



TII 2016 Annual Conference

Startup Europe

28th of April 2016

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

@matevzgantar

28/04/2016

www.startupeuropeclub.eu

BISITE ACCELERATOR



Startup
Europe
Partnership





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

WELCOME TO STARTUP EUROPE



Reasons for EU underperforming



ARE YOU A STARTUP? GET INVOLVED!



ARE YOU AN ECOSYSTEM BUILDER?

Disconnected islands Not Enough Density



Source: startuphubs.eu

Scouting is very time consuming and inefficient



Lack of data

Close filter

Clear filter

Age: < 5 years, 5 - 10 years x

Total funding: €500k - €5m x

Hub: Helsinki, Stockholm, Munich x

Filters

Headlines Map Charts Index

Hub

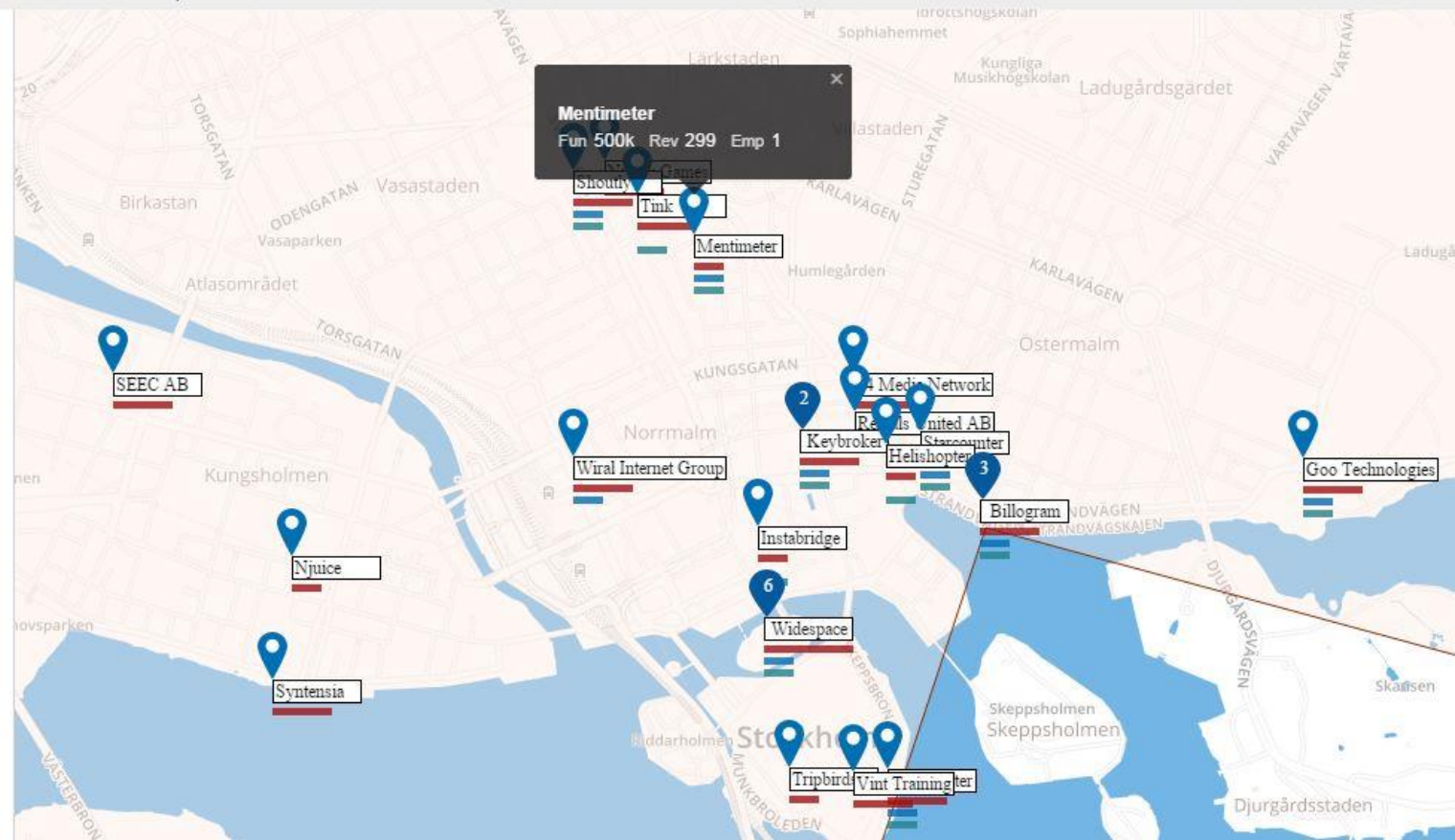
Select all Clear

- Berlin
- Brussels
- Bucuresti
- Helsinki
- London
- Madrid
- Manchester
- Munich
- Paris
- Stockholm

