idea proposal by filling form on brokerage event website
- Register at one or more brokerage events:
 - April 19
 - April 26
 - May 3
- Pitch your proposal to other partners
- Join a proposal by other partners

Brokerage Event		
DATES	TIME	WHERE
April 19 and 26, 2023	10:00 - 12:00 CEST	Online
May 3, 2023		

EIT Digital Open Innovation Factory 2023 is looking for world-class digital deep tech activities led by teams with powerful entrepreneurial drive, to support the next generation of digital companies that can impact Europe and the world's challenges.

- Do you want to boost the growth of your deep tech venture?
- Do you want to join or invest in a European deep tech venture?

On April 19 and 26, and May 3, 2023 EIT Digital welcomes you to register to the online Brokerage Events to pitch or listen to pitches! Select your event and register!

SUBMIT YOUR IDEA

[click here](#)

For pitches, some rules apply:

- Please fill this [form](#) where we summarize all the projects and needs of all partners.
- Please send us your pitch slides to innovation_factory@eitdigital.eu, using the following [pitch template](#).
- Please **don't** add videos in your presentation.
- You will have **5 minutes** to present your proposal. Strict time keeping will be ensured by EIT Digital staff.

For the April 19 Brokerage event, send us your slides by April 14.

For the April 26 Brokerage event, send us your slides by April 21.

For the May 3 Brokerage event, send us your slides by April 29.

BROKERAGE EVENTS

REGISTER FOR BROKERAGE EVENT ON APRIL 19

REGISTER FOR BROKERAGE EVENT ON APRIL 26

REGISTER FOR BROKERAGE EVENT ON MAY 3

[click here](#)

PREPARE YOUR PITCH

Add your proposal to the list

FILL THE FORM

Send us your pitch

PITCH TEMPLATE

HAVE A QUESTION?

We are here to help

F.A.Q.

CONTACT US

How to get in touch with us

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- Region West
- Region East
- Region North

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