

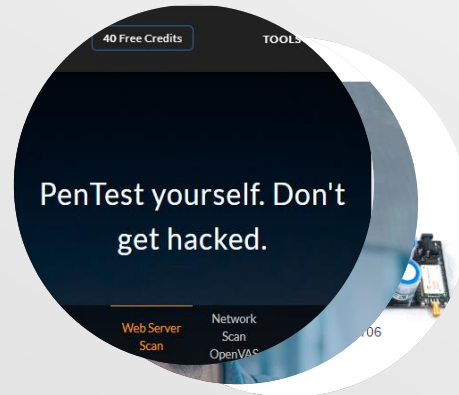
# INNOVATION LABS



Program overview

# Why IL?

## STARTUPS



## SME ECO SYSTEM



## INNOVATION ECO SYSTEM



## INTRAPRENURSHIP



## PRESENTATIONS SKILLS



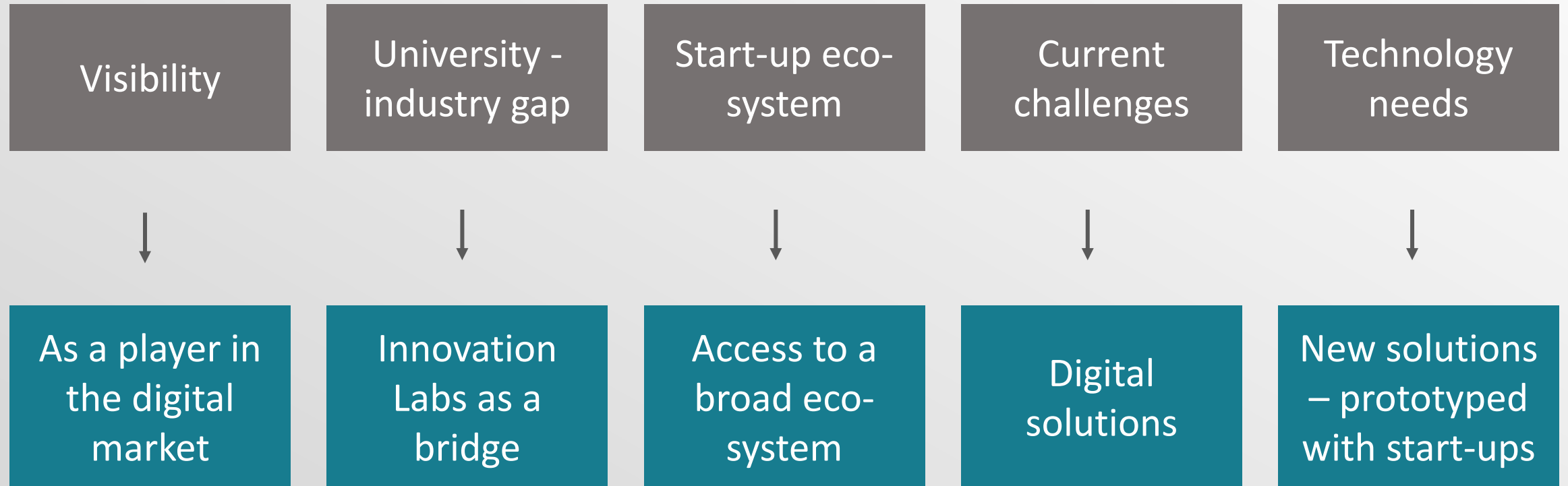
## TEAMWORK



## PRODUCT MANAGEMENT



# Why IL for partners?



**526 accelerated teams**

out of 1292 pitched ideas

Students  
Graduates  
Researchers  
Experienced professionals

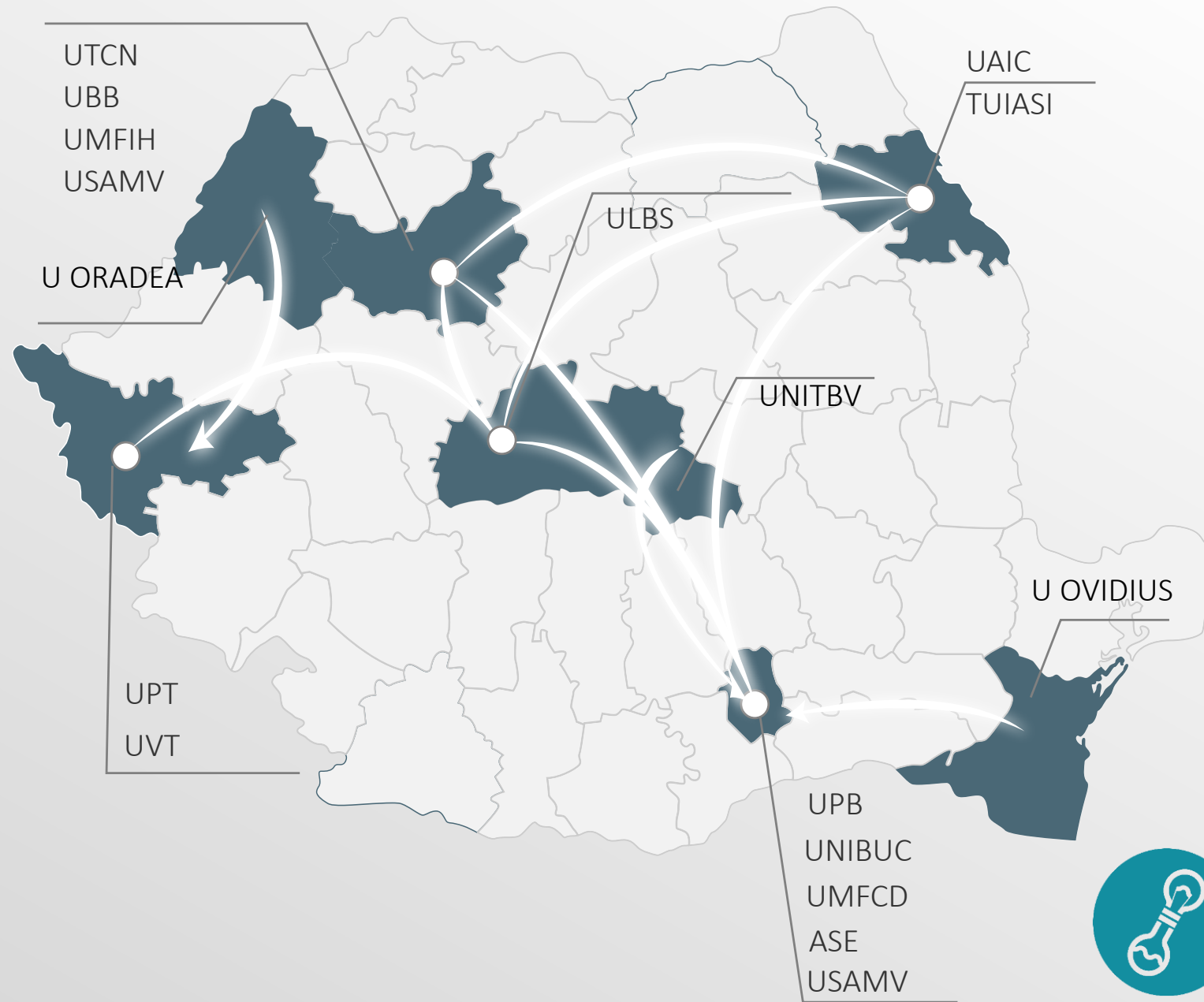
**~ 170 program mentors**

per each program edition

**25 corporate partners**

9 national & 16 local

**17 universities**





# Part of the alumni – recent stories

Coda Intelligence, un start-up de tehnologie din zona de cyber security, a atras o finanțare de 800.000 de euro. Fondurile Early Game Ventures și ROCA X, principalii investitori

CODA Intelligence

15 Jun 2020

THE RECURSIVE  
STORIES SHAPE STORIES

Channels ▾ Podcast About

MEDTECH

HOME » NEWS » MEDTECH » XVISION, THE FIRST ROMANIAN AI APP FOR RADIOLOGISTS, GRABS €1M

**XVision, the first Romanian AI app for radiologists, grabs €1M to expand in Western Europe and enter the US**

BY ANTOANELA IONITA 13 JANUARY 2022 2 MINS READ COMPANY

XVision

13 Jan 2022

\$ Funding Round • May 10, 2020

XVision raised €308,000 / Seed from Gapminder VC and Roca X

Discover more funding rounds

\$ Funding Round • Jun 1, 2019

XVision raised €100,000 / Pre Seed from Gapminder VC

Discover more funding rounds

10 May 2020

**Românii de la KNOSIS.AI, evaluare de 1,5 mil. euro în urma unei investiții**

Oana Coșman

Startup-ul românesc KNOSIS.AI este evaluat la 1,5 milioane Euro în urma unei investiții din partea BinBox.

KNOSIS.AI

28 Oct 2020

