

Declaration by the scientific representative of the project coordinator

I, as scientific representative of the coordinator of this project and in line with the obligations as stated in Article II.2.3 of the Grant Agreement declare that:

- The attached periodic report represents an accurate description of the work carried out in this project for this reporting period;
- The project (tick as appropriate) ³:
 - has fully achieved its objectives and technical goals for the period;
 - has achieved most of its objectives and technical goals for the period with relatively minor deviations.
 - has failed to achieve critical objectives and/or is not at all on schedule.
- The public website, if applicable
 - is up to date
 - is not up to date
- To my best knowledge, the financial statements which are being submitted as part of this report are in line with the actual work carried out and are consistent with the report on the resources used for the project (section 3.4) and if applicable with the certificate on financial statement.
- All beneficiaries, in particular non-profit public bodies, secondary and higher education establishments, research organisations and SMEs, have declared to have verified their legal status. Any changes have been reported under section 3.2.3 (Project Management) in accordance with Article II.3.f of the Grant Agreement.

Name of scientific representative of the Coordinator: Corinna Voss

Date: 22 / 10 / 2015

For most of the projects, the signature of this declaration could be done directly via the IT reporting tool through an adapted IT mechanism.

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³ If either of these boxes below is ticked, the report should reflect these and any remedial actions taken.

1. Publishable summary

It has been largely observed that, regardless of the great potential, relevant ICT research results are not being transferred to the market and investors are often missing the opportunity to foresee the tangible productivity of innovation. Furthermore, innovative ICT founders and start-ups using disruptive technologies often have difficulties in bridging the gap between public funding and private equity investment.

The central goal of the European Investor Gate (EIG) project was therefore to bring results of European research projects to the market and to make ICT researchers, first-time entrepreneurs or small and medium-sized enterprises (SMEs) investor ready through tailor-made “investor readiness” coaching and training. At the same time EIG raised awareness among investors for innovative early stage research projects and their economic potential during its two years of existence.

The overall results have been an improved interaction between investors and innovative ICT entrepreneurs or researchers, higher investor readiness of innovative ICT entrepreneurs as well as higher awareness among investors for the commercialisation potential of research projects. In addition, various investment deals have been completed in the course of the EIG programme.

Overview of the EIG objectives

- Assess the projects’ entrepreneurial and market perspectives right from the start to ensure successful technology transfer
- Enhance investment readiness for founders, entrepreneurs and participants in ICT projects in EU Framework Programmes through coaching and training
- Raise awareness on the investment potential of ICT research projects and early stage founders, not only among SMEs and larger companies, but also among investors to bridge the innovation gap
- Provide a platform for access to finance for the innovative SMEs or entrepreneurs after having developed investment readiness

In the last two years, the EIG consortium has established and completed different EIG **hands-on services for ICT entrepreneurs and researchers**, the investor readiness trainings, the awareness raising mechanisms, the selection process as well as online and offline matchmaking both at events and via the EIG community on EuroQuity.

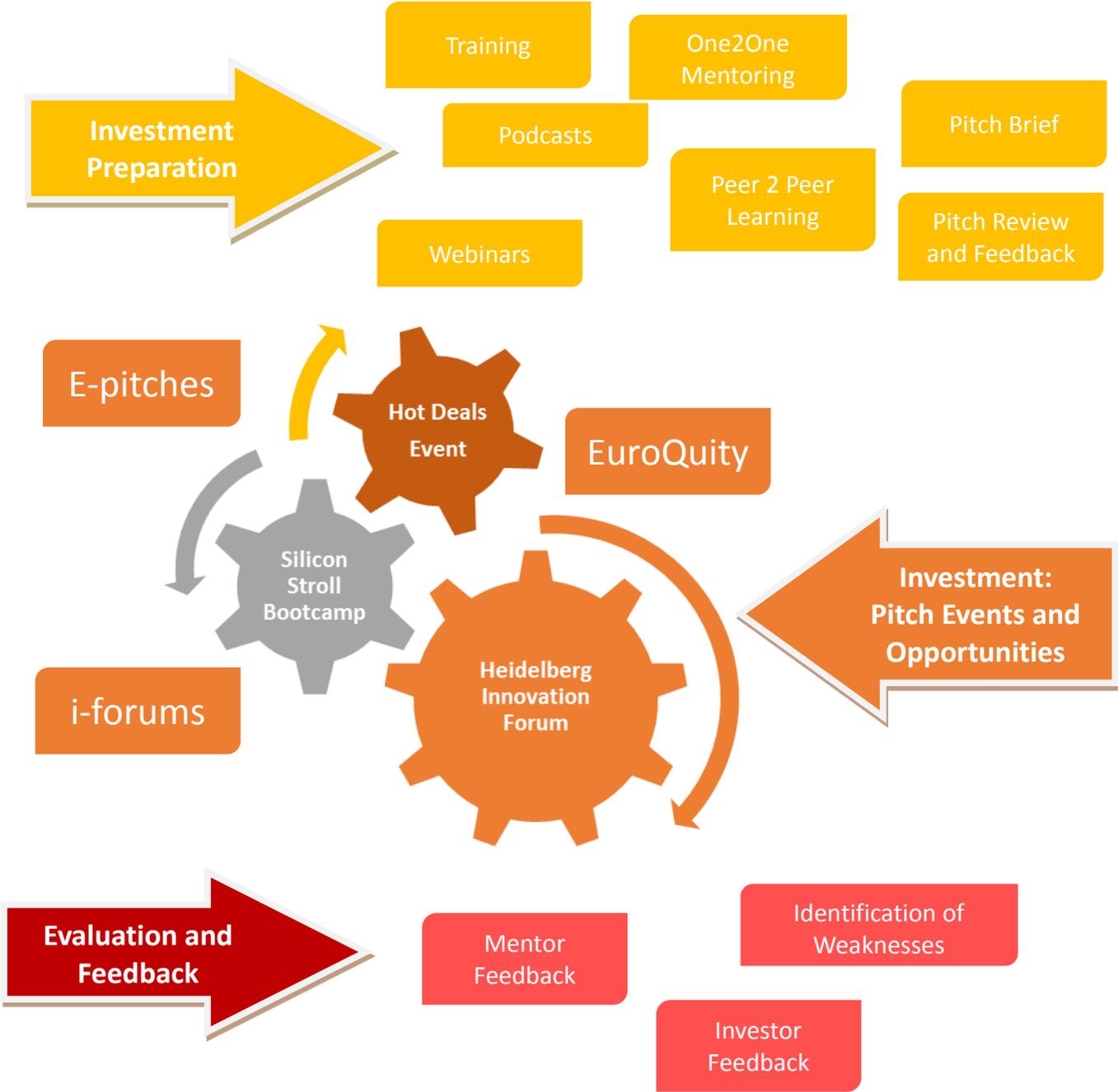
EIG’s Achievements in a Nutshell

The EIG programme has been successful in many ways: In its two years of existence, European Investor Gate has provided **online and offline trainings for more than 1700 researchers and entrepreneurs**, has produced several podcasts and training materials and has also provided in-depth mentoring for companies. In addition, EIG has completed **7 e-pitches and 12 investment forums** in total, with more than **40 companies having gone through EIG’s in-depth mentoring programme** and about **300 start-ups presenting their business ideas to investors**.

