



**Enterprise Forum**  
Greece

# How MIT EF Greece can prepare your venture for funding

Committed to supporting Greek Technology Entrepreneurs

# ANNOUNCING

THE



## Startup Competition 2020

APPLICATIONS OPEN

15 NOVEMBER 2019

APPLICATIONS CLOSE

22 DECEMBER 2019

Sponsored by:



ENERGY  
TRACK

In collaboration with:



MARITIME  
TRACK

GENERAL  
TRACK

ΕΝΕΡΓΙΑ  
ΕΠΙΧΕΙΡΗΣΙΑ

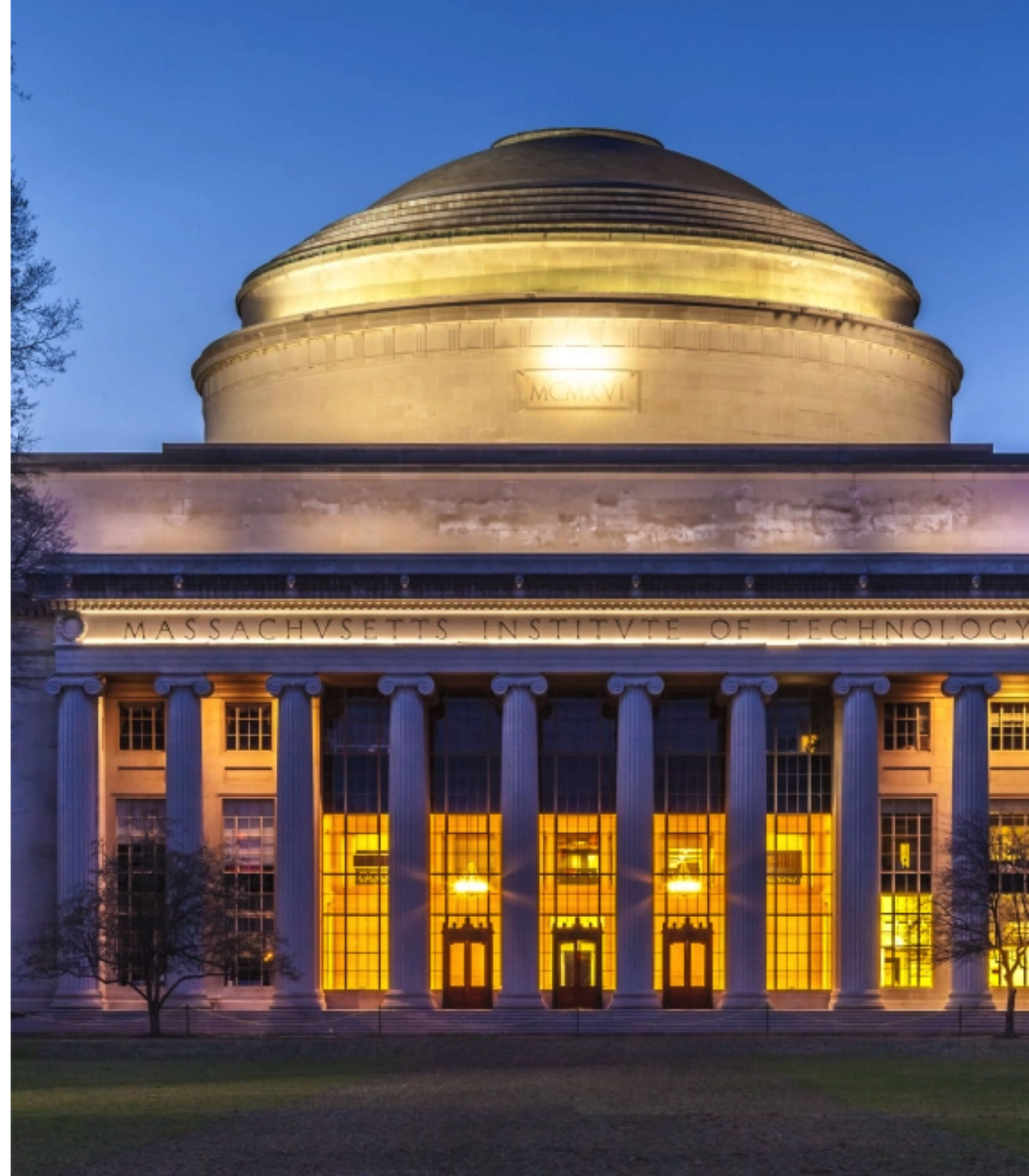
ΓΕΝΙΚΗ  
ΕΠΙΧΕΙΡΗΣΙΑ

ΜΑΡΙΤΙΜΟ  
ΕΠΙΧΕΙΡΗΣΙΑ



# Entrepreneurship @ MIT

- Part of the academic culture
- Entrepreneurial Impact Report<sup>1</sup>
  - 30.200 active companies from MIT Alumni around the world
  - 4,6 million jobs
  - \$1,9 trillion annual revenues
  - 10th economy in the world
- The list includes Intel, Hewlett Packard, Boss Corporation, iRobot, Qualcomm, 3Com, and Dropbox, to name a few