ONCOCHAIN

Oncochain dezvoltă o platformă de date din practica clinică curentă în domeniul oncologiei pentru a standardiza, colecta și agrega date anonimizate de la pacienții care suferă de cancer. Acest lucru creează posibilitatea de a genera analize utile care pot sprijini deciziile de business și pot orienta activitățile de cercetare a companiilor farmaceutice și pot oferi îngrijiri bazate pe valoare pentru furnizorii de servicii medicale.

365,000 EUR collected of 350,000 EUR target

Investors pending approval: 15  
Confirmed investors: 80  
Followers: 54

INVEST

oncochain

Nov 2020

don't take our word for it.

linnify

what our clients have to say.

our partners with which we have worked hard in making the world a better, cleaner, simpler place.

(2018)

beez od cooldress ZORC FOUNDRY

Soleadify

Oct 2020

Start-up-ul local Soleadify a luat o finanțare de 1,5 mil. dolari de la GapMinder, fondul DayOne Capital din Budapesta și investitori privați locali via SeedBlink. Soleadify a construit deja un motor de căutare pentru profile de companii, care oferă informații actualizate despre 43.000.000 de companii din întreaga lume

ACQUISITION

**Appsulate acquired by Zscaler**

Appsulate

Summary

Appsulate

2019



# Part of the alumni – latest stories

## Investitorul Florin Pop se alătură startup-ului clujean de rezervări Bookr

Vlad Andriescu

Florin Pop, un cunoscut business angel, cu peste 20 de ani în industria investițiilor și a consultanței de business, se alătură ca și board advisor și lead investor la BOOKR, un startup de rezervări online care își propune să revoluționeze piața de servicii atât pe plan național, cât și internațional.