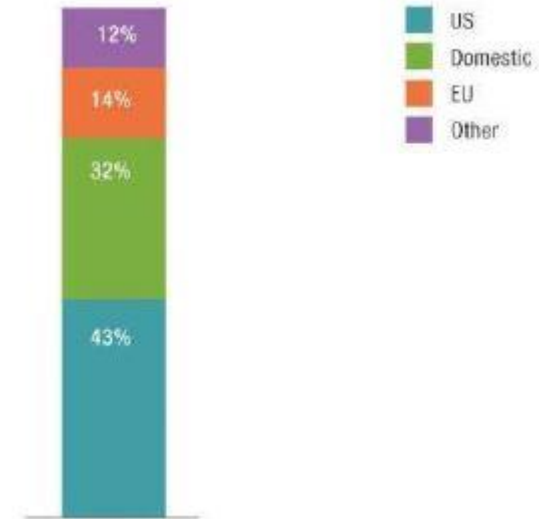
Age

Select all Clear

- < 5 years
- 5 - 10 years
- 10 - 15 years



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



HOME

ABOUT US

EVENTS

NEWS

EU NETWORKS

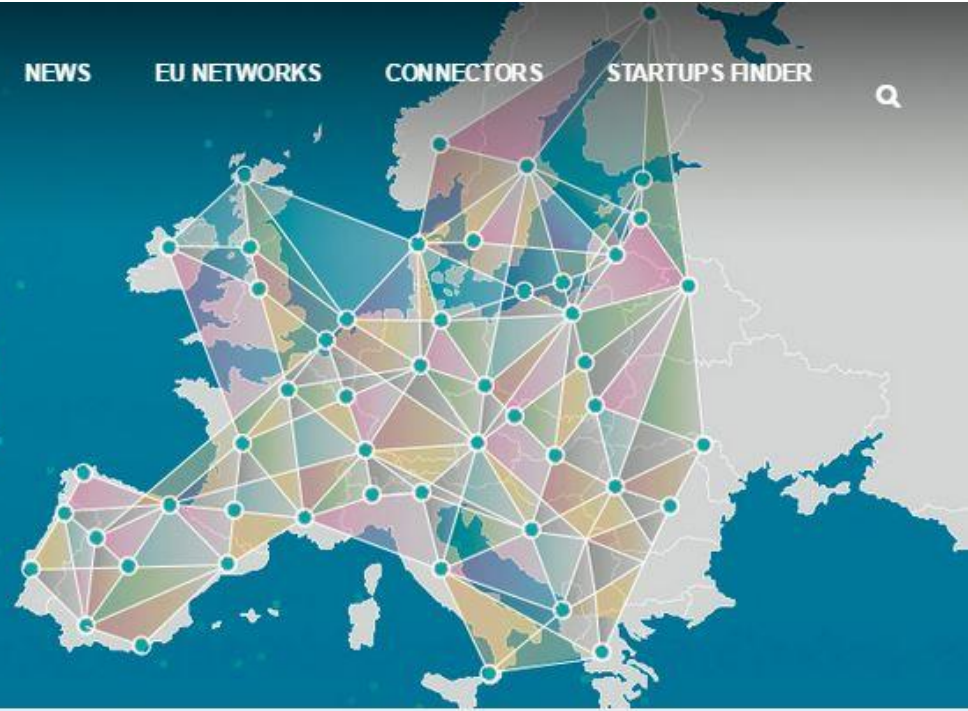
CONNECTORS

STARTUP'S FINDER



WELCOME TO STARTUP EUROPE

THE ONE STOP SHOP



ARE YOU A STARTUP? GET INVOLVED!



ARE YOU AN ECOSYSTEM BUILDER?

