



# EIT DIGITAL

Open Innovation Factory 2024 – Cutoff 2  
Information Session – 9<sup>th</sup> of September

# Welcome!

## Information session Open Innovation Factory 2024

### YOUR HOSTS



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Interim Head of Acceleration  
and Growth



**Ana Gonzalez**  
Innovation  
Analyst



**Antonio García-Hortal**  
Innovation  
Lead

# Today's Agenda

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**15:00** EIT Digital Introduction

**15:10** Open Innovation Factory 2024 Cut-off 2

**15:40** Success stories

**15:50** Next steps

**16:00** Q&A

# EIT Digital is an impact organization

Our ecosystem keeps growing

4,000+ talent pool

1,000+ investors

€250M+ EU funding

60 universities

350+ partners

23 offices

500k MOOC learners

500+ startups

Hub in Silicon Valley

# Boots on the ground with 23 offices

  
Silicon Valley Hub



  
EIT Digital Office

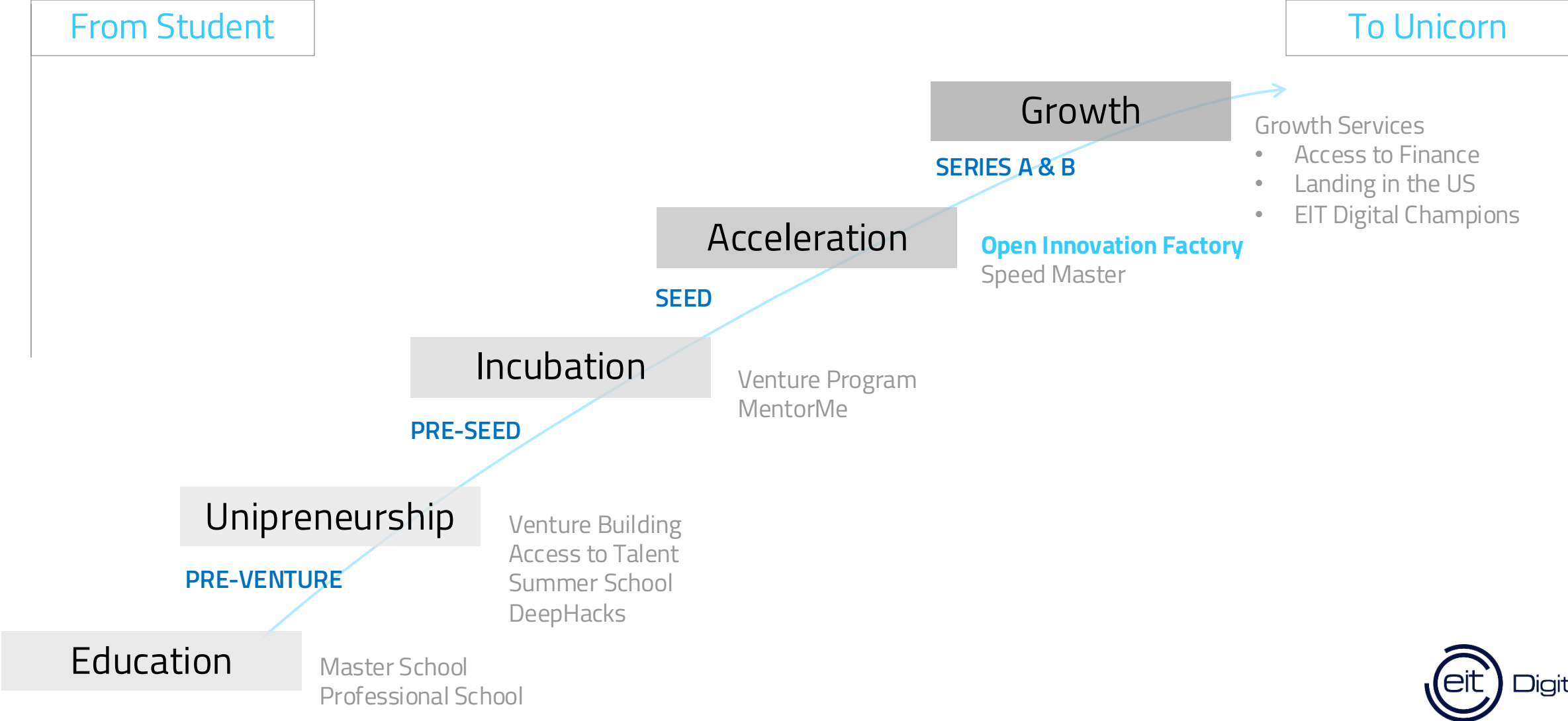
  
in progress

# 600+ ventures emerging from the EIT Digital ecosystem



# Unrivalled **entrepreneurship** initiative

From students to unicorns



# EIT Digital Open Innovation Factory

From product-market fit to scalable revenue



# EIT Digital **Open Innovation Factory**

**€400k**

**Financial support**  
provided by EIT  
Digital

**>5.5%**

**Equity**  
requested

**6**

Months long  
**program**

**€10k**

Revenue goal to  
**validate**

**Boost your startup** with customers and technology providers within EIT Digital's extensive ecosystem of 350 partners and 21 European locations.

A program for fast-growing young ventures that are **registered after Jan 1., 2020 and have traction**

We connect you with 1 000+ EIT Digital **VC/CVC partners** and **Business Angel Networks**

# How do we help?

## Gateway to European Digital Innovation

EIT / EU validation  
Connection to other KIC programs  
EU calls joint application

## Access to EIT Digital Ecosystem

Customers  
Investors  