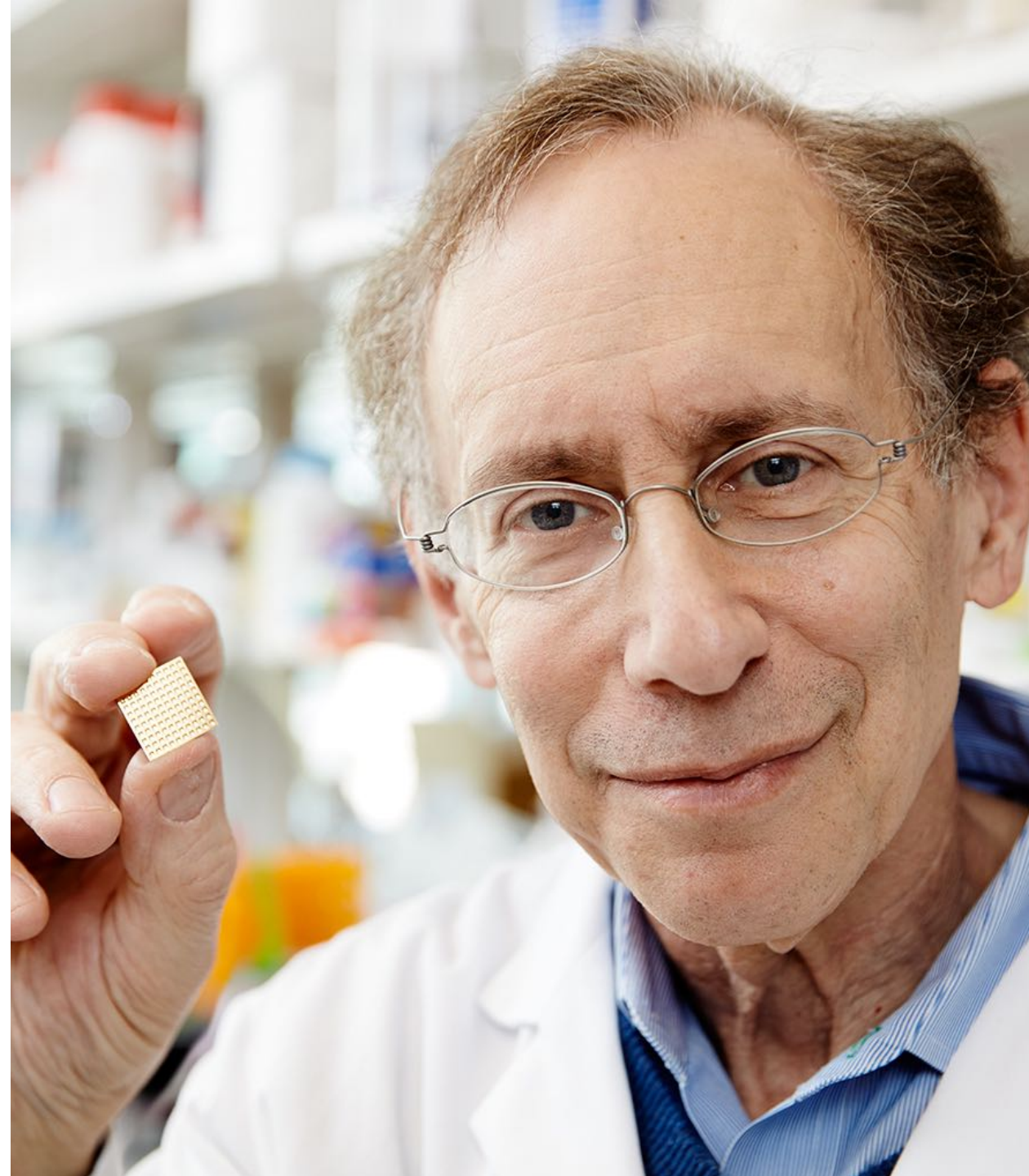
# Robert S. Langer

David H. Koch Institute Professor at MIT

- Biotechnology, drug delivery systems and tissue engineering.
- h-index: 268
- > 298.000 citation
- > 1.480 research articles
- > 1.360 patents
- > 400 patents in industry applications
- Largest biomedical engineering lab in the world (annual programs \$10 million & 100 researchers)
- Several awards
- Co-Founder of 26 companies
- Latest: Verseau Therapeutics raised \$50M



**Enterprise Forum**  
Greece



# MIT Enterprise Forum (MITEF)

- Build a better world by accelerating the creation and growth of world-class technology companies
- Runs highly curated programs that aim to inform, connect, coach and accelerate technology entrepreneurs, helping them to transform their ideas into world changing companies
- A global network, with 19 chapters around the world, inspired by MIT and open to the world



# MIT Enterprise Forum - Creating Global Leaders



Developer of a connected accessory designed to capture real-time heart rate and related information. The company's accessory can be attached with the swimming goggles which captures real-time heart rate, stroke type, laps and instant heart rate information that are presented in a mobile app, enabling swimmers to get accurate information related to the performance and keep a track to improve.

*MITEF PanArab - Lebanon, USA*

*Winner - 2012 Edition*

*Raised VC funding*

*Global partnerships*

*Generating revenue*



Developer of medical imaging technology offered to provide radiotherapy quality assurance products and services. The company's technology includes high-fidelity 3D printed head phantoms of standard dimensions, enabling medical professionals to plan more precise treatment interventions for each individual patient and help radiotherapy technology innovators to fine-tune their products.

*MITEF Greece - Greece, USA*

*Winner - 2015 Edition*

*Raised VC funding*

*Global partnerships*

*Generating revenue*



Developer of genome informatics intended to provide development in pharmacogenomics and transcriptomics. The company's services are created using novel algorithms and bioinformatics tools which helps next-generation sequencing, data analysis and bioinformatics, consulting, enabling scientific researcher develops the diagnosis process.

