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# 4.0 - FINE TUNING THE METHODOLOGY SPEEDING UP THE WAY

WP4 - Speeding up the way



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BIOHEALTH GEAR BOX ALLIANCE

## BIOHEALTH GEAR BOX ALLIANCE





## Contents

1. INTRODUCTION	1
2. TIMELINE 2.1. Timeline 2020	<b>3</b> 3
2.2. Timeline 2021	4
3. INVESTMENT MODEL	5
3.1. Grants 3.2. Equity Retainer	5
3.3. Sponsors of the Program	5
3.3.1. Sponsors of the program: Italy	6
3.3.2. Sponsors of the program: Spain	6
3.3.3. Sponsors of the program: Portugal	7
3.4. Amenities Provided by the Program	7
3.5. Amenities	7
4. STRATEGIES TO ATTRACT SEED TALENT	8
4.1. Materials Production	8
4.2. Online Promotion	8
5. SELECTION PROCEDURES	10
5.1. Definition of the Participants and Eligibility Criteria	10
5.2. Application Question	10
5.3. Application Information	11
5.4. Application Evaluation	12
5.4.1. Curation of Applications	12
5.4.2. Scoreboard	12
5.4.3. Reading Jury	13
5.4.4. Live Jury	13
6. MENTORING SCHEMES	14
6.1. Overview	14
6.2. Conditions 6.3. Call for Mentors	14
6.4. Selection Criteria for Mentors	15 15
6.5. Mentors Selected for the Program	15
6.6. Matchmaking	16
6.7. TTT Curriculum	17
6.8. Agenda of the TTT	18
6.9. Train the Trainers Biographies	20
6.10. TTT Curriculum	24
7. ACCELERATION PACKAGE	25
7.1. Accelerator Offer	25
7.2. Startup Applications	25



7.2.1. Applications Portugal	25
7.2.2. Applications Italy	29
7.2.3. Applications Spain	30
7.2.4. Overview Applications BioAll Gear Box Accelerator	31
7.3. Introduction Day	31
7.4. Capacitation Program - Bootcamp in Lisbon	36
7.4.1. Agenda Immersive Week	36
7.4.2. Biographies	38
7.4.3. Weekly Meetings	57
8. FINAL EVENT	61
9. STARTUPS SELECTED	62
9.1. Startups Selected Logos	64
9.2. Startups Selected Feedback	64
9.3. Mentorship Program	65
9.4. Incubator Curriculum	65
9.5. Time Allocation	66
10. DEMO DAY	66
11. KPIs	67
11.1. Train the Trainer	67
11.2. Scouting and Communication	67
11.3. Accelerator	67
12. ANNEXES	68
12.1. SAFE Template	68
12.2. Non Disclosure Agreement Template	72
12.3. BIO-ALL Success Fee Stipulations	76
12.4. Go To Market Template	78







BIOHEALTH GEAR BOX ALLIANCE

### **1.INTRODUCTION**

The dissemination strategy developed in WP6 was focused on the long-term engagement of key stakeholders in open partnerships and promotion of meaningful opportunities like the co-creation of educative assets such as the Joint International Acceleration programme ("BIOHEALTH Gear Box Business Accelerator") executed under WP4 and the Train the Trainer course.

The database developed by WP6 created a large network of key actors comprising: academia, business and incubators/accelerators, and was incorporated in the duration of the BIO-ALL GEARBOX ACCELERATION programme and the Train the Trainer course developed in WP4. Moreover, WP6 depicted the strategy to plan and carry out successful meetings such as UNCONFERENCES, SPARKATONS and GEARBOX LABS.

The above-mentioned outputs of WP6 served as a guideline for the acceleration programme and ensured the consistency of the message expressed in the programme. The BIOHEALTH Gear Box Business Accelerator was an international programme aimed at boosting the creation of Portuguese, Spanish and Italian seed-stage startups in the BIOHEALTH related areas (i.e. that support the overall healthcare ecosystem including biotechnology, medicine, ICT, pharmaceutical industry, medical devices, chemistry, nutraceuticals, etc.). The partners of WP4 developed, in partnership, a methodology for the Joint International Acceleration programme that was placed into action by all of the partners. This methodology was developed by BGI, CubeLabs, PTSGranada, and Labfit.

In detail, the BIO-ALL GEAR BOX ACCELERATION program entails the implementation and piloting of an instrument to support high-tech seed-staged companies in the BIOHEALTH sector and ensure a successful idea-to-market journey. One of the main outputs was the creation and broadening of a Spanish, Portuguese and Italian network that triangulates BIOHEALTH sector, academia and enterprises and fostered the necessary conditions to the implementation of acceleration processes.

Moreover, the resources developed within WP4 were linked in the collaborative working virtual platform developed in WP4.

This document presents the main features of WP4 tasks and activities, clarifying roles and process flows, the design of the session, and the pilot implementation. It provides the guidelines followed during the implementation for the BIO-ALL GEAR BOX ACCELERATION, Train-the-trainers Course, Mobilities, Financial Model and the strategies to attract seed talent.

The BIO-ALL GEAR BOX ACCELERATOR program was autonomous from the BIO-ALL MBA but worked in synergy with this program as mentioned previously.



1

Among the goals of the WP4 were: the development and implementation of a Train-the-Trainer course underpinning the successful piloting of the acceleration program, ensuring enhanced skills of the staff/trainers/tutors/mentors involved, the selection of the projects/startups with greater potential, the engagement of investors and other key steps/procedures/decision making processes.

The BIO-ALL GEAR BOX ACCELERATOR programme developed by WP4 ran a support programme aiming at promoting the growth of early-staged seed companies in a time and cost effective manner. Besides the final prize, seed companies participating in the programme that provided benefit from an intrinsic value of €40.300 in services such as incubation; comprising: personalized mentoring, coaching and training seminars/boot camps, tailored programmes for IPR protection procedures and roadmap for future commercialization of their innovation; working spaces, lectures, and media exposure.

The early stage startups were selected through an open call application process. Seed companies that participate ranged from idea-staged to half-built/functioning prototype or terminated preclinical research for pharma.

This report also outlines the implementation of the acceleration program and the adjustments that were taken in order to convert the COVID-19 pandemic and its impacts in the. It highlights the activities developed to attract startups to the program and activities developed to increase the reach of the program. Besides this it also highlighted the selection process and the deliverables provided to the teams supported within the program, The resources that were provided and the activities developed within the scope of this program to promote the development of the startups selected. Finally it also showcases the demodays and highlights the final event developed within the program to conclude the activities developed.



<u>2</u>

## **2.TIMELINE**

## 2.1. Timeline 2020



During the year of 2020, the WP4 developed 4 main tasks:

- Delivering the methodology for the BIO-ALL GEAR BOX ACCELERATOR
- Ensure one sponsor per country (BIO-ALL seed company prize)
- Support and create dissemination events, for example unconferences and sparkatons
- Open Train The Trainers (TTT) component of the program and select the participants.

In March of 2020 it was delivered the first guideline for the acceleration programs developed with the partners of WP4 jointly, this document included the information regarding the timeline and plan for implementation for the Joint International Acceleration programme designated as: "BIO-ALL GEAR BOX ACCELERATION". From February to July Cube Labs, PTS Granada, and BGI/Labfit were responsible to ensure that their country had ensure one-sponsor to support the program with a grant of €5000 for each of the countries' winning start-ups. The prize was designated with a name comprising the sponsor's name and at the moment takes the name of BIO-ALL seed company prize.

The sponsor had the possibility of being intensely involved in the programme as participant in the live jury, demo day and they were mentioned in all the communication and dissemination of the programme. Moreover, the sponsor was able to both associate their logo to the BIO-ALL Erasmus+ Programme and broaden their network, having first access to novel seed staged companies in the BIO-HEALTH sector, from Italy, Portugal and Spain.

The TTT course was implemented with the opening of call for mentors that occured from September to December. Mentors applied through the BIO-ALL website by submitting



a simple form. The mentors were selected in December. The training session occured online, followed by the third mobility of the BIO-ALL project, in February.



In 2021 the acceleration programme was open with the launch of the applications on the 12th of January. That stayed open until the 12th of April and during these months each of the countries as part of the strategy to attract seed talent developed several initiatives to promote the program such as webinars to promote the program with universities, research centers and incubators specialized in health. The applications for the program were initially open until the 31st of March but it was decided within the partners of the WP4 to extend this deadline until the 12th of April to ensure a larger number of applications for this program.

Once the deadline for the applications, Cube Labs provided a first read through and selected the valid applications, excluding all the others (not complete, not written in English, not BIOHEALTH related). Then, each representative from each of the countries read all of the applications for their country. After that, three live juries were conducted to reduce the best 15 to the five teams from each of the countries. After the selection, there was a kick-off session in each country, followed by an immersive online bootcamp. During their incubation, the teams had weekly meeting sessions to overcome the deletion of the mobilities in the program. These sessions were delivered related to their needs by international speakers. To conclude the program the teams from the program where part of demo days developed in each of the countries and participated in the final event developed to conclude the program.



<u>4</u>

## **3.INVESTMENT MODEL**

#### 3.1. Grants

This program was financed on a grant basis with no equity retainer. A total of three grants were provided, one for each country, by the respective sponsor. BGI/Labfit, Cube Labs and PTS Granada ensured a sponsor for Portugal, Italy and Spain, respectively.

To provide financing for the grant winners, in the form of a prize which had carry both the BIO-ALL and the sponsor's logo, each country scheduled meetings with key players in the BioHealth sector, e.g. pharmaceuticals, private hospitals, research centers.

By sponsoring this program, the enabler had the opportunity to be involved TTT, live jury of the selection process, selection of the winner out of the 5 nationally accelerated start-ups to whom they provided a grant of  $\in$ 5 000 to help develop a pilot with no strings attached. The winner of each of the countries was announced at the end of each local demo day.

Summary of the advantages to the patron:

- Participation on the TTT
- Participation in the reading jury
- Decision power in the 5 nacional finalists & winner
- Periodical communication and PR's in key moments
- Participation in the demo day
- Participation at the matchmaking event
- 1h session in the final event
- Creation of an award with the company's name as a sponsor of the BIOHEALTH sector, with an exclusive highlight in the program
- Award a grant to the final winner, for them to develop a pilot
- Earlier access to the startups of this program and broadening of network in the BIOHEALTH sector
- Each of the countries must have a partner/sponsor/patron for the program by July 2020.

Once an enabler has agreed to sponsor the program, they had to sign a contract committing to providing the grant and all the responsibilities that follow.

### 3.2. Equity Retainer

It was proposed initially that each company in the program had a Simple Agreement for Future Equity (SAFE) following a  $\leq$ 3 million valuation, the national accelerator had get 2% equity in case no funding or sales are pursued during the accelerator, and 3% equity in the cases where the startup got  $\leq$ 5000 from either funding or sales during the acceleration program, except the companies that apply to the Spanish component of the



program, who had not have to sign a SAFE. It was decided within the execution of the program, having in consideration that this was the first edition, to not implement the SAFE agreement as the program was still being tested in this edition and to follow up and have it being implemented in further editions.

#### 3.3. Sponsors of the Program

Each of the countries in the program has reached out to partners in health sciences for this to be presence in the live jury shortlist from 15 to 5 startups, to be presence in the matchmaking event that had occur in 2021, where they had meet for 5 minutes with all the startups in the program (totaling 15 meetings), and finally the sponsor is accountable to provide a 5000 euros award to the best startup in their respective country.

#### *3.3.1. Sponsors of the program: Italy*

In Italy, the sponsor was Italy Surace, this is an organization that has created physiotherapy centres in Salento. This organization has a goal to promote well-being and quality of life in the area, activating itself and making itself the author of several activities and initiatives aimed at the promotion of research and to the protection and enhancement of international intellectual properties. This company provides over 30,000 cycles of therapies every year and covers the entire rehabilitation process, at their Centres of Medicine and Physiotherapy. The CMFS represents the core business of the group's healthcare area, which is also completed by a Medical Centre which brings together the various specialties and sectors of healthcare and an Educational Centre of excellence in health education. Besides this the Innova Onlus, within the Surace Group, promotes and supports medical research, particularly in the field of translational research in bio and nano-medicine, also connecting eminent scientists and academic researchers with the entrepreneurial world. Besides this Cube Labs is in itself, the newest company in the Surace Group, is committed to enhancing the intellectual properties of Italian research and to the development of startups, through the creation of tech spin-off companies in the life sciences sector, which are then introduced in large international markets. The Surace Group thus implements a wide range of healthcare initiatives and services addressing extremely heterogeneous users, but which are all implemented in the respect of important guidelines, such as competence, organization, attention and quality.

#### *3.3.2. Sponsors of the program: Spain*

Fundación Caja Rural Granada is a Spanish institution that carries out a very intense social work, sponsoring and collaborating annually in more than 700 actions. They work in scientific research and dissemination being involved in projects related with different areas including health, the environment, by being part of 30 projects and educational programs. Besides this, the foundation also works with vulnerable groups, collaborating with more than 40 groups. Fundación Caja Rural de Granada is a non-profit institution that was established in 200, the control and supervision of the exact fulfillment of the foundational purposes is done by the Ministry of Culture.



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#### *3.3.3. Sponsors of the program: Portugal*

The Municipal Culture and Development Center of Idanha-a-Nova is a non-profit Local Development Association, founded in 1992 to meet the needs of the population and the municipality of Idanha-a-Nova. It aims at contributing to the integrated development of the municipality of Idanha-a-Nova and to the enhancement and sustainability of the territory. To this end, it invests in the training and qualification of the population, in supporting entrepreneurship and in boosting citizenship, social cohesion and equal opportunities.

This organization also holds the entrepreneurship support office that was created in 2014 with the purpose of helping and promoting entrepreneurship and the sustainable development of companies, entities and other organizations in the region. It also serves as a facilitator and support for the exploration of new ideas, encouraging the creation of new companies through the provision of a specialized service that has a team of multidisciplinary technicians with experience.

### 3.4. Amenities Provided by the Program

Through the participation to this programme, the startups receive the intrinsic value created from the diverse moments provided, such as, physical space to be incubated, a mentorship program with a trained mentor, an intensive immersion week on entrepreneurship and tailor-made workshop sessions on how to scale up from idea to market and accelerate their business.

#### 3.4.1. Amenities

- Mentorship valued in €1.600
- Immersive week valued in €8.000
- Pitch Training
- Marketing strategy
- Networking
- IP consulting
- Workshop valued in € 8.000
- Incubation valued in € 17.700
- Prize Money €5.000

Total: € 40.300



## **4.STRATEGIES TO ATTRACT SEED TALENT**

### 4.1. Materials Production

INOVA+ and BGI had produce the materials templates:

- Brochures for roadshow and events
- Banner + Photos for social media
- Texts for social media
- Text for newsletter
- Roll Ups for the events
- Press Releases (PR) to distribute with media
- Letter to distribute with local partners

It is possible to find the brochure for the accelerator <u>here</u>.

#### 4.2. Online Promotion

In the BIO-ALL website there was a dedicated tab explaining the BIO-ALL GEAR BOX ACCELERATOR, explaining the content of the program followed by a clear timeline of all the events that had occurred throughout the program. The page also contained a quote from each of the 3 sponsors (1 per country) in their expectations towards the program, and a Press Release dedicated to the media. You will be able to see the website <u>here</u>.

The scouting criteria for this program was directed to research centers, university, and industry-based startup or research programs.

During the 3-month call from January to March in 2021, each one of the BIO-ALL consortium members made one post per week (or just sharing BGI post) with 12 posts, that were also sent to their network 3 newsletters one for each of the months the applications are open with information related to the BIO-ALL acceleration program and the promotion of the applications. Inova+ also updated on the website and created articles and banners to promote the program. Inova+ was also sent 3 newsletters to the mailing list they have gathered throughout the program. The accelerator partners also reached out to their local dissemination partners to share the opportunity on their newsletter and share BIO-ALL accelerator partners social media posts on theirs, with a KPI of 5 social media mentions per country. Each of the partners also added the program on their own website for promotion and dissemination. This strategy was designed to reinforce the promotion of the open applications and capitalize on the notoriety of each of the partners.



<u>8</u>

The promotion of the BIO-ALL GEAR BOX ACCELERATOR started in January 2021. Each of the national accelerator partners started the dissemination process by sending a Press Release of this program to the media database aiming at 5 media mentions per country.

Additionally, the accelerator partners organized a sparkaton regarding the accelerator, where the program was presented to the target audience. Each partner targeted entrepreneurial institutions, such as universities, research centers, incubators, that support startups in the BioHealth area.

The national accelerator partner had to search and identify 100 contacts of national projects, contacting them through email and phone calls to explain the program and assess interest. Each of the accelerating partners contacted more than 50 contacts because many might not be eligible, not correct for this program, or have the wrong maturity for the program. A list of excel was placed with all projects reached (with option of by phone, present on roadshow, referral from partner, or other), with the e-mail and phone number so each partner can push the local network to apply and reach 50 applications.

The partners also used the brochure for the program designed by Inova+. During the development of the open call additional measures were taken into place in order to ensure that there was a significant amount of applications and additional strategies were developed. One of the additional strategies was an increase in emails sent to startups and entrepreneurial institutions, such as incubators, accelerators, venture capitalists, universities and other relevant health care institutions.

After this approach, Linkedin was also a communication channel taken into consideration. This strategy was implemented in two fronts, one was to share the BioAll GearBox Program on health groups directed at the target area of the program such as PhD in health groups, health groups, health startup groups. In addition to this approach it was also sent direct messages to startups and projects that would benefit from the BioAll program to promote more directly what would be the expected gains and benefits of the program.



<u>9</u>

## **5.SELECTION PROCEDURES**

### 5.1. Definition of the Participants and Eligibility Criteria

The criteria for the selection of the projects/startups was based on classification on FDA based category criteria. They fell under three subtypes:

- Medical Devices. This includes hardware or software that can influence clinical decisions or treatments, devices, and in-vitro diagnostic strategies. All of the mentions above would fall under the category where they need FDA approval to be commercialized and focus on curative solutions.
- Medicine Development. Projects that involve procedures or systems, such as vaccines, drugs, therapies, processes. In this category, FDA approval is necessary and the focus is on curative solutions.
- Non-regulatory. These are all the solutions that are non-invasive and that do not need FDA approval. In this, we can highlight two main areas such as digital health (platforms, data, etc) and preventive medicine such as nutraceutics. In this last category, there might exist projects with curative focus, but also projects with preventive solutions to the patient.