Service providers  
Access to Talent

## Visibility

Promotion  
Online and events  
Spotlight

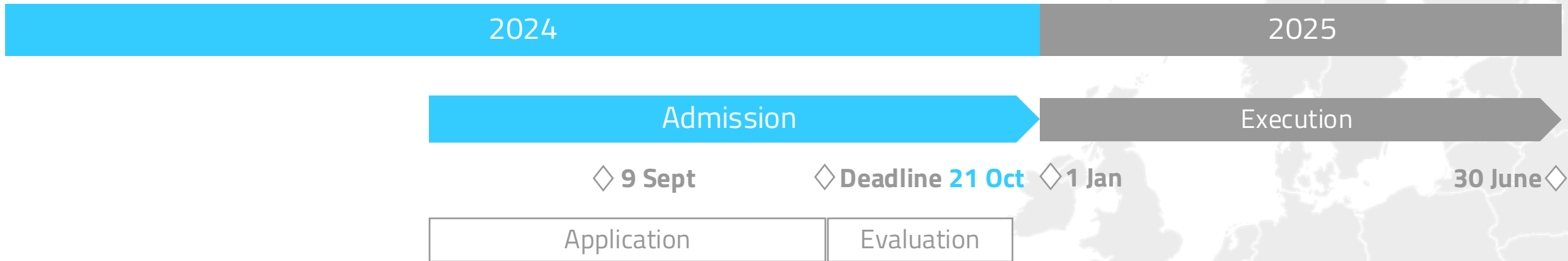
## Training, mentoring

SpeedMaster executive trainings  
Mentoring, coaching

We'll work together to make the startup a great European **success!**

# Open Innovation Factory 2024 is open!

Apply to Cut-off 1



**2-4 partners**

**2+ countries**

If you are not a partner yet, you need to become one **by the start** of the activity (1st January)

# Open Innovation Factory 2024 is open!

## Strategic Focus Areas



### Digital Tech

**Inventing the digital future with core technologies providing secure, robust, responsive and intelligent communications and computation.**

- *Keywords: Connectivity, Cyber Security and Privacy, Blockchain, Internet of Things, Artificial Intelligence, Big Data, Digital ID Management, Cloud Computing, Machine Learning, Authentication, Biometrics, User Behaviour Analytics.*



### Digital Cities

**Serving the cities with digital technologies address urban mobility, citizen inclusiveness and engagement, and city safety.**

- *Keywords: Smart City, Smart Mobility, Safety & Security, Urban Development, Autonomous Driving, Citizen Services, Citizen Participation, Environmental Management, Energy Management, Sustainability.*



### Digital Industry

**The digital transformation of the industry, from production to logistics to retail.**

- *Keywords: Smart Manufacturing, Predictive Maintenance, Industry 4.0, Energy Efficiency, Resource and Asset Management, Retail, Logistics, Customer Experience, Supply Chain Management, Image Recognition.*



### Digital Wellbeing

**Safeguarding health for the youth, the working professional and the elderly by analysing sensor data.**

- *Keywords: Wellbeing at Work, Self Monitoring, Prevention, Early Detection, Assisted Living, Occupational and Personal Health, Rehab, Mental and Physical Impairment Support, Coping with Chronic Diseases.*