All in all, the established training and matchmaking mechanisms have been very fruitful, as there have been 16 companies from various European countries securing investment in the course of the EIG programme.

Some of these companies such as Qymatix Solutions, Free-Linked GmbH, Fenestra Pro, Golaem, Smoope and many others, have participated in all stages of EIG: They started with first online trainings and podcasts, then joined the onsite training sessions and round tables, went through pitch reviews, participated in the e-pitch sessions and finally got accepted for EIG's investment forums such as the Heidelberg Innovation Forum, the Hot Deals Event, the Silicon Stroll Bootcamp in Dublin and others.

EIG SERVICES



RESULTS AND IMPACT



EIG's Investor Readiness Concept

Training

The project has succeeded in establishing an **investor readiness training concept** with different modules for all phases from very early innovation stages of research projects to start-ups in advanced stages. On the one hand, the project partner Go Beyond has provided publicly accessible [Guidelines for Financing and ICT Startups](#) and on the other hand, training sessions with different steps for implementing financing strategies for ICT entrepreneurs have been developed as part of the overall webinar and training sessions offer. Apart from these training modules, which all address the need of ICT researchers and entrepreneurs to get ready for a financing round and preparing for an investment, the project has also held different onsite investor readiness sessions and one-to-one coaching sessions focussing on topics such as business modelling, pitching training, preparing for private investment and fostering cross-border investments or internationalisation.

Apart from the trainings, **podcasts** have been developed by European Investor Gate as an additional feature for all entrepreneurs and researchers interested in improving their financial strategy and preparing a financing round. All podcasts are available for free on the [EIG homepage](#).

The trainings, podcasts and investor readiness sessions which have been put in place at various **European summits** such as the [NEM Summit](#), [ICT 2013](#), [Futur en Seine](#), the [GEC Milan](#), [Berlin Games Week](#), [Laval Virtual](#) or the EIG Coaching Day at the [Heidelberg Innovation Forum](#), form only one part of the complete EIG ecosystem for founders, researchers and start-ups. The figure above provides an overview on the hands-on services of EIG which have a real added-value for project participants because of their convenient character concentrating on trainings, preparation and matchmaking with investors.

Matchmaking

Once the ICT entrepreneurs and researchers had profited from the various training opportunities offered at the investor readiness sessions, in the webinars and one-to-one sessions or in the podcasts, the participants were able to one of the next stages of the project – **the matchmaking activities**.

The **e-pitches** have proven to be a good tool to connect the entrepreneurs and researchers directly with investors from across Europe. They were connected to an online pitching training and a technical training and provided participants with the opportunity to practice their pitching skills and profit from direct matchmaking – all they needed was a webcam and a headset. Between 25 and 50 investors from various European countries registered for each e-pitch to see the 5 or 6 selected companies present their innovative business ideas.

In addition, there was EIG's flagship event: the **EIG Silicon Stroll Bootcamp in Dublin** in November 2014. The 50 most investable start-ups of the EIG community were selected for the bootcamp and profited from a two-day special event with various training opportunities, showcases as well as pitching opportunities, networking with investors and a cash prize for the winner of the pitching battles.

The event took place in the Guinness Enterprise Centre Dublin and provided an exciting **opportunity for investors** to spot the next big thing and meet the future generation of ICT entrepreneurs. After the Silicon Stroll Bootcamp, 41 companies accepted EIG's invitation to go through the **in-depth mentoring phase** of the programme to address last weaknesses in their business and financing strategy and to become truly investment ready through bilateral sessions.

Another option to connect directly with investors were the **12 investment forums** of the EIG project. The investment forums were mostly connected to large start-up or ICT summits such as the ICT 2013, the NEM Summit or the Heidelberg Innovation Forum. Both investors and the founders and start-ups

profited from the networking and matchmaking opportunities: Investors found out more about innovative technologies and ideas which have been developed and could be worth investing in and the entrepreneurs got in touch with potential financial providers or strategic partners from their sector. A real highlight in the matchmaking activities of EIG was the final **Hot Deals Event** in June 2015 where a disruptive concept was tested: Entrepreneurs about to close a financing round who had already secured a part of their investment pitched together with their investors and connected with other co-investors in order to close their round.

Connect Investor Club

Concerning awareness raising among investors, EIG has gone one step further from just disseminating the activities to actually founding a core group of European investors interested in cross-border investment and willing to close financial deals together. The **Connect Investor Club** is a core group of active, early-stage investors from different European countries. The kick-off of the Club in Cannes hosted 8 investors from 8 different European countries. Participants in the Club are **business angels and early-stage funds** sharing an interest in the creative industries and ICT sector and looking at extending their investment scope and expertise.

The Connect Investor Club aims at fostering a trusted relationship among European early-stage investors who will be meeting regularly in the next 18 months in order to work together and look at deal flow in the creative industries and digital media sector, and possibly develop some syndicated investments at the cross-border level.

The group now consists of 9 investors from 9 European countries:

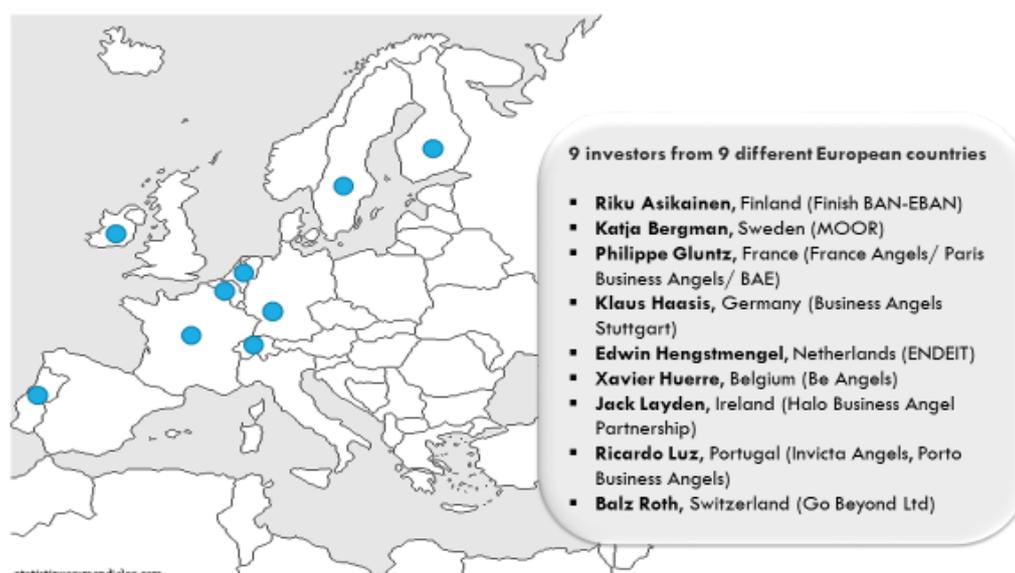


Figure 1: Members of the Connect Investor Club, European Investor Gate

Online Matchmaking

In addition to the onsite events, the bootcamp and the sessions for investors, EIG has also succeeded in making online matchmaking one of its core activities.