The projects considered for the program had over-passed the business idea stage and were in the process of validation of the product-market fit. The idea has surpassed the concept stage (Ideation, Competition, Organization, Branding & Marketing, and Pitching), with European seed rounds ranging from  $\leq 250$ K to  $\leq 750$ K or  $\leq 1$  million. It's also important to point out the high-level investigation of the technical, market and economic feasibility of the opportunity within less than 5 years.

The seed company must be an innovative start up. The seed company has to be a separate legal entity and not an extension or controlled body of the university or research institute, although the university of research institute may still own a controlling equity stake. For the 2021 call, the seed company must be operating in one of the sector categories listed in the BIOHEALTH sectors section. A spinoff can only be entered in one sector category. The applicant must be an employee of the spinoff. The applicant can be of any nationality. The applicant needs approval to apply from a senior member of the Technology Transfer Office or equivalent, or if no such office exists, a senior office holder from the institution within the university or research institute from which the underpinning research originated. A number of applications, called the longlist, had been profiled in a special report published on the BIO-ALL website specific section.

## 5.2. Application Question

The form for application for the International Acceleration Program was posted on the platform F6S, created by BGI in December 2020. The link was placed on the BIO-ALL website in the Joint International Accelerator Tab and also in the home pages of each of the accelerator partners. The questions were the following:

- Team Name
- Startup status: Incorporated | Non Incorporated



- Country to be accelerated: Portugal | Spain | Italy
- Project Category: Medical Devices | Medicine Development | Non Regulatory
- Description of the problem being addressed
- Problem owner(s) target market(s)
- Size of the market quantification nationally, european and worldwide
- Competition size of each player, key features of each competitor, price
- Solution explanation of the innovation, how it works, key differentiation from competitors
- Business Model Proposal price, how had the innovation make money (revenue, margins)
- Stage of development (R&D phase or TRL for MedTech, story and current traction)
- Goals / milestones for next 12-18 months (maximum) how can BIO-ALL incubate and accelerate the seed company?
- Current capital table (founders and investors)
- Team and "achievements" (prize, award, fundraising, incentives, etc.)

The companies had the ability to select the country they would like to be accelerated in. At the time of the application, they didn't need to be operating in that country, they needed to just wish to start their activity in that country and ensure that they attended all the moments of the program in case any activity could be done physically that ended up not occurring.

## 5.3. Application Information

In the F6S link for the acceleration program the following information regarding the program was provided.

'The BIO-All Gear Box Accelerator is an international program aimed at boosting the creation of Portuguese, Spanish, and Italian seed-stage startups in the BIOHEALTH related areas. The startups may range from early-stage to functioning prototypes for MedTech or terminated preclinical research for pharma.

The winning startup from each country will receive a 5000 euros prize.

BIO-ALL consortium ambition is to accelerate knowledge and competencies to boost efficient innovation and entrepreneurial processes in the BIOHEALTH sector, fostering co-creation, and collaborative dynamics between and within relevant actors of the ecosystem.

The startups selected for the Bio-All Gear Box Accelerator have to sign a Safe with 2% (3% if they are the winner of the program) that is triggered once the startup reaches a 3 million valuation (this applies in Portugal and Italy, but in Spain, it is equity-free).

The requirements for this program are:

- A team that is looking for a product-market fit
- The idea has surpassed the ideation stage
- First steps in forming the company and developing the concept



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- Currently developing either medical devices, medicine development, or non-invasive, non-regulatory therapeutics
- Less than 5 years

The Accelerator offers:

- Co-working space during the accelerator period Jun-Sep 2021
- Weekly pulse check: Questionnaire for the startup so that the accelerator has feedback on the work done on the previous week and what is needed as the next steps and support
- Mentorship program (including 1:1 meetings)
- Training program (Master Classes, Workshop)
- Demo Day, where had a pitch and fundraising in front of investors
- Learners' Mobility: stay one week in each of the other two countries (between Portugal Spain and Italy)
- 15 ECTS (Erasmus Credit Transfer System)
- 5000€ award to the top startup in each country

## 5.4. Application Evaluation

#### 5.4.1. Curation of Applications

CubeLabs was responsible for curating the applications eliminating the invalid submissions. The conditions for dismissing applications were under the following categories: not related with the topics of the accelerator (not a BIO-HEALTH start-up), applications that were not correctly field or incomplete, that do not fit in the seed staged criteria or that do not compile the requests in section 5.1.

#### 5.4.2. Scoreboard

To ensure that every application was revised fairly, all of the reviews followed the instructions in the table below. PTS Granada provided the evaluation guidelines and explained to all the jury how to evaluate each topic.

Topic being evaluat		Rank 0 - 5)	Weight (%)	<i>Comments &amp; Feedback</i>
1. Problem		0	15%	
2. Solution / Impact / Vision		0	20%	
3. Market and Competition / S	Scalability	0	15%	
<i>4. Team and "achievements" fund-raising)</i>	(prize, award,	0	15%	



5. Business Model / Proposal	0	15%	
a. Historic and current traction / metrics	0	5%	
<i>b. Goals / milestones for next 12-18 months (maximum)</i>	0	5%	
6. Current cap table / investors	0	2,5%	
7. Fund-raising and use-of-proceeds	0	5%	
8. Participation/Inclusion	0	2,5%	
TOTAL		100%	

#### 5.4.3. Reading Jury

Each of the national accelerators had to select 2 internal members to be the reading jury. Each jury member had to read half of all countries' applications, meaning that each accelerator went through all 3 countries' applications. Each of the jury members had an evaluation form created by PTS Granada with automatic formulas that add up and sum all evaluations to know the best performing applications. Each application had to be read by at least 3 people.

#### 5.4.4. Live Jury

The best 15 applications from each country were shortlisted to pitch in front of a live jury for 5 minutes followed by 25 min of Q&A. The national accelerator had to select 1 live jury member and 1 assistant, who is responsible to contact all the applicants, notify those who did not enter, and those who were invited to the live pitch as well as all details that it implies. This assistant was the time keeper at the live jury session.

The live jury was composed of 4 members. One person from the national accelerator, one person from the sponsor, one national investor, one member from the other national partners.

Each live jury had to use the PTS Granada scorecard, an online document, shared in a drive folder with all the jury members, that automatically summed the evaluation of the jury. After the sums were completed, it was the responsibility of the assistant to inform the partners.

At the end of all the pitches and the sum of all the scorecards, the national accelerator member was to disclose the TOP 5 startups and the jury members were to discuss if all agree – in this case, the TOP might change from quantitative evaluation to group debate. The national accelerator finished the session disclosing the the TOP 5 start-ups selected.



Each of the live jury sessions were conducted separately per country and it was composed of the acceleration partner responsible for the acceleration program in that country, namely for Spain PTS Granada, for Italy CubeLabs, and for Portugal BGI. Besides this there was also representation by each of the sponsors of each country. To ensure an unbiased review of applications there were also present external participants with a strong background in health sciences and entrepreneurship such as Venture capitalists, researchers and health organization management team.

## **6.MENTORING SCHEMES**

### 6.1. Overview

The timeline for the mentoring schemes had started with the call for mentors from September to December, the selection procedure had occurred in December, the TTT course had occurred in Italy being delivered by Cube Labs in February 2021, nevertheless it had to be delivered fully virtually. In July 2021 there was the first interaction between the mentors and the startups in a speed dating matchmaking event, the mentorship program had occurred from July to August 2021. A local Demo-Day had occurred in Rome and Granada in September 2021. While the programme was being planned, Europe was facing a coronavirus alert and the partners created an on-line version of the Train the Trainer capacitation programme to grant the possibility of preparing for the Joint Acceleration Programme.

### 6.2. Conditions

The mentors had been selected from each of the BIO-ALL consortium partners, namely 2 members, except the partner VA and INBB. The call had opened on the BIO-ALL website. The program had free training and coverage of travel expenses for the mentors selected to participate. The mentors that participated in this program had to work pro-bono with no expectation of reward or compensation, they had to share the knowledge they have acquired in their experience, they had to guide the startups freely and openly in their networks when appropriate for the startups.

## 6.3. Call for Mentors

Mentors applied through BIO-ALL website by submitting a form that requires:

- Confirmation of availability on the dates of the TTT matchmaking and mentoring program
  - Time Availability (56 hours = 7 days of work)
    - Train The Trainer course in Rome (Cube Labs) = 4 days, 32 hours
    - Matchmaking Event = 3 hours
    - Mentorship Program 8 (preparation) + 8 (meetings)= 16 hours
    - Administrative/Logistic time = 5 hours



- Update CV
- Motivation to be a mentor
- Summary of relevant experience in innovation, entrepreneurial, industry experience (at least 10 years) and based on that what can be brought to the table.
- Mentorship Program Terms of Engagement can be found here.

### 6.4. Selection Criteria for Mentors

The mentors chosen had a deep knowledge gathered over a minimum of 10 years of experience. They had transversal knowledge of both industry investment and entrepreneurship. Their motivation was aligned with the BIO-ALL goals. They were available to attend the TTT course online for 4 days in February, attend the matchmaking event in Portugal for one day, and attend the 8 meetings with the startup and prepare such meetings comprising a total of 16 hours of work.

## 6.5. Mentors Selected for the Program

For this program there were selected 23 mentors to undertake the trainer component of the acceleration program.

Partner	Member
BGI	Sofia Fernandes
BGI	Nuno Serra
CEEIARAGON	Concepcion Ramos Vela
CEEIARAGON	Pilar Izquiero Fortea
Cube Labs	Arianna Pallante
Cube Labs	Daria Brambilla
Cube Labs	Yulia Shmeleva
Friuli Innovazione	Elena Piccinato
Friuli Innovazione	Fabio Feruglio
Granada Tech	Carmen Sainz Quinn
Granada Tech	Fátima Carmona Sanchez
INOVA+	Alexandros Koukovinis



INOVA+	Pedro Costa
Labfit	Ana Palmeira de Oliveira
Labfit	Rita Palmeira de Oliveira
PTS Granada	Antonio Sanchez-Pozo
PTS Granada	Lourdes Nunez
UBI	Dina Pereira
UBI	João Leitão
UGR	Diego Pozas
UGR	Francisco Javier Melero
UNIVPM	Filippo Emanuele Ciarapica
UNIVPM	Giulio Marcucci

It is possible to find the resume for all of the mentors **here**.

### 6.6. Matchmaking

To ensure a good matchmaking process the mentors trained during the train the trainer component of the program participated in a speed mentoring session with the teams that were selected for the acceleration program during the last day of the bootcamp. At this session, each of the mentors was able to meet with 5 of the teams and get a better understanding of their solution. After this session both the mentors and the startups were able to select who they wished to work with within the program and better understand how they can mutually benefit from the program.

	Time	Startup	Mentor
	14:10	Neurosov	Caro Jiang
	14:10	VideoOculograph	Dina Pereira
BioAll Gear Box	14:10	Clynx	Ana Palmeira
Accelerator	14:10	Cure Assist	Rita Waiter
	14:40	VideoOculograph	Caro Jiang
	14:40	Clynx	Dina Pereira



14:40	Anti Shock	Ana Palmeira
15:10	VideoOculograph	Ana Palmeira
15:10	Clynx	Angela Gonçalves
15:10	Cure Assist	Dina Pereira
16:00	VideoOculograph	Angela Gonçalves
16:00	Clynx	Fátima Cardoso
16:00	Anti Shock	Dina Pereira
16:00	Cure Assist	Nicola Redi
16:30	Clynx	Ana Palmeira
16:30	Anti Shock	Angela Gonçalves
17:00	Cure Assist	Angela Gonçalves

## 6.7. TTT Curriculum

The following modules were the basis of the TTT program. They were designed to explain what is expected from the mentor and start-up, namely to deploy their technology with a well strategized go to market plan and to make all steps to successfully know how a pilot can be developed with a start-up and the role of the mentors in this. A session regarding what are the key features of winning teams. An intensive session about the Go-To-Market Plan that the mentor had developed with the startup to understand how to support the startup efficiently. Here follows the curriculum:

- How to be a Mentor 2h
- How to make a pilot 2h
- Success cases 2h
- Building a winning team 2h
- Methodology & G2MP part 1 2h
- Methodology & G2MP part 2 2h
- Methodology & G2MP part 3 2h
- Methodology & G2MP part 4 2h
- Typical Startup Mistakes 2h
- Regulation for BIO-ALL startups 2h
- Secret Sauce for Startup success 2h

These sessions were designed to be linked with the immersion week. They directed at what the start-ups have to do regarding the go to market plan and for the mentors to know the program fully and be able to guide and improve the startups business, according to specific guidelines and tools provided.



During the immersive week, there was a matchmaking event in which the mentors and start-ups had the opportunity to meet for the first time. It had a speed mentoring session where the mentors had to talk with several of the start-ups present. After that, the mentors and startups had to fill in a questionnaire so we know who they would like to be allocated with, and then similar to the "tinder" process, two yeses gave a match. The next day of the immersive week, the startup and the mentor were assigned.

After this, the program was done remotely, in the first session there had a responsible member in each of the accelerating partners for controlling the program, management of expectations, making sure that each of the meetings is occurring, and that the program is taking its course - both mentor and startup are following guidelines and preparing weekly tasks. The startups and mentors were placed taking into consideration the expertise of the mentor, the area they are specialized in and the needs of the startup.

Ti	Time		February		
Portugal	Spain & Italy	15	16	17	18
08h00 08h10	09h00 09h10	Welcome & Energizer Sofia Fernandes & Beatriz Riscado	Welcome & Energizer Sofia Fernandes & Beatriz Riscado	Welcome & Energizer Sofia Fernandes & Beatriz Riscado	Welcome & Energizer Sofia Fernandes & Beatriz Riscado
08h10 10h10	09h10 11h10	How to be a Mentor Magnus Rehn	How to make a pilot Ricardo Perdigão Daria B	Success cases SworthHealth Caso Espanhol Caso Italiano	Regulation for BIO-ALL startups PTS Granada - Lurdes Nunez
10h10 10h30	11h10 11h30	Break	Break	Break	Break
10h30 12h30	11h30 13h30	Methodology & G2MP part 1 Gonçalo Amorim	Methodology & G2MP part 2 Gonçalo Amorim	Methodology & G2MP part 3 Gonçalo Amorim	Methodology & G2MP part 4 Gonçalo Amorim

### 6.8. Agenda of the TTT



12h30 14h00	13h30 15h00	Lunch Break	Lunch Break	Lunch Break	Next Steps & Goodbye Session
14h00 14h10	15h00 15h10	Energizer Sofia Fernandes & Beatriz Riscado	Energizer Sofia Fernandes & Beatriz Riscado	Energizer Sofia Fernandes & Beatriz Riscado	
14h10 16h10	15h10 17h10	Typical Startup Mistakes Charles Cooney Ameeta Sony	Building a winning team Benjamin Demium Landing Jobs	Secret Sauce for Startup success Jodi Tatiana	

## 6.9. Train the Trainer - Experts Biographies

Name	Description
André Santos	André is an entrepreneur to the bone, born to turn ideas into opportunities. After completing his master's degree in Biomedical Engineering, he co-founded Exa4Life, a medical devices brand from Exatronic, where he got his first experience in the development of technologies in healthcare. Always seeking for thrilling changes and mind-blowing challenges, he is now part of the Founding team and VP of Strategic Business Development at Sword Health, a disruptive company that is seeking to redefine physical therapy worldwide, making it affordable to everyone. He believes technologies are capable of changing human lives and that's what's been exciting him. Meanwhile, he felt the need to take a bigger step in the management area and invested in an executive MBA.



<u>19</u>

Daria Brambilla	Daria has a university degree in Biology section physiology. She was awarded a Research fellowship in the program "study of hematopoietic stem cell engraftment capacity and plasticity" at the Kimmel Cancer Centre (PA, USA). PhD in Experimental Preclinical and Clinical Pharmacology Awarded a fellowship for "professional formation of biologists and chemists through the utilization of applied biotechnologies in the discovery of new cures for human diseases (Merck, Sharp & amp; Dohme research institute IRBM P. Angeletti). Peer reviewer for Cancer Research (American Association Cancer Research [AACR publishing group]). Scientific Office Leader at Cube-Labs.
Filippo Surace	Filippo Surace, MD, EMMAS (SDA Bocconi), Founder and CEO at Cube-Labs a Life Sciences incubator and accelerator aggregating 50+ R&D companies from academy with 250+ patents/products under evaluation in portfolio with extensive Venture Capital experience throughout the funding cycle to exit. CEO of Gruppo Surace leader in rehabilitation care in the Puglia Region. Chairman at the health care and pharmaceutical sector as well as at the finance business unit in Confindustria Lecce. CEO of a number of academic Spin off in the pharma field with extensive C-level experience with Healthcare, Life-Sciences and Precision Medicine (Cartilago, D-Tech, Biodiapers, Adamas Biotech, Hiperforming Research, + N).
Gonçalo Amorim	In the past 11 years, Goncalo Amorim has mentored over 200 tech-based founders, entrepreneurial teams and technology start-ups & spinoffs through various structured programs. He has been actively involved as an advisor & board member in a number of emerging technology-intense start-ups. He started off his career in England back in 1997 designing scientific experiments at the Rutherford Appleton Laboratory (RAL) in Oxfordshire (UK), joining in 2000 Hewlett Packard Semiconductor division (UK), where he filed a dozen of international patents (US, Europe & Japan). Since 2013, Gonçalo has been the CEO and Founder of BGI since 2019 he is currently an Executive Board Member of Food4Sustainability CoLAB.



