



Smart4Europe2

Catalysing Digitisation throughout Europe

Deliverable 3.5

Report on Brokerage Activities

Cover and Control Page of Document	
Project Acronym:	Smart4Europe2
Project Full Name:	Catalysing Digitisation throughout Europe
Grant Agreement No.:	872111
Programme	DT-ICT-01-2019
Instrument:	H2020 - Coordination and Support Action
Start date of project:	01/01/2020
Duration:	24 months
Work Package:	WP3
Associated Task:	Task(s) 3.6 Brokerage between users and suppliers and the extended SAE community
Nature ¹	R
Dissemination Level ² :	PU
Version:	V1.0
Actual Submission Date :	31/10/2021 (M22)
Contractual Submission Date :	31/10/2021 (M22)
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¹ R=Report, DEC= Websites, patents filling, Ethics, ORDP: Open Research Data Pilot, etc., O=Other

² PU = Public, CO = Confidential, only for members of the consortium (including the Commission Services)

Acronyms Listed in Document	
CSA	Coordination and Support Action
DIH	Digital Innovation Hub
EC	European Commission
H2020	Horizon 2020
IA	Innovation Action
KPI	Key Performance Indicator
WP	Work Package
S4E2	Smart4Europe2
SAE	Smart Anything Everywhere
SME	Small and Medium sized Enterprise

Version	Date	Changes made	by	Sent to	purpose
0.1	18/10/2021	Draft version	O. Uguen (BLU)	BLU	Updates
0.2	29/10/2021	Updated version	O. Uguen (BLU)	THK, S2i	Review
0.3	29/10/2021	Comments	H. Thompson (THK) M. Reimann (S2i)	BLU	Finalisation
0.4	31/10/2021	Finalisation	M. Reimann (S2i)	EC, all	Submission

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1 Executive Summary

Smart4Europe2 aims at promoting the Smart Anything Everywhere (SAE) initiative and creating synergies between the ecosystems built by the related Innovation Actions (IA). In this context, Smart4Europe2 has implemented various actions to strengthen those ecosystems and to grow the SAE ecosystem as a whole in order to achieve the broadest coverage possible in Europe concerning the selection of supported technological applications and their geographical repartition.

To achieve the WP3 objectives and leverage further investment for company members of the SAE ecosystem, various brokerage activities have been implemented:

- brokerage meetings in the frame of investors events:
 - INPHO Venture Summit & the SAE Contest Awards 2020 in October 2020
 - Monaco Sustainable and Smart Marinas and SAE Contest Awards 2021 in September 21.
- brokerage meetings during ecosystem events:
 - the FED4SAE Innovation Club in January 2021
 - the Impact Week 2021 in May 2021
 - the French-German Partnering Event for AI in Industry 4.0 in May 2021

It is important to note that these activities come as complementary activities to the ones developed by each of the Innovations Actions and a few lessons learnt can be highlighted.

- The actions proposed by the Smart4Europe2 Coordination and Support Action (CSA) provide further support and experience to companies which are mainly early stage. Those actions are a good complement or a good prolongation to the action developed by each IAs as they offer the SAE beneficiaries an access to new and targeted ecosystems, provided that a link has been created between the CSA and the supported companies.
- The IAs and the CSA collaboratively support the company's sustainability through joint and complementary actions. The companies are not always aware enough of the CSA's actions related to ecosystem building, networking and brokerage activities can have on their growth development. The companies can make the best of the opportunities that the SAE ecosystem can offer them, when IAs raise awareness on the CSAs offers and build the respective links.
- The fact that many supported companies are quite early stage means that their access to the market might be still quite far away after the end of their application experiments with the Innovation Actions or that their investor readiness level might still need to improve. The targeting of private investors and potential partners for the brokerage activities must be done accordingly. The CSA offer them an opportunity to benefit from the SAE ecosystem beyond the time of their application experiment and to continue to gain in maturity.
- The SAE Contest has been a good experience to propose further brokerage activities to SAE innovative companies. Those of them who've seized this opportunity gained access to privilege ecosystems of "DeepTech" and "Cleantech" investors, Venture Capital or Corporate Venture Capital stakeholders. The SAE beneficiaries who engaged in the process benefited from a learning process and gain a better knowledge of how to access private investors. They also get exposure and visibility into new and high-level industrial ecosystems.

All in all, the brokerage activities the SAE initiative has been represented to or directly organised by Smart4Europe2 have given the opportunity to more than **25 SAE beneficiaries** to be further coached for pitching in front of private investors, VCs or Corporate VCs.

Nearly **100 private investors or corporate leaders** specialised in Deep Tech or in impact investment committed either in the jury and pitching session or in reverse pitching session or both.

All in all, by participating in those events gathering more than **1600 participants** and to their related brokerage activities, the SAE initiative and nearly **50 SAE innovative companies** have been given visibility and opportunity to interact with more than **1300 start-ups, SMEs or midcaps**.

2 Introduction

Smart4Europe2 (S4E2) aims at supporting the Smart Anything Everywhere initiative (SAE) in the definition and implementation of a vision for the SAE community. It aims at creating synergies between the ecosystems built by the Innovation Actions (IAs) funded under the SAE scheme and at fostering the SAE ecosystem itself and build a consensus on strategic recommendations for the future.

In this context, Smart4Europe2 has implemented various actions to strengthen those ecosystems and to grow the SAE ecosystem as a whole in order to achieve the broadest coverage possible in Europe concerning the selection of supported technological applications and their geographical area.

The main objectives of the WP3 are:

- to increase the outreach of the SAE network by implementing a strategic outreach plan
- to enhance the SAE coverage in technological, application, innovation, and geographic terms
- to create linkages with EU/regional/national DIHs and stimulate collaboration
- to cooperate with ECSEL and CSAs funded under the DEI focus area
- to broker between users and suppliers

WP3 is complementary to WP2 to support SAE internal collaboration and create synergies between Innovation Actions part of the initiative, and to WP4 to perform actions towards SAE sustainability and the sustainability of innovative companies having benefited from the IAs' innovation support. To achieve the WP3 objectives and leverage further investment for company members of the SAE ecosystem, various brokerage activities have been envisioned and implemented:

- brokerage meetings in the frame of investors events:
 - INPHO Venture Summit & the SAE Contest Awards 2020 in October 2020
 - Monaco Sustainable and Smart Marinas and SAE Contest Awards 2021 in September 21.
- brokerages meeting during ecosystem building events:
 - the FED4SAE Innovation Club in January 2021
 - the Impact Week 2020 and 2021
 - the French-German Partnering Event for AI in Industry 4.0 in May 2021

This deliverable will explain how those brokerage activities have been designed and organised by Smart4Europe2 or their partners and how they have been implemented. This report will also highlight the result of the follow-up process that has been put in place to better assess the impact of those activities and the strength of the SAE ecosystem.

3 Methodology

3.1 Various formats of events and operational implementation processes

Brokerage activities operated by the Smart4Europe2 projects have been organised and implemented in various formats and operational mode.

The following activities have been organised:

- either by the partners themselves like the ecosystems building events organised by Smart4Europe2 partners or the official launch of the FED4SAE Innovation Club, and the Impact Week
- or with external partners, especially with high level investors events. This was the case for the two SAE Contests 2020 & 2021
- or in partnership with public authorities as for the French-German Partnering Event for AI in Industry 4.0.

During the course of the project, the pandemic situation has led the S4E2 partners to organise these brokerage activities online. This has had an important impact on the implementation of these activities depending on whether they were linked to other conferences and round tables, organised on a 1 day or 2 days scheme or over the course a several weeks. This also had an impact on the related communication.

3.2 Joint and complementary objectives

Whatever the operational mode, the objective of the brokerage activities driving S4E2 partners action were:

- To give the opportunity to SAE innovative companies to meet with private investors and build their investors network and their knowledge of how to work with them.
- To make aware of other alternative funding opportunities and collaboration for those who were not looking for private investments.
- To get some visibility outside the SAEs IAs ecosystems.
- To attract new innovative companies in the SAE ecosystems.

For each of the brokerage activities, technical & applicative themes were highlighted and used as drivers for SAE beneficiaries' commitment: Artificial Intelligence, CPS & data driven innovation, clean & sustainable technologies, smart cities & marinas, environment protection, better healthcare delivery...

The 2020 & 2021 SAE Contests had been designed and organised to give high visibility to promising innovative companies benefiting from SAE's IAs' support and looking for further private funding. The aim was to offer them a privileged access to a specific and highly specialised private investors ecosystem:

- to meet with private investors active in *DeepTech*, so the SAE companies can be aware of private investors' investment strategy and expectations to introduce themselves in the right way.

- to strengthen their investors network and get a privileged access to high level and very specific ecosystems.
- to get international visibility towards the right investors with the right matching thanks to BLUMORPHO coaching and actions.

The Impact week 2020 & 2021 had been designed and organised to highlight technologies that could have a positive societal and environmental impact and to bridge the SAE *DeepTech* environment with the one of Impact investing and of the circular economy. This bridge has to be further strengthened in order to support the twin the green and digital transformation.

The FED4SAE innovation club meeting in January 2021 has been designed to give the FED4SAE and SAE innovative companies a global overview of the various public & private funding and partnering opportunities for them to continue to build their growth and their way to market.

The French-German partnering event for Artificial intelligence (AI) in Industry 4.0 has been designed to offer companies a specific information on French & German funding opportunities for AI related projects and some brokerage activities to build cross-borders partnership.

4 Partnerships with key investors events

The 1st SAE Contest had been designed and organised to give high visibility to promising innovative companies benefiting from IA support within the SAE ecosystem and looking for further private funding.

Considering the positive impact this 1st SAE Contest had in terms of visibility of the ecosystem and further support for SAE IAs beneficiaries, it was decided to organise a 2nd edition of the SAE Contest to offer to new innovative companies a similar opportunity to meet with private investors and better understand the way they work. This 2nd edition of the SAE Contest was organised in September 2021 to give a chance to the latest SAE application experiments to apply and to highlight their solutions related to smart marinas and smart cities.