### Digital Finance

**The disruption of digital transactions and institutions with technologies that allow transparency, efficiency, security and trust.**

- *Keywords: Banking, FinTech, Payments, Insurtech, Wealth/Asset Management, Cyber Security, Big Data, Mobile Banking.*

\*For more information about the five Strategic Focus Areas, read our [https://www.eitdigital.eu/fileadmin/2021/publications/sia/EIT-Digital\\_SIA\\_2022-2024.pdf](https://www.eitdigital.eu/fileadmin/2021/publications/sia/EIT-Digital_SIA_2022-2024.pdf)

# Find **your partner** for Open Innovation Factory!

## Startups

- Pitch deck
- Video introduction
- Partner(s) you'd like to work with

## Corporates

- Problem, issue or challenge you're facing
- Ideal Open innovation partner(s) you're looking for

## Academia

- Research area, experience or expertise
- Partner(s) you'd like to work with

**Matchmaking Form submissions available NOW!**

(link available on website)

**EIT Digital team will help you find your ideal partner!**

# EIT Digital **financial** support

## Grant model

Up to **50%** of eligible costs

Financing up to **400K€** for the project

## Payment model

Partial **prefinancing** of total grant during the activity

Reimbursement of actual costs **upon delivery**

Final reimbursement max. **12 months** after the start of the activity!

## Equity transfer

5.5 – 12%, less than 5.5% offered will be rejected

Transfer requires no additional payment

## Financing timetable

P r e f i n a n c i n g	10 %	Beginning of the activity
	Up to 25%	Mid term evaluation
	Up to 25%	End of activity and reporting
	Up to 40%	After final delivery evaluation

# 4 dimensions for a **strong** proposal

Same as applying for VC funding.

## **Problem - Solution Fit**

Solution solves a valid problem  
Traction is already there  
Business model proven  
Startup is a DeepTech one

## **Market**

Market is large enough to achieve  
5-10x growth in 5-7 years  
Solid USP to get a visible portion  
of the market

## **Venture Team**

DeepTech expertise  
Full, committed team  
Clear IP situation  
Strong entrepreneurial CVs

## **Finances**

Resources in financial plan (from  
partners, investors, founders,..)  
Commitment letter from  
investors to join the round



# Success Stories



# Success story: Ariadne Maps (2019)



**ARIADNE Maps** develops a patented indoor location technology that provides high-accuracy people movement analytics while fully preserving privacy.

## Partners:

- TU München (GE): IP provider
- Ariadne Maps: Solution owner
- Nokia Hungary (HU): Testing

**Customers include:** DB Bahn, Heathrow airport, Edeka

**Investors include:** Marathon VC, Sasya Terra, angel investors, Lamda Development

**Closed 2M seed (2021), then 7M series-A (2023)**

# Success story: AI for Alpha (2021)



## For Alpha



**AI for Alpha** has developed a robust tool that uses Artificial Intelligence to identify key variables to be considered on an investment decision, helping asset managers to build better performing portfolios.

### Partners:

- Ai Square Connect (FR): Tech provider
- Lombard Odier Asset Management (SUI): customer

**Customers include:** Lombard Odier, Societe Générale, HOMA Capital or wealth manager Meilleur Placement

**Created as part of an EIT Digital Innovation Factory in the 2021 program, closed a funding round with French angel investors during the 6 months of the project.**

# Success Story: BioSimulytics (2022)



**biosimulytics**



Machine Learning molecular simulation for early-stage drug development to accelerate bringing new medicines to market

**BioSimulytics** has developed a method, subject to an international patent application, for crystal structure prediction (CSP) for determining the most stable configuration of a drug compound, generating significant savings for the pharma industry.

