



# EIT Digital's Outreach Programme –

## Supporting growth and Innovation in Europe

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# EIT Digital

*European entrepreneurs in  
digital innovation & education*



# Trusted European ICT ecosystem

*Building on excellent partners*



# Entrepreneurial Education

*Breeding Entrepreneurial ICT Skills*



EIT ICT Labs  
MASTER SCHOOL

EIT ICT Labs  
DOCTORAL SCHOOL

EIT ICT Labs  
PROFESSIONAL SCHOOL

**BLENDED EDUCATION**

Partner  
Universities

Co-Location  
Centers

On-Line  
Platforms

# Innovation & entrepreneurship

*Driving digital solutions to the market*

**Select**  
*from our eco-system  
and beyond*

Technologies

Research  
Results

Business  
Strategies

Regular Activities  
HIIs  
Start-ups

**Grow**  
*through our eco-system*

Cyber-Physical Systems

Future Cloud

Future Networking Solutions

Future Urban Life and Mobility

Health & Wellbeing

Privacy, Security & Trust

Smart Energy Systems

Smart Spaces

**Succeed**  
*in world markets*

**European  
success  
stories**



# Focused Action Lines

*Delivering digital solutions in areas strategic for Europe*



# The “ARISE Europe” Programme

# Concepts

- **Targets**
  - **Innovation Centers** (Accelerators, Incubators, Innovator Associations, Regional Clusters) and their ecosystems
- **Objective**
  - Supporting the growth of **Innovation Centers and their ecosystems**
- **How**
  - Agreements with annual implementation
  - Connection to our Innovation (EIT Digital Accelerator, Action Lines) and Education tools (Entrepreneurial Education)
- **Geographical scope 2015**
  - All EU-28 countries without a KIC Node/Associate Partner



# Value Propositions

## For EIT Digital

Value Prop Element	
Be influenced by new talents and ideas	Best students
	Best innovators, researchers, startups, SMEs
	Best tech
Amplified impact	Wider adoption of our best practices and know-how
	Stronger tech transfer
Market pull from local ecosystem	

## For Innovation Centers

Value Prop Element	
Improved know-how and practices	
Improved Innovation Tools	Stronger tech portfolio
	Stronger local market
	Stronger connection to European market
Stronger regional innovation system	Higher quality ICT professionals
	I&E-friendly local education system