Bookr

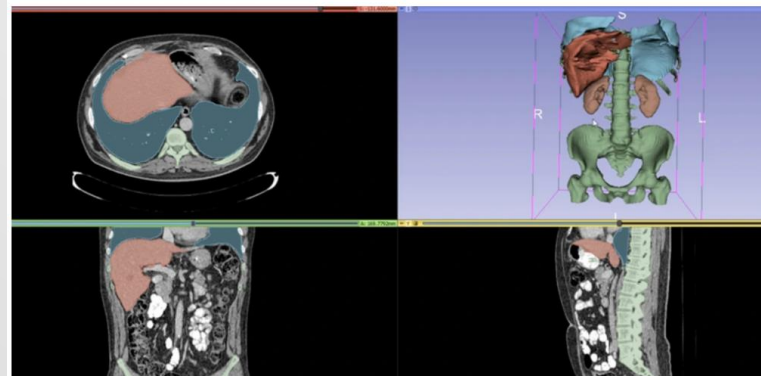
Jul 2021

## Synaptiq a închis o rundă de finanțare în valoare totală de 250.000 de euro pentru Mediq, softul care identifică rapid și precis tumorile canceroase

Ion Dobreanu - mar, 19 oct. 2021, 18:11

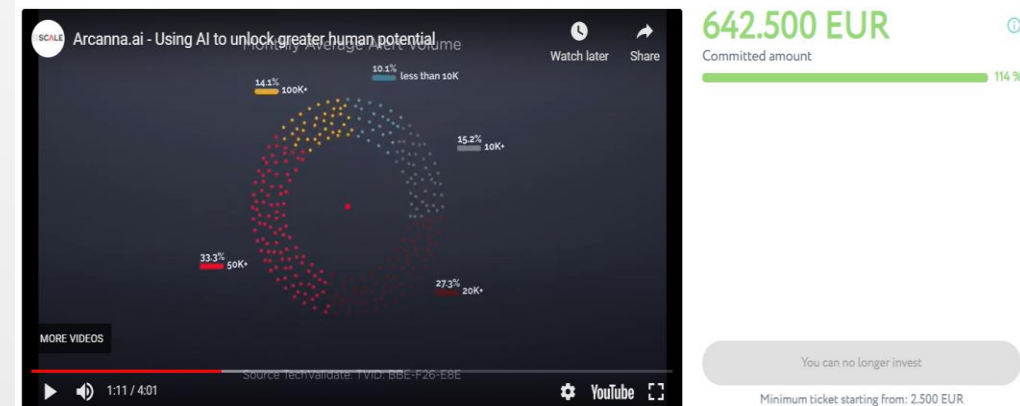
Trimite pe:

Synaptiq, startup românesc din Cluj-Napoca care crește performanța serviciilor medicale dezvoltând soluții bazate pe AI pentru delimitarea tumorilor și a organelor care prezintă risc, a anunțat marți că a închis o rundă de finanțare de 250.000 de euro cu participarea fondului de investiții GapMinder VC prin acceleratorul de business Techcelerator, Cleverage VC și angel investors - antreprenorii Daniel și Ioan Istrate.



Synaptiq

Aug 2021



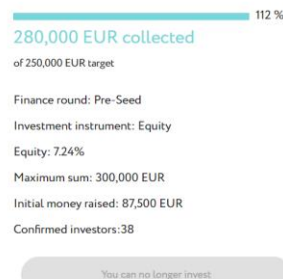
Siscale

Jun 2021

Medic Chat is an application that allows anyone to get quick and easy access to health advice from a network of top doctors. We absolutely believe that being able to get quality medical advice should not be any more difficult than getting an Uber or booking a place with Airbnb.



Medic Chat



Apr 2021



Bucur and Ciprian Frandeeș, provided the legal assistance of the transaction.

Early Game Ventures investment fund (earlygame.vc) announces signing an investment round worth 200,000 euros in Vatis Tech (<https://vatis.tech/>), a startup that develops speech recognition technology. Sparking Capital and Mălin Ștefănescu participated in the round, and the DLA Piper team, formed by Cristina

"At Vatis Tech, we focus on developing recognition algorithms for European languages such as French, Italian, German, Dutch, or Polish. We started, of course, with the Romanian language, and we proved that our solution has better results than Google technology. In tests performed so far, the accuracy of Google's transcription is 84%, while that of Vatis Tech has exceeded 94%. The speech recognition algorithms developed by us are specialized in industries and verticals, such as media, finance, technology, or the medical field," said Adrian Ispas, founder and CEO of Vatis Tech.