Gib Bulloch	Gib Bulloch is an award winning social entrepreneur who consults, writes and speaks on a range of topics relating to the role of business in society. His first book: "The Intrapreneur: Confessions of a Corporate Insurgent" (2018) is a personal story of his 15 year journey to create and scale Accenture's global "not-for-loss" consulting business, Accenture Development Partnerships. This innovative venture attracted significant media attention, won Accenture international awards for Corporate Social Responsibility and Gib himself was voted the UK's Management Consultant of the year in 2008. Gib's career 'epiphany' came from a year as a business volunteer with the charity Voluntary Service Overseas in the Balkans in 2000.
João Mil-Homens	From 2016 to 2019, João Mil-Homens was the national contact lead for Horizon 2020 - ICT and SME Instrument at the National Agency of Innovation in FCT - Fundação para a Ciência e Tecnologia. In the past he worked as the European Project Manager and Technology Transfer Officer at CRIA - Entrepreneurship and Technology Transfer Division of the University of Algarve. He was responsible for coordinating and managing the European projects (INTERREG, PROGRAMME MED, ENPI CBC MED, ATLANTIC) in the field of innovation, smart specialization, knowledge innovation communities, sustainability, marine sciences, smart-housing and eco-construction, environmental technology, renewable energies and energy efficiency, local economic development, entrepreneurship, innovative funding, and institutional cooperation. Currently João is the Head of Innovation at Grupo José de Mello.
Jodi Tatiana Charles	Jodi has nearly three decades of strategic marketing, branding and communication successes. After being the Deputy Press Secretary for the Commonwealth of Massachusetts and Director of Small and Diverse Business Engagement of the Greater Boston Chamber of Commerce, Jodi is now dedicated to her founded company LCG Brands Consulting. Jodi drives inclusionary initiatives, leads the design and management of strategies to create brand awareness to a diverse group of stakeholders and connects the companies outside the traditional Chamber business sectors. Some of her many specialties include reputation management; digital media and content development; media strategy and coaching; business planning and development; marketing collateral and media bootcamps.



BIOHEALTH GEAR BOX ALLIANCE

<u>21</u>

Lourdes Nunez	Dr. Núñez-Müller holds an MBA from IESE Business School, an Advanced Certificate for Executives in Management, Innovation and Technology from MIT Sloan School of Management and a Doctorate in Pharmacy from the University of Granada, Spain where she got her B.S. and M.S. in Pharmacy. Dr. Núñez-Müller has been a PhD-level healthcare director in Sanitas (Madrid), CH - Werfen (Lexington, MA ,USA) and Biopharmaceutical Corporate Relations Liason at the Dana-Farber Cancer Institute at Harvard Medical School (Boston, MA USA). After 5 years in Boston, she returned to Spain as Director of Knowledge Transfer, Internationalization and Entrepreneurship at PTS Granada.
Pedro Castro	Pedro is the business lead at Landing.Jobs, he ensures the well-functioning of the tech talent market in their community - matching the tech talent with the right companies and challenges - and growing it through initiatives directed to talent, companies, or both. From using data analysis to find new trends and challenges in the market, bringing to life the ideas that had overcome them, nothing brings me more joy than seeing the tech teams we are building strive. You'll find Pedro at home solving business needs and challenges through data. Pedro has 3 years of work experience managing teams of 3-4 people, and products billing over €2M/year.
Ignacio Reyes	Ignacio has a degree in telecommunication engineering and a master degree in data science and computer engineering. He was also part of the entrepreneur program at university of Granada. He has concluded the power MBA in company management Ignacio has worked at the CEO and Founder at mDURANCE this is a startup that develops a digital solution that helps professionals in the muscle health focused on sports injuries.
Magnus Rehn	Magnus Rehn coaches companies in Cleantech and Sustainability. He has extensive experience working in these and other technology industries. He has worked in diverse roles including Head of marketing and sales and as CEO for TagMaster AB, a global company working with RFID technology to improve access and security systems for transportation. He has worked in the USA and Germany in banking technology, telecommunications and software. He also has experience from doing business in Europe, North America and Asia, specifically China, India and Japan. Currently he serves as the Chairman at BGI.



<u>22</u>

Matteo Pappalardo	Matteo Pappalardo is a researcher of scientific research, teaching, and project planning. He has studied at the University of Catania. His thesis was entitled "Molecular dynamics of metal-proteins: calculation of the DG of binding Cu ++ / Azurine". Being followed by a PhD in Physical Chemistry Curriculum.
Sofia Fernandes	Sofia is a marketer; she graduated from ISCTE-IUL (#40 Financial Times Ranking Europe) with a Management Bachelor degree and a Master in Management with Major in Marketing from NOVA University - School of Business and Economics - SBE (#17 Financial Times Ranking Europe). Sofia has worked on several consulting projects, namely with Unilever, Impresa, and Palácio Nacional da Ajuda. She served as Master Students Professor at Nova SBE (#1 Business School in Portugal), grading and lecturing. She has also worked at L'Oréal Luxe as Fragrances Product Manager of Yves Saint Laurent Beauté Portugal. Currently, Sofia is the Head of Business Development at BGI, leading a talented team, accelerating deep technologies through 5 different programs, supporting over 150 start-ups and connecting with a network of over 8000 network of investors, start-ups, universities & corporates.

## 6.10. TTT Curriculum

To allocate the mentor to the startup, it was important to focus on the strengths and background of the mentors and what is the goal of the start-up. This allocation was done in a manner in which they proactively supported each other. During the matchmaking session after both the mentor and the startup gave their feedback, one mentor was selected for each of the startups.

The mentor and the start-up met one week after the immersive week, this meeting had to be remote. In the meetings, the startup presented the first task of the go-to-market plan, based on the instructions received during the immersive week. In this meeting, there was a representative of the BIO-ALL GEAR BOX ACCELERATOR. The following meetings must be between the mentors.

The weekly schedule is: Tuesday the startup must deliver the task and inform the mentor that the task has been performed and updated on the dedicated google drive folder (only the startup, assigned mentor and accelerator have access). The mentor reviewed the task on Wednesday and prepared feedback. The mentoring meeting takes place on Thursday. The mentor was given feedback on what was written by the mentee. The meetings take between one hour and one hour and a half.



Their mentoring meeting weekly tasks sum up into a report "Go To Market Plan", which is the output of the mentoring program. The report had around 15 pages and contained the startup strategy.

The timeline for the Go To Market Plan creation within the mentorship program is as follows:

- 1st Session GtMP part I Executive Summary
- 2nd Session- GtMP part II Business Opportunity
- 3rd Session GtMP part III Background
- 4th Session GtMP part IV Go to Market Strategy
- 5th Session GtMP part V Milestones & Action Plan
- 6th Session GtMP part VI Investment and KPI
- 7th Session GtMP part VII Major risks and mitigations strategies
- 8th Session GtMP part VIII Final Version, Revision of all topics

## **7.ACCELERATION PACKAGE**

### 7.1. Accelerator Offer

- Co-working space during the accelerator period (15 ECTES): Jun Sep
- Weekly pulse check: Questionnaire that startup had to answer so the accelerator had feedback on the work done on the previous week and what is needed as next steps and support
- Mentorship program
- Training program (Master Classes, Workshop, 1:1 Meetings)
- Demo Day
- Learners' Mobility: stay one week in each of the other two countries Introduction Day



## 7.2. Startup Applications

## 7.2.1. Applications Portugal

Name	Country	Status	Pitch Deck	Founders CV's
ParaHealth	Portugal	Complete	https://drive.google.com/file/d/12 edVbm0VWW6AZPORp9tsBep1-2k zC4YE/view?usp=sharing	https://drive.google.com/file/d/ 1dk9RjMRjElY0sfRvHR7jB2FWwp FYCjHE/view?usp=sharing
Neurosov	Portugal	Complete	https://drive.google.com/file/d/1Y _56mmYKc8rQVKnerhbBVd6w12x- H3O2/view?usp=sharing	https://drive.google.com/file/d/ 1Rf56CDuXiLzmnlNCP0h8qyyayq lnNIDJ/view?usp=sharing
Infinity Flyer	Germany	Complete	https://drive.google.com/file/d/12 bhSaxwrC9Hoa43PWEVfq0pqQ5Mn 82n_/view?usp=sharing	https://drive.google.com/file/d/ 13ibXJlmt0cZq4vDLgx49-NIQ5T q8Nubp/view?usp=sharing
Eugenia Carvalho	Portugal	Complete	https://drive.google.com/file/d/1w KEyDa239uUcy1vBjXi6pr4cg9E7ou 9o/view?usp=sharing	https://drive.google.com/file/d/ 1Np_dBICSWstb0Ev6VmfEcWr1P PgNrba-/view?usp=sharing
SleepApnei aID	Portugal	Complete	https://drive.google.com/file/d/1t wd0lha-JNk-lg_RcqxN_73W8sNKdB RI/view?usp=sharing	https://drive.google.com/file/d/ 1lv29fgGS2rfLJwAwaQIFYJa7K t6ZBv/view?usp=sharing
VideoOculo graph	Russia	Complete	https://drive.google.com/file/d/1G 3qBUI-zXXZKo7mTAn516ZpKjxItN ORb/view?usp=sharing	https://drive.google.com/file/d/ 1fGjCr5vfJSsgGbj3kiX3DXVTG65 DdpVZ/view?usp=sharing
Clynx	Portugal	Complete	https://drive.google.com/file/d/1n aCpP50hTzMXthnF082oBKsnohAm AyEO/view?usp=sharing	https://drive.google.com/file/d/ 1BEAVqtZj9STvN8mvXMUepZWe ykC-2gVY/view?usp=sharing
Lucidity Eye	USA	Complete	https://drive.google.com/file/d/1b ZzdXQ-68Ui4KbYOpoVkBweV0AY9 ZSG1/view?usp=sharing	https://drive.google.com/file/d/ 1TQv5-ddENTC2L1edL0Yj8Dx3p qtTPdQU/view?usp=sharing
Suitchem	Portugal	Complete	https://drive.google.com/file/d/13i E-uJdedApi9IoP77UxjdxZE4lPBL/ view?usp=sharing	https://drive.google.com/file/d/ 1eOLzCdiJ6I0fN7-aGKOb8ddTT1 BdNAh-/view?usp=sharing
Hélia Pires	Portugal	Complete	https://drive.google.com/file/d/1Z k0HidAsu3SNWD2HephRD_5PSI7J uudc/view?usp=sharing	https://drive.google.com/file/d/ 1ppV1_zEi1vvFp_LtNAdL9m3huo HpARcC/view?usp=sharing
NutrilifeIO	Portugal	Complete	https://drive.google.com/file/d/1p cbHLgG4d3XumosJx_XF_zBIRvieu P3X/view?usp=sharing	https://drive.google.com/file/d/ 1CO49vi2cIvGe7NnU-6gkKi3vVx ERnVGd/view?usp=sharing



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PrescriTU	Portugal	Complete	https://drive.google.com/file/d/1D ZSywpQuH-0Xfi-Y-BgWotVExC2VMj rg/view?usp=sharing	https://drive.google.com/file/d/ 1DZSywpQuH-0Xfi-Y-BgWotVExC 2VMjrg/view?usp=sharing
BEDEV	Portugal	Complete	https://drive.google.com/file/d/1u 2HaCOFRzqIoMLeBQfh0hPFrQm_of nCB/view?usp=sharing	https://drive.google.com/file/d/ 17vzVB8O2dGVly8T3kVtdBw7pj PfQcydH/view?usp=sharing
Anti Shock	Israel	Complete	https://drive.google.com/file/d/13 cVtdQt_31WMCkEmyqxsrgXSnLTJh EW3/view?usp=sharing	https://drive.google.com/file/d/ 1Z0ecTzFoOSIk_EOKh5fbFAe1ls1 hSq7D/view?usp=sharing
Adriana Branco	Portugal	Complete	https://drive.google.com/file/d/1C 3UzIDfieeV9dIYE8z_2mcF7dKrdrG 4i/view?usp=sharing	https://drive.google.com/file/d/ 1fgzMZsmZA3KrbU31Ipl1SAOcQ OOe77eW/view?usp=sharing
Sara Gonçalves	Portugal	Complete	https://drive.google.com/file/d/1F gqcmuvoXeb8LgKEVAvm28sqiFv6x dk2/view?usp=sharing	
BSL Pharmaceut ics	Portugal	Complete	https://drive.google.com/file/d/1D MT-PrT5tJd5MiNINKS6TN6JmT_Mh zMK/view?usp=sharing	https://drive.google.com/file/d/ 1seaCPOvG-GrNSxurzK54raFg72 0zV3_i/view?usp=sharing
Sergio Bruni	Portugal	Complete	https://drive.google.com/file/d/18 wv7Vo73IUTRkVpoaAuYJ_StuJeTm e6o/view?usp=sharing	https://drive.google.com/file/d/ 1VP33wAiSOjNFwZfAYwtDJsSVqt cmeaWC/view?usp=sharing
Saurabh Satija	Portugal	Complete	https://drive.google.com/file/d/1J HsYsurJy5JI5PNkuv-2UhNz9rp0hT8 g/view?usp=sharing	https://drive.google.com/file/d/ 17YA5EC27cF6KMM2D-gIwIs9q7 h3ZmFb2/view?usp=sharing
Zanga Musakuzi	Portugal	Complete	https://drive.google.com/file/d/18 B_8ZRETCF35XCEBcD9DN0Hyx-zq Gvvv/view?usp=sharing	https://drive.google.com/file/d/ 18B_8ZRETCF35XCEBcD9DN0Hy x-zqGvvv/view?usp=sharing
Moloti Nakampe	Portugal	Complete	https://drive.google.com/file/d/1C JmX3XLp1AjRZBu1kNMIBN6V_ltY7 RTz/view?usp=sharing	https://drive.google.com/file/d/ 14VTBrYH1Wrs823uLk42E1cT4jg LNvE9P/view?usp=sharing
Savva Morozov	Portugal	Complete	https://drive.google.com/file/d/19j kaGPRAtaIRR_jl2wYI0DFTz-xjfJ3q/ view?usp=sharing	https://drive.google.com/file/d/ 1kttUMPjqha4ef0R0ebsBXuoOnr he5v2F/view?usp=sharing
Amir Bozorgzade h	Portugal	Complete	https://drive.google.com/file/d/1L _RgjKTyzfwSRTvZp1YXtVP-m71Jv1 qR/view?usp=sharing	https://drive.google.com/file/d/ 1xPVcEe8fVmJe7hh3FSJX1n_W3 8QhD3cY/view?usp=sharing



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Rheyller Vargas	Portugal	Complete	https://drive.google.com/file/d/1K MtR-9kC6-gTptlRdGKxg1IE8OEBY p/view?usp=sharing	
Kenneth Sam	Portugal	Complete	https://drive.google.com/file/d/18 pmzQ7VKfbrHPV-db9Nr7QcO0pISK e46/view?usp=sharing	
Arefin Zaman	Portugal	Complete	https://drive.google.com/file/d/1I Eg3sBQ8e7P46t0Z2rQDMDPIXQOg cRzA/view?usp=sharing	https://drive.google.com/file/d/ 1h-kJrVipYYNPkeHD9qMwXPZxz 4a8oFHt/view?usp=sharing
Prodintellig ence	Portugal	Complete	https://drive.google.com/file/d/1n YihO3IRsRjQX4ZNowCFv8HQ_C2L _dmD/view?usp=sharing	
Smartconta ct	Portugal	Complete	https://drive.google.com/file/d/1_t Y2QX4JHP-Yg6H7GjXaKesTIWMdP Oed/view?usp=sharing	
Acculil abs	Portugal	Complete	https://drive.google.com/file/d/1vt E5KWg1K87qttJ3mHDekwmquktnh 6US/view?usp=sharing	
GLY611115	Portugal	Complete	https://drive.google.com/file/d/1v vdjgn4lSFvJowToIlXmEeUa9Fq6WQ 8x/view?usp=sharing	
Pyloop	Portugal	Complete	https://drive.google.com/file/d/12 ycvBjnEF54_ktiYJb3PWL_WxKRFn2 wQ/view?usp=sharing	https://drive.google.com/file/d/ 1cLtoX2IU93Ok_QRig9S-J_RliIEP mlBO/view?usp=sharing
Rodrigo Vadoleiros	Portugal	Complete	https://drive.google.com/file/d/1T BYnpVxSp1TVOGXvlgXQptStVegztq 3f/view?usp=sharing	https://drive.google.com/file/d/ 1-7SRKR8CJUtbz4sKTx3cK-UVG XBz-xXh/view?usp=sharing
Abulet	Portugal	Complete	https://drive.google.com/file/d/1lg RqEjquSdCRqUvfrPXgxnNqZ8-aHRi G/view?usp=sharing	https://drive.google.com/file/d/ 18uRWdf4WHG1Y_PIJaCJkQoqq 7b2oN5GS/view?usp=sharing
Maria Carlão	Country	Complete	https://www.youtube.com/watch? v=A4ry5NVifoU	https://drive.google.com/file/d/ 1bmJGmjxroAxqYCDHfCsELCprJ nDP0YAn/view?usp=sharing
Hiingia	Portugal	Complete	https://drive.google.com/file/d/11 1_JCiJqgzZWsVIOAro3gJDfq6bOrM LK/view?usp=sharing	https://drive.google.com/file/d/ 1VWPhBLh44P9-kR6CJ7-ijP793f wloRAH/view?usp=sharing
Mohammad Amin Salimi	Portugal	Complete	https://drive.google.com/file/d/11 E9pexTgXBO-SdQH4d2O_Mm4gKp zISwU/view?usp=sharing	https://drive.google.com/file/d/ 1-tbmBOQ9cne0LThtPU5rfmlK5sl EuWrQ/view?usp=sharing