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

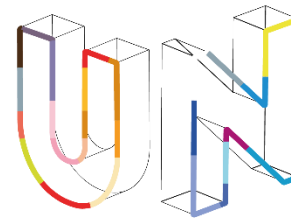
Startup
Europe
Partnership



ACCELERATOR
ASSEMBLY



A Startup Europe Initiative



Startup Europe
**UNIVERSITY
NETWORK**

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.

 WELCOME

Under the initiative of

 **STARTUP
EUROPE**

 **European
Commission**

Cross border mentorship



**READY
TO GROW
AND FIND
YOUR PATH
TO SCALING?**

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



JOIN
WELCOME
COMMUNITY
welcomestartup.eu

www.startupeuropeclub.eu

Acceleration programmes



EMPOWERING:

STARTUP EUROPE European Commission

BECOME THE NEXT IOT ROCKSTAR WITH

STARTUP SCALEUP
STARTUP EUROPE IOT ACCELERATOR

WHY APPLY?
FOR **STARTUP SCALEUP**

- + This is a no-strings attached programme; no Equity, no Cost.
- + Work with other top IoT startups, startup incubators in Ireland, Spain, Netherlands and Lithuania and leverage their mentor and investor networks;
- + Attend an intensive "IoTers" Week in one of our hub ecosystems for a face to face beginning to your journey which will continue online;
- + Get direct insights from some of the world's top players in IoT as well as VCs, legal experts and top entrepreneurs;
- + Corporates such as Intel, PCH International, Google, have supported our startups in previous program cycles;
- + Celebrate the Demo Day at the largest IoT event in Europe

+ APPLY
www.startup-scaleup.eu

Logos: FGS, DCU, CLUD, crossSpring Lab, OCC, BluSpecs

Hackathons



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

June 4-5, 2016 in Berlin

startupeuropesummit.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
		  		

SEP Investors Forum



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

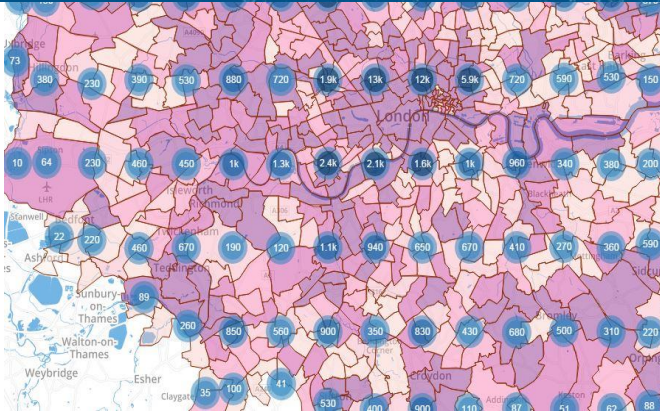


Feeding data

Startup Hubs EUROPE Company search

Mapping Europe's startup ecosystem

This platform is being developed as part of Startup Europe to provide a detailed and consistent analysis of the startup ecosystem across Europe. The project is integrating data from national company registries with Angel List, Crunchbase and Seed DB. Further data sources will be added during 2015 and 2016.



STARTUP EUROPE

Companies Investors Insights Search by name or keyword Add my company

294,504 companies found Show Map Show Table Filter results

Selected filters: Europe

Company	Industry	Growth stage	Performance	Employees	Traffic	Funding
IHS Holding Builds and manages telecommunications towers in Africa	telecom / cable	late growth		1001-5000		3220M €
Delivery Hero The easiest way to enjoy your favourite food	directory, food	late growth	top half	501-1000	64K	1321.7M €
Spotify Brings you the right music for every mood and moment	music	late growth	top 5%	1001-5000	118.8M	1059.2M €
Moderna Therapeutics Develops innovative RNA therapeutics that produce proteins	biotech	late growth		51-200		674.6M €
Helios Towers Africa Builds and manages telecom infrastructure for network operators	telecom / cable	late growth		51-200		630M €
Box Secure and scalable content-sharing platform	storage	late growth		500-1,000	37.4M	564.1M €
OnuWeb	wireless					



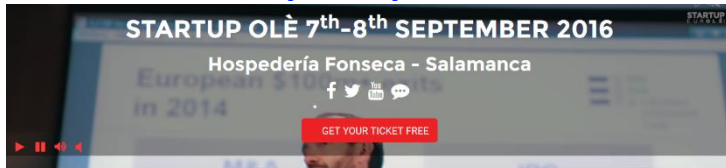
"Deal Room and Startup Hubs are a fantastic effort by the EU to give visibility to European Startups and facilitate contacts with potential investors."