# Approach

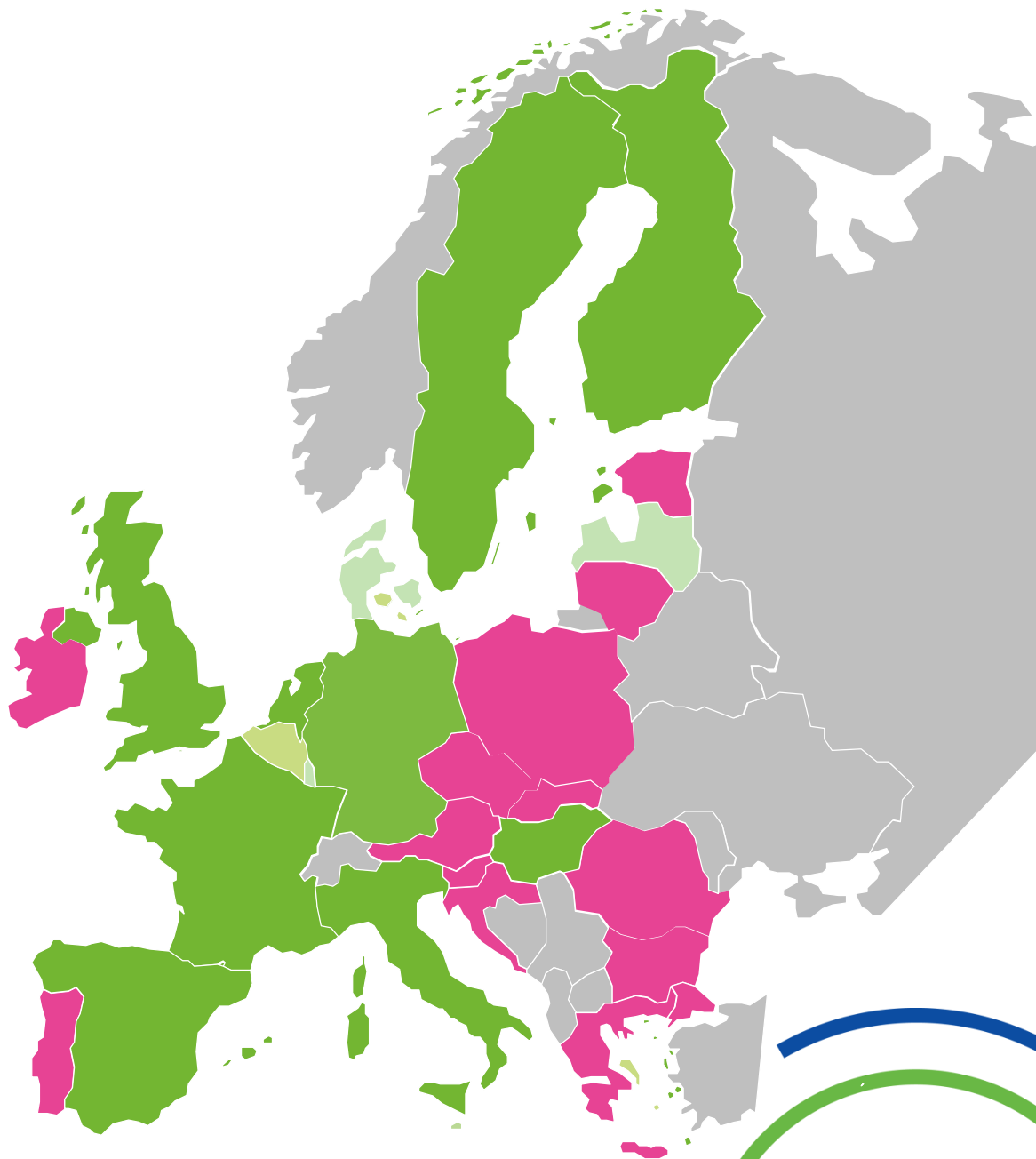
<b>Two-way Engagement</b>	<ul style="list-style-type: none"><li>• <b>Clear and aligned Value Props for both sides</b></li></ul>
<b>Excellence</b>	<ul style="list-style-type: none"><li>• <b>Engage, select (open calls) and enter into agreements with Excellent Innovation Centers</b></li></ul>
<b>Thematic Alignment</b>	<ul style="list-style-type: none"><li>• <b>Along Action Lines' priorities</b></li><li>• <b>Linkage to our Accelerator and our Schools</b></li></ul>
<b>Co-Financing</b>	<ul style="list-style-type: none"><li>• <b>ARISE partners: own, regional, national, RIS3 financing</b></li><li>• <b>EIT Digital</b></li></ul>
<b>Simplified and More Effective Structure</b>	<ul style="list-style-type: none"><li>• <b>Two streams</b><ul style="list-style-type: none"><li>• <b>Education</b></li><li>• <b>Innovation</b></li></ul></li></ul>