		1		
Ezequiel Rivas	Portugal	Complete	https://drive.google.com/file/d/1K yFopNFJt8fyJzzym06pEowsaPk6uo 3s/view?usp=sharing	https://drive.google.com/file/d/ 11SiZ8IRy9MPBcI03xhLivGLq8A PDOfZI/view?usp=sharing
Shiv Sagar	Portugal	Complete	https://drive.google.com/file/d/1K 0PhdvjcKwkdL3QqySOYhEqaMgb7 wL0g/view?usp=sharing	https://drive.google.com/file/d/ 1DCjqzbZh9YIzHwG4ljt3z3YpZ2 xP8EKq/view?usp=sharing
Zaira	Portugal	Complete	https://drive.google.com/file/d/18 DAgDz5BLpoIzBCynzy7lFPzd-Gsc8 43/view?usp=sharing	https://drive.google.com/file/d/ 1Cf4BHnINLbq7av-Qw8qU-1vkof 0DyQcY/view?usp=sharing
Assada	Portugal	Complete	https://drive.google.com/file/d/16 ylg1kX0W_x6DVtEB4J-7eIaNjtBx6 bH/view?usp=sharing	
Iuliia Kondratiuk	Portugal	Complete	https://drive.google.com/file/d/1K otBCQ2UEX-dDB8J6U3z_4ODUJza U41y/view?usp=sharing	https://drive.google.com/file/d/ 1vGI676qyz17XmX_vaCivjsv0po _c_0DM/view?usp=sharing
Stanley Ding	Portugal	Complete	https://drive.google.com/file/d/1ih a3Cr7ZAEuA3SvFX87NpegA6C_mr a75/view?usp=sharing	https://drive.google.com/file/d/ 1GbxRQyamLd7RUoJPYazcM9E8 cKbfx0hM/view?usp=sharing
Brovid	Portugal	Complete	https://drive.google.com/file/d/1h Yfoca9xyUtXMaElqh5vZvsx0viP2 i/view?usp=sharing	https://drive.google.com/file/d/ 1VZNWFf6LcaGRSf_D-8ZhRp_ho gMTx05Q/view?usp=sharing
Namit Luther	Portugal	Complete	https://drive.google.com/file/d/1r bN3ZskrhS8q9qSHUiALIUi6qJ6ylEq j/view?usp=sharing	https://drive.google.com/file/d/ 1VZNWFf6LcaGRSf_D-8ZhRp_ho gMTx05Q/view?usp=sharing
Maria Jose Karadima	Portugal	Complete	https://drive.google.com/file/d/1B nf5iUAzxSktndcAUuhd4wyhH4xe1x 46/view?usp=sharing	

## 7.2.2. Applications Italy

Name	Country	Email	Status	Pitch Deck	Founders CV's
XiloFiber	Italy	matildecarelli @icloud.com	complete	https://drive.google.co m/file/d/1onmtu6e130R d2eIgNKtyiVNnFildtth6/ view?usp=sharing	https://drive.google.com/fil e/d/17EfKvxMEL7ImygNkA5 8kwueVHolUx85e/view?usp =sharing
Signally	Italy	daniele@sign ally.ai	complete	https://drive.google.co m/file/d/13pR785WB_C	https://drive.google.com/fil e/d/1rXVqSwHij7FuVdE5P5I



<u>28</u>

				hJIV8bexeEVBe-rZCSxM D0/view?usp=sharing	MbaAeu6r7p8VV/view?usp= sharing
Stefania Montagna	Italy	scimpla88@g mail.com	complete	https://drive.google.co m/file/d/1IFb9TrrYbx6z1 5b0jRHU2AboENKIiYY5/ view?usp=sharing	https://drive.google.com/fil e/d/1tktTmTcec1xTsqJzqlFrc WQbv0QcAyoH/view?usp=s haring
Simona Cancelli	Italy	fisio.simo555 @gmail.com	complete	https://drive.google.co m/file/d/1lXYDcRsDO1te QfkfSsX4xrpc6gya60_7/ view?usp=sharing	https://drive.google.com/fil e/d/1I0yh7LZT0vZvLUokLa OACc2KaXRM2M8f/view?us p=sharing
Anastasiya Pirazeva	Italy	nastiasan@g mail.com	complete	https://drive.google.co m/file/d/1Q-FoeRIfpw22 T9CcH0a7Yp9yrvfz_3kT/ view?usp=sharing	https://drive.google.com/fil e/d/1NM8tf3x6bzSwuCYFv WrPmbm9RDuonfDm/view? usp=sharing
Paola Turco	Italy	paolaturco1@ gmail.com	complete	https://drive.google.co m/file/d/1iUVGYCK4kUE 1JChYDjZOkM4PtwVMcF _8/view?usp=sharing	https://drive.google.com/fil e/d/1EHpnrtsl8IdSQZnCtgtz MvxFO1mSpgd3/view?usp= sharing
AnticoAtelie rDigitale	Italy	info@anticoat elierdigitale.it	complete	https://drive.google.co m/file/d/1k-IR_BzM3tqy nT7WdbpNGzjyHBel2vjX /view?usp=sharing	https://drive.google.com/fil e/d/1oINAppAc6P23SfeXzu Vi9DZ-0DUmViPI/view?usp =sharing
BioChiCa	Italy	matteo.fabbri @biochica.co m	complete	https://drive.google.co m/file/d/17pLwWcnKYKz ZblqU8J6rbUhpUSZ7bXd g/view?usp=sharing	https://drive.google.com/fil e/d/1x22RR1z4MrXffvtN_KS i42gzZoOSu3El/view?usp=s haring
Jesan Joy	Italy	jesanjoy25@ gmail.com	complete	https://drive.google.co m/file/d/1RXFwzc2sCRA ztNUudtodSa6OgZTUfFP h/view?usp=sharing	https://drive.google.com/fil e/d/1RXFwzc2sCRAztNUudt odSa6OgZTUfFPh/view?usp =sharing
Martina Cancellara	Italy	martina.canc ellara87@gm ail.com	complete	https://drive.google.co m/file/d/1_tY2QX4JHP-Y g6H7GjXaKesTIWMdPOe d/view?usp=sharing	https://drive.google.com/fil e/d/1ReT8-4XAGwvBsAUCv mOwikVLyW6VtxPa/view?us p=sharing
Stanley Ding	Italy	stanley.ding @me.com	complete	https://drive.google.co m/file/d/1iha3Cr7ZAEuA 3SvFX87NpegA6C_mra7 5/view?usp=sharing	https://drive.google.com/fil e/d/1GbxRQyamLd7RUoJPY azcM9E8cKbfx0hM/view?us p=sharing
Iuliia Kondratiuk	Italy	jukondratiuk @gmail.com	complete	https://drive.google.co m/file/d/1KotBCQ2UEX- dDB8J6U3z_4ODUJzaU4 1y/view?usp=sharing	https://drive.google.com/fil e/d/1vGI676qyz17XmX_va Civjsv0po_c_0DM/view?usp =sharing



## 7.2.3. Applications Spain

Name	Country	Email	Status	Pitch Deck	Founders CV's
Innitius	Spain	ruben.molina @innitius.co m	complete	https://drive.google.co m/file/d/18pmzQ7VKfbr HPV-db9Nr7QcO0pISKe 46/view?usp=sharing	https://drive.google.com/fil e/d/1feCYtmvBxojfnsUHKFP TqTdGF2J2vXxK/view?usp= sharing
Daktar Bondhu	Spain	arefinzamans ifat@gmail.co m	complete	https://drive.google.co m/file/d/1IEg3sBQ8e7P 46t0Z2rQDMDPIXQOgcR zA/view?usp=sharing	https://drive.google.com/fil e/d/1h-kJrVipYYNPkeHD9q MwXPZxz4a8oFHt/view?usp =sharing
Maria Varela	Spain	mariavarela@ ardan-pharm a.com	complete	https://drive.google.co m/file/d/19JycHFyjnSVe nboaeSdCx4jOp0O9n9Y A/view?usp=sharing	https://drive.google.com/fil e/d/1FDXyRORneBm8rZxl4 B49HN0A3i71RYih/view?us p=sharing
Alejandro Bisi	Spain	bisi.alejandro @givemove.c om	complete	https://drive.google.co m/file/d/1fZ9JOtA_jCA4 -fDpMcPR4sdmU6PYyWt U/view?usp=sharing	https://drive.google.com/fil e/d/1xJF4WP24WTTvFqVXlp orrL-tyEq14f1w/view?usp=s haring
Rob Reynolds	Spain	robreynolds2 @gmail.com	complete		https://drive.google.com/fil e/d/1eLcdIH8HE7QDJWgjKt ITOCxOuwV4l9O9/view?usp =sharing
Antxon	Spain	antxon@heur istik.tech	complete	https://drive.google.co m/file/d/1TIM_js8c5qxx gZJOwBkS5QEYK8rT-q3 m/view?usp=sharing	https://drive.google.com/fil e/d/1Jat2Pq4sQaOC_KChGY AvBratHNooa_V6/view?usp =sharing
Elena Jurado	Spain	elenajurado9 6@gmail.com	complete	https://drive.google.co m/file/d/1W2IQZHo11w zHOdhuRnQUwFFP1s wjRr/view?usp=sharing	https://drive.google.com/fil e/d/1LFJHWuHkPr75xvzsYh Cww6lvq3x_voJ7/view?usp =sharing



#### 7.2.4. Overview Applications BioAll Gear Box Accelerator

The open call for startups received 64 valid applications delivered to the program. It is possible to highlight that Portugal had the majority of applications that occurred in part for the direct contact such as phone calls that were made to enforce the application of participants within the program. The initial goal was of 50 applications per country, nevertheless with the development of the program it was possible to highlight that this was a very niche market of startups and projects that could join the program and it was important to reassess the strategy and goals to ensure an adequate number of participants within the program. To note that even with a more reduced number of applications than previously set, the quality of the teams that applied overcame that shortness of applications and allowed for the program to undergo as initially planned.

### 7.3. Introduction Day

In each of the countries, there was a half a day Kickoff, where the aim, timeline and activities of the accelerator program were presented to the startups. Startups have also introduced themselves and have pitch training to improve this presentation. The incubator had also been shown, as all conditions were provided by BIO-ALL GEAR BOX ACCELERATOR.

The agenda is be as follows:

08h00-09h00 - Presentation of the Program 09h00-11h00 - Startups Pitch Clinic 11h00-12h00 - Visit to the co-working space 12h00-12h30 - Next steps 12h30-13h30 - Networking Lunch 13h30-15h30 - 1:1 Meetings with local enablers

At the end of the session, the startups signed the contract with their respective accelerating partners.




### Agenda

11.30 - 11.40 - Welcome session
11.40 - 12.00 - Presentation of the acceleration program
12.00 - 12.15 - Get2Know exercise
12.15 - 13.15 - Presentation of the teams
13.15 - 13.30 - Closing session



ADVANCED SKILLS FOR INNOVATION AND ENTREPRENEURSHIP IN THE BIOHEATH SECTOR

#### **BioAll Gear Box Accelerator**

- To support high-tech seed-stage companies
- Ensure a successful idea-to-market
- · An acceleration program ensuring enhancement of skills
- An international accelerator between Portugal, Spain and Italy







<u>32</u>



#### **BioAll aims to...**

<u>33</u>

Strengthen higher education systems

Meet the needs of the entrepreneurs in the BioHealth sector

Support further engagement of key actors

Foster entrepreneurship and innovation

Create an unique accelerator in Europe for the BioHealth sector

Co-funded by the Erasmus+ Programme of the European Union

ADVANCED SKILLS FOR INNOVATION AND ENTREPRENEURSHIP IN THE BIOHEATH SECTOR

## **Acceleration Partners**



10 year experiment as a Technology Transfer Accelerator.Global network of over 200 international partner institutions.



Top Worldwide Business accelerator by UBI Global



Cube Labs CUBE LABS, it's an incubator dedicated to forge partnerships and achieve breakthroughs creating NewCo with ability to profit.



Le Fonti Awards" excellence of the year for Innovation & Leadership



PTS Granada O PTS Granada it creates, implements and extends institutes and companies, it converts Knowledge into economical and social development



Winner of Fenin award for contributing to raising awareness of the value of healthcare technology



Labfit A Labfit provides a service focused on investigation and R&D, Focused on control of quality and pharmaceutical products.



BFK Award from ANI





# **Consortium Partners**



ADVANCED SKILLS FOR INNOVATION AND ENTREPRENEURSHIP IN THE BIOHEATH SECTOR



BIOHEALTH GEAR BOX ALLYANCE BIO-ALL



BIOHEALTH GEAR BOX ALLIANCE

<u>34</u>

# **Teams in the Accelerator**





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BIOHEALTH GEAR BOX ALLIANCE

<u>35</u>

#### 7.4. Capacitation Program - Bootcamp in Lisbon

This Bootcamp was online and had reunited all 15 startups from the 3 countries, as well as all 24 mentors, e other several speakers, investors and corporate that had provided tutoring to BIO-ALL startups. The main goal is training the entrepreneurs, so they can after the bootcamp easily produce their Go To Market Plan and start the piloting phase with a detailed timeline and agreed procedures.

Each accelerator partner had to cover the flight and accommodation of each start-up, counting with 2 people per startup. The agenda of this one week goes as follow:

	29th June Tuesday   Focus: Marketing		
	Time	Session	Speaker
Geral	9h15-9h30	Welcome Session + Explanation of the Day	Sofia Fernandes, Head of Business Development at BGI
Geral	9h30-10h15	Round table with CEOs From Idea to Market: how to reach the clients, how to grow your revenue, and to keep succeeding	
Geral	10h30-12h30	G2MP Part 2	
Geral	13h30-14h30	Open Strategies for Technology Commercialization	
BioAll	14h30-16h50	BioAll Pitch Clinic	
Geral	17h00-18h00	101 Marketing Musts for a startup	Mike Burtov, Vice Chairman of the Board of Directors MIT Enterprise Forum Cambridge
Geral	18h00-18h10	Closing Session + Feedback Forms	Sofia Fernandes, Head of Business Development at BGI

#### 7.4.1. Agenda Immersive Week

	30th June Wednesday Focus: Investment		
	Time	Session	Speaker
BioAll	9h15-9h30	Welcome Session + Explanation of the Day	Sofia Fernandes, Head of Business Develapment at BGI
Geral	9h30-10h15		Pedro Castel-Branco, Associate at Armilar Venture Partners
Geral	10h15-11h00		Sofia Santos, Partner at Faber Ventures
Geral	11h10-11h45		Cristina Gouveia, National contact point for Horizon Europe GPPQ
Geral	11h45-13h00		Gonçalo Amorim, CEO at BGI
Geral	14h00-15h00		Steve MacLellan, Angel Investor at MIT
BioAll	15h00-17h20		
Geral	17h20-18h00		Richard Kivel, Angel Investor at MIT



	1st July Thursday   Focus: Legal & Financials		
	Time	Session	Speaker
BioAll	9h15-9h30	Welcome Session + Explanation of the Day	Sofia Fernandes, Head of Business Development at BGI
Geral	9h30-10h30	Industrial Property Fundamentals and Strategies	
Geral	10h40-11h40	Portugal Outlook Report Presentation: 2021 Startup Portuguese Ecosystem	Otito Dosumu, Deep Tech Manager at BGI
Geral	11h40-12h40	Cash Management & Budgeting Workshop and Templates	
Geral	14h00 - 15h00	Developing & Implementing an IP Strategy: Avoiding start-up common pitfalls	
BioAll	15h00-17h20	BioAll Pitch Clinic	Linda Plano, Principal at Plano & Simple Sharon Kennet, CEO at CoachingNation
Geral	17h20-18h00	Typical Startups Mistakes	Charles Conney, Professor at MIT

	Friday - 2nd of July   Focus: Financials		
	Time	Session	Speaker
BioAll	9h15-9h30	Welcome Session + Explanation of the Day	Sofia Fernandes, Head of Business Development at BGI
Geral	9h30-10h30	G2MP Part 4 Final	Gonçalo Amorim, CEO at BGI
Geral	10h30-14h00	Networking Break + Energizer Beatriz	Startups + BGI Team
Geral	14h00-18h00	1:1 Meetings of 25 min Total of 8 meetings	Startups + BGI Mentors
BioAll	18h00-18h10	Closing Session + Feedback Forms + Next Steps	Sofia Fernandes, Head of Business Development at BGI



BIOHEALTH GEAR BOX ALLIANCE

Adriel Oliveira	Adriel's commitment to always innovate to be more efficient has given him opportunities that he believes can be widespread. In his current career, he is focused on thinking and spreading solutions in the new economy. Adriel is the CEO of Shimejito. This startup allows consumers to invest in urban farms that produce organic mushrooms with zero waste by processing residues from other industries. After 2 years they receive back full investment plus revenue from mushroom sales. Consumers have then the possibility to buy the full form and shimejiTo manages it
Ana Palmeira Oliveira	Ana Palmeira is the General Manager at Labit, a specialized company in Health Products Research and Development. She had experience of almost 10 years in the Health sector, working as a Pharmacist. In the meantime, she is an Invited Professor at University of Beira Interior, in which she holds a degree in Pharmacy.
André Moura	André Moura is passionate in developing and implementing efficient and sustainable solutions that can help renewable energy be ubiquitously accepted and competitive. Since 2014, he is the Founder and CEO of BladeInsight, focused on empowering decision-makers in the renewable energy sector. He is working also as a Community Advisory Board Member at InnoEnergy. He holds a degree in Marine Biology and Oceanography, and he worked as a researcher for the Wave Energy Centre.
André Sarmento	André Moraes Sarmento has a Bachelor's degree in Management from ISEG and a Master's degree in Management with a specialization in Strategy and Entrepreneurship. He has been an Investment Analyst at Bynd Venture Capital since November 2019.



