

# "Tech coaching at the National Technical University of Athens: The role of Innovation and Entrepreneurship Unit and the incubator EPI.noo (Invent)"

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"Research, Innovation and Entrepreneurship: A new agenda for the enhancement of structural competitiveness"

Goethe-Institut Athen, LIEE/NTUA and GFOSS – Open Technologies Alliance Conference, 26-27 November 2018, Athens

# The Greek ecosystem of Innovation and Entrepreneurship: Entering a new phase

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- Entrepreneurship is a very heterogeneous concept. Entrepreneurial activity a very diversified practice.
- The number(s): 1127 (Grant Thornton, 2017), 1000 (Marathon), 600 (other estimates), 100 (Big Pie, 2013-2017)
- From raising awareness and awards to acceleration and incubation.
- First remarkable success stories.
- From Appreneurship (a lot of simple easily imitated apps) to more sophisticated Knowledge Intensive Entrepreneurship and Deep technology Ventures.
- Innovation and Entrepreneurship Units → Incubators
- Not only start-ups and spinoffs, but also technology transfer schemes.
- An interest and initial commitment from the Large Firms and the Sectoral Associations of Firms in Greece (a variety of initiatives).
- The innovation chain: Filling gaps and establishing links.
- Equifund as a “Fund of Funds” and the creation of 9 funds for seed capital, innovation promotion and business growth capital. The role of incubators and business angels.

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- Mobilisation of research teams (“B2B” type).
- From research contracts to products (plus services).
- The importance of “individualised coaching schemes”. The role of mentors.
- Availability of human networks (coaches, mentors, evaluators).  
The network of graduates (Alumni Networks, ad-hoc networking):  
a great way for graduates to advise, mentor, and connect with current students.
- International Cooperation. From benchmarking to benchlearning
- IP protection? Urgent need for clarification of IP regime.
- First patent and then publish? A critical decision for researchers.
- Achieving a balance between IP protection and Open Innovation.
- To patent or not patent? A fundamental dilemma for startups.
- What is at stake: A new era for Start-ups/ spinoffs in Greece?

# The Invent ICT initiative

Invent ICT is, an incubating programme for innovative, deep-tech entrepreneurship, an initiative of:

- **EPI.noo - ICCS/NTUA**: Innovation and Entrepreneurship incubator
- **ID-GC**: non-for-profit organization,
- with the support of the **Greek Mobile Operators Association**,

Aiming at the support & development of sustainable companies in the field of Information and Communication Technologies or the application of ICT products/services in other sectors.