In the framework of the project, the EuroQuity platform – hitherto a German and French cooperation bringing together investors and company founders – has been expanded to a European level. The EuroQuity platform connects entrepreneurs, founders and start-ups with investors. The platform is operated by the EIG project partner Bpifrance in close cooperation with KfW. To date, it has been available in Germany and France, and has become operational for ICT companies in all 28 EU in the course of EIG. There are now more than 6600 investors, more than 4400 companies and over 2600 founders registered on EuroQuity and the platform has helped SMEs raise more than 250 million euros.

Interested founders and investors registering on EuroQuity.com/eu may form groups connected to a specific subject or project. The platform enables not only for contacts to be forged, but also for deals

to be concluded. Opening up EuroQuity to Europe and the launch of European Investor Gate will contribute to closing the gap between European research and commercialisation in the long run. Even after the end of the EIG project, the community will still be sustained by EIG's follow-up programme [InvestHorizon](#).

European Investor Gate
Bridging the gap between public research funding and private investment

EIG website: www.eig-project.eu
EIG Community on EuroQuity: <https://www.euroquity.com/eu/>



Figure 2 Services of the European Investor Gate Project

2. Work Package 2-6: Project objectives, work progress and achievements

2.1 Project objectives and person months planned for the period

WP 2	<ul style="list-style-type: none"> • Awareness raising at local, regional and European level (with several sub-objectives) <ul style="list-style-type: none"> <u>Target groups:</u> <ul style="list-style-type: none"> ○ Entrepreneurs and research communities, investors ○ Local, regional and European stakeholders (Enterprise Europe Network, EBN etc.) ○ ICT Finance Marketplace and other project databases of H2020 and FP7 ○ Investment events and ICT conferences • Capacity building with investor readiness, online/offline training <ul style="list-style-type: none"> ○ Webinars ○ Guidelines ○ Podcasts ○ Onsite trainings
WP 3	<ul style="list-style-type: none"> • Allocate the participants to the different project activities according to their needs • Provide a continuous evaluation and selection process of the entrepreneurial stage and the investment needs of the participants as to offer them the right coaching opportunities and to facilitate their interaction with investors • Continuation of Connect Investor Club focussing on cross-border investments • Organize 9 investment-forums in the course of the EIG project • Organisation of 6 e-pitches
WP 4	<ul style="list-style-type: none"> • Host a 2 day bootcamp to boost the investment success of project participants with the highest commercialisation potential by providing investment training and informal opportunities for cross border networking between companies, investors and partners • To develop an in-depth coaching and mentoring overview for 40 SMEs/entrepreneurs using experienced international mentors and financing professionals to address the weaknesses of each project • To provide 50 SMEs/entrepreneurs with hands-on investor readiness training which involves both online support and offline support
WP 5	<ul style="list-style-type: none"> • To increase matchmaking between ICT companies and investors via the establishment of a European version of the EuroQuity platform with an EIG community • Establishment of the EIG website • Implementation of e-pitches • Hot Deals Event Paris as new matchmaking format
WP 6	<ul style="list-style-type: none"> • Raise awareness on the project activities at EU and international level • Disseminate the project to the public at large, progress raising and broadening interest and knowledge about commercialization in Europe's regions • Contribute to clustering activities in particular through a common on line platform to projects supported under the objective 11.5 of the FP7 ICT work programme 2013 • Participation in 4 events a year targeting the investor community and 8 events for the research and SME community (expected participation of 100 investors in the activities of European Investor Gate)

Person Months Plan European Investor Gate

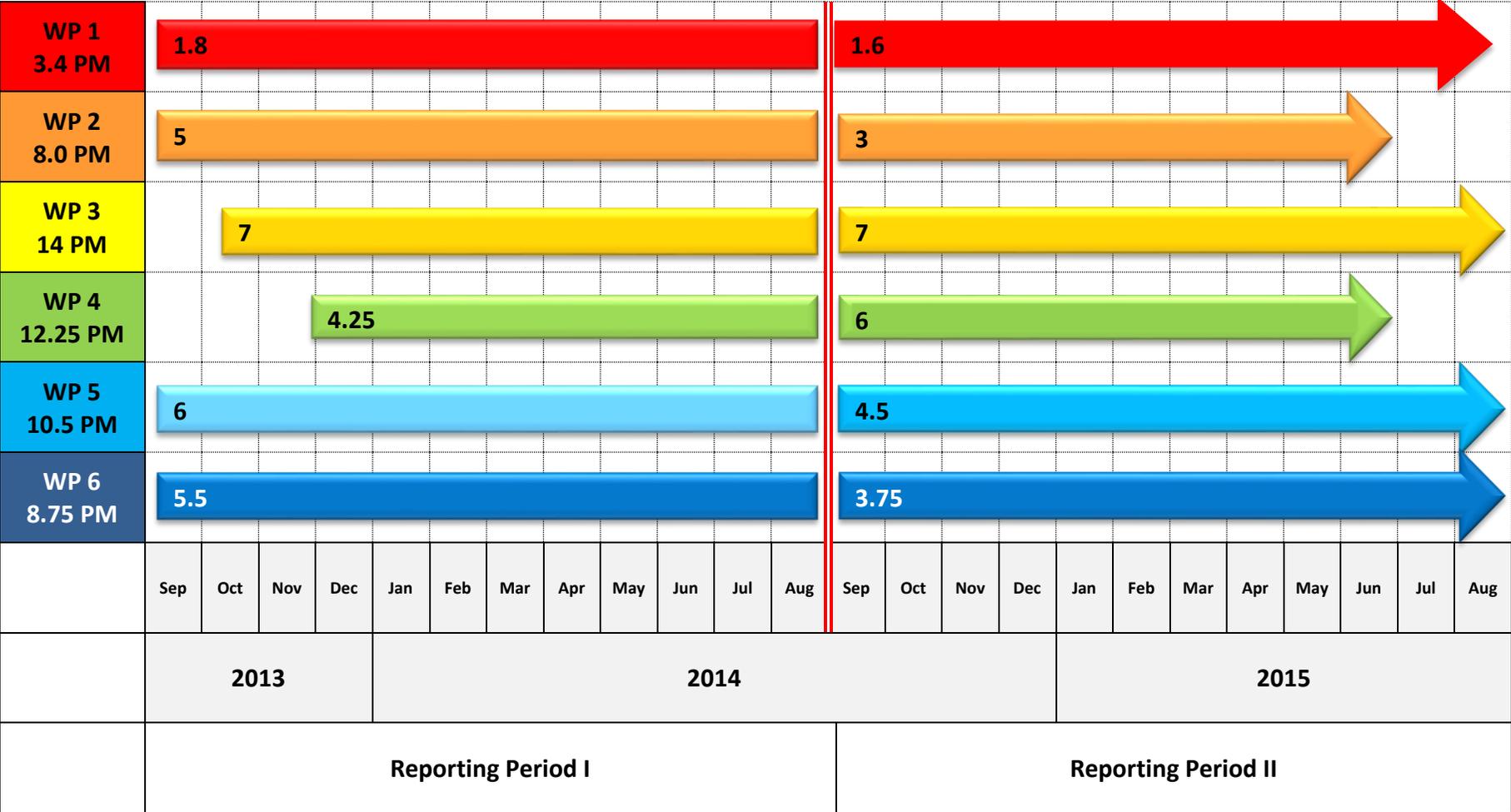


Figure 1: Plan of EIG Person Months per Reporting Period

2.2 Work progress and achievements during the period

WORK PACKAGE 2: AWARENESS RAISING AND TRAINING

a) Summary of progress towards objectives and details for each task

The key objective of work package 2 was to build capacity of the two target groups of European Investor Gate and to establish awareness raising mechanisms as well as trainings and training materials for two target groups:

A) ICT entrepreneurs and SMEs participating in EU funded programmes and those targeted by the actions of the Digital Agenda for Europe

B) investors interested in investing in ICT businesses (business angels, venture capital funds, corporate investors, crowdfunders, and others)

European Investor Gate has built on the achievements of the ICT Finance Marketplace in order to rationalize the approach to EU funded ICT projects and SMEs, extending to ICT SMEs targeted by the Digital Agenda, and scale the resources and tools created to extend the reach and footprint of such a capacity building programme. During the last two years, Go Beyond has developed various online and offline training offers which will be dealt with in this section. The investment readiness trainings have been carried out in various forms such as webinars, round tables, video podcasts, coaching workshops and in-depth training courses.

Under this overall objective, separate distinct sub-objectives have been reached through the awareness raising and training activities:

Objective 1: Awareness raising at local, regional and European level

(for concrete dissemination materials produced see Work Package 6)

AWARENESS RAISING:

- **Local and regional events:** Under the lead of Go Beyond all partners have established contacts with entrepreneurs and research communities at their local and regional level through mailings, communication and dissemination activities (see WP 6) as well as through local and regional events. Regional events include for example the Heidelberg Innovation Forum, the local Business Angel events of Go Beyond, the investment forums of Media Deals held in France, the investor meetings of Bpifrance or the meetings and breakfasts for entrepreneurs as well as larger summits carried out by DublinBIC.
- **External partners, channels and networks:** Information about the project has been provided to the different National Contact Points, to DG Connect, to the EBN network via our partner DublinBIC, to the Enterprise Europe Network, to different European investor networks, incubators and accelerators across Europe such as Wayra, peacefulfish, Cap Digital, EBAN, KfW and Create among others. The networks of the partners include the enterprise network of bwcon as well as the MFG innovation agency network, the DBIC enterprise network, the Irish Halo Business Angel Network, Media Deals' enterprise and business angel networks and finally the European business angel network of Go Beyond.
- **Subcontractors:** Information on EIG was distributed via newsletters of the institutions. Furthermore, EIG's subcontractors and associated partners France Angels, BAND e.V., Business Angels Europe and IBAN (Italian Business Angel Network) disseminated the project to their partners and members.
- Overall, the EIG consortium alone has managed to address **7800 contacts via mailings** alone in the second period of the project. Further participants have been reached by newsletters, social media activities, the EIG newsletter, at events as well as through personal networking. For concrete numbers and overviews see work package 6.

- All partners have widely distributed the different EIG flyers (see WP 6), held presentations at various events and communicated the services of the project in networking sessions. A roll-up has been produced to ensure a greater visibility of EIG.
- **Database:** Under the lead of Go Beyond a database has been established which now contains **more than 200 investor contacts and more than 1700 contacts of entrepreneurs**, researchers and start-ups. Furthermore, the project has used the database to keep track of all training and pitching activities and of the participants profiting from the EIG services such as the bootcamp, the webinars, the investment forums or the e-pitches.
- During the reporting period Go Beyond hosted 14 ‘general’ awareness sessions in Paris, Madrid and London as part of our yearly calendar of events. At these events the EIG project activities were disseminated and participants were invited to join the programme.

Name	City	Date
Paris Group Awareness Seminar	Paris	1/9/2014
Paris Group Awareness Seminar	Paris	13/10/2014
Paris Group Awareness Seminar	Paris	24/11/2014
Paris Group Awareness Seminar	Paris	8/12/2014
Paris Group Awareness Seminar	Paris	12/01/2015
Paris Group Awareness Seminar	Paris	11/2/2015
Paris Group Awareness Seminar	Paris	16/3/2015
Paris Group Awareness Seminar	Paris	18/5/2015
Paris Group Awareness Seminar	Paris	15/06/2015
London Group Awareness Seminar	London	11/3/2015
London Group Awareness Seminar	London	3/06/2015
London Group Awareness Seminar	London	3/07/2015
Madrid Group Awareness Seminar	Madrid	28/04/2015
Madrid Group Awareness Seminar	Madrid	11/06/2015

Table 1 Overview Go Beyond Awareness Sessions

ICT CONFERENCES AND THIRD-PARTY EVENTS:

- The consortium has participated in a selected number of European ICT conferences across Europe. A list of the EIG investment readiness forums at events such as the NEM Summit, Heidelberg Innovation Forum and the GEC Milan can be found below. This section targets the awareness raising events at local, regional and European level. Overall, the consortium has defined three major target groups:
 1. Entrepreneurs, researchers and start-ups from across Europe
 2. Investors and VCs
 3. European stakeholders such as intermediaries, incubators,
 All of these target groups have been addressed at the different events which not only include large summit but also business angel events or local start-up events.

Date	Title	Location	Dissemination Type	Reach	Responsible partner
3rd PARTY EVENTS (2nd reporting period)					
12.-13.10.2014	Business Angel Day, BAND e.V.	Munich, Germany	EIG exhibition stand, flyers, direct dissemination	300	bwcon
21.10.2014	Forum „Industrie 4.0“, Microsystemtechnik Baden-Württemberg	Freiburg, Germany	Flyers, presentation	50	bwcon
05.-06.11.2014	Dublin Web Summit	Dublin, Ireland	Flyers, direct dissemination	300	bwcon
19.11.2014	Investment Forum, Venture Forum Neckar	Heilbronn, Germany	EIG exhibition stand, flyers, direct dissemination	120	bwcon
05.02.2015	FET and Innovation Workshop, Brussels	Brussels, Belgium	Flyers, direct dissemination	100	bwcon
12.-13.02.2015	Startup Europe Summit	Berlin, Germany	Flyers, direct dissemination	150	bwcon
16.-20.03.2015	CeBit Fair	Hannover, Germany	Exhibition stand, flyers, direct dissemination	200	bwcon
23.04.2015	Policy Conference on Boosting Investment Readiness in Europe	Brussels, Belgium	Flyers, direct dissemination	100	bwcon
09.-10.05.2015	Startup Weekend Rhein-Neckar	Mannheim, Germany	Flyers, direct dissemination	130	bwcon
29.-30.06.2015	Special interest group founding at universities and tech transfer	Heidelberg/ Stuttgart, Germany	Flyers, direct dissemination	50	bwcon
23.07.2014	EBN Congress Empower Youth Accelerate Entrepreneurship Transform Lives	Spain, Lleida	Direct dissemination	200	MD
17.09.2014	EBAN Congress/Slush	Helsinki	Direct dissemination	250	MD
29.09.2014	@diversity meeting in Brussels	Brussels	Direct dissemination, flyers	100	MD