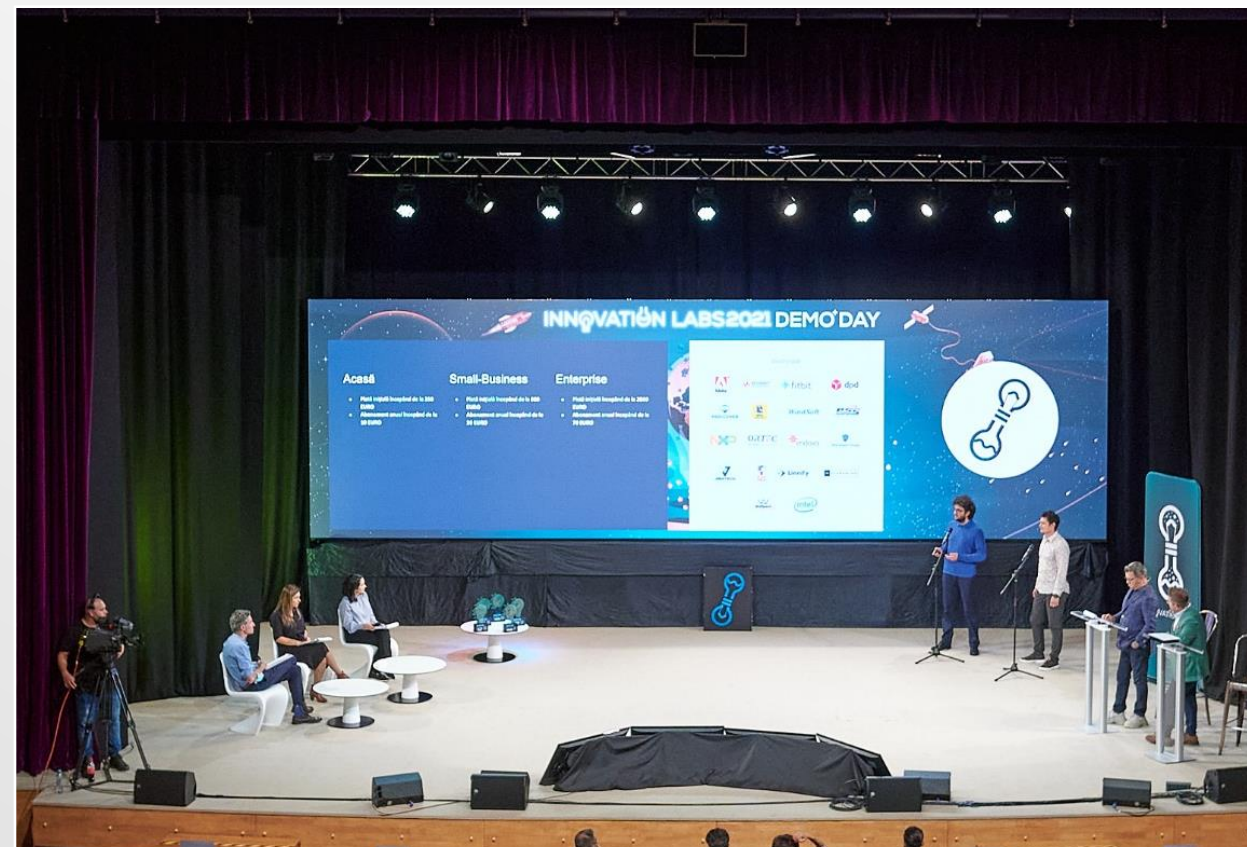
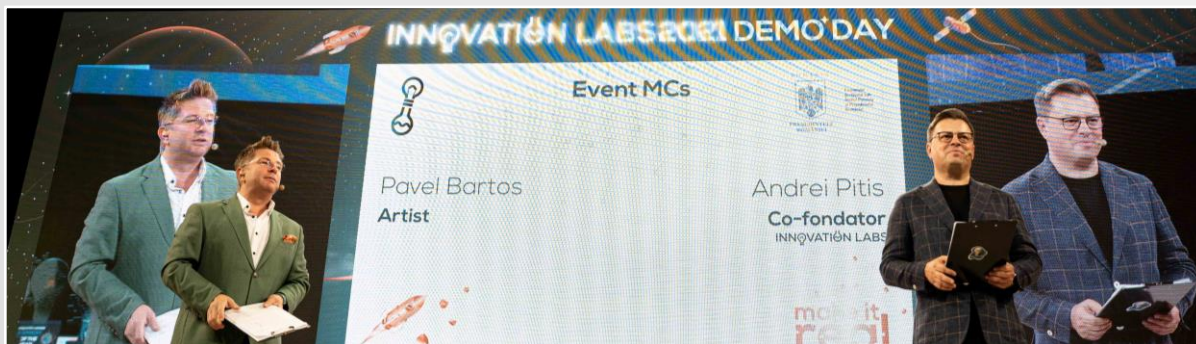
Vatis Tech

