

ΜΑΖΙ ΣΤΗΝ
ΕΚΚΙΝΗΣΗ!



Together at the Starting Line!

Supporting Innovative Entrepreneurs: Experiences from SEV

George Papamichail, project manager
Crete premises

FORTH / STEP-C
29 October 2015



Σύγχρονες Επιχειρήσεις, Σύγχρονη Ελλάδα

Hellenic Federation of Enterprises
Supporting innovative entrepreneurship



Με τη συγχρηματοδότηση της Ελλάδας και της Ευρωπαϊκής Ένωσης

**ΜΑΖΙ ΣΤΗΝ
ΕΚΚΙΝΗΣΗ!**



Together at the Starting Line!

The idea..

**Support & encourage innovative
entrepreneurship**

Industry-Academia collaboration

The deliverable..

Business Plan: step-by-step guidance

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”

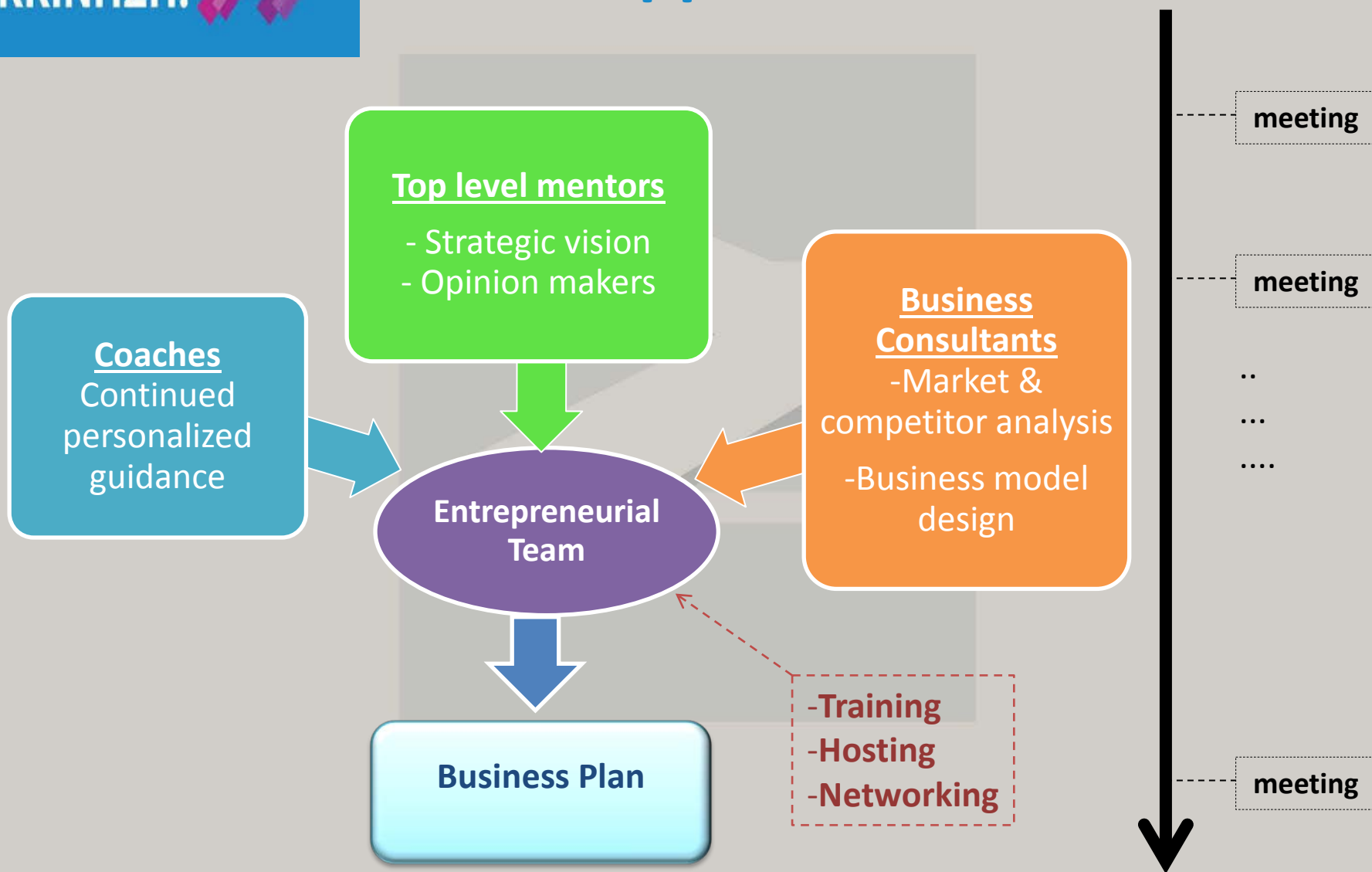


What is all about: 6 simple steps



Our Approach

Duration:
6 months





SEV structure @ STEP-C incubator