14.10.2014	Conference Startups and spinoffs funding: public and private policies at the French Embassy in Berlin	Berlin	Direct dissemination	80	MD
30.10.2014	Game Co Paris	Paris	Direct dissemination	50	MD
12.02.2015	Startup Europe event in Berlin	Berlin	Direct dissemination	150	MD
June 2015	Game Lab	Barcelona	Direct dissemination	100	MD
October 2014	The South Summit	Madrid, Spain	Flyers, direct dissemination during panel discussion ("Funding where to get it?")	100	Go Beyond
November 2014	BAE Club "Meet, Match and Deal" meeting	Paris, France	Presented the EIG project, Euroquity and the Virtual deal pitches	50	Go Beyond
January 2015	Information Session: EU funded R&I project opportunities organized by the Malta Communications Authority (MCA)	Malta	Presentation of EIG project	20	Go Beyond
March 2015	Malta Youth to Business Forum	Malta	Dissemination	100	Go Beyond
May 2015	Startupbootcamp FastTrack	Zürich, Switzerland	Was jury and coach to entrepreneurs & mentioned EIG to those who would qualify	30	Go Beyond
May 2015	EBAN 2015 Angel Summit	Eindhoven, the Netherlands	mentioned EIG when speaker on panels and to entrepreneurs/investors met there	300	Go Beyond
June 2015	The Alpine High-tech Venture Forum	Lausanne, Switzerland	mentioned EIG when speaker on	150	Go Beyond

			panel and to entrepreneurs/investors met there		
July 2015	12th EFER European Entrepreneurship Colloquium	Munich, Germany	mentioned EIG when speaker on panel	80	Go Beyond
04.09.2014	Halo Business Angel pitching Forum	The Radisson Hotel, Dublin	Flyers, presentation, direct	50	Dublin BIC
01.10.2014	The NDRC	The NDRC	Flyers, direct	100	Dublin BIC
06.11.2014	The Web Summit, Dublin	RDS Dublin, D4	Flyers, Direct	200	Dublin BIC
19.01.2015	IBM MVP "Build it and they will come"	The Guinness Enterprise Centre	Presentation, flyers, direct dissemination	56	DublinBIC
17.03.2015	ACE Summit 2	Global Entrepreneurship Congress, Milan	Flyers, direct	80	Dublin BIC
22.04.2015	Halo Business Angel pitching Forum	The Radisson Hotel, Dublin	Flyers, presentation, direct	50	Dublin BIC
23.06.2015	TecXspose	IBM, Mulhuddart, Dublin 13	Flyers, presentation, direct	85	Dublin BIC
17.11.2014	BAE Event	Paris	Presentation	40	Bpifrance
29.05.2015	TAFTIE Event	Paris	Presentation	80	Bpifrance
All year	National meetings of Bpifrance with chambers of commerce, business schools etc.	France	Presentation, flyers, direct	250	Bpifrance
TOTAL	42 events			4251	

Table 2: 3rd Party Events attended by EIG partners, 2nd period

Cooperation in the FP7 and Horizon2020 Framework:

- The EIG project has cooperated with some related FP7 and H2020 projects to raise awareness among FP7 research project participants on the services of European Investor Gate. Among the collaborations were a strong link with the ACE project, which is one of the sister projects of EIG. European Investor Gate provided the training activities for the ACE Summit as part of the Global Entrepreneurship Congress in Milan in March 2015. In addition, European Investor Gate has also collaborated with several FIWARE projects such as FI Business and FABulous in the framework of the Heidelberg Innovation Forum 2015, connecting FIWARE entrepreneurs with the EIG programme and training activities.

Furthermore, the collaboration with the ATALANTA project, another sister project of EIG, has been further strengthened with William Stevens remaining advisory board member in EIG and contributing to the programme. William Stevens as the CEO of Europe Unlimited is also coordinating the newly established H2020 project InvestHorizon. InvestHorizon has started its activities in December 2014 and will become the follow-on project of European Investor Gate. The two projects have already completed an agreement on the mutual dissemination of their project activities and moreover, the EIG community on EuroQuity and some other activities such as the webinar will continue under the InvestHorizon umbrella in order to establish a thorough sustainability framework to continue EIG's best practices.

Objective 2: Capacity Building

1) ICT entrepreneurs and SMEs participating in EU funded programmes and those targeted by the actions of the Digital Agenda for Europe

Investor Readiness Training:

- EIG has joined local investment events across Europe to provide investment readiness training and to offer the opportunity to interface with potential investors and entrepreneurs/SMEs suitable for EIG. For the whole project 9 investment forums were planned, of which six have been held in the first reporting period. Overall, the EIG project has managed to carry out **12 investment forums** in total in its two years of existence.
- The investment forums which have been held so far are (for details see WP 3):
 - NEM Summit 2013, Nantes, October 2013
 - ICT 2013, Vilnius, November 2013
 - Heidelberg Innovation Forum, April 2014
 - New Frontiers for European Entrepreneurs, Brussels, April 2014
 - Future en Seine, Paris, June 2014
 - NEM Summit 2014, Brussels, September 2014
 - Silicon Stroll Bootcamp, Dublin, November 2014
 - ACE Summit and Global Entrepreneurship Congress, Milan, March 2015
 - Laval Virtual, April 2015
 - Berlin Games Week, April 2015
 - Heidelberg Innovation Forum, May 2015
 - Hot Deals Event, Paris, June 2015

The table below provides an overview on the investor readiness sessions on-site which have been held in connection to the EIG investment forums at European events.

Investor Readiness Training Onsite:

Event	Companies trained
NEM Summit 2013	11
ICT 2013	12
Heidelberg Innovation Forum 2014	19
New Frontiers for European Entrepreneurs	51
Futur en Seine	11
NEM Summit 2014	11
Dublin Silicon Stroll Bootcamp	50
ACE Summit/GEC Milan	51
Laval Virtual	12
Berlin Games Week	16
Heidelberg Innovation Forum 2015	28
Hot Deals Event	13

Table 3 Overview Training at EIG Investment Forums

- The project has regularly collaborated with regional, national and European partners involved with EU funded ICT projects to invite the projects to join local investment events to receive an investment readiness training. The project has in particular established links with ACE, Atalanta and InvestHorizon. Regional or national partners include accelerators, incubators and large research networks (Fraunhofer, Steinbeis etc.) and universities from all regions involved.

Other Training Workshops:

Finance Info Day Stuttgart, Germany November 2014

- In the framework of the Finance Info Day 2014, about 50 founders, researchers and entrepreneurs were informed about different financing instruments in investment readiness workshops and through presentations of different stakeholder. The programme of the workshops consisted of the following components:
 - Workshop on angel investment
 - Presentation on credits and loans
 - Presentation on micro credits
 - Presentation on innovation vouchers
 - Workshop on shares and assets as well as contract details and legal aspects
 - In-depth workshop in the afternoon on crowdinvesting including organising a crowdinvesting campaign

The workshop took place in the bwcon-building Stuttgart, various partners such as the business Angels from Venture Forum Neckar, L-Bank Stuttgart, Mittelständische Beteiligungsgesellschaft MBG, Crowdinvesting networks and experts and the Ministry of Economics and Finance among others contributed to the event.