4.1 INPHO Venture Summit 2020 and 1st Edition of the SAE Contest

4.1.1 Consolidation of INPHO Venture Summit and SAE partnership: building a consistent *DeepTech* ecosystem

In order to give high visibility to the 1st edition of the Smart Anything Everywhere Contest Award, it has been suggested and agreed by Smart4Europe2 to set-up a partnership with the well-known investors meeting INPHO Venture summit. This partnership was deemed the most appropriate for SAE companies as there is a strong alignment between the objectives and the expertises of the two initiatives aiming at fostering *DeepTech* focused innovation.

The partnership had been designed to fulfil the following objectives:

- To give SAE innovative companies an access to a financial meeting designed by and for investors and strategic business partners focusing on growth markets and investment in technologies shaping the future.

- To offer them the opportunity to meet with an editorial committee composed of experienced VCs, Corporate ventures & Business Angels³.
- To give them the opportunity to meet with a financial community and industrial leaders with a clear perspective on the most innovative, credible and profitable market opportunities in photonics and other smart hardware technologies.
- To consolidate the partnership between the Smart Anything Everywhere initiative and INPHO® Venture Summit initiated in 2018 and based on similar objectives & expertise.

In 2018, the INPHO® Venture Summit was dedicated to photonics, AI, Industrial Blockchain and High-Performance Computing.

In 2020, the INPHO® Venture Summit focused on four main thematic that are echoing perfectly with the work done within SAE Innovations Actions:

- **Reinventing the Future:** What industries will technologies disrupt the most in the next decade?
- **Going sustainable:** what are the opportunities in covid and post covid world?
- **Can AI keep its promises?** –the specific case of Health
- **Are data the new oil?** What could be the new business models?

Each week was organised following the same structure: a keynote introducing the thematic of the week, a panel discussion, a meet the investors sessions and a “start-ups of the week” pitching sessions.

4.1.2 Brokerage activities & pitching sessions

The main objective of the SAE contest is to offer SAE innovative companies a tailored access to private investors, this was done through the “meet the investors” sessions and through pitching sessions.

As explained in detail in the deliverable *D4.3 SAE Contest award report*, all the applicants to the SAE Contest had been invited to pitching training by BLU to improve their pitching skills and the key messages of their pitch. Depending on their needs, 4 to 3 sessions have been organised for each participant. However, only 7 out of 9 decided to go for it.

Among the 7 companies that had decided to pitch, various pitching modalities have been organised to take into account the specificities of their solutions and their maturity. The “start-ups of the week”

³ The INPHO® Venture Summit editorial committee is composed of:

- George Ugras – Managing Director of AV8 Ventures and Chairman of INPHO® Venture Summit 2018 & 2020
- Jean-Marc Bally – Managing Partner at Aster Capital
- Dieter Kraft – Managing Director at TRUMPF Venture
- Jean-Louis Malinge – Partner at Arch Venture Partners
- Paul Thurk – Managing Director at Arch Venture Partners
- Christian Reitberger – Partner at BtoV
- Aymerik Renard – General Partner at Hardware Club.
- Eric Benhamou - Founder at Benhamou Global Ventures
- François Tison – General Partner at 360 Capital
- Jean-Gabriel Boinot-Tramoni, Associate at Quantonation

session was gathering each week 5 promising start-ups selected by BLM and the INPHO® Venture Summit editorial committee after the pitching sessions.

Two companies participated to “meet the start-ups” sessions because their solutions were directly in link with one of the weekly thematic:

- Cipacto (Tetramax) pitched during week 2 **Going sustainable**
- Datenberg (Digifed) pitched during week 4 **Data as the new oil?**

For the other SAE companies, a pitching session dedicated to early-stage companies has been organised during the last week of the event to take into account their investors readiness level, to give them more time to get ready and have the opportunity to listen to more mature & experienced companies pitching.

Taking into account that SAE companies are quite early stage, the jury was composed of Venture capital and Business angels.

- Bruno Bernard – Btov
- Alfred Lam – Chrysalix
- Klaus Kummermehr - Go beyond
- Daniel Hearing - Go beyond
- Patrick Courtney - Go beyond

The results of the assessment made by the “early stage” jury panel had been discussed with the whole INPHO Venture summit editorial committee to decide on the SAE Contest award and to choose the top 3 SAE companies.

For both, the “meet the start-ups” session as well as the SAE pitching session, the selection criteria that all members of the jury assessed are the key success factors commonly considered by private investors to assess the companies that contact them to discuss potential deals:

- Market attractiveness
- Value proposition
- Business models
- Technical Differentiation
- Strength of the team

4.2 Monaco Smart and Sustainable Marinas and the SAE Contest 2021

4.2.1 Advocating for SAE commitment towards a sustainable and green digital transformation

In order to build further on the positive feedback we received after the 1st SAE Contest and to give an opportunity to new innovative companies to benefit from a similar access to a high-level investors ecosystem, a new partnership has been set-up with the organisers of the Monaco Smart and sustainable Marina event. This was also a huge opportunity to highlight the positive impact technologies developed within the SAE ecosystem can have to better support clean & sustainable solutions to develop smart marinas and smart cities.

Supported by the Prince Albert II of Monaco Foundation, the Monaco Smart and Sustainable Marinas event was being hosted by Yacht Club de Monaco, a platform to promote and communicate initiatives in favour of an approach to yachting that fully respects the environment, both at sea and ashore.

As described in the table below, the benefit for the SAE innovative companies was threefold:

- Be selected to the Smart Yachting and Marina e-catalogue that is promoted to more than 10 000 players in the Yachting and Marina's industry.
- Be introduced to selected targeted customers and investors part of Smart Yachting & Marina to receive feedback on their solution.
- Get a chance to be part of the 15 companies selected for the Grand Oral for the selection of the 3 most promising Awarded companies.

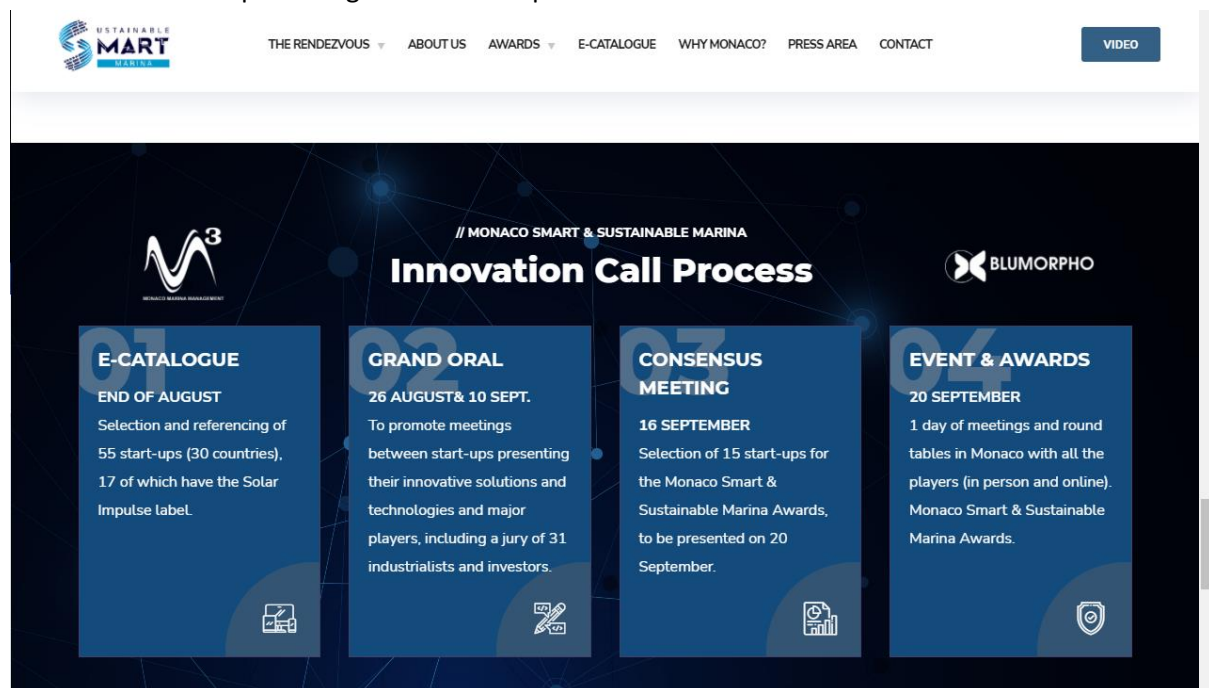


Figure 1: Presentation of the Smart Marina Innovation Call and the SAE Contest 2021

4.2.2 Call for Solutions to build the e-catalogue

As with the 1st edition of the SAE Contest, a call for solutions was circulated to all beneficiaries of the Innovations Actions part of the SAE initiative. All the IAs coordinators were invited to share the information with their beneficiaries and the information was published on SAE and BLUMORPHO websites and social networks and in SAE newsletter.

The targeted applicative sectors of innovation were:

- Biodiversity
- Energy optimisation
- Equipment
- Health
- Mobility
- Security

- Waste management
- Water optimisation

We received 8 applications for the SAE Contest 2021. All the SAE beneficiaries were selected to be included in the e-catalogue designed for the event gathering 55 international start-ups selected for their sustainable solutions, 17 of which have the Solar Impulse label.









Selected company	Logo	SAE ecosystem	Innovation application sector
3DMA		SmartEEs	Equipment
Bettair cities		FED4SAE	Health
Deed		SmartEEs	Health
Dracula technologies		SmartEEs	Energy Optimisation
Genport		FED4SAE	Energy Optimisation
HOPU		FED4SAE	Health
KALMIA		FED4SAE	Security
SAMMY Yacht		SmartEEs	Equipment

Figure 2: SAE beneficiaries applying for the SAE Contest 2021

In the e-catalogue, each innovative company had its own page to present their solutions. The 31 jury members and sponsors also introduced themselves in the e-catalogue.