Angela Gonçalves	Angela attended an MSc in Biomedical Sciences by the University of Beira Interior (UBI). She successively embraced the "Portugal Sou Eu" program as a commercial agent and did a post-graduation in Safety at Work. With a fellowship she started to work at UBI's incubator – UBImedical, in which she discovered her passion for entrepreneurship and tech transfer. At this moment she is broadening her knowledge, so she is doing a doctorate in Industrial Management and Engineering.	
Antonio Martinez	António Martinez has a Bachelor's degree in Communication and Media Studies, a postgraduate in Marketing Management and the Lisbon MBA, which included the MIT Sloan Immersion Program and a Master Research Project focused on the application of data science techniques (including modelling and data analytics) to evaluate performance on virtual teams. He worked at Hill + Knowlton Strategies as Account Executive, Strategy and Business Development Director, and Strategy Consultant. He worked on an innovation consulting project through the IXL Innovation Olympics program. He works as Investment Manager at Portugal Ventures.	
Ariel Soiffer	Ariel is the Technology Transactions Partner at WilmerHale. He provides practical legal advice to his clients based on his business and science background. He is a tested management consultant and team leader. As a consultant, He was primarily responsible for work with clients at the senior executive level at Fortune 500 companies. He has global work experience in seven countries (US, Canada, Spain, Switzerland, Brazil, India, and Japan). In addition, he has international experience negotiating with or representing parties in numerous countries. Ariel holds a degree in Law from the Boston University School of Law.	
Beatriz Riscado	Beatriz is an economist by training, graduating from ISCTE-IUL currently she is the community manager at BGI, responsible for coordinating and managing investor and startup relations at BGI. She is also responsible for managing 2 acceleration programs (BioAll & Vodafone Powerlabs). Her interests include innovation, entrepreneurship, technology	



Ben Littauer	Ben Littauer is an angel investor with expertise in Internet and communications technologies, as well as healthcare IT, as well as the Boston funding ecosystem. Currently an active member of Walnut Venture Associates and Boston Harbor Angels with over 40 investments in a wide variety of startups, he sits on the boards of several portfolio companies. He is a mentor for Mass Challenge and The Capital Network, and is on the advisory board at TCN. Mr. Littauer is a judge for Mass Challenge, CRDF Global, and various academic competitions.	
Bernardo Pequito	Bernardo Pequito is an Investment Manager at Beta Capital, focused on investing in innovative tech-based, high growth, early stage companies with a promising portfolio. He is the Founding Partner of TurnU, an interactive Communication Agency and he co-founded one of its spin-offs, Wipanto. Before starting his entrepreneurial career, he worked as a managing partner for DigiMark, which develops mobile apps. He holds a bachelor degree in Economics from Universidade do Porto and an MBA from Porto Business School.	
Beth Zonis	As Director of Cleantech Open Northeast, she is improving the environment and growing the cleantech economy through innovation and entrepreneurship. Beth leads the recruiting, selection and education of the most promising cleantech (environmental sustainability and clean energy) startups. Beth holds two prominent volunteer leadership positions: Board Member of ACTION Innovation Network (a network of cleantech and biotech startup incubators), and Vice President of her graduating class at Wellesley College. She is a frequent speaker on cleantech innovation, as well as a judge and mentor.	
Bryanna Allison	Bryana is an american scientist she has a bachelor of Arts in psychology and Biology, She has spent her life in the health area currently being account executive at AG Medtec. AG Mednet's technology solves critical problems for the pharmaceutical, biotechnology and medical device markets. As the leading partner for endpoint/adverse event adjudication and imaging data management, we work with the world's top bio-pharmaceutical	



Bob Shatten	Bob Shatten has been the principal at Boreal Renewable Energy since 2003 and the president of TeraCool LLC since 2001. Before that, he worked as Consultant and Project Manager in the energy industry. He holds a Bachelor degree at Northwestern University in Environmental Engineering and a MSc in the same field from Stanford University.	
Carlos Silva	Carlos is a Partner at Faber, an early stage VC investing in founders of global software companies, with a specialty focus on B2B/ data-driven startups (early investors in Unbabel, Codacy, Seedrs, Hole19, Bugle or EnjoyHQ), as well as co-founder of Seedrs, the leading equity crowdfunding platform in Europe. Carlos is also a mentor at several acceleration programmes (Seedcamp, Lisbon Challenge, Founder Institute, etc.) and serves as an advisor to multiple innovative start-ups. He has been distinguished with a Young Gun award in the UK, for the most promising individuals under 35, and has been distinguished as one of Portugal's 40 under 40. Carlos holds a Computer Engineering degree from Instituto Superior Técnico and an MBA from the University of Oxford.	
Caro Jiang	Caro Jiang is working as a Business Developer at CUBIC Inc. in Cambridge (MA). She is focusing on connecting and developing business opportunities with cleantech startups and enterprises for investment, JV, strategy consultancy, market expansion. She previously worked as an intern for China Development Bank and World Resources Institute, both in Beijing, China. She holds a Bachelor of Engineering in Environmental Engineering from Tsinghua University and a MSc in Environmental Health from Harvard T.H. Chan School of Public Health.	
Catarina Pereira	Catarina Pereira is the president of the Municipal Centre for Culture and Development (CMCD), where she specialises in community programmes.	
César Badarjí	César is an Angel Investor with a relevant presence in the digital & Internet ecosystem. He has 15 years experience as independent board member & committee roles. He also have 30 years of experience in four industries, working as top executive for 20 years, mostly in FMCG and insurance; with world, region and country accountabilities. He is based in Lisbon, Madrid and Barcelona. He holds a Mechanical Engineering degree from the Universitat Politècnica de Catalunya and an MBA at IESE Business School.	



Charles Cooney	Charles started his professional life as a chemical engineer looking for opportunities to solve problems looking forward to exploring new frontiers. He mas more that 50 years of experience being a fellow at the american institute for medical & biological engineering He has also received the James Van Lannen Award for distinguished service to the division of microbial & biochemical technology of the american chemical society among other awards He has a masters and a PhD from MIT where he is a professor	
Cláudia Carocha	Cláudia Carocha is the Sustainability and Food Project Manager at Building Global Innovators IUL MIT Portugal. She currently is the coordinator of 3 programs i-Danha Food Lab (AgriTech and FoodTech startups), EIT Climate KIC (CleanTech startups), and EIT Food (AgriTech and FoodTech startups). Her skill set includes Strategic Planning, Management of Events, Management of Network: Investors, Political Stakeholders, Corporates, Startups, Associations, Business or sector Deep Technology Accelerator. Cláudia has a degree in marketing and publicity from the superior school of social communication. She also has a master degree in Business administration from ISCTE.	
Concepcion Vela	Concepcion Vela has been for almost 20 years Project Manager for CEEIAragon. She focused her consultancy on the creation of innovative and technological companies in the autonomous community of Aragon. Previously, she worked for Campo Ebro Industrial (Siral) as a Finance Analyst and Internal Audit. She holds a Degree in Business and Administration with specialization in Marketing from the Universidad de Zaragoza.	
Cristina Gouveia	Cristina Gouveia holds a Bachelor degree in Environmental Engineering at Universidade Nova de Lisboa, a post graduation in City Planning at Massachusetts Institute of Technology, and a PhD in Environmental Engineering at Universidade Nova de Lisboa. She worked as a Chief Operating Office at Aquatic Technologies SA. For more than a decade, she has been a Researcher at CENSE (Center for Environmental and Sustainability Research) and YDreams. Since 2016, she is working for the Agencia National de Inovacão, where she is the National Contact Point For Horizon 2020.	



<u>42</u>

Diego Pozas	Diego Pozas obtained an Economics Bachelor Degree at the University of Granada, and a National Diploma in Business Administration and International Marketing in Ireland. During that period he acquired experience in marketing and IT consultancy in several companies of different sectors in Spain. In the last years, he has been involved in managing SME's, focused in strategic, financial management, and business development, launching new products and brands in Europe and USA, in professional services, consumer goods and food and beverage companies. Currently, he is working as a Business Manager at Fundacion MEDINA.
Dina Pereira	Dina Pereira holds a PhD in Industrial Engineering and she is currently the Manager of UbiMedical at University of Beira Interior (UBI), incubator for health and life sciences. She is working as researcher for the Centre for Management Studies – University of London and for the Research Centre in Business Sciences of the University of Beira Interior. She works as a Mentor for the EIT Food Ris Council and the EIT Health Mentoring and Coaching Network (MCN).
Elena Piccinato	Elena is an experienced project manager and funding advisor with demonstrated history in the business development area. Professional skilled in entrepreneurship, B-Planning/Modeling as well as funding opportunities for R&D and innovation strategies.She currently is the project & innovation at friuli Innovazione being responsible for project management, funding advisory, business development and startup coach.
Fatima Cardoso	Fatima Cardoso is the head of Vodafone Power Lab. She has had a long history of professional experience in Marketing and Sales in several companies based in Lisbon, such as Rituals, Phineas and Contact. Since may 2020, She is working for Vodafone, where she has covered positions as Segment Marketing Manager, Marketing Analyst and Innovation Analyst. She holds a Degree in Business Administration and Management from ISCTE Business School.



Filipe Portela	Filipe Portela has been an entrepreneur for the last 20 years. He is a Board Member in startups and non-profits. He was Executive Director of Fundacao Mais, a private foundation whose objective is to create a better world through impact investments. He was also Investor Relations Manager for the European Innovation Council-Business Acceleration Services. He is Founding partner & Board Member of Impact Hub , he is Business Angel at REDangels and Managing Partner at Core Angels Impact.
Filippo Bianco	Filippo Bianco is the CEO of Friuli Innovazione. Friuli Innovazione is a certified business accelerator and incubator (the second in Italy to be certified) and is the main driver of the transfer of advanced technological models to the territory.
Gary Schall	Gary helps entrepreneurs and startups navigate legal issues they face from formation to equity and note financings through exit events. He also represents venture capital funds in their investments in early stage companies. His clients are technology-based and span a broad range of industries, including e-commerce, mobile technologies, hardware, software, telecommunications and life science.
Gene Landy	His work includes counseling, licensing, strategic partnerships and joint ventures, intellectual property, technology transfer, business sales and acquisitions, and investments. Gene is the author of a comprehensive plain English entrepreneur's guide to digital technology and media law, published by Elsevier in June 2008. The book, called The IT/Digital Legal Companion, is available on amazon.com and other online book selling sites. Gene frequently lectures on legal topics.
Giulio Marcucci	Giulio Marcucci is currently doing a Post graduate program at UNIVPM in Ancona (Italy) in the department of managerial engineering. He has published some papers focusing on Supply Chain Resilience and the Fuzzy Cognitive Maps Approach. He has a degree in Managerial Engineering at UNIPV.



Greg King	Gregory has over twenty five years of executive management experience with specific expertise in strategic planning, business development, solution engineering, and executive management of complex, technology businesses. He has contributed to the growth and financial viability of every organization he has worked for - by providing vision, leadership, strategy, inspiration, and a process driven approach to the achievement of strategic business objectives.
Hugo Maia	After studying Pharmacy, Hugo Maia took an MBA in Business Administration from AESE Business School and a Specialization in marketing at Universita Catolica Portuguesa. He worked for ANF, whose mission is to defend the interests of pharmacies' owners. He worked as Business Development Manager for Alliance Healthcare S.A. Portugal. He works as Innovation Director at Glintt, a multinational technology and consulting company, listed on Euronext, with a turnover of 201 million euros in 2018.
Jane Ollerhead	Proven success record in establishing new and fostering existing client relationships identifying new or untapped business opportunities; driving execution of business strategies that lead to substantial financial growth; enabling foreign business presence in the US market while navigating through legal and financial regulations. She has an unique mix of interpersonal, strategic and organizational skills to successfully solve complex business problems and foster lasting client relationships and alliances in a variety of industries. Currently, she is the Vice President of Capital One.



<u>45</u>

For over twenty years, Janice Caillet has empowered individuals, teams and organizations to realize their fullest potential. Janice wears several hats with her clients: coach, mentor, advisor and consultant. The combination of these different approaches creates a clearer and more attainable pathway for her clients to live their purpose and realize their She has lived and coached in international potential. environments such as France, UK, New York and Boston, Janice Caillet working also virtually with individuals and organizations around the world. Cross-cultural understanding is one of Janice's focus areas including not only cross-racial but also cross-religious, socio-economic, education and other similar differential barriers we have created for ourselves that She has also developed and separate us from the other. coached leaders and organizations in a variety of industries from aerospace, technology and telecommunications to education, international non-profits and social enterprise. Javier Melero spent almost 18 years working at the University of Granada, where he covered various roles. He is Lecturer at the Department of Software Engineering, Director of the International Joint Post Graduation in Entrepreneurship and Innovation in BioHealth and Associate Professor. He is a researcher at the Andalusian Institute for Data Science and Javier Melero Computational Intelligence in Granada. He is also Founder and Scientific Advisor of AgeO 3D Tech and Founder and CEO of Aumentur. He is also a scientific advisor for Backup 3D in Granada, Spain. Javier holds a PHD in Software developing from Universidad de Granada and Master's degree in Data Science from the same university. Joana is working as Lean Manager and Innovation Manager at Super Bock Group, where previously she covered the role of Joana Queirós Production Engineer. She holds a degree in Food Engineering and Technology from Universidade Católica Portuguesa -Escola Superior de Biotecnologia. João Champalimaud is experienced in finance and investment, with more than 10 years of experience in these two industries. He received a MSc in business and economics from João Universidade Nova de Lisboa. He served as an audit consultant Champalimaud at Deloitte for 3 years and a controller at Partac for 3 years before beginning his current role as Director of Intercapital,

where he has worked for the past 7 years.





João Fernandes	Graduated in Management, specialized in Marketing and studied in Finland. After 5 years at a touchscreens company, João quit to fulfill the dream of travelling 3 months around Asia. Created a travel blog and presented it at TEDx. Was interviewed on 3 TV shows. Adopted a mixed-breed dog, currently with 20.000 followers on Facebook. He managed the Marketing of a BMW car dealer, promoted an EU-funded nanomedicine program, provided strategic consultancy to SMEs, was responsible for open innovation at SONAE and founded My Golden Pet, a pet accessories brand and online pet store where dog models are available for adoption. Now, João manages European projects and analyses startup investment opportunities at Bright Pixel.		
João Marquez Filipe	João Marquez Filipe is a Venture Capital at EDP Ventures. He previously worked at BNP Paribas as Investment Banking Analyst and he had a few experiences as summer intern for Barclays, BA GLASS, SONAE. He holds a Bachelor's Degree in Economics at Universidade Catolica Portuguesa and a Master's Degree in Finance at Nova School of Business and Economics.		
Jorge Laranjeira	Jorge Laranjeira is currently working at Inetum as a SAP Logistic Consultant to EDP. Previously, he was the Head of Growth at CichlidsLAB, a fishroom project for Lake Malawi species. He also worked as a Business Analyst at Stanley Security and as a consultant at ROFF. He holds a MSc in Engineering and industrial management at FCT- Universidade Nova de Lisboa.		
José Paiva	José Paiva is the Co-founder at Landing.jobs, specialised in Business Intelligence and Performance Management. He holds a Bachelor degree in Technology from the Universidade de Lisboa and a postgraduate degree in Entrepreneurship and Management at ISCTE. He worked as a Senior Manager for Novabase do Brasil and Novabase Business Intelligence, and successively from 2005 onwards he covered roles such as Associate Partner and Executive Director at Novabase Business Solutions.		



José Salgado	José Salgado holds a bachelor degree in Management at Nova School of Business and Economics and two MSc in Finance from ISCTE and the University of Delaware, Lerner College of Business and Economics. He worked as a debt analyst for the Portuguese Treasury and Government Debt Agency. In May 2013 he Co-Founded BIZAY, a tech-based B2B marketplace for all customised products, in which he lends the product and market expansion.			
Leo Capelossi	Leo is the country head of Talent at Demium startups he helps entrepreneurs to create their startups in Europe and helps companies to make the best hires around the world. He has worked as mentor at Xô Crise and as an Associate Manager at Michael Page. He studied publicity and marketing at the University Presbiteriana Mackenzie.			
Linda Plano	Linda Plano, has been coaching entrepreneurs on their pitches and value propositions since 2005. She founded Plano & Simple in 2010 in order to focus exclusively on coaching, training and mentoring entrepreneurs. She has worked with nearly 600 entrepreneurs, and they have gone on to raise well over \$250M.			
Magnus Rehn	Magnus Rehn coaches companies in Cleantech and Sustainability. He has extensive experience working in these and other technology industries. He has worked in diverse roles including Head of marketing and sales and as CEO for TagMaster AB, a global company working with RFID technology to improve access and security systems for transportation. He has worked in the USA and Germany in banking technology, telecommunications and software. He also has experience from doing business in Europe, North America and Asia, specifically China, India and Japan. Currently he serves as the Chairman at BGI.			
Maria Ana Mesquita	Maria Ana Mesquita holds a Bachelor Degree in Economics and a MSc in Finance from Nova School Of Business and Economics in Lisbon. She was a member of Nova Investment Club for more than 2 years in its undergraduate division and she worked successively as Senior Consultant for Nova Junior Consulting. She had experience as Business Manager Intern and Business Intern in big IT companies such as Google and Microsoft. Currently, she works as Investment Analyst at Bynd Venture Capital.			

Bio-All



Maria João Souto	Maria João Souto holds a degree in Chemical Engineering and an MBA in International Trade. Currently she is the Co-Founder and Partner at Valadares Souto, having served as CFO and COO at Veniam, a technological startup incubated at the University of Aveiro Incubator, which integrates CNBC's list of the 50 most disruptive startups in the world. With an Intelligent Network Platform that moves large amounts of data between connected vehicles and the cloud, in 2017 Veniam had already raised about €24M of investment. Maria João Souto also held several positions at the Portuguese Business	
	Association (AEP), was Director of Tecmaia - Science and Technology Park of Maia and Co-founder and President of MOG Technologies.	
Maria João Almeida	Maria João has 26 year's experience in VC/PE, at three different VC/PE firms: PME Investimentos- Sociedade de Investimento, SA, Inovcapital- Sociedade Capital de Risco, SA, and Portugal Capital Ventures, Sociedade de Capital de Risco SA. Maria João has a large experience in investment analysis, companies' valuation, structuring/financial modeling and submitting investment proposals to the Board and also in companies' portfolio management and control/monitoring, including board member roles at VC/PE backed companies. She has conducted several full-life cycle VC/PE investments, since feasibility analysis, going through structuring investment, managing investment portfolio company until final divestment. Prior to joining VC/PE firms Maria João spent 2 years at KPMG, one year in a tax department and 1 year in a financial audit.	
Mariana Vital Morgado	Mariana Morgado studied at University of Warwick and at London School of Economics and Political Science. She also holds a MSc in Project Management at ISCTE. She has been working for more than 10 years covering various roles at Portuguese Competition Authority and since January 2020 she works as Head of Communications for BladeInsight, a startup in the wind energy sector based in Lisbon.	