*MITEF CEE - Poland, USA*

*Finalist - 2015 Edition*

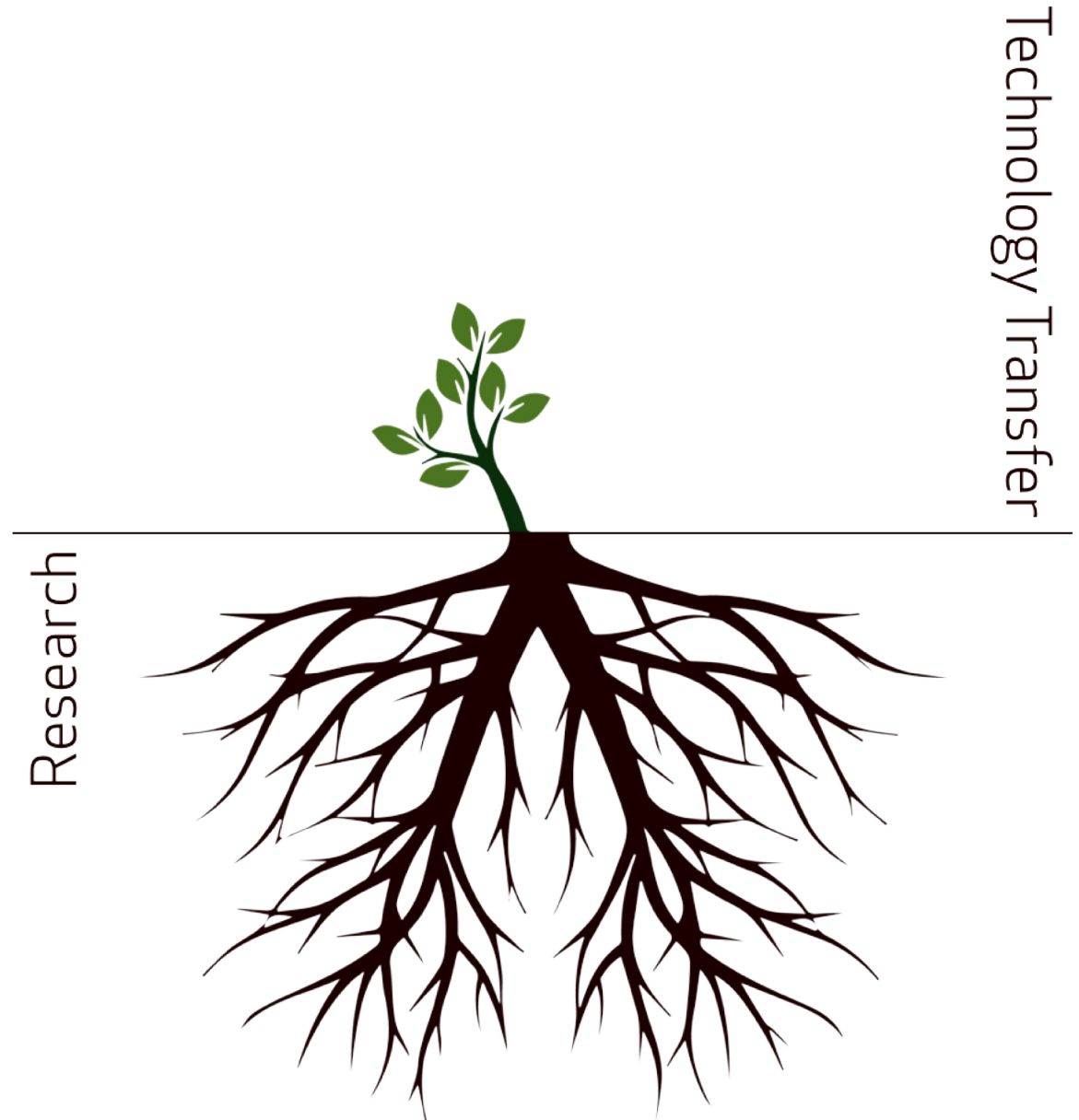
*Raised VC funding*

*Global partnerships*

*Generating revenue*

# The Greek Tech Ecosystem

- Opportunities
  - Natural-born entrepreneurs
  - Strong scientific research output
  - Historically resourceful
  - Problem solving and analytical skills
  - Engineering and scientific skills
- Needs
  - Mentoring and coaching
  - Global visibility and networking
  - Commercialization of research
  - Tech sector business experience
  - Dedicated domestic resources



# MITEF Greece

- The Greek chapter of MITEF Global
  - Founded 2013; independent, non-profit organization
  - Self-funded (no MIT funding), lean structured, annually audited
- Targets researchers, innovators, entrepreneurs, and investors
- Access to a tightly knit global network of technology experts, innovators, entrepreneurs, investors
- MIT brand, resources and hands-on experience in technology commercialization and awareness





# MITEF Greece Programs

- **The MITEF Greece Startup Competition:** the flagship program that brings together hands-on knowhow, global networking and visibility to the participating startups
- **StartSmart Conference and Events:** the flagship conference and satellite events, taking place in Greece or abroad, for inspiration and networking
- **Hands-on Workshops:** provide aspiring entrepreneurs with the tools to understand the opportunities and challenges ahead
- **Tech Insiders Club:** educating business people and investors about technology, and enabling them to better understand the startup ecosystem
- **Global Networking:** MIT Technology Review, MIT EF Global network, Hellenic Innovation Network (Boston based)

# Committed to the growth of the Greek Tech Ecosystem

Researchers

Innovators

Investors

Stakeholders

Professionals

Conferences & Events

Workshops

Competition

Finals

Networking

Making Greece a Tech Hub

Inspire and network the community members through **conferences and events**

Coach aspiring entrepreneurs through **hands-on workshops** and educate business people and investors about technology