The SAE initiative was highlighted through one page. The SAE logo was mentioned for each company belonging to its ecosystem and applying for the SAE Contest 21:

<https://sustainablesmartmarina.com/ecatalogue/>

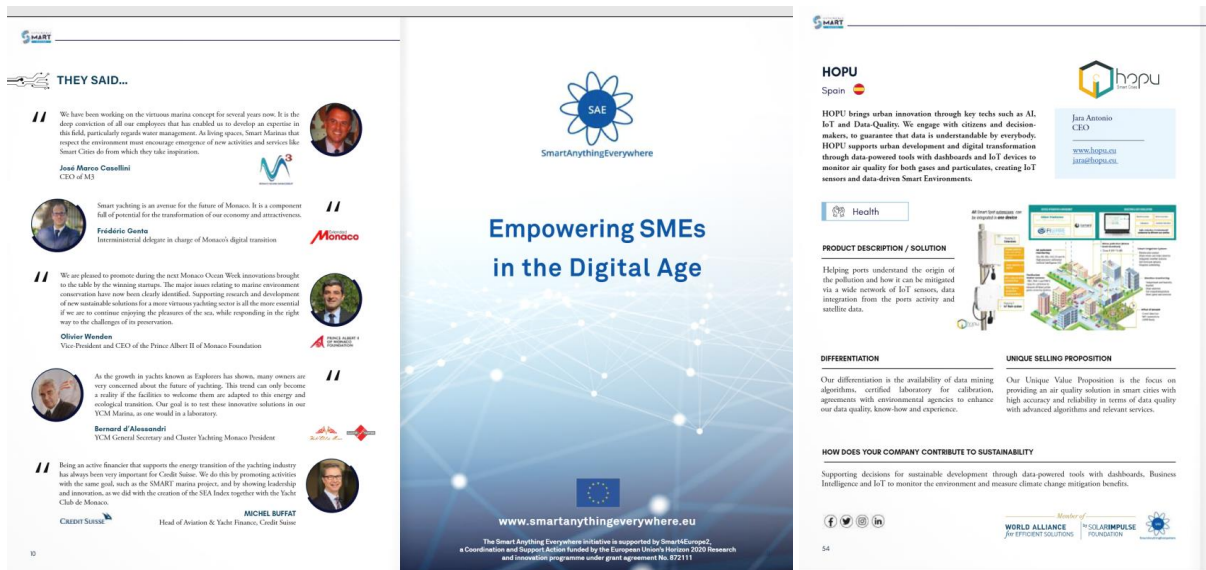


Figure 3: Extract from the e-catalogue produced for the Monaco Smart & Sustainable Marina event

The logo of SAE as a sponsor was also added on all the visuals produced for the event.



Figure 4: Visuals with SAE as a sponsors and SAE companies' presentation in their respective applicative sectors

At the date of the final event in September, the website had received more than 4020 visits and the e-catalogue had been consulted more than 2050 times, for an average time of 4/5 min. More than 80% of visitors were coming from Europe.

4.2.3 Jurys pitching sessions: *Grand Oral* for the selected companies

After the launch of the e-catalogue referencing the 55 selected start-ups, these innovative companies entered into the process of submitting their solutions in *Grand oral* to a jury comprising 31 industry leaders and investors acting in the applicative sectors targeted for the event (biodiversity, energy optimisation, Equipment, health, mobility, security, water management, waste treatment).

All were allowed/invited to choose three Jury members to present to, an opportunity to explain their innovations and why they are the best to meet the challenges that smart and sustainable cities represent.

The oral presentations continued until 10th September led among others by Credit Suisse, Bombardier, SBM Offshore, Veolia, Bouygues Construction, Colas, Bosch, Suez, Holcim, PureTerra Ventures, BtoV, Circularity Capital, SNGLR, SMEG, Prince Albert II of Monaco Foundation, Yacht Club de Monaco and NGE Connect which was the first jury member to kick off the *Grand Oral*. During this *Grand Oral* the selected start-ups had 15 min to introduce their companies' solutions and the challenges they are addressing. Each SAE innovative companies took part to - at least - 3 *Grand oral* sessions, hence receiving direct feedback from targeted investors and corporates.

4.2.3 Consensus meeting

For each company they were assessing, jury members were invited to score them on four criteria: Market attractiveness, Differentiation, Uniqueness and Impact.

On 16th September, a Consensus Meeting was organised, attended by all 31 jury members and coordinated by BLUMORPHO's CEO Géraldine Andrieux-Gustin, to perform their evaluation of the companies and select the 15 start-ups on the shortlist from which would be selected the ones to receive the Monaco Smart & Sustainable Marina Awards on Monday 20th September. Nearly 200 cross evaluations have been realised during this consensus meeting.

It permitted to identify the SAE companies to be awarded.

4.2.4 The final event: SAE and Monaco Smart & Sustainable Marina awards

On 20th September 2021, a 1 day meeting and round tables was organised at the Monaco Yacht Club in order to gather, in person and on-line, all the key ecosystem stakeholders and the selected innovative companies. More than 200 persons attended the event among which 40 start-ups out of the 55 selected in the catalogue. 50 persons attended the event on-line.

The event was organised around 3 sessions: inspiration, interactions and actions.



SESSION 1: INSPIRATION (9.10-10.15AM)

The power of collaboration in building infrastructure of the future (9.10-9.20am)

Marisa Drew, Chief Sustainability Officer & Global Head Sustainability Strategy,
Advisory and Finance, Credit Suisse

The Red Sea Project Urban Planning & Strategy

Speaker: **Nicholas King**, Group Chief Development Officer at The Red Sea Development Company
in the presence of **His Excellency Ahmed Al Khateeb**, Minister of Tourism (9.20-9.30am)

Round table with SUPERYACHT OWNERS about their expectations (9.30-10.00am, 30 mins)



A SUSTAINABLE ECOSYSTEM APPROACH FOR A POSITIVE IMPACT

The Monaco Marina Management vision and actions undertaken (10.00-10.10am)

Coffee break and networking (10.10-10.40am, 30 mins)



SESSION 2: INTERACTIONS (10.40-12.20PM)

Round table on the “Marina of the Future”

(10.40am-11.40am, 60 mins) discussion on the following themes: Sustainability, Energy, Health, Security

Co-moderator: **Oscar Siches**, ICOMIA member

Speakers: Monaco (**Aleco Keusseoglou**, SEPM CEO),

Bahamas (**Ra’anan Ben-Zur**, Developer Abaco Marina Project),

China (**Lawrence Wang Dafu**, Chairman of Visun Group),

Montenegro (**Tony Browne**, Porto Montenegro Marina Director / Chairman of Global Marina Institute),

USA (**Christian Denhard**, Rybovich SuperYacht Marina Director of marina operations),

Saudi Arabia (**Brendan Jack**, Amaala, Chief Sustainability).

Round table on technical areas / infrastructure (11.40am-12.10pm, 30 mins)

Speakers: **David Queva**, Monaco Marine, Chief Operation Officer,

Henk Dreijer, MB92 Group, Chief Business Development Officer,

Philippe Vincensini, La Ciotat Shipyards General Director.

Figure 5: Agenda of 3 SAE sessions (part1)



MONACO SMART & SUSTAINABLE MARINA PROGRAMME

MONDAY 20TH SEPTEMBER - AFTERNOON (AS OF 16.09.2021)



WELCOME BACK BY MONACO GOVERNMENT (2.00-2.20PM)

Olivier Wenden, CEO of Prince Albert II of Monaco Foundation

Monaco, a Smart Marina role model for Smart Cities

Frédéric Genta, Extended Monaco Country Chief Digital Officer



SESSION 3: ACTION (2.20-5.00PM)

Round tables with industry leaders (2.20-3.35pm, 75 mins)

- How to preserve resources (Services & Biodiversity)? (2.20-2.45pm, 25 mins)

Moderator: **Nicolas Roche**, Professor at Aix-Marseille University

Speakers: **Pierfranco Pelacchi**, SMEG Sales Director in charge of Innovation,

Matthieu Horgnies, Holcim, Technology Scouting Manager,

Manuel Nardi, Monégasque des Eaux, General Director

- How to contribute to carbon neutrality and to build a sustainable future? (2.45-3.10pm, 25 mins)

Moderator: **Regis Hamelin**, Blumorpho, Chief Technology Officer

Speakers: **Alessandro Pellicano**, Enel-X, Global Sales & Business Development,

Mark Brown, Teledyne FLIR, PCB CAD design engineer,

Eric Pingat, Pingat Property & Hospitality, President

- Demonstrating the positive impact of Smart Marinas? (3.10-3.35pm, 25 mins)

Moderator: **Regis Hamelin**, Blumorpho, Chief Technology Officer

Speakers: **David-Pierre Mangiapan**, NGE Connect, Sales Director,

Nicolas Leterrier, Schneider Electric, CTO and Customers, Innovation and ONE Labs global VP,

Philippe Sajhau, IBM, France Vice President IBM - Metropolitan Program Leader

Networking break (3.40-4.10pm, 30 mins)

Round table with private investors (4.10-4.40pm, 30 mins)

- How private investment contributes to reaching sustainability?

Moderator: **Nitan Pathak**, European Investment Fund

Speakers: **Marisa Drew**, Chief Sustainability Officer & Global Head Sustainability Strategy,

Advisory and Finance, Credit Suisse

Sylvain Makaya, Eurazeo Partner,

Jérôme de Richemont, Blue Pelican Capital,

Nicholas Naples, Aspirational Consumer Lifestyle Corp. & Turmeric Capital Group, Partner,

Carlo Calabria, CMC Capital Group Founder & Chairman.



IMPACT KEYNOTES (4.40-5.00PM, 20 MINS)

Christophe Degoumois, Bombardier, Vice President International Sales

Aaron G. Frenkel, International investor and philanthropist, "The Frenkel Initiative to combat pollution"



START-UP INNOVATION AWARDS (5.00-5.20PM, 20 MINS)

Introduction of the Jury & presentation of the 15 selected finalists

Monaco Smart & Sustainable Marina Awards Ceremony

Pitches by the top three companies (in-person and online) & Awards Ceremony / Prize-giving

Figure 6: Agenda of 3 SAE sessions (part2)

4.2.5 Impact for SAE and its beneficiaries

- **Feedbacks from the jury members**

As mentioned previously, the first benefit of being selected in the e-catalogue was to be introduced to selected targeted customers and investors part of Smart Yachting & Marina during pitching sessions.

The SAE companies had the opportunity to meet with the jury members of their choice.