Marina Marinkovic	Marina Marinkovic is a data scientist with a physics background and significant experience applying data analysis and statistics in the biomedical field. She has experience in moving technologies through the different stages of development including ideation, proof-of-concept, feasibility and clinical validation in an ISO/FDA regulated environment. In 2017, she became the Principal Scientist and Project Leader of Nova Biomedical, in which previously was Senior Scientist. She also worked as Data Science Training Fellow and Senior Research Fellow for Harvard Extension School and Tufts University School of Medicine.			
Mike Burtov	Mike is the Founder and CEO of GeoOrbital and an instructor at MIT Enterprise Forum of Cambridge. He is an accomplished entrepreneur, with over 15 years experience in starting-up companies and implementing dozens of high-profile projects with organizations including UBS Investment Bank, the hadiam J. Clinton Foundation and the United Nations Development Programme. Mike and his work have been featured in Bloomberg BusinessWeek, The Huffington Post, Fox Business and many other publications. He served over 2 years as a Peace Corps Volunteer and is a published organizational development author with international distribution.			
Niamh Kelly	Niamh is the CEO and Founder of Tigim, focusing on providing English Language Analytics for more inclusive international teams. She also founded Hippo EdTech and Dizoo Tech, in 2015 and 2019 respectively. She worked as Investment Fellow at Included Venture Capital. She studied at Edinburgh Napier University, IBAT College Dublin and University College Dublin			
	Nicola brings more than 20 years experience in translating innovations into the market through venture capital investments and corporate R&D responsibilities. He is currently managing the first ever technology transfer fund focused on Industry 4.0 technologies. His venture capital past appointments include Chief Investment & Technology Officer of TTVenture and member of the investment committees of the French life science fund Technologie et Santé I (Sofimac Partners) and Atmos II renewable energy fund. Nicola also created and was appointed CEO of SeedLab, the first accelerator program for research based projects and companies.			



Nuno Espana	Nuno Espana has an MBA in Business Administration and Management from Hult University Business School, and he attended the European Health Leadership Program at INSEAD. Nuno has professional experience as business unit manager, consultant and strategic planning manager in the healthcare industry. He is currently the Head of Lusíadas Dental & Outpatient Clinics, where he previously worked as Head of Innovation Sustainability and Marketing Customer Management.		
Nuno Serra	Nuno Serra has an MBA in Business Administration and Management from Universidade Nova de Lisboa, and a bachelor's degree in Software Engineering from Instituto Superior Técnico. Nuno has extensive professional experience as manager, consultant and trainer, mainly in the public administration and financial services sectors. He has also been an entrepreneur, a mentor and business executive in innovation and technological commercialization accelerator programs. He has mentored in programs such as EIT Climate-KIC and Building Global innovators Acceleration Program. He currently works as a Head of Operations at BGI.		
Otitooluwa Dosumu	Otitooluwa Dosumu is the EIT Digital Project Manager at BGI and a Doctoral candidate in Economics at the University Institute of Lisbon (ISCTE-IUL). He is responsible for scouting for promising startups across Portugal and Malta. He is also responsible for publishing one of the most comprehensive reports on the Portuguese Startup Ecosystem – Portugal Startup Outlook and Scaleup Portugal Report. These reports have been used to inform and advise high level stakeholders such as Investors, policy makers and CEO's. He is also responsible for managing a venture program that provides financing up to 25,000 euros to very early stage startups in the digital area. He has several years of consulting and research experience in the private and public sectors.		
Pedro Castel-Branco	Pedro Castel-Branco holds a bachelor degree in Biomedical Engineering and a master's degree in the same field from Instituto Superior Técnico. He also holds an MBA from INSEAD. He has worked in a number of strategy and consulting roles. He served as a business analyst and engagement manager at Mckinsey and Co and most recently Senior Associate at Armilar Venture Partners SGFCR.		



Pedro Costa	Pedro Costa has been a Senior Consultant and Project Manager within the International Cooperation Unit at INOVA+ since 2012. From 2017, he is managing the business area for Capacity Building and Cooperation. He worked for more than 10 years as a Consultant, European Project Manager and Training manager at SPI – Sociedade Portuguesa de Inovação. He holds a degree in Law at Universidade Católica Portuguesa and a degree in Business and Administration from Católica Porto Business School.			
Pedro Rosa	Pedro Rosa is a Venture Capital Investor at Shilling. He had previous experience as Investment Analyst at Mogope SGPS, in which he worked for almost 2 years and Planning and Controlling Intern at The Navigator Company. He holds a Bachelor Degree in Management at Nova School of Business and Economics and a MSc in Finance at ISEG. He is also Teaching Assistant at Catolica Lisbon School of Business and Economics in Lisbon.			
Raul Saraiva	Raul Saraiva is a scientist in the investment field that supports biomedical startups in raising funds. He is an investment manager for the Life Sciences business unit of Portugal Ventures, in charge of sourcing new deals and managing interactions with portfolio companies in both the therapeutic and diagnostic spaces. He has 10-year research career in infectious diseases spans the Johns Hopkins School of Public Health (Baltimore, MD, USA), where he focused on drug discovery against tropical diseases; and the University of Porto (Portugal), where he studied the role of porins in antibiotic resistance in bacteria, using that information to design new antibiotic formulations and diagnostic techniques.			
Richard Kivel	Richard is an Investor, Board Member & Operating Executive, focused on fast growth technology and healthcare related companies in Europe, United Kingdom, US and Russia. He has experience with private and public company investors including PE firms, Venture Capitalist and Investment Banks. Successful track-record engineering M&A transactions, investor funding, corporate carve-outs, IPOs and turnarounds; in multiple geographies. He is a frequent keynote speaker and guest lecturer at investment and technology conferences, economic forums such as the St Petersburg International Economic Forum (SPIEF) as well as leading universities in the US, Europe, Asia and Russia; including; MIT, Kings College, Skolkovo, HSE (Moscow), Singapore Management Univ (SMU),			



<u>52</u>

Rita Sousa	Rita is an Experienced executive in venture capital, energy/clean technologies management industry and innovation consultancy, with cross-functional knowledge, working at C-Level and Board Level and with international experience in multinational companies. She is currently Managing Director at Blue Pioneers SA. For more than 10 years, she worked for the European Commission as a Jury Member for the European Innovation Council (EIC) Accelerator Pilot and as an Expert Evaluator for projects proposals. She holds a Master's degree in Finance at Católica Lisbon School of Business and Economics and an MBA at IESE Business School.			
Rita Waite	Rita has been working as a Venture Capitalist at Semapa Next since January 2021. She is an Experienced Investment Manager with a background in corporate venture capital, growth strategy, portfolio management, and new business development. She has a demonstrated history of working in the High Tech, Cloud Infrastructure and Computer Networking sectors. Focused on emerging information technologies, including AI/ML, Cloud Services, and Edge Computing. Rita is a strong business development professional with a Bachelor Degree in Economics from University of San Diego.			
Robert Nagle	Robert has more than 10 years of experience assembling and leading great teams to delight customers / stakeholders and to drive growth, by fostering innovation and delivering extraordinary technological products. After being the Vice President of InterSystems for 18 years and Chief Product Officer and CTO at Interactions LCC, he is now an early stage investor.			
Rodolfo Condessa	Rodolfo Condessa is an Aerospace engineer. He has a MBA from HBS. He worked for the Portuguese Space Office as Space Strategy Coordinator. He worked as New Projects Manager for Deimos Engenharia, Portuguese subsidiary of Elecnor Deimos Group, which designs and operates space systems. He is Board Observer at WalliD and at Codavel. He is Senior Associate at Armilar Venture Partners SGFCR.			



Sebastiano Silvestri	Sebastiano Silvestri is working as Innovation Manager and Corporate Venture Capital at A2A, he is currently focused on startups tackling Circular Economy & Energy Transition. He worked as a Business Strategy Consultant and Analyst at Accenture in Milano for almost 5 years. He holds a BSc in Business Administration and Management at Bocconi University and MSc in Environmental Management at IE Business School. He also holds an Executive course on Entrepreneurship, Innovation & Startup from Politecnico of Milano.			
Selma Gasc	Selma Gasc is an Venture Capital Associate at 360 Capital, a VC firm investing in early stage, innovative deeptech & digital enterprises across Europe. She is the Co-Founder of World of Women, an online media aggregating worldwide portraits of atypical women profiles. About her academic career, she attended the Grand Ecole Program in Entrepreneurship at ESSEC Business School, in which she also had the opportunity to do an exchange at Hong Kong University Of Science and Technology.			
Sofia Araújo	Sofia Melvill de Araujo is working as Incubation Manager at Tec Labs and has co-founded since 2018, Generosa based in Lisbon. She has previous experiences as a project Manager in the Agriculture sector. She holds a degree in Agricultural Engineering and a MSc in Agronomy Engineering, both from Instituto Superior de Agronomia.			
Sofia Fernandes	Sofia is a marketer; she graduated from ISCTE-IUL (#40 Financial Times Ranking Europe) with a Management Bachelor degree and a Master in Management with Major in Marketing from NOVA University - School of Business and Economics - SBE (#17 Financial Times Ranking Europe). Sofia has worked on several consulting projects, namely with Unilever, Impresa, and Palácio Nacional da Ajuda. She served as Master Students Professor at Nova SBE (#1 Business School in Portugal), grading and lecturing. She has also worked at L'Oréal Luxe as Fragrances Product Manager of Yves Saint Laurent Beauté Portugal. Currently, Sofia is the Head of Marketing and Projects at BGI, leading a talented team, accelerating deep technologies through 5 different programs, supporting over 150 start-ups and connecting with a network of over 8000 network of investors, start-ups, universities & corporates.			

Sofia Santos	Sofia Santos holds a Master's degree in Social and Solidarity Economics. She studied Impact Investing at Said Business School, University of Oxford. She worked as consultant at SDO Consultoria and Ray Human Capital. She was Senior Consultant at Jason Associates. She has been working at faber Venture for 7 years, as Venture Developer, Investment Manager, and currently as Partner.			
Sonia Schulenburg	Dr. Sonia Schulenburg is the CEO of Edinburgh-based Level E Research, and is Director, and Investment Committee Member of Level E Capital SICAV plc, a Maltese multi-fund investment company dedicated to autonomous investing. Sonia holds a PhD in Artificial Intelligence from the University of Edinburgh and a BEng in Computer Engineering (Honours, summa cum laude) from Instituto Tecnológico Autónomo de México. Sonia has developed both her technical and business skills concurrently. She holds a Professional Certificate in Accounting from the University of California, San Diego and a Postgraduate Degree in Corporate Strategy and Finance from Edinburgh Napier University, where she graduated with Distinction in both.			
Steve Maclellan	Steve is an innovative senior cyber security and IT executive with deep technical and senior management experience. He holds a bachelor degree in Biology at Boston College and Executive Certificates in Artificial Intelligence, Blockchain Technologies and Cybersecurity from both MIT Sloan School of Management and Harvard University. He started his career as Senior Programmer at John Hancock in 1978, and joined C.T. Main Engineers and BayBank in 1980 and 1982, respectively. In 1987, he moved to Fidelity Investments, where he worked for 26 years as SVP Enterprise Cyber Security. Currently, he is the founder and CEO of Blue Sky Management & Research			
Sharon Kennet	Sharon is the founder of Coaching Nation, one of the UK's first ONLINE life and business coaching services. She started her career in the creative industries, creating and facilitating large-scale training programmes and productions. Utilizing these skills I then moved into entrepreneurship and coaching. Over the last 20 years I have created, coached and managed many new training programmes with a diverse range of individuals, businesses, institutions and organisations, such as, Coutts Bank, The Royal Opera House, and the UK and EU Prison and Probation service.			



	She is passionate about finding effective strategies for challenging dilemmas, using simple and entertaining techniques that enhance the skills and talents that individuals already possess.		
Tocha	Tocha is an entrepreneurial-spirited technologist with more than 10 years of experience in developing business & strategic objectives, investing in innovative startups, developing & mass manufacturing products in China and helping businesses, startups and entrepreneurs to accomplish their goals and becoming the next vrooom in the Tech World. He focused on investing and mentoring Portuguese based companies. He holds a degree in Technology Engineering from ISCTE.		
Tomé Canas	Passionate for innovation and developing new ideas, with more than 12 years of experience in innovation, produce development and R&D areas in large companies (Brist Autostradas and Navigator Company), Tomé developed programs/systems that create the foundations and structure for innovative projects development.Nowadays he is Head of Open Innovation at BGI, Building Global Innovators, a American style, world-class, deep innovation startu accelerator born out of the MIT Portugal Innovation an Entrepreneurship Initiative (IEI).Aware of the Innovation ecosystem and with a great enthusiasm to work and motivat multidisciplinary teams, Tomé brings together several critical skills to make happen innovative projects that create valued project management, product development and networking with internal and external stakeholders.		
Thorgeir Einarsson	Thorgeir Einarsson is the Founder of Elevera Advisers. He has created and built tech and educational companies in Europe, US, Asia and Africa for the last 30 years. Thorgeir has been an entrepreneur mainly within the technology industry, starting off developing and marketing innovative software solutions in the areas of supply chain & logistics and business process management. Einarsson co-founded Qiva Inc. and Categoric Software Corp. in 1997. Thorgeir has also served as VP of International for Sendmail Inc. (Emeryville, CA. and he is also the founder and CEO of Afriversity.		



Ubaldo Mafrici	Ubaldo Mafrici is a passionate Venture Capital Investor at Aster, a lending early-stage European Venture Capital Firm based in Paris. He is particularly focused on Mobility, Energy and Industry 4.0. He collaborated as a Research Assistant in the Department of Entrepreneurship at ESCP Europe. He had previous experiences as Junior Consultant and Business Developer. He holds a Bachelor's degree in Economics at Università Bocconi and a Master's degree in Management at ESCP Europe.		
Val Livada	Val Livada is an advisor at MassRobotics, being also the executive Director of the Boston Hub for the EU's ENRICH program. Besides this Val is a research Affiliate at the MIT materials Research Laboratory and an advisor at the Greentown Labs. The director at the build the Environment coalition. Director of Monarch Antenna, Director of Aphios Corporation. Director at AutoHarvest Foundation, Adjunct Lecturer at Boston University. Founding Principal of Great Dome Associates. Founder of Weybridge Partners Val was also a senior lecturer at Sloan School of Management at MIT were he studied political science and aeronautics		

#### 7.4.3. Weekly Meetings

In order to mitigate the inability to develop mobilities it was proposed by the different partner of this work package to create a weekly meeting session relating to topics that the startups highlighted as important in order to maintain a weekly check in with the teams and to develop sessions related with their needs. These sessions occurred between the bootcamp and the final event. Below you can find a description of the topic and the speaker that delivered it.



Date	Topics - Group Discussions	Facilitator	Biography
7th July	How to Be an Entrepreneur	Paulo Rosado, CEO Outsystems	I'm passionate about my work and endlessly curious. I constantly look for new ways to harness technology and enable our customers to achieve unprecedented levels of agility. My curiosity has provided me with the fuel for innovation and that's the reason I founded OutSystems. I had to understand why IT projects were never on time or on budget and I had to find a way to fix it. I've had the pleasure and privilege of leading OutSystems from its early days as a tech startup to a recognized leader in our industry. Besides my daily job as CEO of OutSystems, I dedicate some of my spare time giving MBA lectures and helping entrepreneurs grow their businesses and avoid some of the challenges we've encountered on our journey to becoming a global leader in modern application development.
14th July	How can you get a Startup Visa	Adeliede Silva, Tecnica Superior no IAPMEI	IAPMEI, IP - Agency for Competitiveness and Innovation, whose mission is to promote competitiveness and business growth, to ensure support for the design, implementation and assessment of policies aimed at industrial activity, aimed at strengthening innovation, entrepreneurship and business investment in companies that carry out their activity in areas under the Ministry of Economy, namely small and medium-sized companies, with the exception of the tourism sector.

21st July	How to Pichago to boost your startup	Thorgeir Einarsson, CEO at Pichago	Thorgeir Einarsson is the Founder of Elevera Advisers. He has created and built tech and educational companies in Europe, US, Asia and Africa for the last 30 years. Thorgeir has been an entrepreneur mainly within the technology industry, starting off developing and marketing innovative software solutions in the areas of supply chain & logistics and business process management. Einarsson co-founded Qiva Inc. and Categoric Software Corp. in 1997. Thorgeir has also served as VP of International for Sendmail Inc. (Emeryville, CA. and he is also the founder and CEO of Afriversity.
8th Septe mber	How to impress an investor	Cesar Bardaji. Business Angel	Angel Investor with a diversified 15 startups portfolio. Profile: early stage, technology based, direct investment, active rol. Relevant presence in the digital & Internet ecosystem Non-executive director with 15 y. experience as independent board member & committee roles in strategy, growth, audit, risks and compliance. Senior advisor and member of industry boards, mostly in FMCG and financial services Executive with 30 y. experience in 4 industries, working as top executive for 20 y. , mostly in FMCG and insurance; with world, region and country accountabilities Based in Lisbon, Madrid and Barcelona.
15th Septe mber	How to protect your information	Cláudia Cunha, Serviços de Proteção do Conhecimen to	
22nd Septe mber	How to apply to the EIC	Chris Haberl, CEO and Founder Team Plus	Chris Haberl is the Founder and CEO of team Plus. With over 10 years of experience in entrepreneurship, Chris has a passion for innovation as it can transform our future and open up unimagined opportunities for all. She helps her clients commit their innovative spirit, transform ideas into viable businesses, scale organically, raise funds and, eventually, exit their business successfully. Chris holds a Ph.D. in Political Science from the University of Cincinnati and an MA in International Business Studies from the FH Kufstein



29th Septe mber	Hiring and Firing	Diogo Oliveira, CEO Landing Jobs	Diogo Oliveira has a MSc in Management from Nova School of Business and Economics and a BSc in Economics from Wroclaw University. Diogo is currently the CEO of Landing.Jobs, having previously worked at Siemens, Deloitte and Sabore Nostrum. As a tech start-up enthusiast Diogo currently leads a team focused on solving critical recruitment challenges. He is curious and knowledge thirsty by nature, striving to generate profitable solutions and to boost corporate productivity and efficiency, whilst bringing people into the centre of the equation.	
6th Octobe r	Sales: understand, predict and influence customer decisions	Nuno Camacho, Professor at Rotterdam University	Nuno Camacho is an associate professor at Erasmus School of Economics and holds a P.h.D. in Business/Managerial Economics from the same university and a P.h.D. in Marketing from IESE Business School, University of Navarra. As a researcher, he specializes on behavioural insights in the areas of innovation and marketing and also examines drivers and consequences of firms' strategic marketing and innovation decisions. He also often focuses on life sciences industries (with a focus on patient-physician decision-making).	
13th Octobe r	How to build a solid network	Nuno Couto, Principal optimal partners	Nuno Couto has a MBS in Business Administration for D'Amore-McKim School of Business at Northeastern University. He worked for Accenture and for Boston Scientific where he was Business Process Manager. Currently, he is managing a large Learning Management System implementation at Northeastern University. Previously, he managed multiple IT infrastructure projects at Bostor College and was a Consultant/Project Manager at Harvard University. As social entrepreneur, IT project leader, and avid traveler, he promotes mentorship for college students internationally.	



