TII 2016 Annual Conference

Startup Europe

28th of April 2016

Matevz Gantar, Bisite Accelerator, Startup Europe – WELCOME & SEP project

@matevzgantar
How do you connect with other players like you across EU?
How do you discover resources available for you across the EU?
Discover, network, make partnerships, do deals, change regulation,....
EU is able to build good startups but not to create big tech buyers

Source: startupeuropepartnership.eu
Reasons for EU underperforming
Disconnected islands
Not Enough Density

Source: startuphubs.eu
Scouting is very time consuming and inefficient
Lack of data
Few cross border deals done - Unqualified meetings with investors and corporates

"Only 14% of the M&As come from another EU country"

Source: startupeuropepartnership.eu. May 2015
Difficulty to grow
Lack of connections in Local Markets
A way to improve it
WELCOME TO STARTUP EUROPE
THE ONE STOP SHOP

ARE YOU A STARTUP? GET INVOLVED!

ARE YOU AN ECOSYSTEM BUILDER?

www.startupeuropeclub.eu
Startups

Get connected across Europe
All the activities our partners have available in Europe for you

EU Funds and Support
Find information about EU Funds and support

Local Support
The closest support we have to help you grow and go global

Regulation
Be aware of the legal rules you have to follow in Europe

Are you in the map?
If not what are you waiting for? Gain exposure

EU AWARDS and events
The most important in Europe

Find your customers
Connect with Corporates to boost your business

Internationalization
Go from local to global
Ecosystem builders

Startup Europe Partnership

SEPI Investors Forum

A Startup Europe Initiative

ACCELERATOR
ASSEMBLY

UN
Startup Europe UNIVERSITY NETWORK

www.startupeuropeclub.eu
Connecting all players of local ecosystems – online & offline

"European startup ecosystem should accelerate its growth by working together"

by @mike_arias CEO of CartoDB and Europioneers winner 2014
Silicon Valley + EU Roadshow

PREPARE YOUR STARTUP FOR THE RIDE OF ITS LIFE!

SILICON VALLEY + EURO-ROADSHOW

WELCOME Project takes your startup to five world-class ecosystems, Silicon Valley, Berlin, Dublin, Milan, Madrid & Salamanca. More info in www.welcomestartup.eu • #StartUpEU.
Cross border mentorship

Apply for the cross border mentorship week and fly to Dublin where you will have the chance to work with some of the best international mentors and corporates.

SO...SAVE THE DATE!
AND SEE YOU THERE!

WHEN? 11th - 15th April
WHERE? DCU RYAN ACADEMY

www.startupeuropeclub.eu
Acceleration programmes
Hackathons

Join us for 24 hours to develop solutions to solve real space problems for migrants

June 4-5, 2016 in Berlin

startup europesummit.com/hackathon
Connecting talent with opportunities

I am a Researcher.
- Join the Date-a-researcher service
  Matching start-ups with skilled talent
- Date-an-entrepreneur
  Connecting new inventions with business acumen

I am an Entrepreneur.
- Date-a-researcher
  Matching start-ups with skilled talent
- Join the Date-an-entrepreneur service
  Connecting new inventions with business acumen
EU Partnerships among players

**SEP – partnership of corporates and startups**

Banking | Utilities | Telco | Software & Electronics | Insurance
---|---|---|---|---
BBVA | Enel | Telefónica | Microsoft | Unipol

**SEP Investors Forum**

An internal communication channel for the European Investment Fund and European Commission with European and International top notch Investors/Accelerators

“Startup Europe Club and SEP have the right approach to bring together startups and big companies: no pain, no waste of time, a shared interest-based matching.”

JULIEN COULON, CO-FOUNDER CEDEXIS
Feeding data

"Deal Room and Startup Hubs are a fantastic effort by the EU to give visibility to European Startups and facilitate contacts with potential investors."

Gonzalo Tradacete Gallart, FARADAY CFA Co-fundador y CEO

www.startupeuropeclub.eu
Events

Europass

www.startupeuropesummit.com

STARTUP OLÈ 7th-8th SEPTEMBER 2016
Hospedería Fonseca - Salamanca
in 2014

OUR SPEAKERS

www.startupole.eu

“The Commission is taking a new approach to the startup scene and it’s highly appreciated,... Startup Ole networking event was crucial for the European startup scene.”

KAIDI RUUSALEPP, FOUNDER & CEO IN FUNDERBEAM
International missions

[Website link: SEC2SV.com]

"SEC2SV has been transformational. The connections and the help that we received has been world class. I am now more excited and enthusiastic about my business than I have never been before"

Neill Rickets
VERSARIEN PLC, UK (FOUNDER, 105 EMPLOYEES, £6 MIO REVENUES)
Connecting local authorities & Startups: Startup Europe Regions Network

REGIONAL AUTHORITIES COMMITTED TO STARTUPS' GROWTH

“JOIN THE STARTUP EUROPE REGIONS NETWORK”

BECOME A FOUNDING PARTNER

www.startupeuroperegions.eu

“Startup Europe Regions Network is an excellent initiative to help Lazio Region to develop sustainable growth paths for the startups in our region by working closely with other EU regions”

Michela Michilli, Head of Startup & Open Innovation, Lazio Innova, Italy
Connecting local authorities & Startups: Startup Europe Week

www.startupeuropeweek.eu

Why?
• What support is available locally
• Making their region a better place to start a business
• Be relevant Europe-wide

www.startupeuropeweek.eu
Connecting local authorities & Startups:
Startup Europe Week

Impact:
• 200+ cities hosted events
• 40+ countries reached
• 400+ co-organizers
• More than 15,000 participants in the events.
• 4 million+ impressions on twitter.
• 500,000+ impressions with 140,000+ people reached on Facebook.
• 125,000+ visits to SEW website until February.
• Super targeted profile of participants, being 80%+ interested in entrepreneurship, business, startups, technology etc.
Form to collect data on the resources available in each ecosystem.

http://sew.startupeuropeclub.eu/

Section A: Please indicate if there are programmes or activities to support startups in any of the three levels mentioned below (when you click in one of the three levels of support, you will get new fields to be filled in with details about the programmes):

- European
- National
- Local

Section B: Please indicate the concrete activities organised by universities or corporates in your city (when you click in university or corporate below, you will get new fields to provide the details):

- Universities
- Corporates

Section C: Please indicate the main players in your local ecosystem (When you click in any of the groups below, you will get new fields to provide details. The location data is very important to be able to geographically map the players):

- Accelerators
- Co-Working Spaces
- Investors
Following the example: European Makers Week

- 200 + events already confirmed
- 30 countries

www.startupeuropeweek.eu
Results so far?

Artomatix: a cloud-based software tool designed to assist digital artists in visual creative industries by providing digital artists with art styles. Artomatix has built the first Artificial Imagination that can mimic human artistic creativity to realize digital virtual worlds. Users upload their art to start with and give the software a few parameters: a chosen piece of art and 3D data creates, within seconds, thousands of variants in the style of the original ones.

MIITO: Precisely helps you to realize your dream of being a professional artist. It gives you the freedom of being an artist at your very own pace, directly in the world of your choice.

Wayook: is the first intelligent marketplace for domestic services and cleaning for houses in your city. In just 60 seconds, you can book in real time with seasoned professionals that are verified and validated by Wayook.
THANK YOU

www.linkedin.com/in/matevzgantar
@matevzgantar

www.startupeuropeclub.eu
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@StartUpEU