Table 1: Pitching sessions organised for each SAE companies

SAE companies	Jury Members		
3DMA - Prototypen & Sonderlösungen	Credit Suisse	Bosch	Pingat
Bettair Cities	Credit Suisse	Sglr	Pureterra
Deed Srl	Sglr	Bosch	IBM
DRACULA TECHNOLOGIES	Pingat	Enel	BtoV
Kalmia	Suez	Blue Pelican	Bombardier
Genport Srl	Blue Pelican	Bosch	SBM Offshore
HOPU	Bouygues	Bosch	IBM
SAMMY PC	Credit Suisse	Monaco Yacht Club	NGE connect

- **Increased visibility through an active communication campaign**

The BLUMORPHO team was committed to give SAE innovative companies the best support, both in preparing their pitch and in communicating on their participation to the event. BLU provided SAE companies with communication visuals allowing them to communicate first, on their selection within the e-catalogue and then, as one of the 15 finalists.



Figure 7: SAE Contest 2021 visual for social media

Olivia Uguen
Innovation ecosystem & European community building / Digital transformation...
4d • Edited •

Congrats to **Dracula Technologies**, one of the Top 15 finalists of the **#MonacoSmartMarina** event and one of the **Smart Anything Everywhere Initiative's** champion taking part to the **#SAEContest21**.

BLUMORPHO and **SmartEes_EU** partners are very happy to support **#innovation** in **#energyefficiency** & **#energyoptimization**.

Dracula Technologies
1,515 followers
1w • Edited •

We are TOP 15 laureate of **#MonacoSmartMarina** !

Join us remotely ! ...see more

BLUMORPHO
740 followers
5d • Edited •

CONGRATS to **Dracula Technologies** **Brice Cruchon** and Team for reaching the Top 15 selection at the **#MonacoSmartMarina** Innovation Awards.

The unique format had attracted support from the **Fondation Prince Albert II de Monaco** and the Government's digital transformation programme, **Extended Monaco**, alongside **Credit Suisse**, **BOMBARDIER**, **SBM Offshore**, **Teledyne Technologies Incorporated**, **Xerjoff Group S.p.A.**, **NGE CONNECT**, and the **Yacht Club de Monaco** which was hosting the rendezvous last September 20th.

Dracula Technologies is a deep-tech startup with 10 years of experience in inkjet-printed organic photovoltaic (OPV). They created **LAYER®**, a unique technology capable to harvest ambient light to power indoor devices. They offer 100% customization features among which, electric features (Voltage, current) and free shape design, your logo can be your power source!

Dracula Technologies is taking part of the **Smart Anything Everywhere Initiative** by European Commission

#SmartMarina **#Sustainable** **#Innovation** **#Monaco** **#SmartCity** **#oceanprotection**

TOP 15

CONTACT:
Yolaine Vismes
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www.smartanythingeverywhere.eu

The Smart Anything Everywhere is supported by Smart4Europe2, a Coordination and Support Action funded by the European Union's Horizon 2020 Research and Innovation programme under grant agreement N° 872111

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CONGRATS to **HOPU Antonio J. Jara** and Team for reaching the Top 15 selection at the **#MonacoSmartMarina** Innovation Awards.

The unique format had attracted support from the **Fondation Prince Albert II de Monaco** and the Government's digital transformation programme, **Extended Monaco**, alongside **Credit Suisse**, **BOMBARDIER**, **SBM Offshore**, **Teledyne Technologies Incorporated**, **Xerjoff Group S.p.A.**, **NGE CONNECT**, and the **Yacht Club de Monaco** which was hosting the rendezvous last September 20th.

HOPU brings urban innovation through key techs as AI, IoT and Data-Quality. They engage citizens and decision-makers, to guarantee that data is understandable by everybody. HOPU supports urban development and digital transformation through data-powered tools with dashboards and IoT devices to monitor air quality for both gases and particulates. They are creating IoT sensors and data-driven Smart Environments.

HOPU is taking part of the **Smart Anything Everywhere Initiative** by European Commission

#SmartMarina **#Sustainable** **#Innovation** **#Monaco** **#SmartCity** **#oceanprotection**

TOP 15

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The Smart Anything Everywhere is supported by Smart4Europe2, a Coordination and Support Action funded by the European Union's Horizon 2020 Research and Innovation programme under grant agreement N° 872111

Figure 8: Event related communication activities

On BLUMORPHO's data base and social networks only, this very active communication campaign reached more than 20 500 persons through emailing and 28 872 through 43 posts on LinkedIn. The tag #MonacoSmartMarina reached 19 617 persons on Twitter.

The winners of the SAE 21 were:

- 1st prize: Dracula technologies (FR), an innovative company active in energy optimisation, having created a unique technology to harvest ambient light to power indoor devices.
- 2nd Prize: HOPU (Es), an innovative company active in health and air quality monitoring.

A webpage is dedicated to the presence of the Smart Anything Everywhere initiative at the event in order to highlight the SAE companies having participated to the event and to the 2nd edition of the SAE Contest. <https://www.blumorpho.com/sae-smart-marina-2021.html>

The two winners have been awarded an interview video by BLUMORPHO to be added on this webpage and on the SAE webpage.

5 Brokerage activities in the frame of ecosystem building events

5.1 The FED4SAE Innovation Club – 21st January 2021

Fed4SAE is one of the SAE IA and had been running from 2017 to 2021. The Fed4SAE Innovation Club has been officially launched on 21st January 2021, during a one-day event gathering 258 participants from 37 countries with diverse profiles including start-ups, SMEs, public and private funding players.

The main objectives of the event were:

- to showcase CPS added value to encourage its adoption
- to contribute to the structuring of the full innovation chain by attracting public and private financing into the CPS community
- to gather the SAE community with public and private funding & innovation partners such as EUREKA clusters, banks, private investors and industrial partners to offer to SAE innovative companies with an overview of potential opportunities to further build their growth strategy after their application experiment within the SAE ecosystem.

Once again, to carry out this event, and to be able to overcome the difficulties linked to the Covid 19 situation, the event was planned using a combination of various digital tools and sessions:

- Webinars, to communicate broadly and reach out to the whole audience
- Networking digital rooms, giving the possibility to organise one-to-one meeting and workshops
- A networking application on which all the participants were able to launch discussions and find other players in their fields of interest.

All these tools combined allowed S4E2 partners to gather companies and funding players from all across Europe for a one-day event articulated in different sessions and supporting brokerage activities.

- **A reverse pitching session** started the event. During this session, the various funding players introduced themselves and their financing thesis in a short pitch before a Q&A session.

The different players were:

- **DigiFed**, an Innovation Action from the SAE initiative.
- **SNGLR**, a seed venture fund active in deep tech

- **BtoV**, a fund dedicated to the industrial value chain and disruptive horizontal “Deep” technologies.
- **HUBCAP**, an Innovation Action from the SAE initiative.
- **Eurostars**, a programme part of Horizon 2020 supporting European SMEs with funding for innovation.
- **Euripides-Penta**, two Eureka funded clusters. They also took part in a workshop where they engaged discussion with SMEs on their scope, needs and the potential eligibility of the participants.
- **WAI**, a service by BNP Paribas for innovative companies offering loans, venture capitalism, and acceleration.
- **Debitum**, a market place aggregating business loans for diversified investments.
- **First InnoBank**, a service to help SMEs access European and private funding and offering bridge and venture loans.
- **Smart4ALL**, extensive network of Digital Innovation Hubs for boosting technology and business development in South, Eastern and Central Europe.
- **Nordea**, a bank offering services for start-up growth.

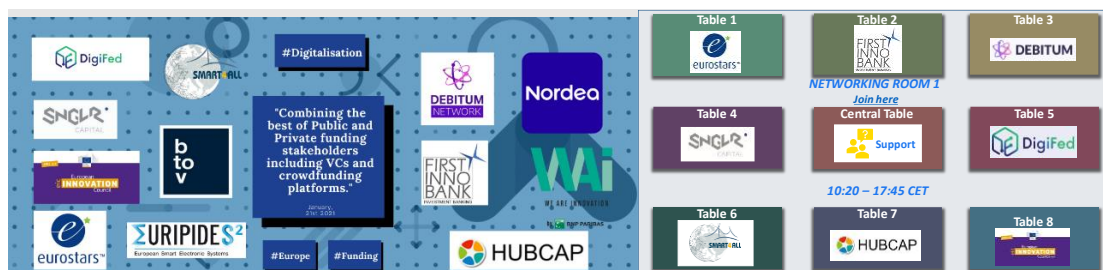


Figure 9: Presentation of the speakers for the on-line networking tool

- **Networking & one-to-one meetings** had been organised afterward with the help of an App developed by BLU. In the on-line networking rooms available throughout the day, the nearly 200 companies attending the event were invited to start a discussion and organise one-to-one meetings with the funding players. They were free to go from table to table to ask all their questions to speakers. BLUMORPHO team members were there to guide the participants to their future funding partners.
To make the participants' experience even more fruitful, matchmaking activities were undertaken to propose to participating SMEs a customized list of relevant funding players to meet with to support their current and future projects.
- **Two Eureka related workshops** have been organised to introduce the Penta and Euripides last call and the main bankable challenges they address at European level (mobility, digital health, digital life, digital industry, energy). With the intervention of Remy Renaudin from Euripides Eureka cluster, 18 FED4SAE companies and 6 more have been hence exploring potential pan-European partnerships to apply for Eureka funding support. The main outcomes of these brokerage sessions were, 24 participating SMEs, 30 one-to-one meetings and 12 duos that showed interest in further discussions, to address the Euripides/Penta call or in other contexts.

- **A panel discussion** was organised to close the day: ***Towards a European green and digital transformation.***

BLUMORPHO gathered a pool of speakers from European authorities and European public funding initiatives committed to the support of SME engaging a green and digital transformation. The panel was composed of:

- Géraldine ANDRIEUX – BLUMORPHO – CEO
- Peter CONNOCK – PENTA Director at AENEAS
- Markku MARKKULA – European Committee of Regions (CoR) – Vice-President
- Meike REIMANN – Smart Anything Everywhere initiative - CSA Smart4Europe2
- Nicolas GOUZE - EPoSS – 5E Project Coordinator

The figures below show the main outcomes of the *FED4SAE Innovation Day* in terms of networking and brokerage activities on the App.