Figure 2 Impressions Finance Info Day, Stuttgart

Idea Factory Workshop Esslingen, Germany March 2015

- The Idea Factory Workshop Esslingen took place in March and 2015 and was organised by bwcon together with the Hochschule Esslingen. The workshop consisted of a **5-day-indepth training** with different modules such as effectuation, business modelling, design thinking, pitching training, financing, prototyping and others. The participants formed teams to develop disruptive business ideas or to work on their own projects and had to present their results to a neutral jury at the end of the week. In addition, entrepreneurs were invited in the so called “entrepreneur cafes” and shared their personal experiences and best practices with the workshop participants. Coaches from the EIG network joined the workshops to help the participants with improving their projects. One of the teams – Virtual Showcase – was later accepted by the jury to present at the Heidelberg Innovation Forum 2015 on smart data.



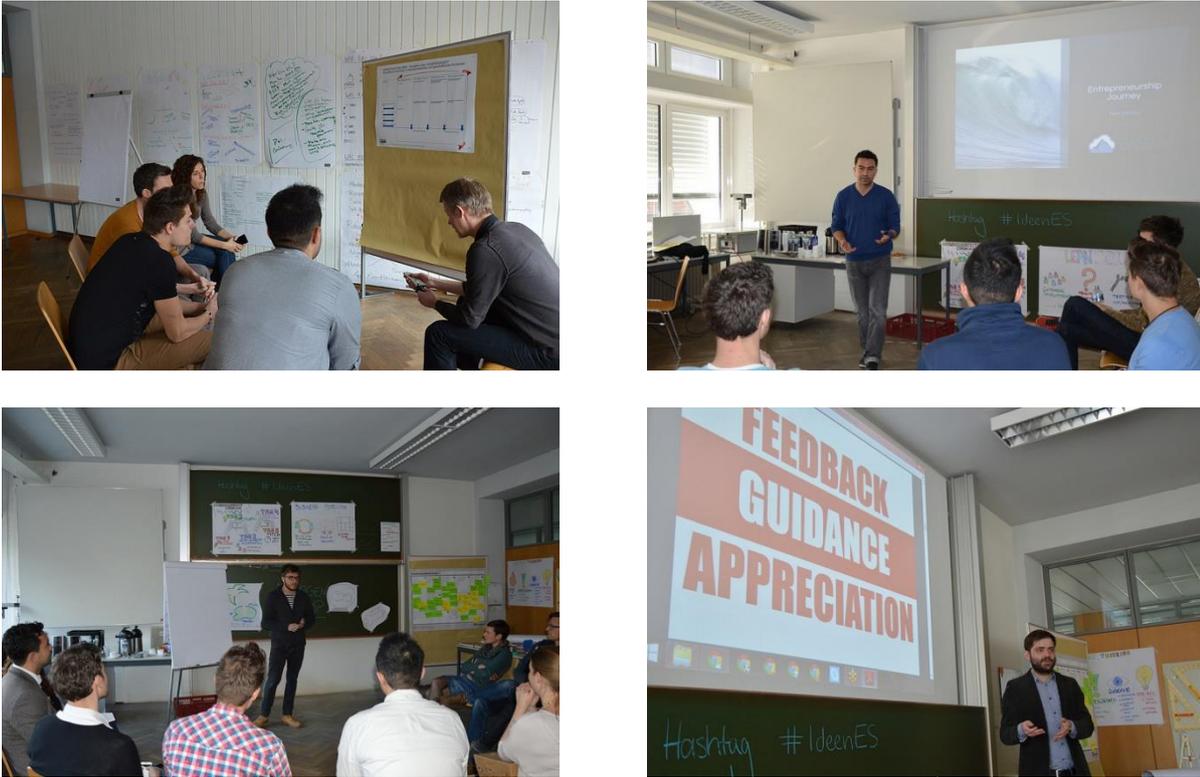


Figure 3 Impressions of Idea Factory Workshop, Esslingen

Various coaches and 5 members of the bwcon team managed the event and took care of the training of the participants during the training week.

Agenda – 09.03. – 13.03.2015

Every day a specific method on the basics of founding and establishing a company was introduced to the participants. The methods were based on the maturity level of an idea, as some methods make sense especially in a very early stage of development, others more in a later stages. In addition to teaching the methods the participants worked on a very concrete idea in teams to apply the methods directly to their projects.

Day 1: Method Design Thinking

- In Design Thinking participants deal with finding creative solutions to complex problems
- Corinna Voss led through the day. As a certified Design Thinking Coach she went through all phases of the design thinking process based on the needs and problems that the participants had collected beforehand.

Day 2: Effectuation

- Effectuation is a method that promotes entrepreneurial thinking and action, and it is the exact opposite of classical economics and management tools
- The highlight of the day was certainly that we invited Michael Faschingbauer to join us for the day. His book on effectuation won the Award for the Management Book of the Year 2010 and he is one of the well-known experts for the topic. Also, Klaus Haasis joined the group and carried out a session on team building.
- On this second day, apart from the effectuation method the generation of ideas, teambuilding and the first entrepreneurial steps were dealt with.

Day 3: Pretotyping (not prototyping) and Lean Startup

- Prototyping: Ensure that you build the right “it” before building it right. First test different hypotheses with a simple mock-up prototype instead of finalising a complex and expensive prototype. The coaching was carried out by prototyping coach Ralf Allrutz.
- Lean Startup: In the method we have a focus on generating hypotheses about the reaction of your users and developing a test mechanism. The coaching was carried out by Mert Altindag, he is Professor of Entrepreneurship at the University of Izmir, where it has built an incubator.
- Goal of the day: Check whether customers would actually buy your solution, test the user’s reaction

Day 4: Business Modeling with the Business Model Canvas and the Lean Startup methodology. On this day participants actually went out with their ideas and carried out user interviews

Day 5 is then devoted to the pitch presentation and the next steps.

- Participants had time to prepare a pitch presentation with the help of several coaches. At the end all team presented their final business ideas to a neutral jury.

In addition to these methodologies, each day consisted of lectures - the so-called inspiration Islands -, of interactive workshop parts of coaching sessions as well as the “Entrepreneur Café”, where an entrepreneur from the region joined the teams and reported in an informal setting about his first entrepreneurial steps.

Technology Transfer Day Karlsruhe, Germany June 2015

- At the Technology Transfer Day organised by the Steinbeis Foundation in Karlsruhe, bwcon organised a one-day training workshop for young founders and researchers. Using design thinking methods, the bwcon team elaborated and fostered business ideas of the participants and connected the participants with the EIG programme and activities. In the framework of the workshop the participants learned not only about how to develop their project ideas further, but were also trained on business modelling and prototyping.
Overall about 20 participants joined the workshop to work on their business ideas or new disruptive solutions in Karlsruhe.