Collaborating Universities



# How we stand out

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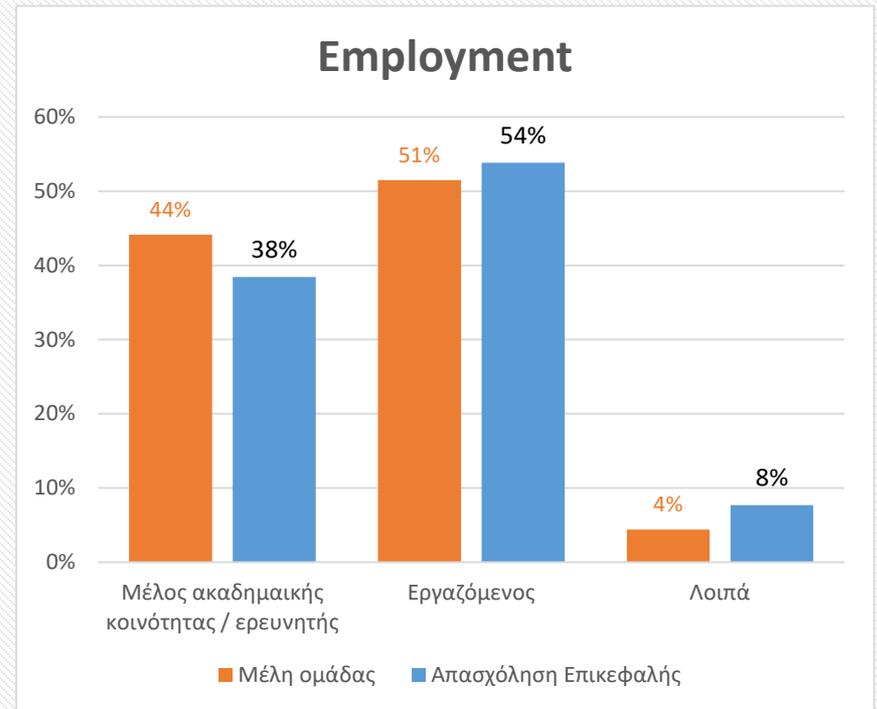
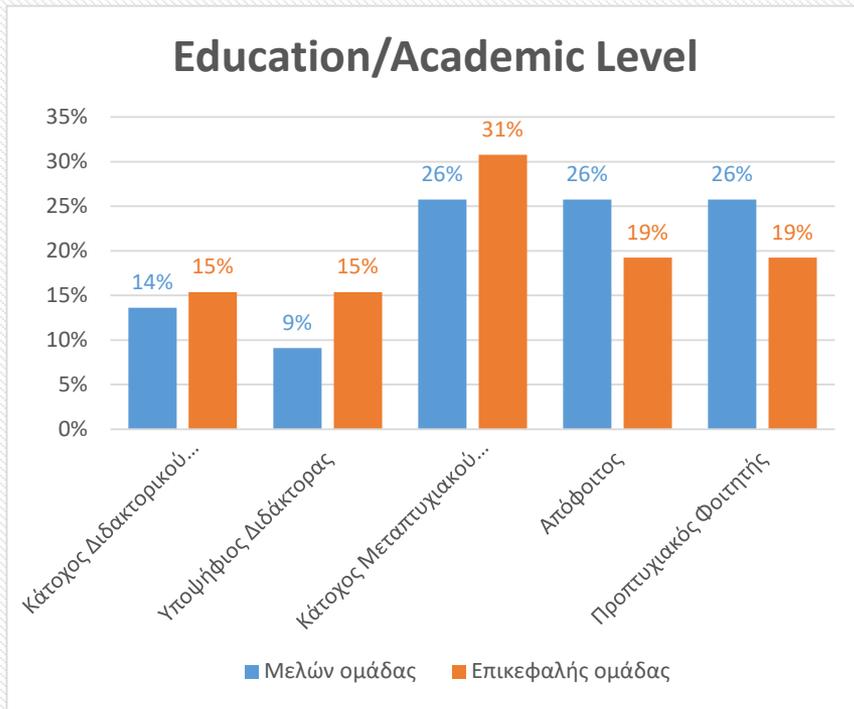
- Notably bring together academia and industry to exploit research results with high technology content
- Both focused and wide-ranging as it based on information and communications technologies that are of general application in almost all industries and sectors of the economy (ie energy, environment, manufacturing)
- **Individualized coaching and mentoring,**
- Application of international good practice, in cooperation with S.O. Kwadraat - non-profit Belgian organization, associated to the University of Leuven, which has been declared– for the last two years - in this field as the most innovative European University,
- Support and engagement of experienced market executives and NTUA graduates.

# 1<sup>st</sup> Circle Facts

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- **64** submitted proposals
- **183** participants
- **12** teams graduated + **6** continued to 2<sup>nd</sup> Circle
- **31** active mentors
- **>80** mentoring & coaching sessions & **>300** hours of individualized support
- Participated in **15** events and organized **6** events
- **2** missions abroad (4 teams @4YFN, 2 teams @Arch Summit)

# Submissions' Quantitative data - 2<sup>nd</sup> Circle (2)



- High Academic/Educational background (30% PhD holders & PhDc, 31% holders of Master's degree)
- 1 in 2 is member of the academic community or researcher