<u>60</u>

BIOHEALTH GEAR BOX ALLIANCE

20th Octobe r	Key tips for Business Development	Chief Business	José Estabil has 25+ years of experience in translating technology into high growth businesses. He is currently leading business activities at Cipherome, Inc, a Silicon Valley venture-backed genomics company. His portfolio of international activities includes projects in Boston (AccelHub Ventures and ITH Fund), Bangalore (Atria University), Miami (Miami Dade College), Portugal (MIT), and other countries. José also volunteers for organizations that create leadership opportunities for underrepresented minorities
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### **8.FINAL EVENT**

The Final event of the BioAll GearBox Accelerator took place at the AIP - The Portuguese Association of Industry on the 27th and 28th of October. This event was open to the public and counted with a total of 38 tickets sold for different members to attend. The eventbrite page created for this event had a total of 403 views. This event occurred in a hybrid manner with a total of 9 members in physical attendance and 32 members participating online. There were 17 speakers present that shared their insights into the entrepreneurial health ecosystem. During this event the startups that participated in the program were invited to present their solution and it occurred during the Portuguese demo day in which the winner was neurosov.

#### Agenda 27th of October

15:00 - 16:05 - Round table with industry experts,

- Hugo Maia, Head of Innovation at Glintt
- Gualbreto Pastor, Director of patient care at Novartis
- Inês Santos, VC Investor at Armilar

moderated by Patricia Serrano

16:30 - 17:15 - Overview of entrepreneurship and innovation in the BioHealth Sector: BIOALL's Blueprint

17:15 - 18:15 - Main results of the partners

18:15 - 18:30 - Closing Session

#### Agenda 28th of October

- 09:30 09:40 Welcome and Introduction
- 9:40 10:15 Pitch Clinic BioAll Accelerator Startups
- 10:15 11:00 Pitch Clinic BioAll Box Accelerator Portugal
- 11:00 11:30 Coffee Break
- 11:35 11:45 Winner Announcement & Closing Session



BIOHEALTH GEAR BOX ALLIANCE

## **9.STARTUPS SELECTED**

15 teams were selected to participate in the BioAll GearBox program 5 for each of the countries and you can view their description below:

NeuroSov	NeuroSoV focuses on validating small molecules with therapeutic potential for Parkinson disease. NeuroSov is also about providing a set of lab services for pharmaceutical industries and research laboratories.	
VideoOculograph	VideoOculograph is a smart device for noninvasive visual disorders treatment and health diagnostics using eye movements and pupil responses.	
Clynx	Clynx is developing gamification and digitalization of health solutions that improve the quality and experience of physical treatment.	
AntiShock	AntiShock is a medical device startup that is developing a non-invasive continuous monitoring device that assesses blood vessel flow to help clinicians optimize administered fluid dosage.	
CureAssist	CureAssist is a telemedicine platform, a fully integrated digital hospital that allows the customers to communicate with doctors in real time from the comfort of their home and save their family's medical information in a secure location.	
Elbe Valley	Elbe Valley Medical is a start-up developing a therapy for late stage cancer patients. At Elbe Valley Medical, Their purpose is to save people we care about from cancer using our proprietary nano robotic technology.	
Heuristik Health	Heuristik Health is a benchmark company in the HealthTech sector, focused on multiplying the identification efficiency of patients in healthcare settings, obtaining an unequivocal identification thanks to new technologies such as biometrics or Artificial Intelligence.	
GiveMore	GiveMove is a startup that designs and manufactures medical equipment and technology for people with motor disabilities. They are committed to providing innovative, practical and tailored solutions to improve the well-being of our clients and their environment.	



Ardan Pharma	ARDAN PHARMA is a discovery-stage company developing drugs to stimulate immune responses against cancer. Their scientific team has over ten years of exhaustive study upon immune system modulation, harnessing the power of inflammasome among cancer breakthrough therapies. Their technology targets emerging molecular pathways leading to the creation of a first-in-class portfolio for unmet medical needs in oncology.	
Innitius	INNITIUS is a Spanish Startup focused on Enhancing Diagnostics for Women's Health. The company develops medical devices (Hardware + Software) which combines a novel technology (Torsional Waves) with Artificial Intelligence for the diagnosis of pathologies with an associated change in a woman's cervical tissue consistency.	
Digitally.AI	Signally is a low-code autonomous federative AI Training Platform for Developers with a Low-code setup with more than 60 feature that automatically validate at the edge Plug & Play Integration Hardware Independent	
aad	Promotes and enhances the 'Made in Italy' luxury craftsmanship at international level. Follows the principles of innovation, recycling and eco-sustainability. Enhances Italian fashion and design brands through new show-off, commercialization and marketing methods.	
Xilofiber	The aim is to create a biodegradable fabric that can be used in the clothing industry. The structure of the tree suggests a fabric that could be resistant, similar to denim which is an evergreen, and therefore find wide use in sportswear.	
Martina Cancellara	Biomedical wearables create SMART CONTACT LENSES with innovative bioreagent materials monitoring IgM, IgG with antiCovid finding genomic parts in tears film, for epidemiologic/diagnostic tests.	
BioChica	Chitosan's unique properties are among others antibacterial, anti-viral, and antifungal. This makes it interesting for healing wounds, food spoilage prevention, dental microbiota, or anti-fouling. Therefore, it can be applied in coatings, pharmaceuticals, biomedical, food and agrochemicals, water treatment, cosmetics, pulp, and paper.	



### 9.1. Startups Selected Logos



### 9.2. Startups Selected Feedback

After the program we requested feedback from the startups that joined the program, you can find below some of the statements that teams mentioned:

- "Bonding with the other mentors. Possibility of transnational collaboration. An insight in a broad range of startups."
- "Great mentor network, Hits all the main point for participants."
- "I think it covered a lot of gaps for us. Very happy."
- "Wonderful experience overall, help and support was wonderful. Awesome to have a mentor to check assumptions."
- "Adequation between the expectations of the mentee and mentor's added-value."

### 9.3. Mentorship Program

Date of the 8 meetings (always on Thursday) G2MP can be found here.

- GtMP part I Business Opportunity
- GtMP part II Background
- GtMP part III Go to Market Strategy
- GtMP part IV Milestones & Action Plan
- GtMP part V Investment and KPI
- GtMP part VI Risks and Executive Summary
- GtMP part VII Complete version
- GtMP part VIII Final Version



<u>64</u>

→ Mentor was provide advisory, deal flow and suitable network so the mentee (start up) can grow and improve

<u>65</u>

→ All topics discussed during meetings are confidential and the mentor shall not share it with others - there is the Confidential Agreement

#### 9.4. Incubator Curriculum

Each startup had the possibility to be incubated 4 months physically in their national accelerator, from June 2021 to September 2021. During that incubation the startups had access to:

- Every week half a day workshop: 13 workshops \* 4 hours. Those would be about hands-on approaches by other entrepreneurs and industry experts on topics such as: Time Management, Team Management, Project Management, Dealing with Contracts, etc.
- 9 thematic sessions online with different speakers: investors, corporates, hospitals, lawyers, regulation experts, start-up.

	Tutorial sessions	Networking/mentoring collaborative working activities	Training Component (Master Classes and Workshops)
Kick Off	3,5	4	0
Bootcamp Lisbon	20	24,5	9,5
Mentorship Program	8	30	0
Incubation	9	21,5	52
TOTAL	40,5	80	61,5

### 9.5. Time Allocation



### **10. DEMO DAY**

Demo Day occured in each country, right after the mentorship program - so the startups take leverage from the training and have a better pitch for the audience. All BIO-ALL consortium members have to ensure that members of their networks are present in these events.

On Demo Day each startup had 5 minutes to pitch and had 5 minutes of Q&A from the audience (corporate and investors).

There were Jury Boards in each of the countries. Each of the juries had composed by 4 members:

- National BIO-ALL partner (BGI, PTS Granada or CubeLabs)
- National Sponsor
- Investor
- Health sector entity (e.g. clinic, hospital, laboratory)

Each of the members had a scoreboard. After all the startups have pitched, each of the juries had to select one winner per country. The winner had got a symbolic prize and 5 000 euros to pilot with the sponsor from its country.

## **11. KPIs**

#### 11.1. Train the Trainer

- 1 Train The Trainer Course (32 hours) at Cube Labs
- 20 TTT participantes
- 2 TTT participantes per partner

#### 11.2. Scouting and Communication

- Sparkatons for communication of the Accelerator call on each country
- 5 press mentions in each country
- 5 social media mentions in each country (by dissemination partners)- Responsible for contact with national media
- 12 social media posts regarding the call per partner
- 3 newsletters regarding accelerator call per partner
- 5 partnerships per country for dissemination of the accelerator call (e.g. Universities, incubators, research centers, others)



### 11.3. Accelerator

- 50 Applications
- 180 hours of Implementation of the WP4
- 5 projects per country: total 15
- €5000 prize for each country's best project
- 1 incubator in each country: 3 hosting centers: BGI, Portugal; PTS GRANADA, Spain and CUBE LABS, Italy
- 1 DemoDay
- 40 hours tutorial sessions Immersive week
- 80 hours networking/mentoring collaborative working activities mentorship program + 1:1 meetings
- 60 hours for the Training Component (Master Classes and Workshops)
- ECTS system (1 ECTS per 4 hours) 15 ECTS per team (60 hours total)
- 10 Nacional investors at DemoDay


# **12. ANNEXES**

# 12.1. SAFE Template

#### SIMPLE AGREEMENT FOR FUTURE "EQUITY"

BETWEEN:

#### FIRST PARTY

BGI, S.A., NIPC 510.585.310, with registered office at Av. Professor Gama Pinto, 1649-003-Lisboa, with the share capital of €50.000,00, duly represented by its Director Gonçalo Amorim (hereinafter called BGI).

And

## SECOND PARTIES

(hereinafter collectively called PROMOTORS).

#### **RECITALS:**

1) The PROMOTERS have submitted an application for the BIO-ALL GEAR BOX ACCELERATOR of the BIOHEALTH Gear Box Business Accelerator

2) That application was submitted for a venture project (hereinafter called the PROJECT).

3) That "right of equity" with regard to the PROJECT is created to support the organisation of the accelerator and it is an instrument widely used by accelerators.

4) Considering that the PROMOTORS have specificities regarding their business model and strategy to develop the PROJECT, this Agreement contemplates different scenarios of giving that "right of equity" to BGI in order to meet that specificities:

a) SCENARIO a: for PROMOTORS that have not yet incorporated a company which had carry out the PROJECT, but that incorporate a company with that purpose in a period of 3 (three) years starting on the 1st June of 2021 (hereinafter called the COMPANY);



b) SCENARIO C: for PROMOTORS that have not yet incorporated a company which had carry out the PROJECT, and that do not incorporate a company with that purpose in a period of 3 (three) years starting on the 1st August of 2021.

5) Considering all the stipulated in this Agreement, it could happen that in some situations the "right of equity" might assume different ways of being implemented different from the attribution of shares of a company to BGI.

THE PARTIES, FREELY AND IN GOOD FAITH, AGREE AS FOLLOWS:

## CLAUSE 1

By submitting the APPLICATION BGI, the PROMOTORS immediately undertake the obligations stipulated in this Agreement.

## CLAUSE 2

2.1. If the PROMOTORES fit in the SCENARIO B referred in Recital 5):

2.1.1. By submitting the APPLICATION BIO-ALL, the PROMOTORS undertake to give equity (shares of the COMPANY) to BGI corresponding to the amount of 2% (three per cent) shareholding. The winner must provide equity of 3%.

2.1.2. Additionally, in the event that the PROMOTORS and/or the COMPANY raise financing (e.g. share capital, any type of loans, any type of financing, share premium) of at least  $\in$  200.000,00 (two hundred thousand euro), related to the PROJECT, the PROMOTORS undertake to give more equity (shares of the COMPANY) to BGI on an amount corresponding to the necessary amount that entitles BGI to a 3% (three per cent) post-money shareholding.

2.1.3. Additionally, upon occurrence of any other financing of up to  $\in$  500.000,00 (five hundred thousand euro), related to the PROJECT, the PROMOTORS undertake to give more equity (shares of the COMPANY) to BGI on an amount corresponding to the necessary amount that entitles BGI to maintain its percentage of post-money shareholding, as stated in 2.1.2.

2.1.4. If the financing is made not totally or partially in share capital but in other terms (e.g. convertible investment of any type, share premium or other situations), (i) BGI had always be entitled to all the rights referred before in this clause when the correspondent shareholding change occurs or (ii) if before that changes occurs there is a liquidity event (e.g. change of control transaction, dissolution, sell, exit, IPO or other situations) before BGI receives the shares of the COMPANY, BGI is entitled to the right at its option either of receive a cash payment equal to the amount corresponding to the agreed percentage post-money shareholding or receive the shares of the COMPANY corresponding to the agreed percentage post-money shareholding.

#### 2.3. If the PROMOTORES fit in the SCENARIO C referred in Recital 5):

2.3.1. By submitting the APPLICATION BIO-ALL, in the event that in a period of 3 (three) years starting on the 1st June of 2021, there is a Liquidity Event linked to the



PROJECT (e.g. any type of transaction or any type of remuneration linked to the PROJECT, e.g. sell or licensing of any type of "intellectual property" linked to the PROJECT), the PROMOTORS undertake to give BGI a cash payment equal to the amount corresponding to 3% (three per cent) of the outcome independently of the way the outcome is implemented.

<u>70</u>

#### CLAUSE 3

Taking into account that the "right of equity" here established is created to support the organisation of the accelerator, the PROMOTORS had not have any right to any amount in consideration of any of the attributions made to BGI under Clause 2 and of any other obligations stipulated in this Agreement.

#### CLAUSE 4

4.1. The PROMOTORS undertake to have the right of exclusive use of all "intellectual property" (e.g. registered and not registered) linked to the PROJECT and in case the COMPANY is or had incorporated they undertake to transmit to the COMPANY the right of exclusive use of all "intellectual property" linked to the PROJECT.

4.2. The obligation referred to Clause 4.1. had always be neutral regarding the "right of equity" of BGI, e.g. the transfer of the "intellectual property" had not entail any dilution of the shareholding held by BGI.

#### CLAUSE 5

This Agreement applies independently of the place or jurisdiction where the events take place (e.g. country of incorporation of the COMPANY, or country of the sell or licensing of the "intellectual property" linked to the PROJECT), being the PROMOTORS obliged to ensure and take all the measures required to execute this Agreement according to the specific place or jurisdiction.

#### CLAUSE 6

6.1. The PROMOTORS shall notify BGI of any fact referred to Clause 1 of this Agreement immediately.

6.2. The execution of the referred to Clause 1, including but not limited to the delivery and signature of all documents related to that execution shall take place at a date and place to be freely chosen by BGI who shall notify the PROMOTORS at least fifteen days in advance.

#### CLAUSE 7

The PROMOTORS undertake to do their best endeavours and to ensure and take all the measures required to achieve the purposes of this Agreement.



#### CLAUSE 8

In the event of default of the present agreement by the PROMOTORS, BGI may

enforce this Agreement in accordance with the terms established in article 830.° of the Portuguese Civil Code;

#### CLAUSE 9

Any dispute arising or in connection with this Agreement shall be finally settled by Portuguese Courts in Lisbon exclusively, ruling in accordance with the Portuguese Law.

#### CLAUSE 10

Any notice under this agreement shall be sent to the address above-mentioned.

The present agreement was prepared in two copies, of equal value, with a copy having been given to BGI and another to the PROMOTERS.

Lisbon, XX June 2021

BGI:

VENTURE PROMOTERS:



# 12.2. Non Disclosure Agreement Template

## NON-DISCLOSURE AGREEMENT

Between:

BGI, SA, private entity under public Portuguese law located at Avenida das Forças Armadas, 1649-026 Lisboa, Portugal, herein represented by its Directors José Paulo Esperança and Gonçalo Amorim, designated by BGI.

And

\_\_\_\_\_\_, (marital status) with residence at \_\_\_\_\_\_, city \_\_\_\_\_\_, state of \_\_\_\_\_\_, Identity document\_\_\_\_\_\_, from \_\_\_\_\_\_\_, and valid until\_\_/\_\_\_, and taxpayer card\_\_\_\_\_\_, from designated by Participant.

And

(name) _				_, (marital	status)	with r	esidenc	e at	, city
/	state	of _		, Io	dentity	docun	nent		, from
			, and	valid	until_	/	_/,	and	taxpayer
card		, fror	n designat	ed by Part	icipant.				

Or

\_\_\_\_\_\_,(Company name) with registered offices \_\_\_\_\_\_, (Official Address) registration ID: \_\_\_\_\_\_, VAT ID: \_\_\_\_\_\_, herein represented by its Chairman of the Board of Directors \_\_\_\_\_\_(full name).

Considering that:

• The PARTIES had participated in a training program in the field of common interest: Building Global Innovators.

• Since the beginning of the training program, in the referred field of interest, the PARTIES had disclosed technical, financial, organizational and other kinds of information.