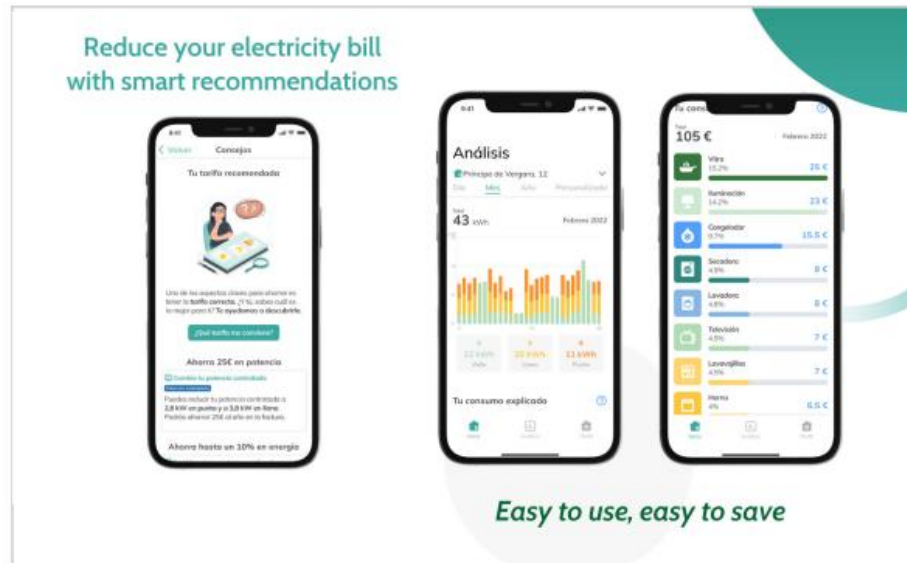
## **Partners:**

- BioSimulytics (IE),
- UCD (IE),
- University of Chemistry and Technology (UCT) Prague

**Customers:** Sanofi, Nuvation Bio

**Investors:** BioSimulytics have been selected by the EIC with financial support Grant-First 2.5M€ followed by Equity 6.1M€

# Success story: Clevergy (2022)



**Clevergy** has developed a platform that uses advanced mathematics and machine learning to model the consumer electric consumption without deploying hardware in the houses, using NILM (Non-Intrusive Load Monitoring) algorithms.

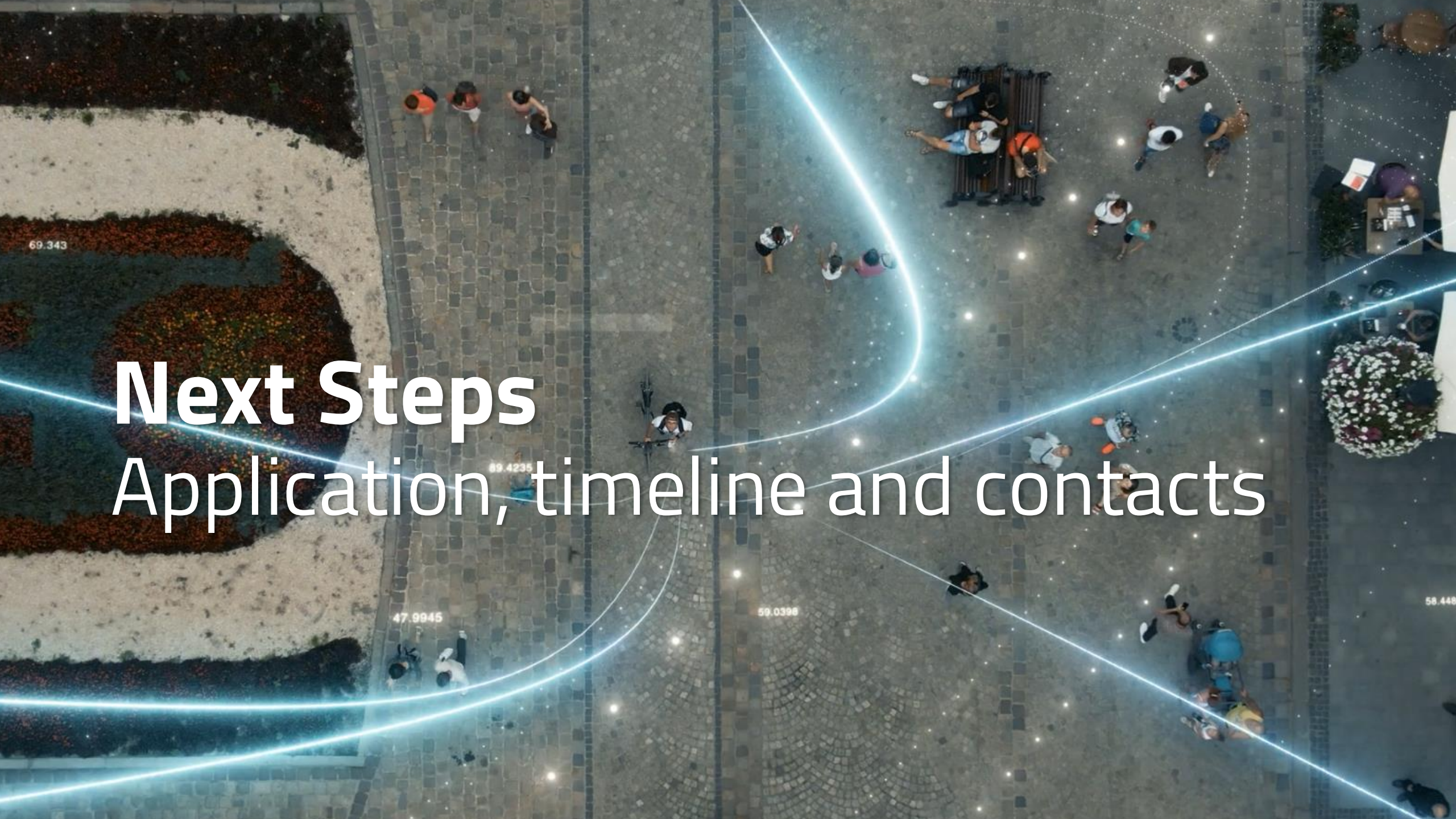
## Partners:

- Clevergy (ES): Solution owner
- RJC Soft (IT): SW development

**Customers include:** Naturgy (lead utility in Spain)

Clevergy made significant revenue early on, during their 6 months of the program.

**They just raised €1.5m**



# Next Steps

## Application, timeline and contacts

69.343

89.4235

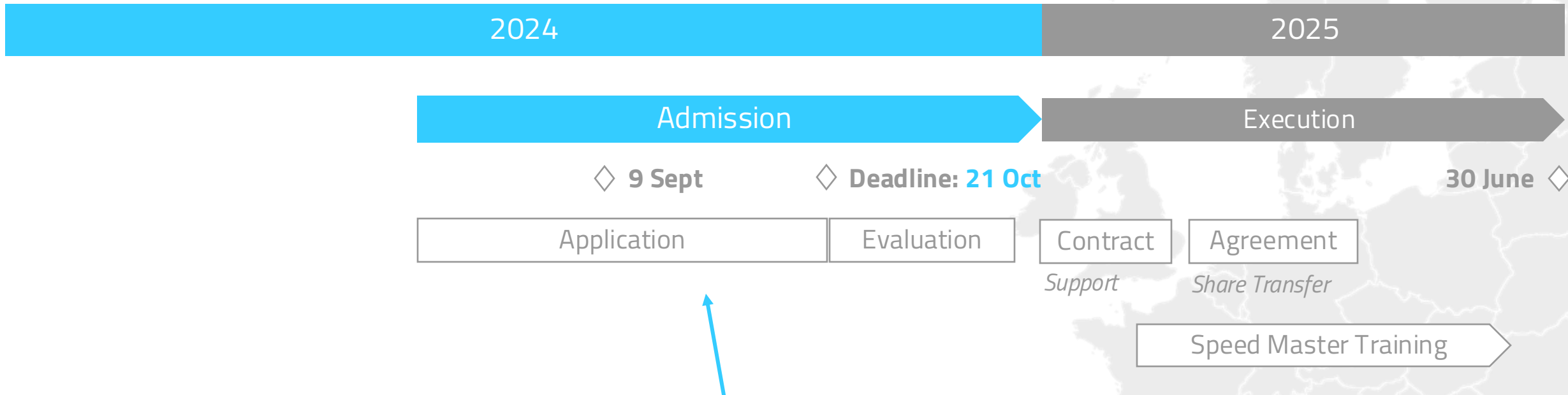
47.9945

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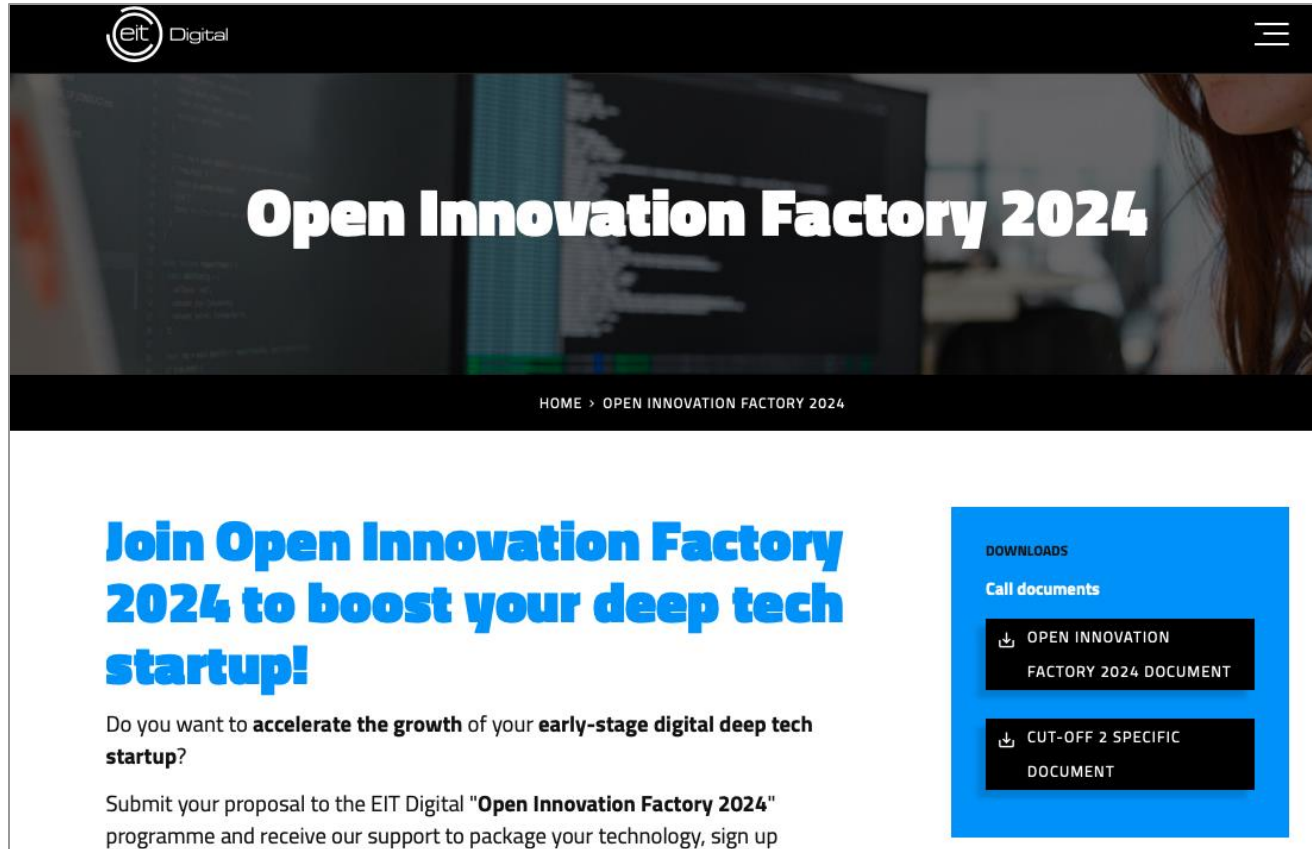
# Open Innovation Factory 2024 is open!

Apply to Cut-off 1



**2-4 partners**  
**2+ countries**  
If you are not a partner yet, you need to become one **by the start** of the activity (January 1)

# Read the call documents!



The screenshot shows the EIT Digital website for the Open Innovation Factory 2024. The header features the EIT Digital logo and a navigation menu. The main banner displays "Open Innovation Factory 2024" in large white text over a background image of a person working at a computer. Below the banner, a breadcrumb trail reads "HOME > OPEN INNOVATION FACTORY 2024". The main content area has a blue heading: "Join Open Innovation Factory 2024 to boost your deep tech startup!". Below this, it asks "Do you want to accelerate the growth of your early-stage digital deep tech startup?" and provides instructions to submit proposals to the EIT Digital "Open Innovation Factory 2024" programme. To the right, a blue box titled "DOWNLOADS" contains a "Call documents" section with two download buttons: "OPEN INNOVATION FACTORY 2024 DOCUMENT" and "CUT-OFF 2 SPECIFIC DOCUMENT".

**Join Open Innovation Factory 2024 to boost your deep tech startup!**

Do you want to **accelerate the growth** of your **early-stage digital deep tech startup**?

