Supporting Innovative Entrepreneurs: Experiences from SEV

George Papamichail, project manager
Crete premises
FORTH / STEP-C
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Together at the Starting Line!

The idea..
Support & encourage innovative entrepreneurship

Industry-Academia collaboration

The deliverable..
Who is it for

**Students**

*Product innovator*

Age: 20-30 years

Advantages:
- Enthusiasm

Disadvantages:
- Inexperienced

**Researchers**

*Technology innovator*

Age: 30-40 years

Advantages:
- Technical expertise

Disadvantages:
- Inexperienced

**Professionals**

*Organization innovator*

Age: 40-50 years

Advantages:
- Market experience

Disadvantages:
- “know the risks”
What is all about: 6 simple steps

1. Having an innovative business idea
2. Get into the Programme
3. Find mentors & consultants for you
4. Provide training
5. Work together for the BP
6. Develop the next entrepreneurial generation of Greece

Apply online

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Entrepreneurial Team

Top level mentors
- Strategic vision
- Opinion makers

Business Consultants
- Market & competitor analysis
- Business model design

Coaches
Continued personalized guidance

Business Plan

Our Approach

Duration: 6 months

- Meeting
- Meeting
- Meeting

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Challenges

- Identify proper mentors
- Arrange regular meetings
- Manage conflicts
- Understand the same things
- Keep milestones, deadlines and tasks
- Avoid “you should” practices
- Motivate teams
- Ensure funding
Business incubators/structures

- Athens downtown
- Democritus Research Centre
- Tobacco Building
- Science & Technology Park of Crete

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Some statistics...

Participants

- Teams: 150
- Beneficiaries: 437

Incubators

- Athens 1: 60
- Volos: 8
- Crete: 32
- Athens 2: 50

Sector / Industry

- Biotechnology: 78
- ICT: 13
- Chemical: 17
- Nanotechnology: 11
- Environment: 14
- Materials: 5
- Education: 1
- Support: 60
- Internal: 40
- External: 26
- Individuals: 9

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Some statistics...

**Patents**
- Greece: 11
- Europe: 8
- Elsewhere: 2

**Commercialization strategy**
- B2B: 81
- B2C: 63
- Licensing: 6
SEV structure @ STEP-C incubator

8 teams

- Foundation for Research & Technology
- Hellenic Centre for Marine Research
- Technological Educational Institute of Crete
- University of Crete

Sectors/industries

- ICT
- Nanotechnology
- Environment
- Digital marketing
- E-learning & education
Provided services

✓ IP consulting
  - patents, copyrights

✓ Access to funding
  - VCs, various funds

✓ Networking for R&D collaborations
  - technology solutions
  - partnerships

✓ Training
**Outcome...**

### National

- 150 teams
- > 50% existing and potential start-ups
- 141 approaches for collaboration with SMEs
- 18 agreements
- 84 presentations for funding

### Crete

- 8 teams
- 2 run business (Greece)
- 3 promising start-ups (London, UK and Greece)
- 1 R&D collaboration for product development
Partnerships

Universities

Research Centers

Enterprises - Mentors
Research Centers

- National Center for Scientific Research Demokritos
- National Hellenic Research Foundation
- Foundation for Research and Technology - Hellas
- Academy of Athens – Biomedical Research Foundation

Academic Institutions

- National Technical University of Athens
- University of Thessaly
- Agricultural University of Athens
- University of Athens
- University of Piraeus
- University of the Aegean
- Ionian University
- Harokopio University
- Technol. Educational Institute of Athens
- Technol. Educational Institute of Piraeus

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S.B.T. (Smart Bike Transmission)
Αστικό Κιβώτιο
Pheemade

Sunnyclist
Nanoplasma
Nanometrology

Nanochem
GramCarbon
Greek Wine Project
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What’s next

Support new BP
Support spin-offs & start-ups creation

Information

gorge@stepc.gr

2810391904