# Results for 2015

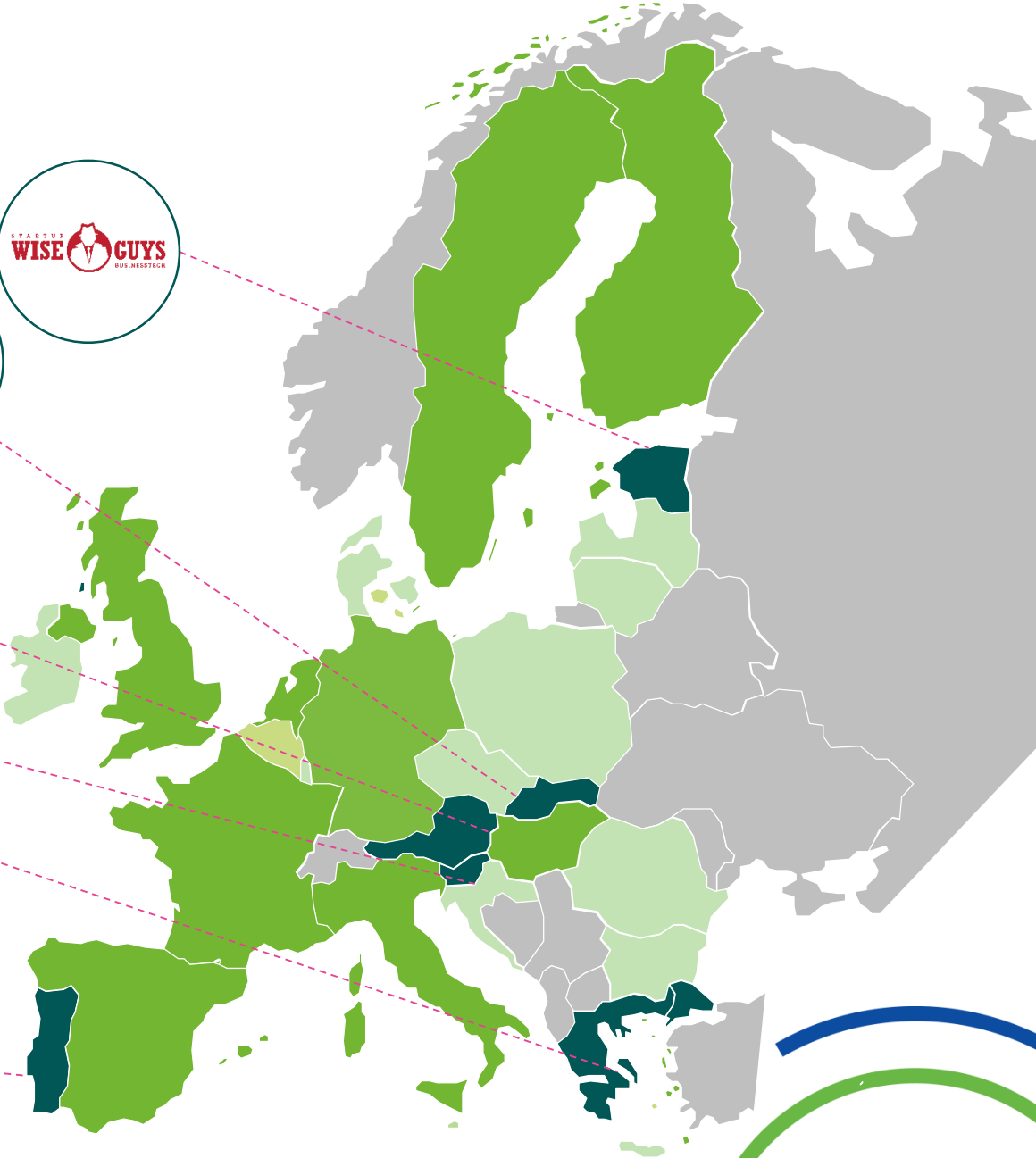
# Countries reached

43  
Applications  
from 14  
ARISE  
Europe  
countries



# Innovation Centres

6  
Innovation  
Centres  
selected





# Activity plan 2015

2 co-branded  
events per  
Innovation  
Centre

- startup pre-selection events
- Mobilisation of local stakeholders

2 joint  
meetings with  
our  
Accelerator

- Kick-off meeting (London, Oct)
- Final startup selection event (**Budapest**, Dec)

Joint  
acceleration  
of selected  
startups

- Up to 2 startups per InnoC proposed to EIT Digital Accelerator
- Joint acceleration (once selected)

# Results - Co-branded Events

	October	November	December
ABC / Ljubljana		<ul style="list-style-type: none"> <li>• COINVEST conference &amp; Pitching Track Nov. 18-19</li> <li>• One-on-one coaching Nov. 27</li> </ul>	
BGI Lisbon	<ul style="list-style-type: none"> <li>• One-on-one coaching Oct. 22</li> </ul>	<ul style="list-style-type: none"> <li>• Networking event Nov. 18</li> <li>• Demo Day Nov. 19</li> </ul>	
Found.ation / Athens		<ul style="list-style-type: none"> <li>• VC educational workshop</li> <li>• Pitch event @Startup Safari Nov. 23</li> </ul>	<ul style="list-style-type: none"> <li>• Big Data Workshop Dec. 15</li> </ul>
INiTS / Wien	<ul style="list-style-type: none"> <li>• Focus Night Oct. 22</li> </ul>	<ul style="list-style-type: none"> <li>• Pitching contest Nov. 17</li> <li>• Demo Day Nov. 30</li> </ul>	
RubixLab / Bratislava		<ul style="list-style-type: none"> <li>• Up Venture Slovakia</li> <li>• Pitching contest Nov. 13</li> </ul>	
Startup WiseGuys / Tallin	<ul style="list-style-type: none"> <li>• Facing founders issues Oct. 28</li> </ul>		<ul style="list-style-type: none"> <li>• Christmas networking event Dec. 10</li> </ul>

**Reached/engaged >500 people including startups, investors, local stakeholders**

## Results – startup selection

Scouted Startups:	89
Shortlisted:	39
Admitted to pitching event:	9
Invited to join EIT Digital' funnel:	5