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

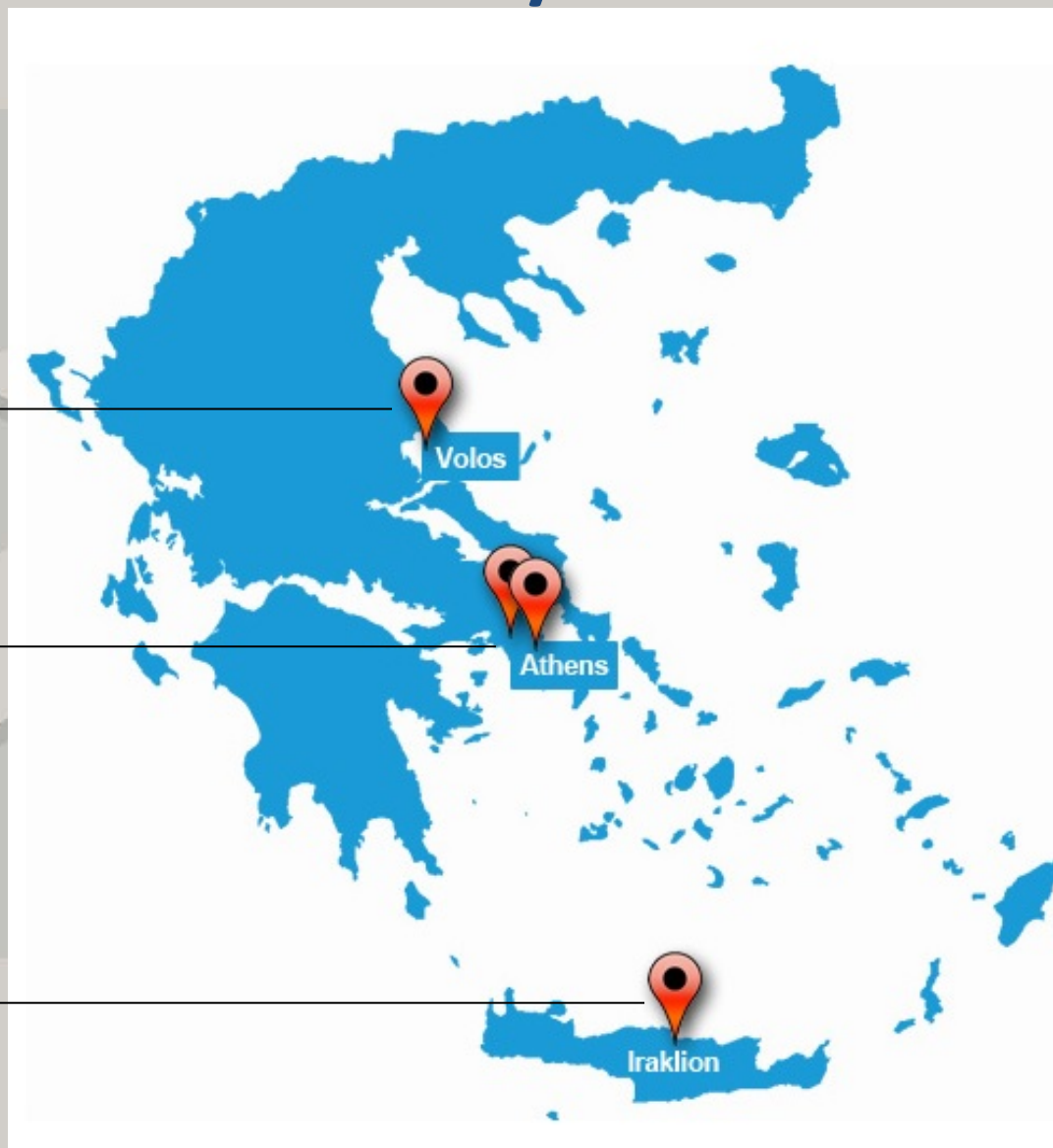


Tobacco Building

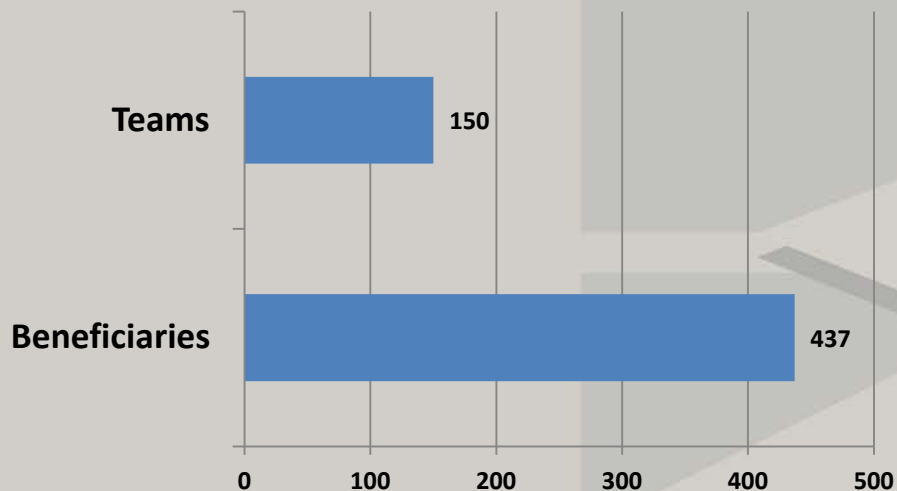
- Athens downtown

- Democritus Research Centre

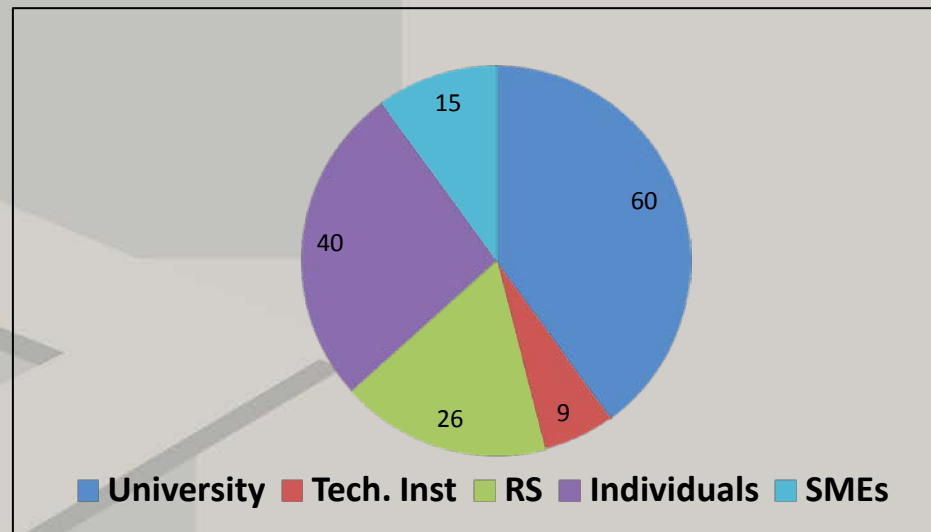
**Science & Technology
Park of Crete**



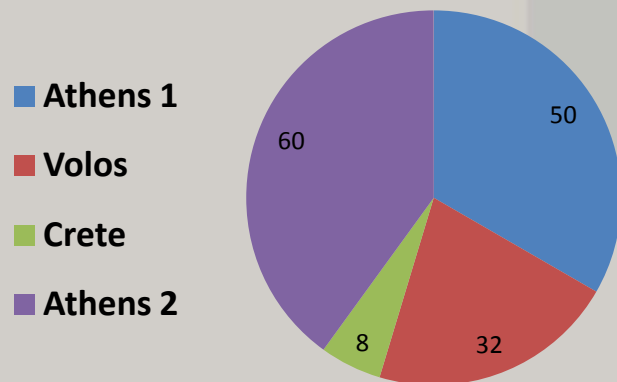
Participants



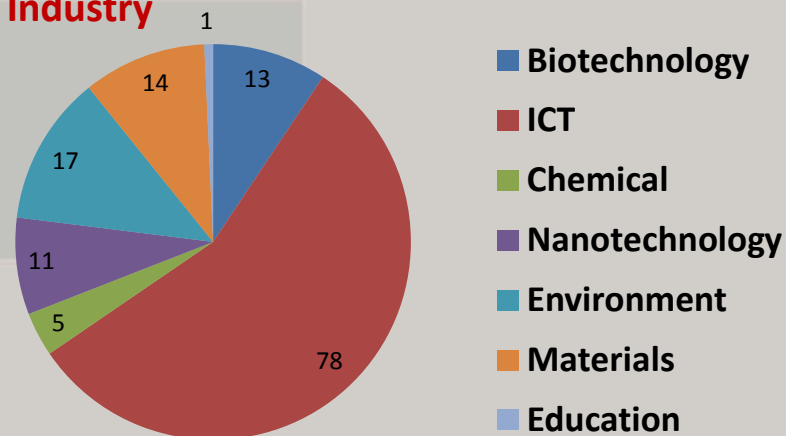
From..



