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**Networking Workshop - Bridging Start-ups and Venture Capital:  
“From Research to Investment: How Startups Can Attract Venture Capital -  
Views from the US and Europe”**

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<b>Date</b>	<b>10-06-2025</b>
<b>Time</b>	<b>3:00 - 5:00 PM EEST</b>
<b>Format</b>	Zoom Link: <a href="https://gwu-edu.zoom.us/j/91878815957">https://gwu-edu.zoom.us/j/91878815957</a>
<b>Target Audience</b>	Startups, university spin-offs, early-stage researchers, research managers and teams exploring commercialization of R&D
<b>Host organization</b>	Science and Technology Park of Crete
<b>Cost</b>	Free of charge
<b>Attendance</b>	<b>Registration is required to attend, please register here:</b> <a href="https://forms.gle/EtxrHDUy1e6zZjDfA">https://forms.gle/EtxrHDUy1e6zZjDfA</a>
<b>Language</b>	English

#### Agenda

**3:00 – 3:05 PM EEST**

##### **Welcome & Introduction**

***Dr. George Papamichail***

***Director, Science & Technology Park of Crete, Foundation for Research & Technology HELLAS***

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**3:05 – 3:35 PM EEST**

##### ***“Venture Capital Demystified: What Startups Must Know”***

***Mr. Greg Dracon, Partner, .406 Ventures***

- What makes a startup VC-backable
- Real examples of success and failure
- Best practices in investor engagement

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**3:35 – 4:05 PM EEST**

##### ***“Bridging the Gap Between Research and Investment: An EU–US View”***

***Prof. Elias G. Carayannis, George Washington University***

- Turning R&D into investable ventures
- Ecosystem-building and international access to capital
- Insights from transatlantic collaboration

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**4:05 – 5:00 PM EEST**

##### **Q&A and Open Discussion**

Moderated by *George Papamichail*

Live questions from participants, discussion on practical challenges and opportunities



## About the Speakers

### ▪ Prof. Elias G. Carayannis ([caraye@gwu.edu](mailto:caraye@gwu.edu))

Dr. Elias G. Carayannis is Full Professor of Science, Technology, Innovation and Entrepreneurship, as well as co-Founder and co-Director of the Global and Entrepreneurial Finance Research Institute (GEFRI) and Director of Research on Science, Technology, Innovation and Entrepreneurship, European Union Research Center, (EURC) at the School of Business of the George Washington University in Washington, DC.

Dr. Carayannis' teaching and research activities focus on the areas of strategic Government-University-Industry R&D partnerships, technology road-mapping, technology transfer and commercialization, international science and technology policy, technological entrepreneurship and regional economic development.

- Senior Scientist, Fraunhofer-Institut für Entwurfstechnik Mechatronik IEM
- Visiting Professor, Univesitaet Leipzig
- Visiting Professor, National Technical University of Athens
- Visiting Professor, National and Kapodistrian University of Athens

### ▪ Mr. Greg Dracon

Greg Dracon is a General Partner at .406 Ventures with 25+ years of combined venture investing and high tech operating and management experience. Greg focuses on data and AI investing while leading .406's cybersecurity practice. His current investment portfolio includes HYPR, Kaltura, Mindgard, Onapsis, RAD Security, Retrain, Run Security, Sevco, Tausight and Trilio Data.

Greg also serves on The Massachusetts Governor's Cybersecurity Strategy Council and is a director emeritus of the Advanced Cyber Security Center – a non-profit consortium comprised of industry, academic and government leaders establishing New England as a center of excellence for cybersecurity thought leadership.

Greg's prior investments include AuthAir (acquired by LogMeIn), CloudHealth (acq by VMWare), Edgewise (acq by Zscaler), EnergyHub (acq by Alarm.com), GreatHorn (acquired by StageFund), Inlet Technologies (acq by Cisco), Jacked (acq by Roundbox), Kaltura (IPO'd July 2021, Nasdaq: KLTR), Mashery (acq by Intel), MineralTree (acq by Global Payments), Oort (acq by Cisco), Pwnie Express (acq by Outpost 24), Randori (acq by IBM), Revmetrix (acq by Simon Data), ThreatGRID (acq by Cisco), Terbium Labs (acq by Deloitte), Threat Stack (acq by F5), WellAware Systems (acq by Healthsense Inc.), Vaultive (acq by CyberArk) and 6th Sense Analytics (acq by Rally Software).

Prior to .406, Greg was a Vice President at the venture capital firm, Core Capital Partners, and, previously, spent a dozen years in a variety of operating and management roles within the high-tech industry.

Greg received his BS in Electrical Engineering from Penn State University and his MBA from The Wharton School.