Gonzalo Tradacete Gallart, FARADAY CFA Co-fundador y CEO

Events



www.startupeuropesummit.com



OUR SPEAKERS



ALBERTO ONETTI
MIND THE BRIDGE



JOE HASLAM
HOT HOTELS



OSCAR CANTALEJO
IBERDROLA



GONZALO TRADACETE
FARADAY



CHRISTOPHER HALEY
NESTA

www.startupole.eu

Europass



MAY 24 & 25, 2016
VIENNA, AUSTRIA



*"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



STARTUP EUROPE
comes to
SILICON VALLEY

ABOUT SOUNDING BOARD SCHEDULE SCALEUPS PARTICIPANTS EID 2015 PARTNERS

SEPTEMBER 12-16, 2016

STARTUP EUROPE COMES TO SILICON VALLEY

108
DAYS

13
HOURS

21
MINUTES

48
SECONDS

APPLY ↻

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, 8€ MIO REVENUES)

International missions

**Startup
Europe India
Network**

startupeuropeindia.net

Startupeuropeindia.net

**Startup
Europe
comes to
UAE**

SEC2UAE

COMING SOON

Connecting local authorities & Startups: Startup Europe Regions Network



STARTUP EUROPE REGIONS NETWORK

HOME ABOUT SCHEDULE SPONSORS INTEREST FORM NEWS

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



The graphic features a paper pinwheel on the left. At the top right are three logos: a blue star for 'STARTUP EUROPE', the European Commission logo, and a circular logo for 'STARTUP EUROPE WEEK'. Below these is the text 'STARTUP EUROPE WEEK' in large blue letters, followed by '1-5 FEBRUARY 2016'. A red circular stamp contains the text 'Support #SEweek16', 'bit.ly/SEweek16TC', and 'on Thunderclap'. Below the stamp is the text 'ONE WEEK. 40+ COUNTRIES. 200+ CITIES. HELPING ENTREPRENEURS TO MAKE A DIFFERENCE.' At the bottom right is the website 'StartupEuropeWeek.eu' and social media handles '#SEweek16 @StartUpEU'.

STARTUP EUROPE

European Commission

STARTUP EUROPE WEEK

STARTUP EUROPE WEEK

1-5 FEBRUARY 2016

ONE WEEK. 40+ COUNTRIES. 200+ CITIES.
HELPING ENTREPRENEURS TO MAKE A DIFFERENCE.

StartupEuropeWeek.eu
#SEweek16 @StartUpEU

www.startupeuropeweek.eu

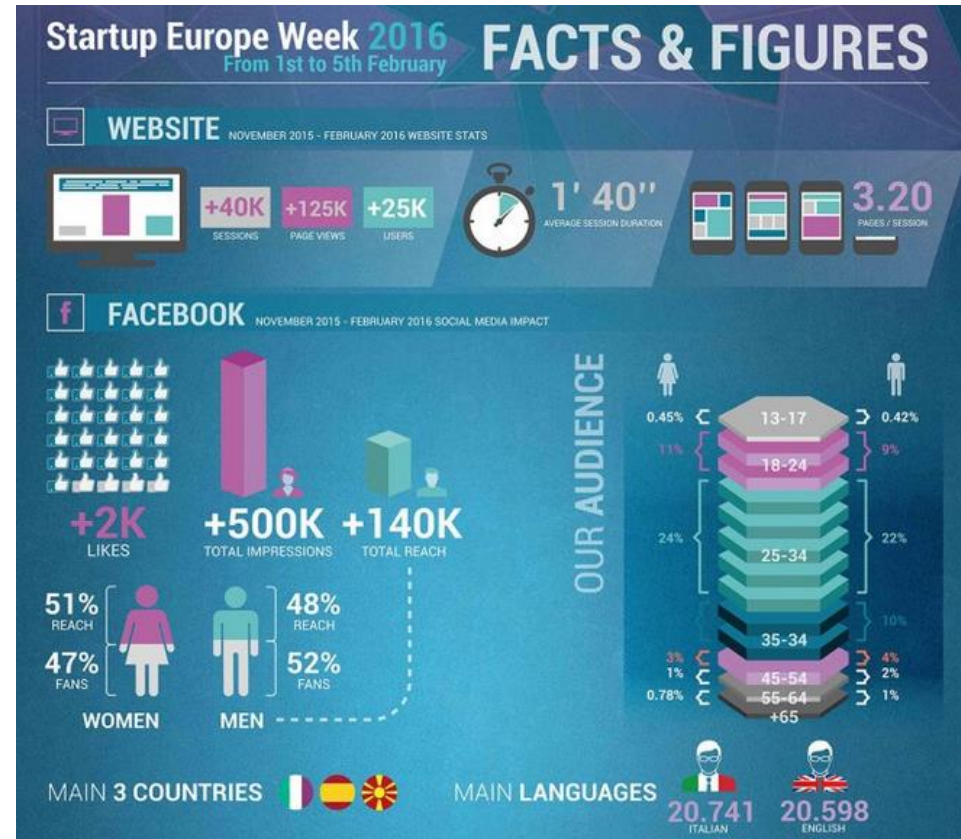
Why?