# ARISE Europe in 2016

# New activities for 2016

Area	Objective	Means	With whom
Innovation	Stabilize Innovation Centres Partnership	<ul style="list-style-type: none"> <li>• Open call for 4 new recruits in RIS countries</li> <li>• Stage gating</li> </ul>	
	Provide additional value to Innovation Centres and EIT Digital	<ul style="list-style-type: none"> <li>• Connect corporations to Innovation Centres/startups</li> </ul>	EIT Digital Accelerator
		<ul style="list-style-type: none"> <li>• Virtual Speed Networking</li> </ul>	EIT Digital Accelerator
		<ul style="list-style-type: none"> <li>• More focused co-branded events</li> </ul>	EIT Digital Accelerator
Entrepreneurial Education	Help boosting the Professional School	<ul style="list-style-type: none"> <li>• Get customers</li> <li>• Get local trainers</li> </ul>	Professional School
	Spread the T-shaped, Blended Education model	<ul style="list-style-type: none"> <li>• Dissemination</li> <li>• support to adoption</li> </ul>	Master School





Get Connected through our new Open Call

<http://www.eitdigital.eu/news-events/calls-tenders/ARISE-Europe-Call-for-Innovation-Centres/>

Visit us

<https://www.eitdigital.eu/about-us/arise-europe/>



Additional slides

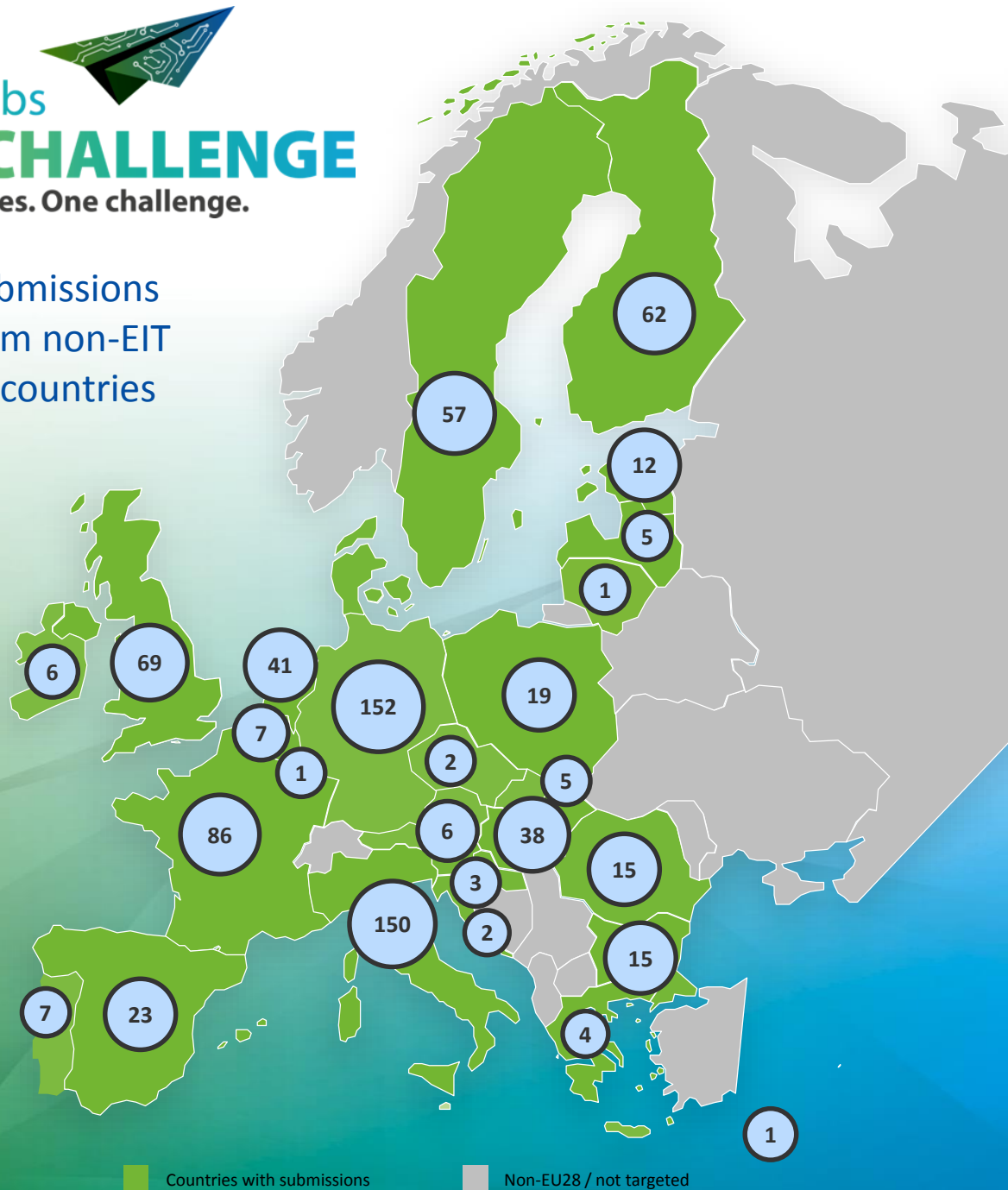
## Involving start-ups

# EIT ICT Labs IDEA CHALLENGE

8 topics. 8 cities. One challenge.