# Graduated Teams – 1<sup>st</sup> Circle

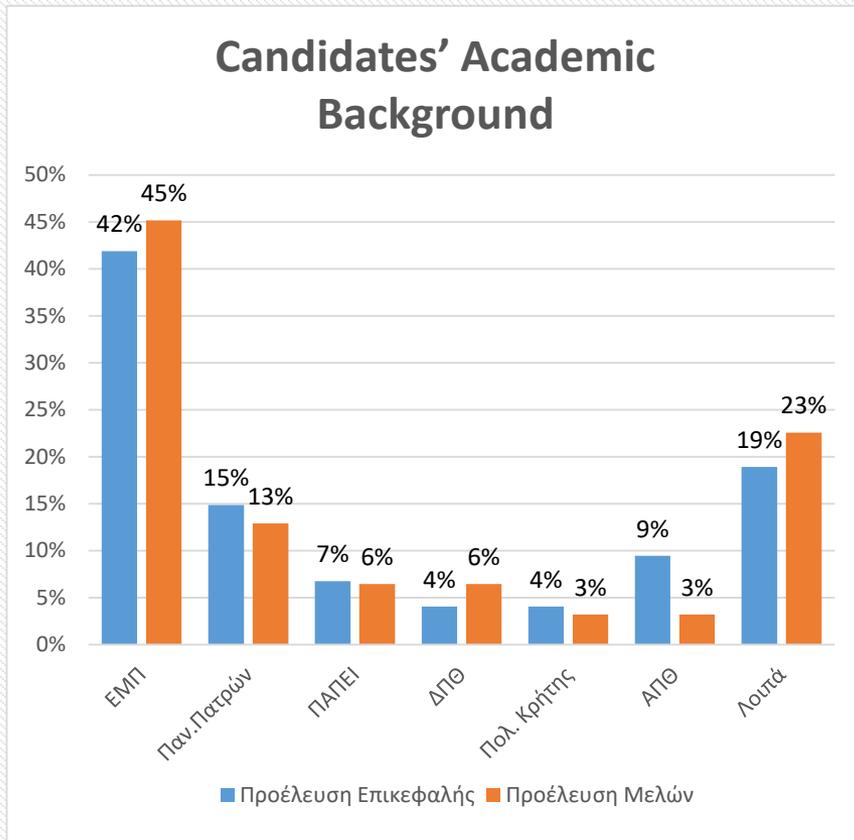
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# Submissions' Quantitative data - 2<sup>nd</sup> Circle (1)



- 45 submissions
- 131 team members
- 1 out of 2 participants come from the NTUA (1 out of 2)
- Notable presence of collaborating universities (1 out of 4)
- Wide range of application areas



- world-leader in application acceleration using FPGAs in the cloud
- Official Standard Technology partner of Amazon
- InAccel Inc. has raised a total of \$600K in funding over 1 round.



## purposeful

- Discover alternative effects for existing drugs using its advanced computational workflow.
- € 200K Pre-seed investment
- Highly skilled team from various sectors (Artificial Intelligence, Data Mining, Machine Learning, Pharmaceutical)



- Reliable, reactive sensor boxes for air quality and energy-efficiency
- Founders with 18 years experience in industry, research in systems, sensors and IoT.
- Prototype testing in industry



- Interactive storytelling game for children with Type 1 Diabetes Mellitus
- Produce personalised recommendations in order to support healthcare professionals in clinical decision making
- Contracts with pharmaceutical and insurance companies

# Teams/Firms – inventICT 1<sup>st</sup> year

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# Innovation and Entrepreneurship Unit (IEU)

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- The Innovation and Entrepreneurship Unit (IEU) of the National Technical University of Athens (NTUA) was established in 2011 within the framework of the Employment and Career Structure and is funded by the National Strategic Reference Framework. Its aim is to support NTUA community in valorizing research results and knowledge created in the NTUA.

Specifically it aims at:

- Promoting entrepreneurship as a potential career choice for NTUA graduates.
- Developing the skills needed for founding and running a business through courses, seminars and business game.
- Supporting individuals or teams who wish to found their own business, starting from the initial idea phase to incorporation.

In order to achieve its goals, IEU is undertaking a variety of actions across five dimensions:

- **Education**
- **Coaching**
- **Documentation Center (topics related to innovation and entrepreneurship)**
- **Networking**
- **Research**

# Coaching activities – IEU/NTUA

Total number of beneficiary persons	Total number of beneficiary teams	NEWLY ESTABLISHED VENTURES
233	92	11



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<http://www.crowdpolicy.com>



web4thejob.org

<http://web4thejob.org>



<https://www.easykenak.gr>

appraisify  
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<http://appraisify.com/en/>

Tradescraper.com

<http://tradescraper.com>

E-NiOS  
e-Noesis Inspired Operational Systems

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[Simple New Ideas P.C.](#)



CHEMIECON



# Networking