Figure 4 Impressions of Technology Transfer Day and Workshop, Karlsruhe

Training Material and Webinars:

Financing Overview for ICT Entrepreneurs

- Go Beyond created the ***Guidelines for Financing an ICT Start-up***, a powerpoint presentation of 21 slides comprising the results and findings of the ICT Marketplace and Access to Finance projects including reports, findings and summaries and statistics. The guidelines provide hands-on advice for ICT-founders, researchers and start-ups to establish or refine their financing strategy.
- The Guidelines referred to above were adapted and reworked into 2 x 1.5 hour online awareness raising webinars titled ***Equity Financing Overview for ICT Entrepreneurs***. The first session is an introduction to equity financing and intended as a ‘teaser’ to get entrepreneurs to join the EIG Community; Part 2 is available only to members registered on the EIG community on EuroQuity. A breakdown of the two sessions is displayed below:

Part 1:

- ✓ Financing strategy
- ✓ Defining
- ✓ Refining
- ✓ Tips
- ✓ Launching the campaign
- ✓ Investor readiness
- ✓ Managing the financing round
- ✓ Tips

Part 2:

- ✓ Managing the Round and Closing
- ✓ Capital Structure
- ✓ Valuation
- ✓ General Docs
- ✓ Business Case
- ✓ Managing investors
- ✓ Deal lead
- ✓ Reporting
- ✓ Exit strategy
- ✓ Tips

These online events were held on the following dates:

Financing Overview for ICT Entrepreneurs Part 1

December 15th 2015

Financing Overview for ICT Entrepreneurs Part 2

December 18th 2015

February 2nd 2015

February 4th 2015

April 21st 2015

April 23rd 2015

June 15th 2015

June 17th 2015

August 25th 2015

August 27th 2015

- The Equity Financing Overview for ICT Entrepreneurs presentation was also further adapted into and used as an additional ‘online training’ presentation which was delivered at:
 1. ACE Summit 2015
 2. Finance Info Day Stuttgart 2014
 3. Idea Factory Workshops Stuttgart 2015
 4. Heidelberg Innovation Forum 2015Initially these were taught by Go Beyond and the partners taught the guidelines at other key events.

Specialisation – Training Modules on Specific Topics

- Apart from these webinars specifically established for the EIG project, Go Beyond also opened its other webinars and courses to members of the EIG community.

The offline training workshops and online courses available for ICT project participants and entrepreneurs included the following:

Overview for ICT Startups	Find out who Business Angels or other investors are, why they invest time and/or money in start-ups and how to get started. Learn the early stage direct investing process and practices.
Due Diligence	Learn how investors conduct due diligence.
Deal Terms	Understand the general terms and conditions of shareholder agreements and the impact they may have on an investment. Note: the topics covered are the common EU practices
Company Valuation	Discuss drivers and definitions of Valuation. Review common company valuation methodologies and ways valuation may be adjusted
Manage and follow-on rounds	Discuss the phases of growth of a start-up, possible challenges that may arise during the life of an investment, the roles a Business Angel and other investors can have.
Exit an investment	Management of the exit process.
Financials	Learn about (or review) the fundamentals in financial reporting, financial analysis and investment tools.

Webinar calendar for specific trainings:

Exit Investments

Part 1, 11th May 2015, 20:30 CEST

Company Valuation

Part 1, 26th May 2015, 13:00 CEST

Part 2, 14th May 2015, 20:30 CEST

Part 2, 28th May 2015, 13:00 CEST

Deal Terms

Part 1, 09th June 2015, 13:00 CEST

Part 1, 07th July 2015, 13:00 CEST

Part 2, 11th June 2015, 13:00 CEST

Part 2, 09th July 2015, 13:00 CEST

Investment Strategy

Part 1, 24th June 2015, 20:30 CEST

- Registrants were obtained from:
 1. The initial ICT FM database provided by EBAN
 2. The Euroquity Community
 3. Go Beyond's database of companies and founders from the Gust platform from over 5000 companies
 4. The EIG community on Euroquity and email invitations to the Go Beyond community and by project partners to their own communities
 5. Database of EIG with more than 1700 contacts
 6. Other partners' databases and contacts

Podcasts:

- The training presentation was further adapted from the Guidelines into 8 short presentations covering each main component identified and necessary for ICT start-ups and founders and available as downloadable podcasts to all EIG community members.

The subjects are as follows:

- 1a – [Preparing the Round: Building your financial strategy](#) (14 slides)
- 1b – [Preparing the Round: Sources of funding](#) (18 slides)
- 2a – [Launching the Campaign: Preparing pitch and presentation documentation](#) (16 slides)
- 2b – [Launching the Campaign: Setting up the company structure](#) (13 slides)
- 3a – [Managing and Closing the Round: Managing](#) (25 slides)
- 3b – [Managing and Closing the Round: Closing](#) (14 slides)
- 4a – [Managing Investors: Investors](#) (10 slides)
- 4b – [Managing Investors: Follow-on rounds](#) (7 slides)

(All podcasts are available via the EIG project website; please click on the respective links.)

Companies having received individual training:

Company name	Country	Type of investment preparation	1-2-1 coaching	Dates
Qymatix	Germany	<p>Pitch preparation – brief and dry run clinic</p> <p>Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing</p> <p>Webinar on financing for ICT entrepreneurs</p> <p>Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling</p> <p>In-depth mentoring provided by bwcon coaching group</p> <p>Invited to present twice at GBI Virtual Investment Events, on January 7th and June 11th.</p> <p>Pitch preparation, rehearsal and feedback</p> <p>Webinars – Due Diligence, Manage & Follow on Rounds, Exit Investments, Financing Overview for ICT Entrepreneurs and Deal Terms</p>	<p>Bwcon: Analysis of marketing channels Development of business model Refinement of internationalisation strategy In-depth mentoring on angel investment, legal advice March 18th meeting: diagnostic on his financing strategy to help him getting traction on his financial round</p> <p>Go Beyond April 15th meeting: update on financing strategy June 16th meeting: Term sheet, discussion on key terms. July 16th meeting: Shareholders agreement Business model and tips for his go to market strategy</p>	Jan - July 2015
Virtual Dive	France	<p>Invited to present at Paris GBI Investment Events, on January 12th. Pitch preparation, rehearsal and feedback</p>	<p>February 13th meeting: introduction and definition of coaching sessions according to entrepreneur' needs April 15th Business model 1: helping to structure his offer, separate and complementing services and products with distinct value propositions and target clients. Economic model, go to market strategy and timing June 29th Business model 2: reality check and financial strategy</p>	Feb - June 2015

All Square	Luxembourg	Pitch preparation	February 13th meeting: introduction and definition of coaching sessions according to entrepreneur' needs April 15th HR / Company culture & Operations: hiring new people, stock option plan June 29th Financing strategy: Types of investors and number to bring	Feb - June 2015
Printsome	Spain	Pitch rehearsal	Review of Business Model	Oct 2014 - Jan 2015
Just Temptation	France	Investment pitch preparation: invited twice to present to GBI Investors in Morges and Zürich: pitch rehearsal and feedback		Jan - Feb 2015
Oulala Games	Malta	Investment pitch preparation, invited to present to Virtual GBI Event: pitch rehearsal and feedback	Due diligence meeting with GBI Investors	Jan - July 2015
Free-Linked	Germany	Investment pitch preparation: invited to present to GBI Investors in Zurich Pitch preparation – dry run clinic EIG e.pitch in 2014 Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing Webinar on financing for ICT entrepreneurs Onsite training at the Heidelberg Innovation Forum 2015 on legal questions and IPR, financing strategies and Business modelling In-depth mentoring by bwcon coaching group	Analysis of business model and pricing Expansion strategy for other countries developed Refinement of financing strategy and definition of investment needed, connection with regional business angels and financial providers established	Jan 2014 - Jan 2015