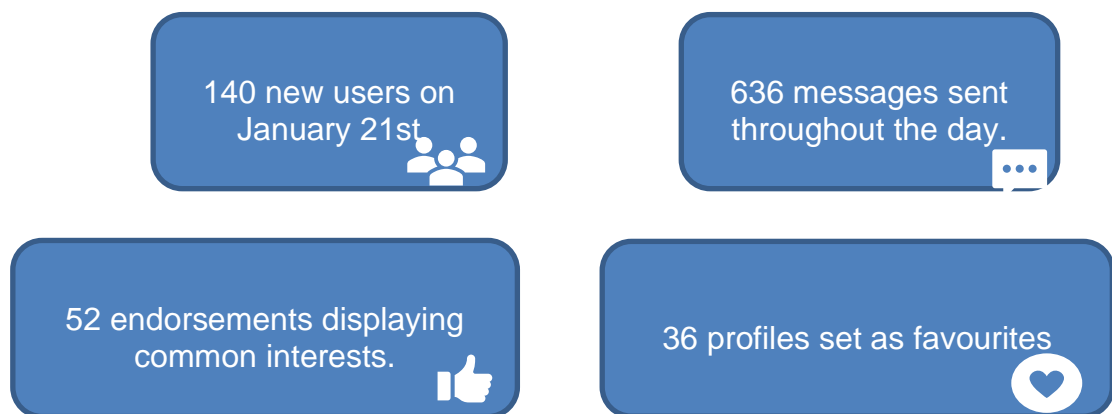


Figure 10: Networking activities on event related App

5.2 IMPACT WEEK June 2020 and May 2021

5.2.1 Methodology & objectives

As highlighted in the *D4.4 Showcase Event for investors funding*, in 2020, BLUMORPHO has decided to organise every year its IMPACT WEEK, a series of inspiring and networking sessions gathering a unique ecosystem of Impact, social and *DeepTech* investors, as well as leading industrial players and innovators.

IMPACT WEEK is designed for innovation stakeholders to detect new opportunities for collaboration beyond the classical silos. The event is organised around three major objectives which are fully in line with the objective of the SAE IAs' community to facilitate access to private funding to their beneficiaries and the need to promote the enabling disruptive technologies provided by the SAE community to Innovative companies.

Those objectives are the following:

- To allow Innovative Companies to listen to investors explaining how they are expecting to work in a challenging environmental context and to allow these companies to ask their questions to prepare and adapt their own growth strategy accordingly.
- To highlight how deep technologies - and among them the technologies developed by SAE IAs - are providing solutions that could have a positive impact.
- To organise some pitching sessions dedicated to some specific challenges.
 - In 2020, the challenges addressed for the 1st edition of the IMPACT WEEK were the fight against Covid-19 through the call *United Against Covid-19* and the development of Blockchains solutions for citizens centered innovations
 - In 2021, the challenges addressed during the IMPACT WEEK were the promises and challenges of circular economy and Impact investment. The IMPACT WEEK 2021 was organised in the framework of the EU Green Week.

For each IMPACT WEEK edition, advocating for SAE expertise and offering training and brokerage activities to SAE Innovative companies was done through various activities: reverse pitching sessions from investors, panel discussions, pitching sessions for start-ups, daily networking sessions and brokerage activities.

5.2.2 IMPACT WEEK 2020

From 23rd to 26th June 2020, the IMPACT WEEK gathered 40 speakers from innovative companies, Impact investors and corporate leaders to share inspiring inputs on how they work to create positive impact.

During this 1st edition, the following actions were implemented to support brokerage activities for SAE innovative companies.

- **12 impact investors** accepted to share insight on how they work and what is their vision of the challenging context the world is facing with the pandemic crisis and the necessity to twin the digital and green transitions to allow the sustainable development of our societies.
- A panel discussion was organised to address the SAE community technical challenges. "***How deep technologies can have a positive impact?***" with a special focus on flexible and printed electronics and the reduction of waste in the electronics industry.

- A full day was dedicated to the results of the call “**United against Covid 19**” and pitching sessions for solutions providers. The aim of this call was to identify disruptive solutions to fight against Covid-19 and facilitate their access to the market. Smart4Europe2, SmartEES and FED4SAE joined the UnitedAgainstCovid19 action and invited their beneficiaries to join to offer their solutions and promote the activity. 4 SmartEEs & FEDS4E companies were identified as very promising companies and introduced to Health Authorities. Individual meetings were organized with Health Technology Assessment experts and feedback was given to them on how to accelerate their go-to-market. ItoM (SmartEEs) and Surewash (FED4SAE) have been invited to take part to the UnitedAgainstCovid19 presentation meeting in June 2020 in the scope of the Impact Week.



Figure 11: Example of visuals prepared by BLM to promote SAE Innovative companies

- **Meet the investors & BtoB meetings**

The four “meet the investors” gathered 24 investors ready to share their strategy and expectations, enabling the attendance to have a better vision of how investors work and how & when to get in touch with them. Afterwards, networking sessions were organised on-line to allow one to one meetings between innovative companies and investors.

We can highlight the participant number for the 4 sessions of B2B meeting:

- Tuesday 23rd June 2020: 61 participants,
- Wednesday 24th of June: 120 participants with investors from Maeven11 and Signature Venture,
- Thursday 25th of June: 70 participants with investors from PureTerra, Leksell Social Ventures, ETF Partners, DOEN Participaties, EIF and Circularity Capital,
- Friday 26th of June: 110 participants with investors from Chrysalix, PhiTrust Partenaires, Bamboo Capital Partners and btov Partners.

- **Brokerage activities**

Brokerage activities as such were organised throughout the Impact week. 90 B2B meetings were organised. BLUMORPHO organised a third of them concerning 20 start-ups SMEs and midcaps and the others were organised directly after the networking session by the innovative companies themselves.

- the 2 FED4SAE companies participating to the event received 7 meeting requests.
- The SmartEEs companies participating to the event received 3 meeting requests.
- Companies participating in other European projects not part of the SAE initiative also took benefit of this opportunity: 50 companies from LEDGER (Blockchain), 18 from C-Voucher (circular economy) and 15 from Robot Union.

5.2.3 IMPACT WEEK 2021

For its 2nd edition, the IMPACT WEEK has been organised over one month (due to online format) and articulated several shorter sessions than in 2020.

9 live sessions had been organised gathering 17 high level speakers, VCs, Corporate VCs, Corporate decision leaders and during which 30 start-ups have been highlighted.

Three live sessions had been designed to demonstrate the potential of growth relay thanks to the Flexible & wearable electronics:

- two corporate decision leaders from Patagonia and Arjowiggins explore the green & digital transition challenges in the textile and paper industries.

<p>Ciara CATES – Lead Material Developer at Patagonia</p> <p>Is the textile green revolution a business value? What are the new business models to adopt? Can Tech drive the shift to green textiles? Will smart textiles create business opportunities? Is it compatible with sustainability? How collaborate with patagonia?</p>	<p>Gaël DEPRES – Central R&D Manager at Arjowiggins</p> <p>Is Paper the future of Electronics? Quid of flexible and printed electronics? What are the main adoption obstacles? What's the impact on the business models? Is recycled paper an alternative to plastics? How start-ups can collaborate with the group?</p>

Figure 12: Speakers of the event

- a “meet the investors” session gathering Ship2B ventures, Sodexo Ventures and Eurazeo) gave SAE companies the opportunity to meet investors committed to the green & digital transformation.

As for the 1st edition in 2020, SAE companies and others had been invited to organised BtoB meeting with the private investors of their choice on the BLUMORPHO networking app.

5.3 The French-German Partnering Event for AI in Industry 4.0 in May 2021

On 18th May 2021, the French German Partnering Event for AI in Industry 4.0 was organised on- line. The event was organised around inspiring and informative plenaries and 1:1 targeted meetings to allow innovative companies to gain new contacts and knowledge. The main objective was to provide innovative companies with the right information on French- German R&D collaborative projects dealing with AI technologies. All in all, the event gathered 90 participants and 50 1to1 meetings were organised.

Steinbeis 2i represented S4E2 CSA during this event:

- to give a presentation on cascade funding opportunities in current calls in manufacturing, digitalisation, CPS, IoT, AI & robotics;

Information session focussing on Artificial Intelligence in Industry 4.0

🕒 10:00-11:20

📍 Live stream

🔴 Session ended

DESCRIPTION:

With a variation of short inputs this session provides information on the French-German call for R&D cooperation projects and the funding schemes in both countries.

Moderation by: Ceren Akbaba, Innovation & Digital Ecosystems CyberForum e.V. & Daniel Walther, Koordinator Digital Hub Angewandte Künstliche Intelligenz Karlsruhe, DIZ | Digitales Innovationszentrum

10:00-10:05 Welcome & Introduction

10:05-10:20 **Keynote:** Artificial Intelligence – the solution to cope with European industrial challenges

- speaker: **Philippe Mouttou**, director; Deputy Head of ThereSIS, the Advanced Studies Group of the GBU (Global Business Unit) SIX within the THALES Group, Thales

10:20-10:35 Perspectives on French-German cooperation - Challenges and Chances

- speaker: **Axel Stabnau**, STABNAU SARL

10:35-10:50 EIC Accelerator Pilot funding opportunities

- speaker: **Samantha Michaux**, Senior Project Manager Unternehmensentwicklung und Beteiligungsinvestitionen, Steinbeis 2i GmbH

10:50-11:20 Cascading funding opportunities - Current calls in manufacturing, digitalization, CPS, IoT, AI, robotics: SAE, I4MS, DigiFed, AI REGIO

speakers:

- Dr. Meike Reimann, Senior Project Manager IKT, Intelligente Produktion und Werkstoffe, Factories of the Future, Steinbeis 2i GmbH
- Sabine Hafner-Zimmermann, Senior Project Manager Future Work, Technologies, Regions, Steinbeis 2i GmbH
- Sarah Mortimer, Project Manager Digitalisierung, Steinbeis 2i GmbH

Please note: This main session of the event will be held in English.

Figure 13: Agenda of the event

- to participate to 1:1 meetings with 23 companies looking for information on SME innovation support among which 9 were in the area of SAE innovation actions programme.