Incubators

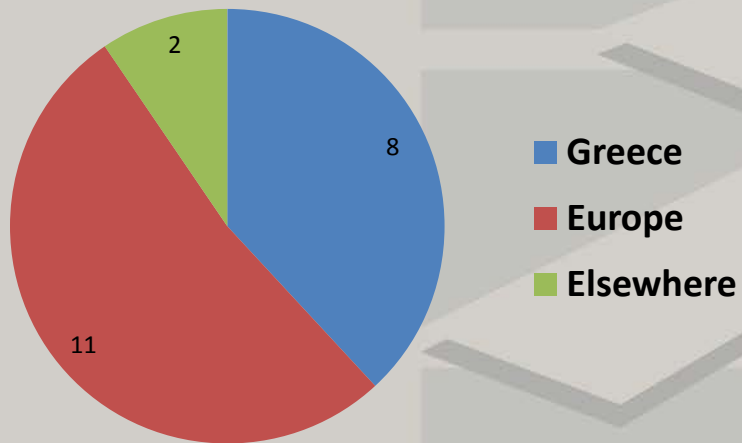


Sector / Industry

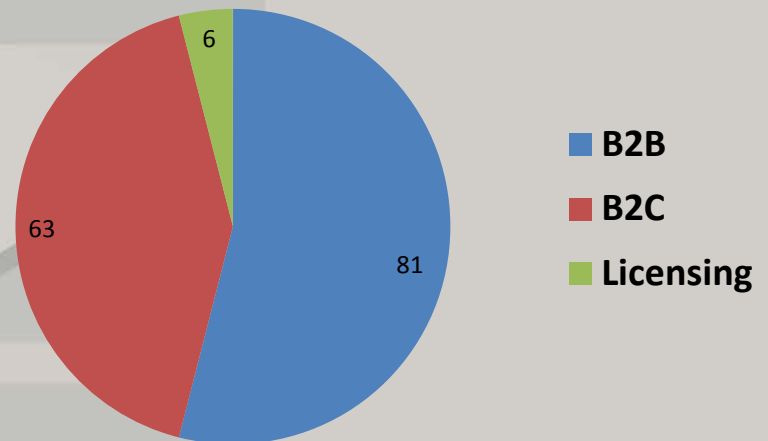


Some statistics...

Patents



Commercialization strategy





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

**ΜΑΖΙ ΣΤΗΝ
ΕΚΚΙΝΗΣΗ!**



Partnerships

Universities

Research Centers

Enterprises - Mentors



Academic Institutions

Research Centers



National Center for Scientific
Research Demokritos



National Hellenic Research
Foundation



Foundation for Research and
Technology - Hellas



Academy of Athens – Biomedical
Research Foundation



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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intralot

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TECH**
INNOVATION
& DEVELOPMENT

Chipita

Lavipharm

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ΜΥΤΙΑΗΝΑΙΟΣ

Designlab

**Prime
Laser Tech**

TITAN

Helic

SIEMENS

ΚΡΙΘΑΡΗΣ
ΑΟΜΙΚΕΣ ΥΛΕΣ

Microsoft

STAR INVESTMENTS

Galenica

intale

**ΕΛΛΗΝΙΚΑ
ΠΕΤΡΕΛΑΙΑ**

MICREL
Innovation Through Technology

iqbility
Driving ideas ahead

εψα

**ΠΕΤΡΟΣ
ΠΕΤΡΟΠΟΥΛΟΣ**



Σύγχρονες Επιχειρήσεις, Σύγχρονη Ελλάδα

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S.B.T. (Smart Bike Transmission)