Accelerate tech startups through the **MITEF Greece Startup Competition**

Celebrate the best technology startups through the finals

Global networking and visibility



Enterprise Forum  
Greece

# Startup Competition 2015-2019

- 5 Acceleration periods
- More than 400 applications
- 120 startups accelerated
- 50 finalists, 15 winners
- More than 250 founders
- More than 400 jobs
- More than 70 workshops
- More than 30 startups funded with more than \$20 million in total from Greek and international investors
- Best Technology Acceleration Program in Greece



**Dec 31**  
Entry Deadline

The MITEF Greece Startup Competition is a **technology accelerating competition** designed to provide **Greek startups** with the training, the mentorship and the necessary resources to scale fast and compete effectively in the global market. If you have an exciting **new product or service** learn more about how you can apply on the competition platform and join us! Competition winners will receive prizes and global recognition through the **MIT Enterprise Forum Global**, as well as through **MIT Technology Review**.



Start preparing your application today  
visit [mitefcompetition.org/greece](http://mitefcompetition.org/greece)

Join our next presentation meetup  
» **27.11.2014** at **NCSR Demokritos**

Hosted by



Founding Donor



Sponsors



Hospitality Sponsor



Strategic Partners



Communication Sponsors



# Startup Competition at a Glance 2015-2019

Focus Area	2015	2016	2017	2018	2019
Biotechnology & Medicine	4	1	1	6	3
Computer & Electronics Hardware	1	2	2	2	3
Software	3	10	9	7	2
Transportation	3	1	1	0	1
Internet & Web	10	6	6	3	3
Nanotechnology	0	1	1	0	1
Energy	1	0	0	0	5
Telecom	1	0	0	0	0
Other (FinTech, AgriTech, Tourism, etc)	2	4	4	6	2
<b>Significant Technology Transfer Component</b>	<b>4</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>6</b>



# MITEF Greece – Successful Alumni



Designer of an emotion-sensing wristband created to manage mental health and achieve emotional well-being goals. The company specializes in developing a wristband that leverages proprietary algorithms to recognize and track human emotions as long as the device is active, enabling users to identify their emotional patterns and provide real-time coaching and intervention.

*2nd Runner Up - 2016 Edition*

*Raised VC funding*

*Global partnerships*



Developer of Revenue Management and Optimization platform designed to empower enterprises to accelerate revenue growth and be more productive in the process. The company's platform offers integrated price predictive analytics that helps companies to identify optimum pricing, efficiently manage quotes and tenders, understand what their customers are thinking and evaluate their business and optimize their processes. It can predict the impact of price changes, probability of success and calculate optimum prices, while ensuring a smooth transition from legacy systems and reduced implementation time and cost.

*2nd Runner Up - 2017 Edition*

*Raised VC funding*

*Global partnerships*

*Generating revenue*



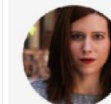
Developer of an agricultural system designed to offer a controlled method of fertilization for cereals. The company develops a fully automated embedded system that can be installed in every tractor to determine the actual crop need, rather than the guesswork of farmers, enabling clients to increase yield productivity and boost efficiency while saving inputs.

*2nd Runner Up - 2018 Edition*

*Raised VC funding*

*Global partnerships*

*Generating revenue*



Europe

**Zoi Giavri**

Earlier and more accurate diagnoses for brain conditions thanks to her software that transforms MRI tests into accurate 3D reconstructions

# Startup Competition 2020

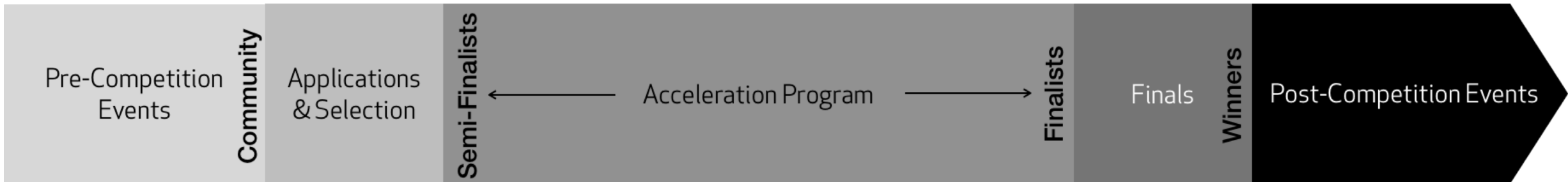
- Redesigned program over 5 long weekends to make it attractive to startups outside Athens
- Designed to attract global startups
- Enriched workshop program to include additional themes:
  - Sales, Business Modeling, etc.
- Activities to further enhance pre and post competition networking, in Greece and abroad
- Specialty tracks
  - Energy, Maritime