• All the exchanged information must be considered as "Confidential Information".

• The "DISCLOSING PARTY" is the one that discloses, communicates or makes the Confidential Information accessible to the "RECEIVING PARTY".

• The "RECEIVING PARTY" is the one that receives or to whom is made accessible the confidential information of the "DISCLOSING PARTY".

Since the PARTIES want to establish and determine their obligations in respect to the confidential information recognized by this non-disclosure agreement, they both agree by this means that:

• For the purposes of this agreement, by "Confidential Information" is considered any information, document or content, partially or completely transmitted between the



PARTIES, by written, oral or by any other electronic support or form of communication that may include technical, financial, organizational, administrative or strategic information.

• The obligation to maintain secrecy regarding the confidential information as defined in the previous paragraph remains after the term of this agreement, in respect to any information received by that date, although this agreement is terminated or rescinded by any of the PARTIES, and yet, the RECEIVING PARTY must observe the provisions of paragraph 8.

• The information must only be disclosed between PARTIES towards the development of their duties during the training program.

• The RECEIVING PARTY is committed to ensure all appropriate measures with the proper knowledge and fulfillment of obligations to which it binds by this agreement.

• In addition to the preceding paragraphs, the RECEIVING PARTY undertakes not to use any Confidential Information provided under the development of this Agreement, unless written consent of the DISCLOSING PARTY.

• The RECEIVING PARTY undertakes to separate the Confidential Information of others' confidential materials to prevent mix.

• The RECEIVING PARTY is expressly prohibited from undertaking all or part of any copy of Confidential Information and make any changes to its contents or disclose to third parties in whole or in part and under whatever pretext, that information, unless this is legal or legally required.

• Whenever the DISCLOSING PARTY so requests or in the term of this Agreement, the RECEIVING PARTY shall return all data or information pertaining to the DISCLOSING PARTY or by this provided under this Agreement or, alternatively, proceed with the destruction upon written authorisation of the DISCLOSING PARTY.

• Disclosure of Confidential Information under this Agreement shall not be considered neither the presumption, in any case, the assignment to the RECEIVING PARTY from any licenses, permits, property rights or other related figures on such Confidential Information.

• The PARTIES undertake not to use the Confidential Information for their own benefit neither for the benefit of third parties, in any way and for any purpose, including, patenting, own use or licensing.

• It is not considered Confidential Information,

a) The information available to the general public;

b) The information that both PARTIES agree by written, on the possibility of disclosure.



<u>73</u>

• The DISCLOSING PARTY shall not be responsible under the RECEIVING PARTY or third parties, by the use of the Confidential Information disclosed under this Agreement.

• The breach of confidentiality, duly verified, without the express consent of the DISCLOSING PARTY had allow the immediate termination of this Agreement without any burden on the DISCLOSING PARTY. Since the default in obligations under this Agreement had PARTIES incur civil and criminal liability in accordance with the law in Portugal.

• The present Agreement is effective from the date of signature until the completion of the program underway, we mean the selection phase and Go-to-Market, and no possibility of extension covering the Confidential Information, prior to conclusion of it, has already been discussed between the PARTIES.

• The PARTIES may, unanimously, revoke this Agreement; inclusively any of them could still denounce it by writing within at least sixty (60) days.

• The present Agreement constitutes the embodiment, in full, for the PARTIES and any change or amendment shall be done in written and shall be signed by both PARTIES and had assume the nature of an addition to this Agreement.

• In the event that any clause or provision of this Agreement is declared invalid or unenforceable, it had not affect any other clause or provision contained, which shall remain valid, provided that their initial purpose has not been altered or impaired.

• This Agreement shall be governed and interpreted according to the Portuguese law and the adjudication of any dispute concerning the interpretation, implementation or enforcement of this had the territorial jurisdiction of the Bar of the District of Lisbon, with express waiver of ant other.

This Agreement was celebrated in Lisbon, on the \_\_\_\_\_(date) 2017, in duplicate for both PARTIES, consisting in 4 pages just front, which had initiated and signed by both PARTIES, being equally authentic.

José Paulo Esperança (BGI SA, President)

BIOHEALTH GEAR BOX ALLIANCE

Gonçalo Amorim (BGI SA, executive Director)

(On Behalf of Action Plan Manager



<u>74</u>

(Name) Chairman of Board of Directors)

(Team Participant on BGI Accel



# 12.3. BIO-ALL Success Fee Stipulations

# Defining the programme in respect to the seed companies status and the success fee:

WP4 members together with the accelerators of the Bio All programme had run a support programme for the selected seed companies comprising also an initial investment (5K) with investment aiming to grow early-stage businesses in a short space of time exponentially. Besides the initial investment, seed companies participating in the programme had also benefited from 40300 Euro of services detailed below.

The seed companies were selected through an open application process. Seed companies that had participated may range from idea-stage to half-built/ functioning prototype for MedTech or terminated preclinical research for pharma. They must have the criteria of innovative start-ups or the programme could help them create one if they are in the idea stage.

# **Definition of Innovative start-up:**

A company can be named as a startup when it fits some particular prerequisite defined by the law, it is important that it is *recently established* or established for less than 5 years.

Furthermore, it has to have an annual production value of *less than 5 million euros* and does not have to distribute or have distributed profits. It is important that the corporation has an exclusive or prevalent purpose of development, production and marketing of *innovative products or services with high technological value.* 

Furthermore, it is not constituted by a merger, corporate demerger or following the transfer of a company or business unit; and it has to possess at least one of the following three innovation indicators:

- share equal to 15% of the greater value between turnover and annual costs is attributable to R&D activities;
- the total workforce consists of at least 1/3 of doctoral students, research doctors or researchers, or at least 2/3 of members or collaborators in any capacity in possession of a master's degree;
- the company is the owner, custodian or licensee of a registered patent (industrial patent) or holder of a registered original computer program"

# Why focus on innovative start-ups:

With the aim of encouraging the creation and growth of new companies driven by innovation and high-technology value, the Italian government is feeding a corpus of regulations companies can draw upon promoting the development of "innovative" start-ups (according to Law 221/2012) providing several benefits.

# Access to funds and credit advantages:

- cost saving with reference to stamp duties and fees incurred and due for the obligation of registering within the Chamber of Commerce; and
- exemption up to EUR 50.000 for set-off of VAT credit with other taxes (instead of EUR 15.000).



The support programme takes the form of the **BIO-ALL GEAR BOX ACCELERATOR** lasting 180 hours. Besides the initial investment, the programme had provided: co-working and regular interactions with the management spaces team, networking/mentoring Opportunities, a training component (Master Classes, and Workshops) and Demo Days (which had provided credits valid in EU HE systems: 15 ECTS). Moreover, the programme had also provided opportunities to access networks of angel investors.

In a nutshell, the programme had grant initial investment, know how and training that had translate in:

Concept development

Business model implementation (review business plan, go-to market strategy, target market/Customers/Countryselection).

# Success fee proposal:

On the basis of the reported model of programme and EU analysed data, we propose for an initial investment of 5K, 2% equity.

## **Bibliography:**

Innovation Accelerators: Defining Characteristics Among Startup Assistance Organizations, C. Scott Dempwolf et al, 2014 .

**What is a startup**: the definition of innovative startup was introduced by article 25, paragraph 2, of Decree-Law n. 179/2012



# 12.4. Go To Market Template

The Go to Market plan cannot exceed 20 pages long, to which you can add a maximum of:

- ✤ 1-page cover sheet
- ✤ 1-page Table of contents
- ✤ 5 pages of appendices.

Additional notes:

- Bear in mind that disrespecting general format had lead to automatic disqualification of your submission – for further information please refer to the rules & regulations available online.
- Work with your mentor to get feedback on a weekly basis as you build it to a cohesive and incisive, winning Go to Market plan.
- Be as concise as possible, avoid redundancies and focus on what's really important. Always quote your sources to support your claims.
- Use the following document as a checklist for the items that the Jury of the Global Building Innovators Venture Competition considers critical at the stage you are in.
- Before submitting the final version, use the Jury scoring sheet template to make sure you have addressed clearly all aspects in which your Go to Market plan had assessed.
- Good luck and let's build great start-ups together!

Table of contents



Recommended Go to Market plan page: 3

Executive Summary	1
I. Business opportunity	3
II. Background	9
III. Go to Market strategy	13
IV. Milestones and Action Plan	16
V. Investment and key financial indicators	
VI. Major risks and mitigations strategies	20
Appendices	

**Executive Summary** 

BIOHEALTH GEAR BOX ALLIANCE



Recommended Go to Market plan pages: 1 (may use 2).

Provide an overview of the business opportunity identified by closing with the investors ask to achieve what, by when. Provide 6 to 8 paragraphs on:

- 1. The problem (market opportunity) that you are targeting and why
- 2. Sources of your superior product or service, vis-a-vis your competitors, basing yourself on your unique technological capabilities
- 3. As much as possible evidence of these superiority, based on customer feedback, market and technical validations already carried out. Focus on tangible metrics (eg. resources and time saved)
- 4. Now translate these advantages to a market opportunity (€€), by providing some idea of the verticals that your company had target, when. Include a description of the "product", operations (channels, Time-to-Market)
- 5. Describe exactly where you are as a company (existing or to be), founders structure, financing rounds made, team key competencies, what makes you different from the crowd (background, key experiences and achievements)
- 6. Investment and type of investors sought (angel, partner, institutional or corporate VC) & key financial highlights (what exactly had you achieve with the funds, where had you be as a company) and 3 possible exits for investors at the end of the investment period.

Replace with Your Logo	Elevator Pitch:
Contact: Your Name  CEO email@email.com Tel. (+351) 00 000 00 00	Market Validation:

Executive Summary



Funding:	Problem:
\$500K bridge to Series A (example)	
Use of funds:	Solution:
Business development, product development, etc.	
Reach profitability:	
Break-even on year 2. Profitability on year 3 (Example)	
Competitive Advantage:	Technology:
Founding Team:	Market Opportunity:
Member 1, Co-founder and CEO, short experience description. Member 2, Co-founder and CTO, brief description.	
Member 2, Co-founder and	





I. Business opportunity Recommended Go to Market plan pages: 4-8

Checklist – make sure you have covered the following key information (tick the box):

1.What is the problem you want help solving?	
2.What are the current, existing options? Provide as many details as possible on the description of the "state of the art", existing competitor approaches.	
3. On a conceptual basis, what can be improved?	
4. Who suffers most from that problem? Characterize potential customers (verticals)	
5. Now describe your unique solution	
6. What makes it unique?	
7. How can your solution help your potential customer solve his problem?	
8. How did you come to this solution (could be just an idea or prior experience or X years of research, or accidental)	
9. When did you realize that you were on to something? i.e. What evidence have you collected that your solution was really as really cool, great, novel and desired?	
10. Can you characterize the problem in meaningful and quantifiable terms (time wasted, resources wasted etc.)?	
11. How is he/she addressing it right now?	
12. How much money is your customer spending right now with current solutions? How much of that do you intend to displace?	
13. How many (#) customers suffer from the problem you are trying to solve?	
14. Now quantify the business opportunity (# customers x $\epsilon$ /customer)	



<u>83</u>

# II. Background Recommended Go to Market plan pages: 9-12

Checklist – make sure you have covered the following key information (tick the box):

15. When was your company funded (or when had you fund the company) and where and by whom? What were your goals and aspirations? Are you a start-up or a spin-off? Do you own/licensed your IP? Are you part of another company?	
16. Describe in detail key milestones already achieved, including awards, exploratory contacts with prospective customers (quote them on what they have to say on your solution, if you can (always seek permission). Or even better describe prototypes and customer validations done with customers (show key metrics). Any agreements with distributors, nature etc.	
17. Describe your current team in detail, their competencies and their achievements that are relevant and aligned to your goals.	
18. Describe your advisory board as well as any other key connections that you might have with industry or academia (access to knowledge). For each advisor, describe briefly profiles and key roles and objectives.	
19. Describe in detail what you have now – your solution (inc. validations). Stage of development, functionalities etc. and how much you have to develop (money & time wise). What's your current IP and protection strategy?	
20. Describe your goals and aspirations. Why are you seeking investment (focus on key team assets that you need to acquire to achieve what, by when and in what geographies.	
21. Provide the founders vision for the company – what you want to become, how are you going to change the world and why was anyone care. Be ambitious, but don't lose sense of reality. Focus on what you can and know how to do.	



BIOHEALTH GEAR BOX ALLIANCE

22. Provide the current position in terms of corporate structure: equity stakes, all shareholders shares (& future options), any current sources of funding secured (grants, sales, services etc.). How are you being funded now and in the foreseeable future? What is your current monthly cash burn? Break them down in payroll and other. How long had your funds last for? (eg. if your plans for additional are delayed)	
23. Describe your legal (lawyer, IP) and financial (accounting) advisors. If you have historic data in terms of accounts, you are encouraged to provide some information on the lateston latest FY balance sheet (Assets and any liabilities), Income statement (sales, cost structure etc.)	
24. Why now? What are the next steps the company had taking and why now? What evidence do we have that now is the right time and not too late or too soon? We want to see signs of maturity, a logical story.	



BIOHEALTH GEAR BOX ALLIANCE

III. Go to Market Strategy Recommended Go to Market plan pages: 13-15

25. Showcase pilot(s): describe in detail what these consisted in (or had still have to consist in), what they were designed to achieve, how they were deployed and where. What were the key findings and outcomes for you and for your potential customers (who were they, representative of what verticals). For IT & Web based pilots, provide key metrics such functionalities developed, customer acquisition traction, conversion and bounce rates, etc.

26. Detailed solution overview: provide a detailed description of your product or service, use graphical and image aids whenever possible. Benchmark against competitors – direct and indirect (table with top key attributes, say 6, including price, key benefits, rank all of them on a scale 1 to 10, ten being the highest and 1 the worst). You are encouraged to use the following standard:

- ♦ For: target customer
- who: quantified statement of the problem (critical issue the customer faces),
- the: product/service
- is a: (generally understood) product/service category
- that: quantified statement of most compelling benefits (not just features) provided to the customer
- Unlike: competitors and competitive alternatives (state of the art), our statement of primary differentiation of the product/service.

27. Competitive landscape: describe who the competitors are and the industry (consolidated, fragmented, size -  $\in$  & volumes - and growth rates), the incumbents market shares) and the key dynamics (barriers to entry, cycles, profitability and margins etc.). How is this set to evolve in the future? Quote your sources.

28. Differentiation: What are your key advantages (solution-based)? Provide an honest comparison and describe in detail the advantages and disadvantages of each feature against competitors'. Be as honest as possible. How do you propose to use these to build a company? Why? (key validations) - What key steps had to be taken to be in the process?



29. What's then your strategy to gain market traction, i.e. Business tactics (pricing, revenue sharing)? Value propositions (in respect to specific verticals), business model(s) (explore the BM canvas), key partnerships (channels), customer acquisition strategies (inbound mkg), key opinion leaders (KOL)? Why had the KOL listen to you rather than to other emerging start-ups? What's your plan on how to handle and persuade them? And then, how had you cross the chasm? Why had you be under the media radars?

30. Operations: Focus on the supply chain (costs), from design to manufacturing (if applicable) to delivery of your solution; sales model (and cycle), customer co-creation, key channels, maintenance required (servers, after sales service). What competencies are going to be built inside the company and what had outsourced.

31. Pricing strategy with respect to each vertical: validation and gross margin breakdown. Growth paths and options. Consider the following:

- What are the key cost components of your product and/or service?
- What is the total cost of the product and/or service?
- What is the competitor's cost structure?
- What could then be your pricing?
- Are you in a tight margin industry? i.e. very aggressive in terms of pricing?
- What is the value generated to the customer?
- How do you determine that value? Do you generate value in terms of cost savings, increased margins, etc.? (see business model canvas – Value proposition models)
- Your combined value proposition and pricing had determine your likely market (segments) share (%)



IV. Milestones and Action Plan

Recommended Go to Market plan pages: 16-18

32. Where are you and what has been achieved	
33. Plan the product (& customer) development (including key validations)	
<ul> <li>34. Provide and explain in detail your Milestones, Actions and Timescales - MAT's (3, 6, 9, 12 up to 18 months):</li> <li> <ul> <li>Must achieve Milestones (to increase you venture value to a pre-money valuation of 1 to 2M€)</li> <li>Which specific Actions (or activities) have to be taken for that valuation to take place</li> <li>To be achieved in a defined Time (bear in mind the window of opportunity and market dynamics)</li> </ul> </li> </ul>	
35. What specialized resources do you need to achieve them? The more you de-risk via meeting the set milestones, you had use them as a tool to reduce cost of capital by as much as 40%!	
<ul> <li>36. Use of funds: Can you do a lot with little? Can you bootstrap? Provide evidence of this. Don't forget that you are competing for a non-dilutive financing award of 100k€ (at track finals) and 200k€ (at Grand finale). Convince the jury by providing MAT's that had act as KPI's for doubling your financial awards (if selected). They must be:</li> <li> Realistic</li> <li> Achievable</li> <li> Measurable</li> <li>Budget them so that we can see that 100k€ of "smart" funding can multiply into 10x or 20x which is the goal the BGI venture competition.</li> </ul>	
37. What if you run out of funds? What's your bootstrapping strategy?	



V. Investment and key financial indicators Recommended Go to Market plan pages: 19

38. The Financial Model is built on your Business Model, and on the Roadmap to develop your Go-to-market strategy. Details major COSTS and REVENUE forecasts. Provide clear answers to:

- 'How much is this business opportunity worth?'
- 'How much funding had we need to make this work?'

39. Based on sales forecast for 5 years (clearly state & justify the assumptions used):

- Income statement
- Cash-flow statement (Balance sheet optional)
- One or more indicators: NPV, IRR, Payback, etc.

VI. Major risks and mitigations strategies Recommended Go to Market plan pages: 20

40List the top 10 items that could go wrong, inherent risks and rank the likelihood of each of them .occurring (are they dependent or independent?)	
41. Identify plan B for each of them	
42. Estimate resources (Human and Financial) in case needs to be executed	
43. Identify the big options that might open up later in the execution.	

Appendices Do not exceed 5 pages





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