Sep 2021





# Demo Day 2021



155k reach

1500 peak

42.2k views

as of 31.03.2022



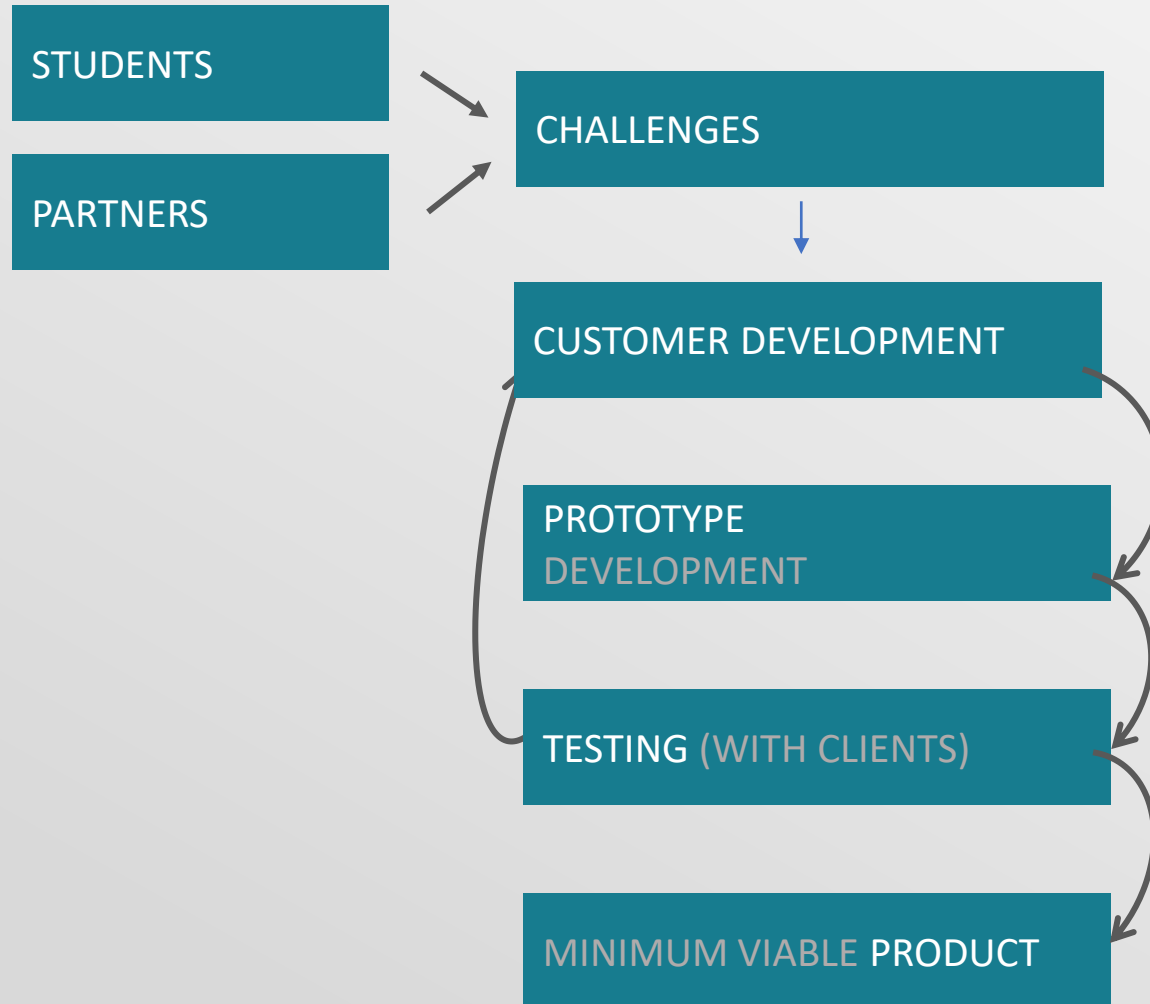
# INNOVATION LABS



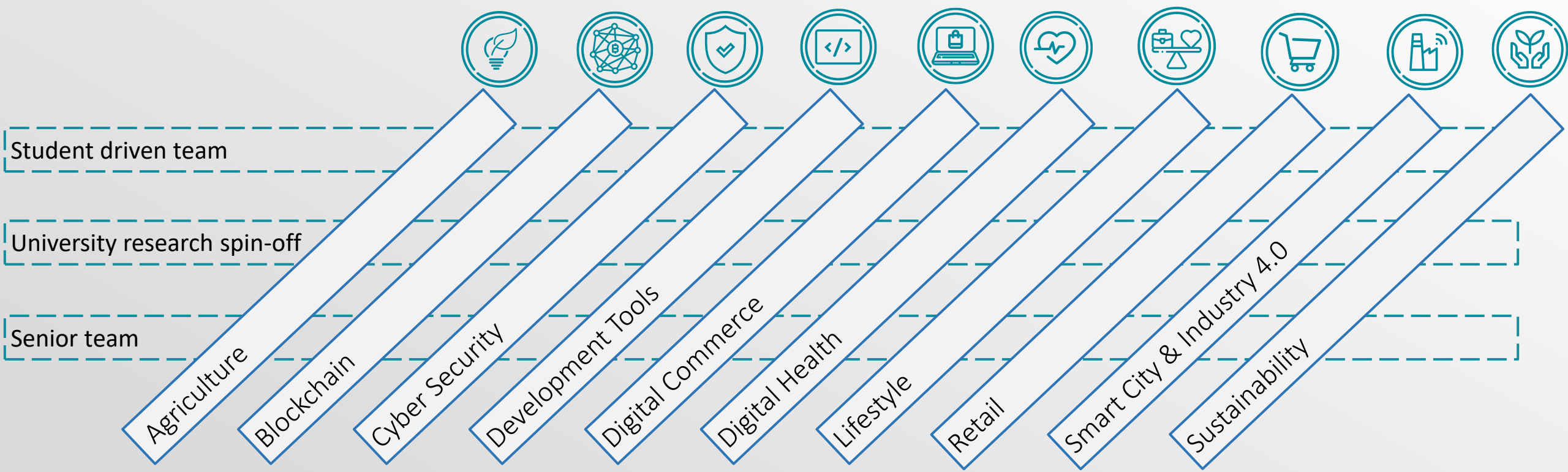
Innovation Labs – preparing for 2023



## WHAT PARTICIPANTS DO

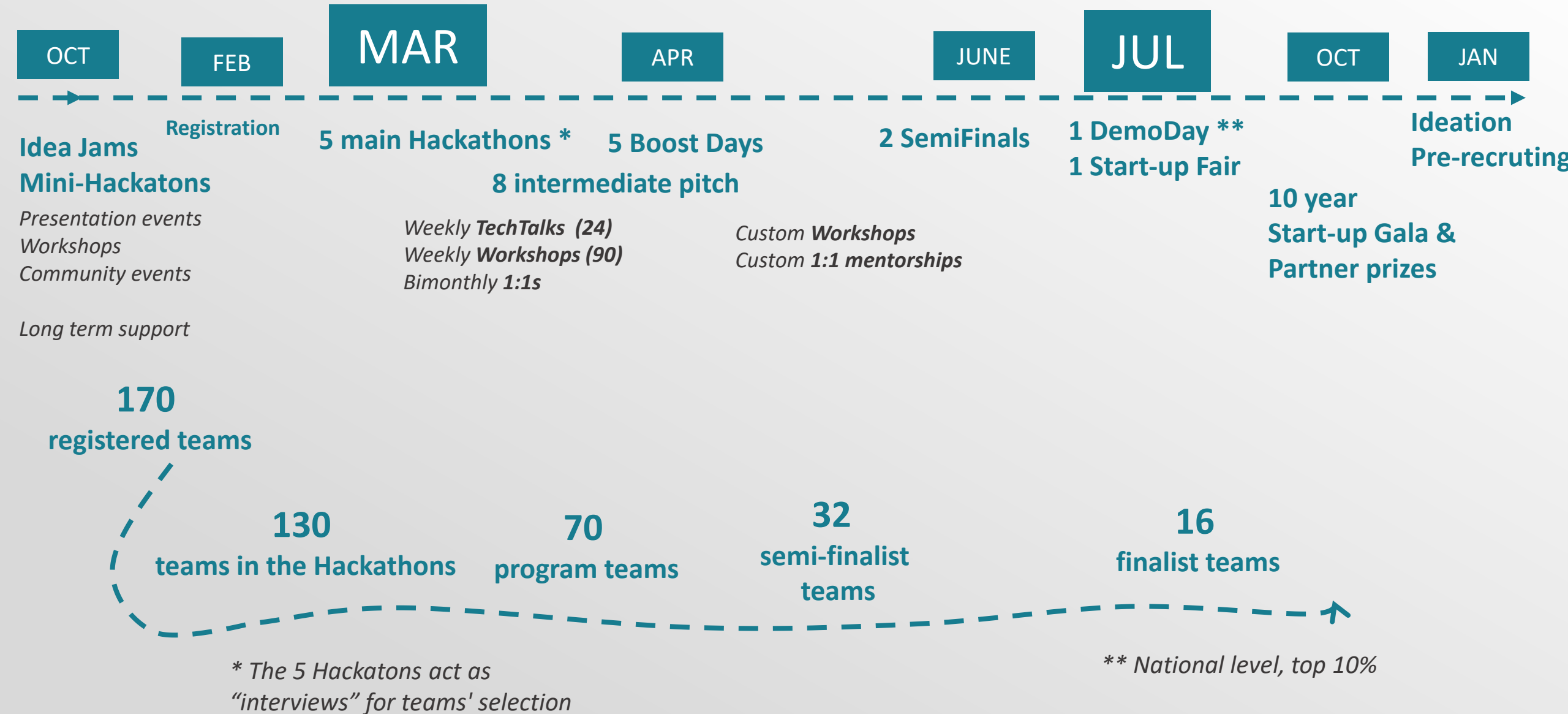


# Innovation Labs eco-system - tracks





# Timeline





# INNOVATION LABS

Why Join as a Partner



## Access to

ECO-SYSTEM – NEW CONTACTS  
AND PARTNERSHIPS

A BROAD COMMUNITY &  
COMPLEMENTARY EVENTS &  
PROJECTS

TOP UNIVERSITIES FOR FURTHER  
PARTNERSHIPS

## Direct employee engagement, as:

MENTORS 

SPEAKERS 

JURY 

DEDICATED CONTACT 

TEHNICAL EXPERS 



Summary - new team collaboration

OPEN CHALLENGES

SPECIFIC IDEAS



SOLUTIONS EXPLORATION

MVP DEVELOPING



NEW INTERNAL TOOLS

NEW PRODUCTS FOR CLIENTS

With specific support

ACCESS TO DECISION MAKERS  
IN COMPANIES

ACCESS TO CUSTOMERS

DATA SETS FOR  
MACHINE LEARNING

ACCESS TO TEHNOLOGIES

DEDICATED CONTACT 

MENTORSHIP 

DOMAIN KNOWLEDGE



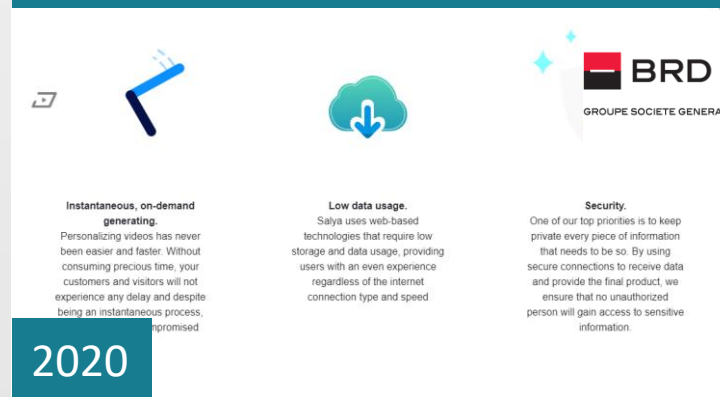


# Part of the alumni

## AgroFuture



## Salya

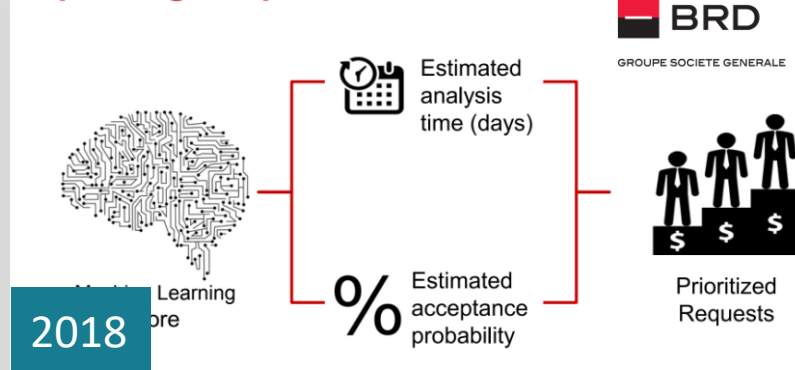


## tire2tire



## CredXP

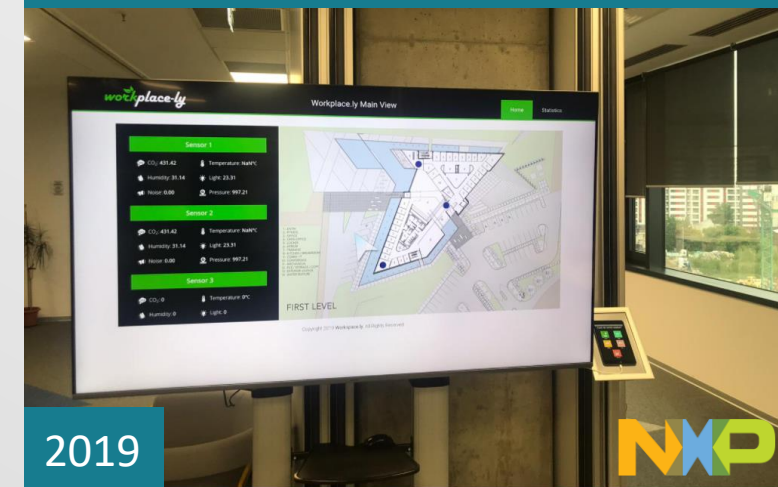