Αστικό Κιβώτιο



Pheemade



Sunnyclist



Nanoplasma



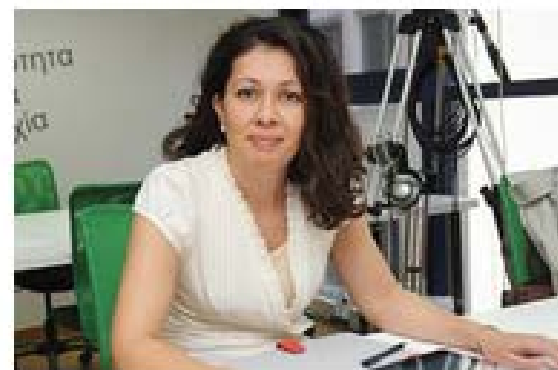
Nanometrology



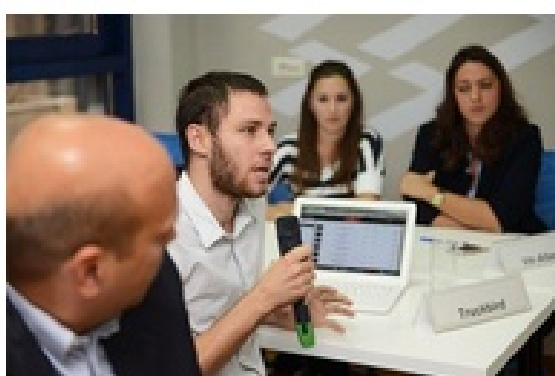
Nanochem



GramCarbon



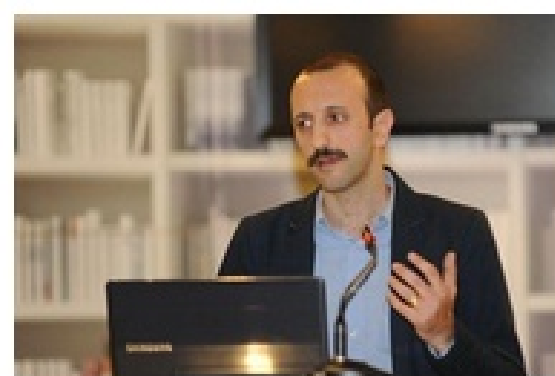
Greek Wine Project



Truckbird



Epigenfocus



Trustporter



HelcoTour



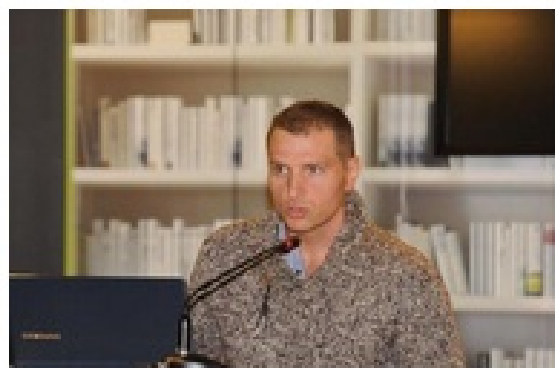
Biomulfarm



IPR



Aerofilms



My Longevity Recipe



Match & Teach Me



Nicolas Adamopoulos

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Yannis Athanassiadis

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Konstantinos Athanassopoulos

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Makis Antypas

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Iordanis Arzimanoglou

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Georgios Gatos

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Alexandros Didaskalou



Fotis Draganidis



Anna Theodoridou



Ioannis Kanapitsas



Panayiotis Kanellopoulos



Athanasios Karalis



Odysseas Cartalos

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Vassilis Kastanis

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Argyris Katsibiris

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Stavros Kyriakoulis



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Konstantinos Lafkas



Irini Linardaki



Foteini Malteizou



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Aristidis Roumpos



Alexandros Roustas



Nopi Romanidou



Gregory B. Sivolapenko



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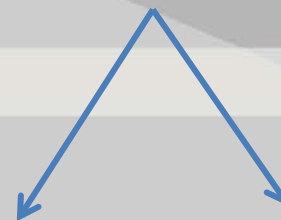
ΜΑΖΙ ΣΤΗΝ
ΕΚΚΙΝΗΣΗ!



ΣΕΒ

Σύγχρονες Επιχειρήσεις, Σύγχρονη Ελλάδα

What's next



Support new BP

Support spin-offs &
start-ups creation

Information

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Ευρωπαϊκή Ένωση
Ευρωπαϊκό Κοινωνικό Ταμείο



ΕΠΙΧΕΙΡΗΣΙΑΚΟ ΠΡΟΓΡΑΜΜΑ
ΕΚΠΑΙΔΕΥΣΗ ΚΑΙ ΔΙΑ ΒΙΟΥ ΜΑΘΗΣΗ
επένδυση στην κοινωνία της γνώσης

ΥΠΟΥΡΓΕΙΟ ΠΑΙΔΕΙΑΣ ΚΑΙ ΘΡΗΣΚΕΥΜΑΤΩΝ
ΕΙΔΙΚΗ ΥΠΗΡΕΣΙΑ ΔΙΑΧΕΙΡΙΣΗΣ

Με τη συγχρηματοδότηση της Ελλάδας και της Ευρωπαϊκής Ένωσης



ΕΣΠΑ
2007-2013
πρόγραμμα για την ανάπτυξη
ΕΥΡΩΠΑΪΚΟ ΚΟΙΝΩΝΙΚΟ ΤΑΜΕΙΟ