790 Submissions  
14% from non-EIT  
Digital countries

Health & Wellbeing	113 submissions
Cyber-Physical Systems	57 submissions
Smart Energy Systems	62 submissions
Internet of Things	163 submissions
Smart Spaces	67 submissions
Future Cloud	74 submissions
Cyber Security & Privacy	67 submissions
Urban Life & Mobility	187 submissions



Countries with submissions

Non-EU28 / not targeted

# Idea Challenge

- 50% of teams are market ready or already commercialized
- 37% have women in the founding team



## Idea Challenge 2015

### A true pan-European contest

750 startups from all over Europe registered for the contest. In the end, Idea Challenge received a total of **461 submissions** from **26 countries**. Most of the submissions came from Germany, followed by France and Italy.

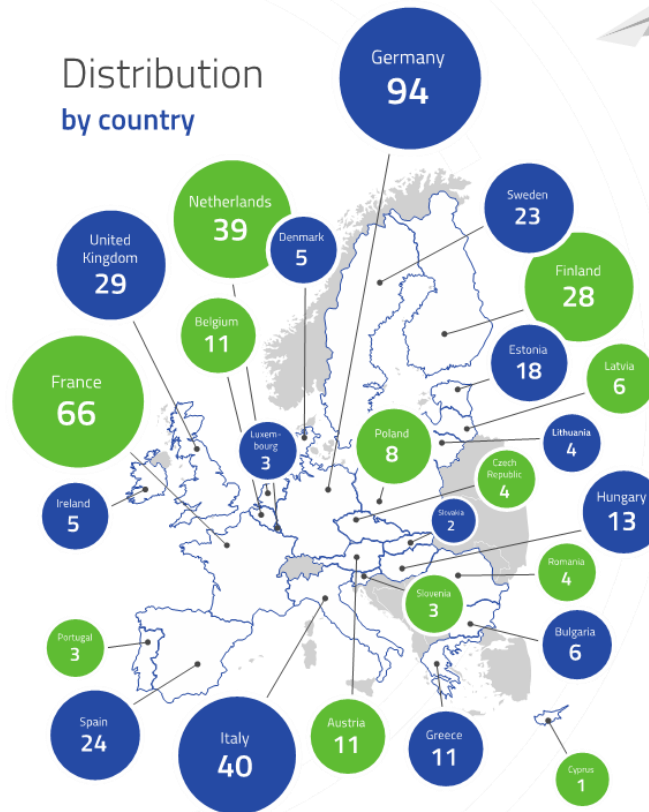
**750**  
Registrants



**461**  
Submissions



### Distribution by country



### Distribution by topic



Like in 2014, **Urban Life and Mobility** was the strongest topic. **Health and Wellbeing** had a stronger turnout, taking over the second place from **Internet of Things**.

Urban Life and Mobility	22 %
Health and Wellbeing	18 %
Internet of Things	17 %
Future Cloud	14 %
Smart Spaces	10 %
Smart Energy Systems	7 %
Cyber Physical Systems	6 %
Cyber Security and Privacy	6 %



# EIT Digital's Outreach Program 2014



# Involving organizations - 2014

	Business Support	Individuals	Research Centers	SMEs/Start-ups	Universities	
Austria	1				2	3
Bulgaria	2			1	1	4
Croatia	1				3	4
Czech Rep.	3			1	1	5
Estonia	1	1				2
Greece	1		1		1	3
Poland	5			1	3	9
Romania	3	2		2	3	10
Slovakia					3	3
Slovenia	2	1		1	2	6
	19	4	1	6	19	49

## Involving students - 2014

- 39 students received grants to participate in EIT Digital's Summer Schools
- 36 new scholarship for EIT Digital Master School
  - Total: 71 students enrolled in 2014-2015 academic year

## Involving start-ups - 2014

- >130 start-ups activated through hackatons, bootcamps, joint events, visits to our nodes