

On Monday, 09.02.2015, the new discussion series "**The Spirit of Entrepreneurship**" organised by NTUA, AUEB and KAS Greece was launched. The first event focused on how to start up in health and medical technology sectors. Young and old start uppers met with prominent researchers, students and young entrepreneurs. They discussed their personal start up cases and provided a valuable inside of their sector to the audience.

Dr. Margret Moré, the Regulatory Affairs Manager of DendroPharm GmbH, opened the presentations round. DendroPharm's emphasis is on Dermal Drug Delivery and they have already filed 2 new patents in 2014. Dr. Moré focused on the ways the company gained access to sufficient funding (personal savings, University support, Investment Bank of Berlin) and how the Start Up developed. While presenting the team she pointed out that their Start Up is a family business aiming to build a company with sustainable growth.

Dr. Persidis, Co-Founder and CEO of Biovista, was the next one to hold his presentation. Biovista was one of the first companies to do drug repositioning and combination of therapies. It has been on the run for almost 20 years now, establishing its way through the market. Dr. Persidis focused on the first years of their development, where he also pointed out that the company was built by his and his brothers' aspirations to see something new in their field of work and studies. Focusing on their first funding phases he pointed out how hard it was to convince people to trust them and their idea and how smoothly it went after that.

Dr. Valavanis and Dr. Pilalis, both Co-founders of E-nios, took the baton in order to present how they use data analysis in order to create personalized medicine and reduce healthcare costs. Their small team had worked together 4 years before forming E-Nios as a spin-off of the National Hellenic Research Foundation. Still in their first steps the team members presented their first two software products ready to enter the market, followed by a service product in short time.

Dr. Christodoulou, Co-Founder and Chief Scientific Officer of Miroculus, held the closing presentation. Miroculus, formed by an interdisciplinary and international team has developed a way of using microRNAs in order to diagnose almost any type of cancer through a single blood sample. Dr. Christodoulou focused on their funding methods.

After the completion of the presentations **Mr. Rizopoulos**, host at the TechTalkCentral Web radio and moderator of the event, urged the discussants to hold an internal round of questions before the floor opened to the public.

The biggest difference among the Start Uppers was the fact that the German Universities facilitate the Start Ups with employment and space, in contrast to the Greek ones, and the way that investment banks are actively involved in supporting

the entrepreneurs. On the common side of comments where found the team dynamics, motivation and hard hours of working in order for the Start Up to be created, established and run.