### Improving the process



## Grid Watcher: incorporated as an Eximprod Grup's Solution



## workplace-ly



# Exposure for as a company that drives

STARTUP ECOSYSTEM GROWTH

SME GROWTH

LONG TERM IMPACT IN THE EDUCATIONAL ECO-SYSTEM

## Through

SOCIAL MEDIA

PRINTED & ONLINE ARTICLES

TV & RADIO

FOCUS ON TEAMS

## With support

DEDICATED CONTACT 

RAW MATERIALS

JOINT CAMPAIGNS

FOCUS VIDEOS

FEEDBACK ON IL MATERIALS

JURY 

MENTORS 





# Multiple collaboration possibilities

SHARED CUSTOMERS IN B2B DEALS

TECHNOLOGY USAGE

CUSTOM VERSION IN A SPECIFIC COLLABORATION

DIRECT RESELL OF PRODUCTS (WITH SPECIAL DEAL/ EXLUSIVITY PERIOD)

RECRUITMENT POOL FOR OWN INCUBATOR

INCORPORATE START-UP/ TEAM

# With specific support

ACCESS TO DECISION MAKERS IN COMPANIES

DEDICATED CONTACT 

JURY REPRESENTATIVES 

ACCESS TO CUSTOMERS

DATA SETS FOR MACHINE LEARNING

MENTORSHIP 

ACCESS TO TEHNOLOGIES

DOMAIN KNOWLEDGE



# Part of the alumni

## 4 noi startup-uri s-au alăturat programului Orange Fab

**Orange Fab**  
Program de accelerare pentru startup-urile viitorului

5G & Networks of the Future

Security

**Correct Networks**

PacketCloud, produsul dezvoltat de Correct Networks, este o platformă de virtualizare eficientă care oferă companiilor de Internet posibilitatea transformării infrastructurii proprii pentru rularea aplicațiilor de tip cloud. Soluția propune o metodă de virtualizare ce permite rularea a mii de aplicații, fiecare în interiorul unei mașini virtuale, folosind resurse hardware modeste din interiorul rețelei operatorilor, toate acestea oferind garanții ridicate de performanță.

**2020**

**rungutan**

Rungutan is the first API Load Testing SaaS Platform, 100% serverless, API driven, that saves up to 80% of the normal Load Testing time. Rungutan helps you simulate workflows to emulate user experiences, so it is easier to design workflow-oriented test strategies. With Rungutan, you will know all the time how many users your platform supports and what to do in case of fluctuations. Most importantly, you will finally be able to test only some defining the tests exactly for your customers' behavior.

**2020**

IoT & Connected Objects

Smart Retail

**OGOR**

Folosind datele satelitare Copernicus, OGOR dezvoltă o platformă complexă pentru fermieri, concentrată în jurul a trei piloni: un jurnal în timp real de observații satelitare, ce se actualizează la fiecare 3 - 5 zile, ce ajută fermierii să înțeleagă rezultatele practicilor agricole; o comunitate și un centru de colaborare, ce ajută fermierii să gestioneze mai ușor provocările zilnice; un îndrumar al activităților agricole, ce ajută fermierii să își organizeze planificat, semănat până la recoltat.