French-German Partnering Event for AI in Industry 4.0
May 18, 2021

HomeSpeakersParticipantsMarketplaceAgendaMeetingsMessages1

1:1 Meetings

Camera and microphone test

ALL2ACCEPTED2PENDING0CANCELED0

AVAILABILITY

The meetings and sessions schedule is displayed in the Europe/Berlin time zone (the current time is 11:53). [Change](#)

Next meetings

Duc Tam Nguyen, Co-Founder, Research & Development lead at SecureAI

Meike Reimann, Senior Project Manager at Steinbeis Europa Zentrum / Steinbeis Zi GmbH

12:20 - 12:40
Tuesday, May 18
Online Video Meeting

MEETING SCHEDULED

CancelRescheduleInvite guestsStarts in 27 minutes

Patrick Widmann, AI Startup Consultant at KI Garage

Meike Reimann, Senior Project Manager at Steinbeis Europa Zentrum / Steinbeis Zi GmbH

12:40 - 13:00
Tuesday, May 18
Online Video Meeting

MEETING SCHEDULED

CancelRescheduleInvite guestsStarts in 1 hour

Figure 14: Example of 1:1 meetings in brokerage tool

6 Impact assessment survey

In order to receive some direct feedback from the companies having benefitted from the SAE IAs and CSAs support, a survey has been circulated to all the companies who took part to Smart Anything Everywhere initiative (SAE) activities by participating to one of its related Innovation Actions or to one of its related events: the INPHO Venture Summit & the SAE contest awards 2020, FED4SAE Innovation Club, The Impact Week 2021, Monaco Smart & sustainable Marina and the SAE contest awards 2021.

The objective was also to test their willingness to keep in touch with the SAE ecosystem, so that we can continue to provide them with some market, investment access and networking opportunities and thus keep the SAE community alive.

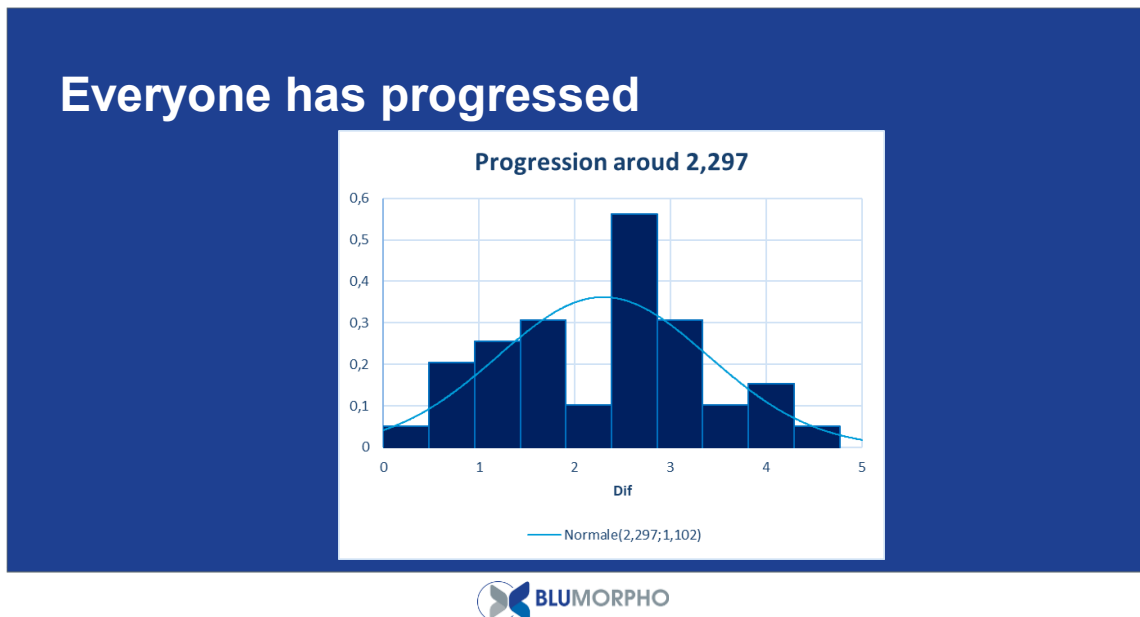
To do so, we invited them to complete a "self-assessment" questionnaire mainly inspired by the KTH Innovation Readiness Assessment tool. This tool has already been implemented to assess the FED4SAE and DigiFed application experiment and the objective here was threefold:

- For the innovative companies to better appreciate the benefit they have received from the SAE initiative and measure their progress.
- For the SAE partners:
 - to better assess the actions and services they've been providing to innovative companies.
 - to have a direct and clear feedback from companies having benefitted from some key H2020 programmes to share with the EC.

The companies were also invited to plan a meeting with us to explore the next steps they wanted to develop and their expectations regarding the SAE community.

The results of the survey are based on the 41 answers received mainly from FED4SAE, TETRAMAX, SmartEEs, DIH4CPS, Smart4All and BOWI.

According to the KTH Innovation Readiness assessment tool, the companies were asked to assess their progression on 6 criteria: technology, customers, business, funding, IP management and team (for details see annex).



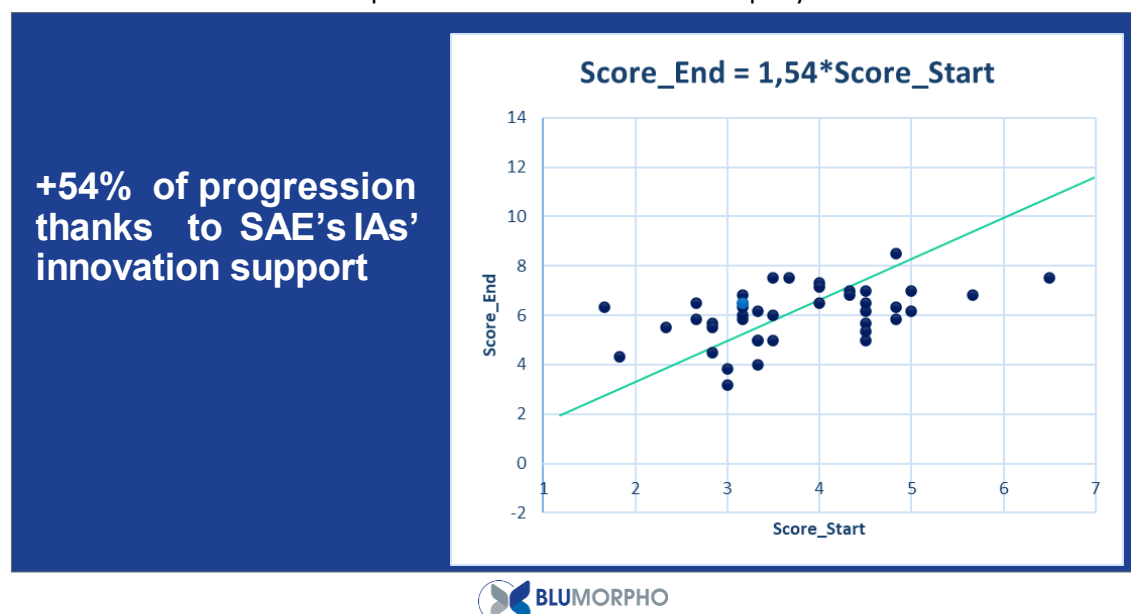
Thursday, September 30, 2021

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1

Figure 15: Progression of companies before and after SAE involvement

Those notes first allow us to evaluate a global progression of each company and of this company compares to the other companies part of the SAE community and then to measure the specific impact of one or another criteria compare to the others for each company.



Thursday, September 30, 2021

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2

Figure 16: Score of progression overall 54%

The following slide shows a global progression for all the companies with a lower impact on the team readiness level and the IP management. However, it must be interpreted carefully as the apparent

progression on the Funding readiness criteria is hiding a very heterogeneous situation with a high level of variance as explained in the following slide.

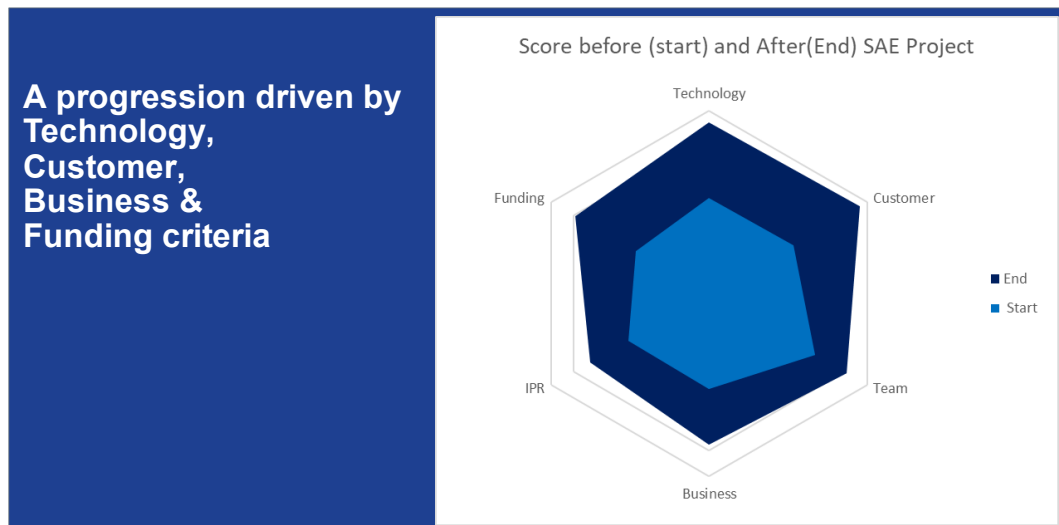


Figure 17: Comparison of assessment of 6 criteria before and after SAE involvement

As shown on the slide below, the Funding readiness and the IP management criteria must be considered separately from the other. The IP management is the criteria that is the less impacted by the SAE and IAs support (hardware versus software?). Whereas the Funding readiness criteria is the one that allows some of the companies to outperform on their progression rate compared to the others which are not really concerned by this criteria and not really looking for private funds yet.