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

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 important to be able to geographically map the players):

Accelerators

Co-Working Spaces

Investors

Extremely valuable information to define policies and programmes

Following the example: European Makers Week



The poster features a blue background with several light bulbs, one of which is illuminated. The text is arranged in a clean, modern layout. At the top left, the 'European Maker Week' logo is displayed. Below it, the website 'europeanmakerweek.eu' is highlighted in a red box. A blue box contains social media handles for Facebook, Twitter, and LinkedIn. The dates '30 MAY / 5 JUNE 2016' and '28 countries' are prominently displayed in white. A descriptive sentence follows, and the website is repeated in a red box at the bottom. The footer includes logos for 'Make: makersclub.com', 'Genuino', 'Startup Europe', 'European Union', 'Committee of the Regions', and 'Maker Faire'.

European Maker Week

europeanmakerweek.eu

EMW-European-Maker-Week
@EUMakerWeek - #EMWeek16
@StartUpEU - #StartUpEU
#SWeek16

30 MAY /
5 JUNE
2016

28 countries

European Maker Week is a celebration of makers and innovators all over Europe

europeanmakerweek.eu

In collaboration with

Make: makersclub.com Genuino

Promoted and implemented by

STARTUP EUROPE EUROPEAN UNION Committee of the Regions Maker Faire THE EUROPEAN CULTURE

www.startupeuropeweek.eu

- 200 + events already confirmed
- 30 countries

Results so far?



artomatix

startup testimonial

artomatix

populate your g

en do it fast. "Startup Europe initiative is an unmissable opportunity for Irish startups to connect with Silicon Valley, meet fellow entrepreneurs, investors and potential mentors from across Europe and scale their businesses into European markets and the US."

Eric Risser PH.D
Founder & CTO in Artomatix

Artomatix is a cloud-based software tool designed to assist digital artists in various creative industries, starting with video games. Artomatix have built the first Artificial Imagination that can mimic human artistic creativity to realise lifelike virtual worlds. Users (digital artists to start with) give the software a few examples of a chosen piece of art and it then creates, within seconds, thousands of variants in the style of the original ones.



MIITO

startup testimonial

MIITO

"It was pleasure to be part of the Europass programme. Participating in the events around Europe not only gave us new contacts but also offered a sneak peak in different markets in EU. For a startup like us its crucial to be well connected and to meet as many people as possible. You never know who is going to help you to reach the next milestone. Thanks to Startup Europe for bringing us on this adventure."

Jasmina Grase,
CoFounder at Miito

MIITO Precise allows you to rediscover the world of warm drinks. Designed with precision in mind it gives you the freedom of heating any liquid at your very own temperature, directly in the vessel of your choice.



Wayook

startup testimonial

wayook.es

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

Rodrigo Olmo
CoFounder & CTO

"Startup Europe and WELCOME Project allowed us to gain visibility and attend some of the best events in Europe and that visibility allowed us to meet Wayra, Telefonica's startup accelerator"



STARTUP
STARTUP
EUROPE

CONNECTING DOTS

www.youtube.com/watch?v=kB18ISyQ1cl

THANK YOU

www.linkedin.com/in/matevzgantar
@matevzgantar



www.startupeuropeclub.eu
www.facebook.com/groups/startupeurope/
@StartUpEU