Submit your proposal to the EIT Digital "**Open Innovation Factory 2024**" programme and receive our support to package your technology, sign up

**DOWNLOADS**

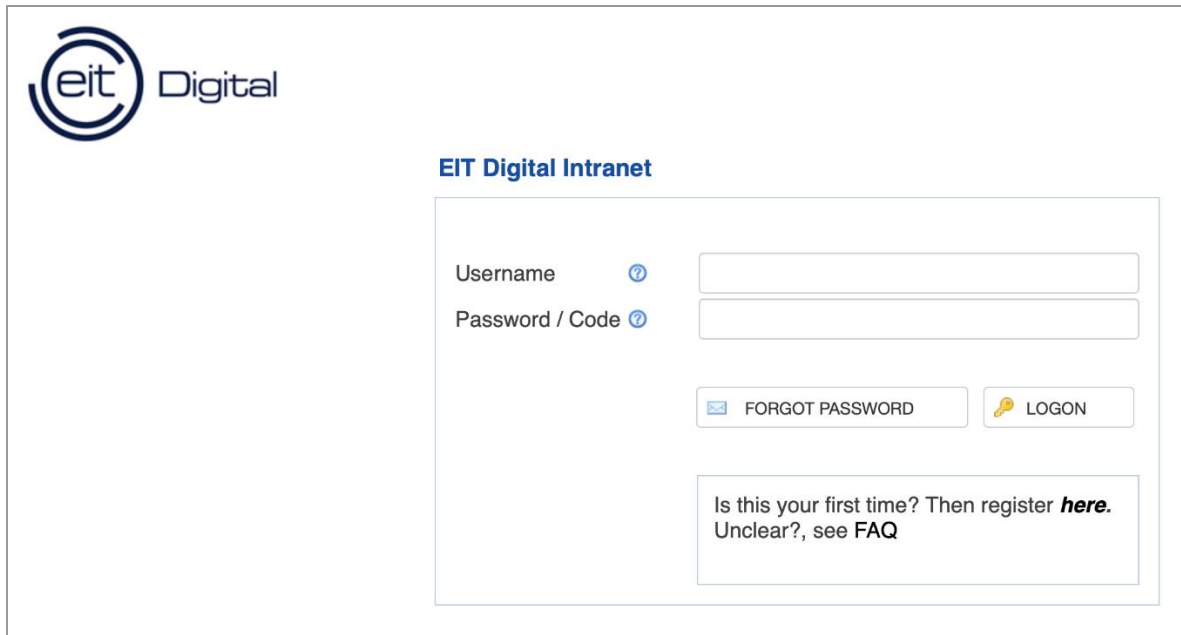
Call documents

- ↓ OPEN INNOVATION FACTORY 2024 DOCUMENT
- ↓ CUT-OFF 2 SPECIFIC DOCUMENT



<https://www.eitdigital.eu/open-innovation-factory-2024/>

# Where to apply?



The screenshot shows the EIT Digital Intranet login interface. At the top left is the EIT Digital logo. Below it, the text "EIT Digital Intranet" is displayed. The main content area contains a login form with two input fields: "Username" and "Password / Code", each with a help icon. Below the fields are two buttons: "FORGOT PASSWORD" and "LOGON". At the bottom of the form, there is a text box that reads: "Is this your first time? Then register **here**. Unclear?, see **FAQ**".

Register on the EIT Digital **Intranet**:

<https://workspaces.eitdigital.eu/>

Then **submit** out your proposal at:

[https://workspaces.eitdigital.eu/PROMISE/PRIVATE/CUSTOMER/EITDIGITAL/CALL/2024/my\\_calls.aspx](https://workspaces.eitdigital.eu/PROMISE/PRIVATE/CUSTOMER/EITDIGITAL/CALL/2024/my_calls.aspx)



# Important documents

It is highly **recommended** to read:

- EIT Digital Strategic Innovation Agenda (SIA)  
[https://www.eitdigital.eu/fileadmin/2021/publications/sia/EIT-Digital\\_SIA\\_2022-2024.pdf](https://www.eitdigital.eu/fileadmin/2021/publications/sia/EIT-Digital_SIA_2022-2024.pdf)
- EIT Digital Focus Areas  
<https://www.eitdigital.eu/open-innovation-factory/>
- Open Innovation Factory Q&A section:  
<https://www.eitdigital.eu/open-innovation-factory-2024/faq/>

# How to **get in touch** with us?

1. Read and analyze the **call documents**! Make sure it's for you.
2. If you need help in **finding a partner**, upload your data to the matchmaking form!
3. If you need further help, reach out to **[oif@eitdigital.eu](mailto:oif@eitdigital.eu)**

*Time for Q&A!*

We are here to help.



Co-funded by the  
European Union