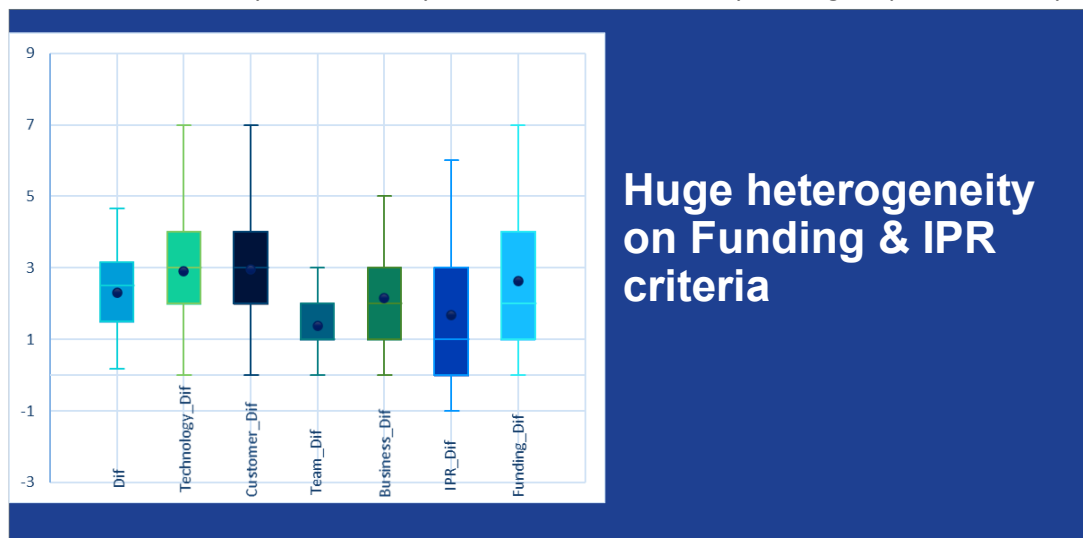


Figure 18: Assessment of heterogeneity

The results of this survey are very interesting to help SAE partners and the European Commission to better measure the impact and the interest of the actions undertaken both at the IAs and at the CSA's level.

7 Conclusion

The brokerage activities developed by Smart4Europe2 on behalf of the Smart Anything Everywhere were twofold:

- either enabling the innovative companies supported by the Innovations Actions to find new partners new public innovation support programme or potential private investors;
- or enabling SMEs identify the SAE Innovations Actions that could be of interest for them to further develop their minimum viable product and their growth strategy.

It is important to note that the CSA's activities come as complementary activities to the ones developed by each Innovation Action and that the participation of the companies who has benefited from their support is uneven. The commitment of SAE beneficiaries is mainly depending on the strong link built between them and their Innovation Action community and the strong link built between the Innovation Action and the CSA. It is also highly impacted by the following elements.

- The companies benefitting from IAs support are mainly early stage. The CSA complementary actions to give them access to a wider ecosystem than the one of the IAs is a good complement or a good prolongation to the action developed by each IAs which is often just a beginning of what has to be done to further build the strategy of the company.
- The companies are not always aware of the impact the CSA's actions regarding ecosystem building, networking and brokerage activities can have on their growth development. The role of the CSA in this domain should be further highlighted to them and the Innovation Actions and the CSA have an important joint responsibility in this domain.
- The SAE Contest has been a good experience for SAE companies who took the opportunity to meet with high level private investors and corporate representatives. The 17 SAE companies who engaged in the process benefitted from it even if they were quite early stage to expect any immediate concrete results from their participation to those actions. The learning process and the knowledge they've gained were deemed of great value.
- The fact that many supported companies are early stage means that their access to the market might be still quite far away after the end of their application experiments with the SAE Innovation Actions and that the targeting of private investors and potential partners for the brokerage activities must be done accordingly not to be too deceptive on both parts.

All in all, the brokerage activities the SAE initiative has been represented to or directly organised by Smart4Europe2 have given the opportunity to more than **25 SAE beneficiaries** to be further coached for pitching by BLM and to pitch in front of an average of 3 private investors, VCs or Corporate VCs, per each. Nearly **100 private investors or corporate leaders** specialised in Deep Tech or in impact investment committed either in jury and pitching session or in reverse pitching session or both. All in all, by participating to those events gathering more than **1600 participants** and to their related brokerage activities, the SAE initiative and nearly **50 SAE innovative companies** have been given visibility and opportunity to interact with more than **1300 start-ups, SMEs or midcaps**.

8 Annexe




8.1 SAE beneficiaries having participated to Impact Week 2020

SAE Innovation Action	Innovative companies
FED4SAE	Althexis Specificity Kalmia Surewash
SmartEES	Tagenea Ab.acus









8.2 SAE beneficiaries having participated to the FED4SAE Innovation Club

SAE Innovation Action	Innovative companies
Digifed	Datenberg Cysec
FED4SAE	Althexis Ubotica Technology Ltd Surewash Alitec SRL IoT Solutions Group Ltd Protolab srl NanoTech Analysis Link Software Bettair Cities Fentiss Sentinum FLoWide (Sunstone-rtls) Genport The Convex Lens HOPU Kalmia Genport ISSD Electronics
SmartEES	Tagenea ComSensus
Tetramax	Cipacto

8.3 SAE beneficiaries having participate to the SAE Contest 2020

LOGO	COMPANY	DESCRIPTION	SAE Innovation action
	Ab.Acus	Ab.Acus produces RehabMe, which brings virtual rehabilitation to real life.	SMARTEES
	Cipacto	Cipacto provides integrated & connected digital system to monitor and manage end-2-end critical industrial liquids.	TETRAMAX
	Datenberg	Datenberg provides smart AI solutions for manufacturing.	DigiFed
	HOPU	HOPU makes more agile the urban design to mitigate climate change.	FED4SAE
	Protolab	Protolab provides a smart sensor kit to monitor scoliosis braces.	FED4SAE

8.4 SAE beneficiaries having participate to the SAE Contest 2021

Selected company	Logo	SAE ecosystem	Innovation application sector
3DMA		SmartEEs	Equipment
Bettair cities		FED4SAE	Health
Deed		SmartEEs	Health
Dracula technologies		SmartEEs	Energy Optimisation
Genport		FED4SAE	Energy Optimisation
HOPU		FED4SAE	Health
KALMIA		FED4SAE	Security
SAMMY Yacht		SmartEEs	Equipment

8.5 SAE Contest 2021 participants – visual for social media

3DMA



CONTACT:
Anikó Nagy
Proprietor,
Designer and Developer

SCAN ME
E-Catalogue

3DMA is a smart wood patented by us with integrated electronics, shields and functional elements. As a combination of nature and high-tech, it works in interaction with the user. This is how we turn intelligent room control and luxury interior concepts into reality: interactive operable environments and design objects made of wood, for the interiors of the next generation.

3DMA

3DMA, Hightech in Wood

Official partners: CREDIT SUISSE, BOMBARDIER, XEROFF, STAGE CONNECT, BLUMORPHO, Monaco.

Institutional supports: A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z, AA, AB, AC, AD, AE, AF, AG, AH, AI, AJ, AK, AL, AM, AN, AO, AP, AQ, AR, AS, AT, AU, AV, AW, AX, AY, AZ, BA, BB, BC, BD, BE, BF, BG, BH, BI, BJ, BK, BL, BM, BN, BO, BP, BQ, BR, BS, BT, BU, BV, BW, BX, BY, BZ, CA, CB, CC, CD, CE, CF, CG, CH, CI, CJ, CK, CL, CM, CN, CO, CP, CQ, CR, CS, CT, CU, CV, CW, CX, CY, CZ, DA, DB, DC, DD, DE, DF, DG, DH, DI, DJ, DK, DL, DM, DN, DO, DP, DQ, DR, DS, DT, DU, DV, DW, DX, DY, DZ, EA, EB, EC, ED, EE, EF, EG, EH, EI, EJ, EK, EL, EM, EN, EO, EP, EQ, ER, ES, ET, EU, EV, EW, EX, EY, EZ, FA, FB, FC, FD, FE, FF, FG, FH, FI, FJ, FK, FL, FM, FN, FO, FP, FQ, FR, FS, FT, FU, FV, FW, FX, FY, FZ, GA, GB, GC, GD, GE, GF, GG, GH, GI, GJ, GK, GL, GM, GN, GO, GP, GQ, GR, GS, GT, GU, GV, GW, GX, GY, GZ, HA, HB, HC, HD, HE, HF, HG, HH, HI, HJ, HK, HL, HM, HN, HO, HP, HQ, HR, HS, HT, HU, HV, HW, HX, HY, HZ, IA, IB, IC, ID, IE, IF, IG, IH, II, IJ, IK, IL, IM, IN, IO, IP, IQ, IR, IS, IT, IU, IV, IW, IX, IY, IZ, JA, JB, JC, JD, JE, JF, JG, JH, JI, JJ, JK, JL, JM, JN, JO, JP, JQ, JR, JS, JT, JU, JV, JW, JX, JY, JZ, KA, KB, KC, KD, KE, KF, KG, KH, KI, KJ, KK, KL, KM, KN, KO, KP, KQ, KR, KS, KT, KU, KV, KW, KX, KY, KZ, LA, LB, LC, LD, LE, LF, LG, LH, LI, LJ, LK, LL, LM, LN, LO, LP, LQ, LR, LS, LT, LU, LV, LW, LX, LY, LZ, MA, MB, MC, MD, ME, MF, MG, MH, MI, MJ, MK, ML, MM, MN, MO, MP, MQ, MR, MS, MT, MU, MV, MW, MX, MY, MZ, NA, NB, NC, ND, NE, NF, NG, NH, NI, NJ, NK, NL, NM, NN, NO, NP, NQ, NR, NS, NT, NU, NV, NW, NX, NY, NZ, OA, OB, OC, OD, OE, OF, OG, OH, OI, OJ, OK, OL, OM, ON, OO, OP, OQ, OR, OS, OT, OU, OV, OW, OX, OY, OZ, PA, PB, PC, PD, PE, PF, PG, PH, PI, PJ, PK, PL, PM, PN, PO, PP, PQ, PR, PS, PT, PU, PV, PW, PX, PY, PZ, QA, QB, QC, QD, QE, QF, QG, QH, QI, QJ, QK, QL, QM, QN, QO, QP, QQ, QR, QS, QT, QU, QV, QW, QX, QY, QZ, RA, RB, RC, RD, RE, RF, RG, RH, RI, RJ, RK, RL, RM, RN, RO, RP, RQ, RR, RS, RT, RU, RV, RW, RX, RY, RZ, SA, SB, SC, SD, SE, SF, SG, SH, SI, SJ, SK, SL, SM, SN, SO, SP, SQ, SR, SS, ST, SU, SV, SW, SX, SY, SZ, TA, TB, TC, TD, TE, TF, TG, TH, TI, TJ, TK, TL, TM, TN, TO, TP, TQ, TR, TS, TT, TU, TV, TW, TX, TY, TZ, UA, UB, UC, UD, UE, UF, UG, UH, UI, UJ, UK, UL, UM, UN, UO, UP, UQ, UR, US, UT, UU, UV, UW, UX, UY, UZ, VA, VB, VC, VD, VE, VF, VG, VH, VI, VJ, VK, VL, VM, VN, VO, VP, VQ, VR, VS, VT, VU, VW, VX, VY, VZ, WA, WB, WC, WD, WE, WF, WG, WH, WI, WJ, WK, WL, WM, WN, WO, WP, WQ, WR, WS, WT, WU, WV, WW, WX, WY, WZ, XA, XB, XC, XD, XE, XF, XG, XH, XI, XJ, XK, XL, XM, XN, XO, XP, XQ, XR, XS, XT, XU, XV, XW, XX, XY, XZ, YA, YB, YC, YD, YE, YF, YG, YH, YI, YJ, YK, YL, YM, YN, YO, YP, YQ, YR, YS, YT, YU, YV, YW, YX, YY, YZ, ZA, ZB, ZC, ZD, ZE, ZF, ZG, ZH, ZI, ZJ, ZK, ZL, ZM, ZN, ZO, ZP, ZQ, ZR, ZS, ZT, ZU, ZV, ZW, ZX, ZY, ZZ.