# Startup Competition 2020 - Timeline

- Presentations at key locations around Greece
- Startup clinics
- Online events and webinars
- Digital marketing to promote competition

- 5 long weekends with hands-on business workshops
- Mentoring
- Social-events and meetups
- Judging to select finalists



- 1 General and 3 Special Tracks with Track Sponsors
- Feedback from judges
- Selection of 30-35 semifinalists
- 10 Startups max per track

- Additional workshops, physical and online
- Finals Demo Day with live judging

- More opportunities for participation in Boston Networking Activities
- Global visibility through MITEF Global Network



# Startup Competition 2020 – 5 long weekends

Friday	Saturday	Sunday	Monday
	1030-1330: workshop	1030-1400: workshop or social sponsored by a partner	Track specific activities led by sponsoring partner
	1330-1500: group lunch 1500-1800: workshop		
1600-2000: workshop 2000-2130: dinner (optional)	1800-2000: social (optional)		





# Startup Competition 2020 – 5 long weekends

## Workshop #1:

- Friday 07/2: 24 Steps Part #1 (steps 1-3)
- Saturday 08/2: 24 Steps Part #2 (steps 4-6)
- Saturday 08/2: Legal matters
- Saturday 08/2: Social, dinner
- Sunday 09/2: CEO meetup hosted by Partner TBN

## Workshop #2:

- Friday 14/2: 24 Steps Part #3 (steps 7-9)
- Saturday 15/2: 24 Steps Part #4 (steps 10-12)
- Saturday 15/2: Leadership & HR
- Saturday 15/2: Social, dinner
- Sunday 16/2: CTO meetup hosted by Partner TBN

## Workshop #3:

- Friday 21/2: 24 Steps Part #5 (steps 13-15)
- Saturday 22/2: 24 Steps Part #6 (steps 16-18)
- Saturday 22/2: Marketing
- Saturday 22/2: Social, dinner
- Sunday 08/3: CMO meetup hosted by Partner TBN

## Workshop #4:

- Friday 28/2: 24 Steps Part #7 (steps 19-21)
- Saturday 29/2: 24 Steps Part #8 (steps 22-24)
- Saturday 29/2: Negotiations
- Saturday 29/2: Social, dinner
- Sunday 01/3: CSO meetup hosted by Partner TBN

## Workshop #5:

- Monday 09/3: Perfect Pitch Workshop
- Tuesday 10/3 - Wednesday 18/3: One to One with Linda Plano
- Thursday 19/3: Perfect Pitch Night

## Additional Webinars

- TO BE SCHEDULED

## Track Specific Events

- TO BE SCHEDULED

## Mentoring:

- 3 Mentors per team
- Early February until late June



# Accelerating the best technology ventures in Greece



# Global Partnerships

- Increase the global visibility of Greek technology companies
  - Works with MITEF Global and MIT Technology Review to report inspiring stories from Greece
  - Supports the Hellenic Innovation Network to build bridges between the Greek and Boston ecosystems
  - Organizes international workshops, networking and roadshow activities
  - Works with the US Embassy, the Israeli Embassy, WPP, and more to create global opportunities



# Sponsors and Partners

Energy Track  
Exclusively Sponsored by



Maritime Track  
In collaboration with



With the Support of



Sponsors



Strategic Partners



POTAMITISVEKRIS



DRACOPOULOS &  
VASSALAKIS LP



Hospitality Sponsors



Technology Stack  
Partner



Community Partners



Communication Sponsors



# Startup Competition 2020

# Startup Competition 2020 – Prepare your Application



## STARTUP COMPETITION 2020

**GENERAL TRACK**

**ENERGY TRACK**

**MARITIME TRACK**

Applications Period:  
**Nov. 15 – Dec. 22**



**Enterprise Forum**  
Greece

# Thank you!

We look forward to working with you.

**Vassilis Papakonstantinou**

Chairman

[vpap@mitefgreece.org](mailto:vpap@mitefgreece.org)

[www.mitefgreece.org](http://www.mitefgreece.org)

+30 21 6900 298



## **Making Greece a Tech Hub by 2021**