**2020**

**wiseVOICE**

Servicii și automatizare de voce de nivel uman. Produsele Wisevoice sunt construite pentru a ajuta companiile să interacționeze cu clienții, partenerii și angajații prin automatizarea serviciilor de voce și scăderea costurilor.

**(founders are alumni of IL)**

People & Future of Work

5G & Networks of the Future

## Fullscreen digital

Faster to implement

...

**Carrefour**

**orange™**

**2014**

What is RPA?

## OGOR

# Atos

## iccgard

**2020**

Dar ce avem aici?

Unique / Innovation factor

- Payload-less detection of attacks
- Historical uses of Oday
- Behavior analysis between multiple web applications of different clients

## uRadMonitor

**2016**

Map showing data points across Europe, with green circles of varying sizes indicating values at different locations.



# INNOVATION LABS

INNOVATION LABS 2021 DEMO DAY

**PROBLEMS**

**REGULAR PERSON**

- Lack of motivation
- Poorly informed
- Decision fatigue

**PERSONAL TRAINER**

- Gym dependent
- Quantity focus
- Technology noob

**ORGANIZATORI**

- TECH LOUNGE
- TUT
- CALEMIS
- EduHub
- COWORK TIMISOARA

**PARTENER STRATEGIC**

- ROMANIAN-AMERICAN FOUNDATION

**PARTENERI PRINCIPALI**

- BRD
- Atos
- orange
- UiPath
- elrond
- Microsoft
- Carrefour

**Keynote**

Partnership levels & current line-up



# Partnership levels

## Silver Partner

(local, 1 city)

- **Partnerships**, (..) with start-ups
- Direct access (..) participants
- **Direct access** to early-stage technology-based start-ups
- **Products & technologies**
- Visibility as partner organization
- Usage of video and photo materials
- Branded give-aways
- Social media channels.
- Jury members – Hackathon, Pitch Day, DemoDay
- Mentors
- Monitoring & Evaluation

## Gold partner

**Silver Partner** Benefits plus:

- + Access to partnerships and participants in **multiple locations** – 2/3 out of B, CJ, IS, SB, TM
- + Access to a boarder range of start-ups
- + Visibility at **national scale**
- + TechTalk
- + Jury members
- + Mentors
- + Special Prize options

## Platinum partener

**Gold Partner** Benefits plus:

- + Access to partnerships and participants in **all 5 locations**
- + Extra visibility
- + **Dedicated Innovation Track**
- + **Golden Vote**

## Platinum+ options

- **Ideation Hackathons**
- **Special position in the Gala event**
- + Exclusive position



# Innovation Labs eco-system - partners

(2022 partners line-up)



strategic partner



institutional partners



academic partners



parteneri – echipe alumni ai programului



# INNOVATION LABS



**Additional info**



Specific support (e.g.)



Robotics



Hardware  
Design



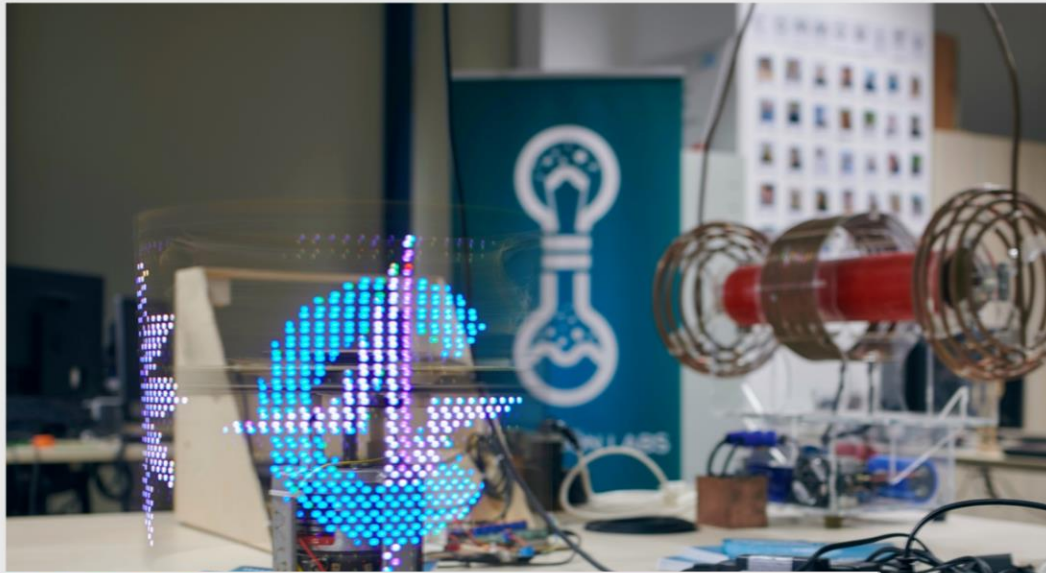
Embedded  
Programming



IoT



ML



Imagine Cup X

Microsoft Student Partners



# Alumni evolution

30%

entrepreneurial  
or intrapreneurial  
position.

+72%

team work skills

+35%

management /  
leadership  
position

+25%

entrepreneur  
identify

+31%

interpersonal  
relationships