Bettair Cities



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Bettair Cities is a multi-award winning, deep tech company labelled with positive environmental impact. Located in Barcelona, their aim is to significantly improve the quality of life of citizens across the globe by monitoring air and noise pollution in urban spaces with high accuracy on a previously unimaginable scale, based on artificial intelligence techniques.

bettair
Mapping Air Quality

BETT AIR CITIES

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Institutional supports: A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z, AA, AB, AC, AD, AE, AF, AG, AH, AI, AJ, AK, AL, AM, AN, AO, AP, AQ, AR, AS, AT, AU, AV, AW, AX, AY, AZ, BA, BB, BC, BD, BE, BF, BG, BH, BI, BJ, BK, BL, BM, BN, BO, BP, BQ, BR, BS, BT, BU, BV, BW, BX, BY, BZ, CA, CB, CC, CD, CE, CF, CG, CH, CI, CJ, CK, CL, CM, CN, CO, CP, CQ, CR, CS, CT, CU, CV, CW, CX, CY, CZ, DA, DB, DC, DD, DE, DF, DG, DH, DI, DJ, DK, DL, DM, DN, DO, DP, DQ, DR, DS, DT, DU, DV, DW, DX, DY, DZ, EA, EB, EC, ED, EE, EF, EG, EH, EI, EJ, EK, EL, EM, EN, EO, EP, EQ, ER, ES, ET, EU, EV, EW, EX, EY, EZ, FA, FB, FC, FD, FE, FF, FG, FH, FI, FJ, FK, FL, FM, FN, FO, FP, FQ, FR, FS, FT, FU, FV, FW, FX, FY, FZ, GA, GB, GC, GD, GE, GF, GG, GH, GI, GJ, GK, GL, GM, GN, GO, GP, GQ, GR, GS, GT, GU, GV, GW, GX, GY, GZ, HA, HB, HC, HD, HE, HF, HG, HH, HI, HJ, HK, HL, HM, HN, HO, HP, HQ, HR, HS, HT, HU, HV, HW, HX, HY, HZ, IA, IB, IC, ID, IE, IF, IG, IH, II, IJ, IK, IL, IM, IN, IO, IP, IQ, IR, IS, IT, IU, IV, IW, IX, IY, IZ, JA, JB, JC, JD, JE, JF, JG, JH, JI, JJ, JK, JL, JM, JN, JO, JP, JQ, JR, JS, JT, JU, JV, JW, JX, JY, JZ, KA, KB, KC, KD, KE, KF, KG, KH, KI, KJ, KK, KL, KM, KN, KO, KP, KQ, KR, KS, KT, KU, KV, KW, KX, KY, KZ, LA, LB, LC, LD, LE, LF, LG, LH, LI, LJ, LK, LL, LM, LN, LO, LP, LQ, LR, LS, LT, LU, LV, LW, LX, LY, LZ, MA, MB, MC, MD, ME, MF, MG, MH, MI, MJ, MK, ML, MM, MN, MO, MP, MQ, MR, MS, MT, MU, MV, MW, MX, MY, MZ, NA, NB, NC, ND, NE, NF, NG, NH, NI, NJ, NK, NL, NM, NN, NO, NP, NQ, NR, NS, NT, NU, NV, NW, NX, NY, NZ, OA, OB, OC, OD, OE, OF, OG, OH, OI, OJ, OK, OL, OM, ON, OO, OP, OQ, OR, OS, OT, OU, OV, OW, OX, OY, OZ, PA, PB, PC, PD, PE, PF, PG, PH, PI, PJ, PK, PL, PM, PN, PO, PP, PQ, PR, PS, PT, PU, PV, PW, PX, PY, PZ, QA, QB, QC, QD, QE, QF, QG, QH, QI, QJ, QK, QL, QM, QN, QO, QP, QQ, QR, QS, QT, QU, QV, QW, QX, QY, QZ, RA, RB, RC, RD, RE, RF, RG, RH, RI, RJ, RK, RL, RM, RN, RO, RP, RQ, RR, RS, RT, RU, RV, RW, RX, RY, RZ, SA, SB, SC, SD, SE, SF, SG, SH, SI, SJ, SK, SL, SM, SN, SO, SP, SQ, SR, SS, ST, SU, SV, SW, SX, SY, SZ, TA, TB, TC, TD, TE, TF, TG, TH, TI, TJ, TK, TL, TM, TN, TO, TP, TQ, TR, TS, TT, TU, TV, TW, TX, TY, TZ, UA, UB, UC, UD, UE, UF, UG, UH, UI, UJ, UK, UL, UM, UN, UO, UP, UQ, UR, US, UT, UU, UV, UW, UX, UY, UZ, VA, VB, VC, VD, VE, VF, VG, VH, VI, VJ, VK, VL, VM, VN, VO, VP, VQ, VR, VS, VT, VU, VW, VX, VY, VZ, WA, WB, WC, WD, WE, WF, WG, WH, WI, WJ, WK, WL, WM, WN, WO, WP, WQ, WR, WS, WT, WU, WV, WW, WX, WY, WZ, XA, XB, XC, XD, XE, XF, XG, XH, XI, XJ, XK, XL, XM, XN, XO, XP, XQ, XR, XS, XT, XU, XV, XW, XX, XY, XZ, YA, YB, YC, YD, YE, YF, YG, YH, YI, YJ, YK, YL, YM, YN, YO, YP, YQ, YR, YS, YT, YU, YV, YW, YX, YY, YZ, ZA, ZB, ZC, ZD, ZE, ZF, ZG, ZH, ZI, ZJ, ZK, ZL, ZM, ZN, ZO, ZP, ZQ, ZR, ZS, ZT, ZU, ZV, ZW, ZX, ZY, ZZ.

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Deed®

DEED

Deed is an Italian deep tech company which has developed get®, a wrist wearable device part of an innovative integrated HW-SW platform. It's an all-in-one solution which deals with modern challenges regarding the complex digital-self connectivity and management through user authentication, payments and new UX methods. Get guarantees flexible customization, API fast integration to exploit multiple verticals.

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 SmartKey by Compulink

Dracula Technologies






dracula®

DRACULA TECHNOLOGIES

Dracula Technologies is a deep-tech startup with 10 years of experience in inkjet-printed organic photovoltaic (OPV). We created LAYER®, a unique technology capable of harvesting ambient light to power indoor devices. We offer 100% customization features including electric features (Voltage, current) and free shape design - your logo can be your power source!

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Institutional supports: [Logos]

 SmartKey by Compulink

GENPORT

Genport srl with headquarters in Italy and the US subsidiary, at Commerce (CA), makes resilient hybrid power sources based on the combination of ion lithium batteries with hydrogen powered fuel cells and advance controls suitable to extend electrical runtime in extreme environments.

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HOPU





HOPU brings urban innovation through key techs such as AI, IoT and Data-Quality. We engage with citizens and decision-makers, to guarantee that data is understandable by everybody. HOPU supports urban development and digital transformation through data-powered tools with dashboards and IoT devices to monitor air quality for both gases and particulates, creating IoT sensors and data-driven Smart Environments.

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Kalmia



Helping businesses thrive.



Kalmia d.o.o. is a development company that helps companies thrive through digitization with digital solutions tailored to their individual needs. We create solutions to upgrade and connect data from existing systems, enabling data connectivity and management from one location. With the use of new technologies like blockchain and AI, we introduce added value to the customer.

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Sammy



SaMMY
For Smart Marinas



SaMMY is a Greek startup that is based in the city of Patras, in Western Greece. It provides an innovative technological platform for the marinas & tourist ports' market, with the vision to interconnect the world of marinas with the skippers and sea travelers, leading the digital transformation of the sector. The company provide services to more than 30 marinas and tourist ports in Greece.

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8.6 Impact Assessment Survey



BLUMORPHO

Assess your level of Innovation Readiness Level Before / After SAE

*Barometer adapted from IRL™ scale developed by KTH
The 6 axes below will be evaluated before SAE project and currently*



CUSTOMER
READINESS LEVEL

TEAM
READINESS LEVEL

BUSINESS
READINESS LEVEL

IPR
READINESS LEVEL

FUNDING
READINESS LEVEL

TECHNOLOGY
READINESS LEVEL

[I start my self-assessment](#)

<https://www.getfeedback.com/r/uwYB6q3A/>