Check Ventory	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – early stage financing mechanisms E-pitch preparation and Pitch – January 29th 2015	Investment strategy review session with 3 mentors Analysis of verticals leading to the Re-positioning as a risk management platform Revision of financials, providing clarity and realistic company evaluation Adjustment of sales channels	April 2014 - May 2015
Fenestra Pro	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – early stage financing mechanisms and Deal flows E-pitch preparation and Pitch – January 29th 2015	Guidance on different routes to market and alternative positioning as an ad-on product which can be sold via larger platforms such as Revit and AutoCad	June 2014 - July 2015
True Pivot	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing	Analysis of sales channels Development of pricing structure model Development of route to market and commercialisation methods Financial Planning and value proposition	May 2014 - May 2015
Studio PowWow	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing	Investment strategy panel review Analysis of sales channels Development of pricing structure model Development of route to market and commercialisation methods Financial Planning and value proposition	May - Nov 2014
TenderScout	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Investment strategy panel review Analysis of sales channels Financial Planning	Feb - Nov 2014

Evercam	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Investment strategy panel review Value proposition development Commercialisation analysis	March - Dec 2014
EES Envirotech	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Investment strategy panel review Value proposition development Commercialisation analysis Financial assessment	Jun - Nov 2014
Sytorus	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Investment strategy panel review Value proposition development Financial re-assessment	Jun - Nov 2014
InMusic	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Investment strategy panel review Refinement of financials – p&l forecast, company valuation, investment requirements	Jun - Nov 2014
Heystaks	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Refinement of financials – p&l forecast, company valuation, investment requirements Marketing and sales strategy developed to encompass clearer pipeline and stronger sales channels	Jun - Nov 2014
Tribe Studios	Finland	Pitch preparation – brief and dry run clinic	Reality check on USP, user interest, business model Quantify market size and market share Clarifying and sharpening the innovation level of the product	March - July 2015
Gamers4Charity	Germany	Pitch preparation – brief and dry run clinic	Clarifying the actual USP Defining competitive advantage Develop sustainable business model Clarify investment offer	April - July 2015

Studio Pixmix	France	Pitch preparation – brief and dry run clinic	Clarifying the actual USP Identification of growth potential and appropriate steps regarding content and geography Defining competitive advantage Identifying investment offer	April - July 2015
Cubical Drift	France	Pitch preparation – brief and dry run clinic	Clarifying the cross-platform content offer Quantify market size and market share Aligning the marketing strategy to the revenue model Identifying investment offer	April - July 2015
Battle Factory	France	Pitch preparation – brief and dry run clinic	Company differentiation Growth strategy Financial Planning and value proposition	April - July 2015
Recipay	Luxembourg	Pitch preparation – brief and dry run clinic	Clarifying the USP of content marketing Reinforcing the value proposition and clarifying the market opportunity First steps towards developing a growth strategy and defining milestones	July - Nov 2014
Xplain Data	Germany	Pitch preparation – Dry run clinic Refinement of marketing strategy Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling	Analysis of business model and business plan Development of customer acquisition strategy Strategy for R&D cooperation Industrial partners	Dec 2014 - July 2015

Scatter Blogs	Germany	<p>Pitch preparation –</p> <p>Development of pitch deck</p> <p>Development of financing and marketing strategy</p> <p>Entrepreneurial Podcasts –</p> <p>Deal flows and exit mechanisms, early stage financing</p> <p>Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling</p>	<p>Analysis of business model and business plan</p> <p>Development of marketing strategy</p> <p>Financing strategy</p> <p>Strategy for R&D cooperation</p>	Dec 2014 - July 2015
Vidatics	Germany	<p>Pitch preparation – dry run clinic</p> <p>Development of strategy for partnerships and pilot customers</p> <p>Entrepreneurial Podcasts –</p> <p>Deal flows and exit mechanisms, early stage financing</p> <p>Webinar on financing for ICT entrepreneurs</p> <p>Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling</p>	<p>Analysis of business plan</p> <p>Development of partnership and customer acquisition strategy</p> <p>Marketing</p>	Dec 2014 - July 2015
Virtual Showcase	Germany	<p>Pitch preparation –</p> <p>development of pitch deck</p> <p>Development of business model</p> <p>Development of financing strategy</p> <p>Entrepreneurial Podcasts –</p> <p>Deal flows and exit mechanisms, early stage financing</p> <p>Webinar on financing for ICT entrepreneurs</p> <p>Intensive training workshop in Esslingen in March 2015 by EIG</p> <p>Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling</p>	<p>Analysis of business model and pricing strategy</p> <p>Development of business plan</p> <p>Go to market strategy</p> <p>Development of financing strategy</p> <p>Marketing</p> <p>Technical development</p>	Dec 2014 - July 2015

3D-Revoprint	Germany	<p>Pitch preparation – development of pitch deck</p> <p>Development of business model</p> <p>Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing</p> <p>Webinar on financing for ICT entrepreneurs</p> <p>Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling</p>	<p>Analysis of business model and pricing strategy</p> <p>Refinement of business plan</p> <p>Go to market strategy</p> <p>Refinement of financing strategy and coaching on funding and private investment</p>	Dec 2014 - July 2015
SideTrip24	Germany	<p>Analysis of business model and pricing</p> <p>Expansion strategy for other regions</p> <p>Community and marketing strategy</p> <p>Refinement of financing strategy and definition of investment needed</p>	<p>Analysis of business model and pricing</p> <p>Expansion strategy for other regions</p> <p>Community and marketing strategy</p> <p>Refinement of financing strategy and definition of investment needed</p>	Dec 2014 - July 2015
Match Rider	Germany	<p>Pitch preparation – dry run clinic</p> <p>Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing</p> <p>Webinar on financing for ICT entrepreneurs</p>	<p>Go to market and B2B strategy</p> <p>Analysis of business model and pricing</p> <p>Expansion strategy for other regions and countries</p> <p>Refinement of financing strategy and definition of investment needed</p>	Jan 2014 - July 2015
BringX	Germany	<p>Pitch preparation – brief and dry run clinic</p> <p>Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing</p> <p>Webinar on financing for ICT entrepreneurs</p> <p>Onsite training at the Heidelberg Innovation Forum 2015 on legal questions and IPR, financing strategies and Business modelling</p>	<p>Analysis of business model and pricing</p> <p>Expansion strategy for other regions developed</p> <p>Partners and logistics network</p> <p>Refinement of financing strategy and definition of investment needed</p>	May 2014 - May 2015

ACE Health	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Assessment of competitors in this space and development of stronger positioning Exploration of sales channels and pricing structures Deep dive competitor analysis	Jun - Nov 2014
Bizbase	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Assessment of competitors in this space and development of stronger positioning	Aug 2014 - March 2015
Samgo	Germany	Pitch preparation – Development of pitch deck Development of financing and marketing strategy Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling In-depth mentoring provided by bwcon coaching group	Analysis of business model and business plan Development of R&D and marketing strategy Development of financing strategy Industrial partners	Dec 2014 - July 2015
IHO GmbH	Germany	Pitch deck – dry-run clinic Development of marketing strategy Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling In-depth mentoring provided by bwcon coaching group	Analysis of business model and business plan Development of R&D and marketing strategy Customer acquisition	Dec 2014 - July 2015

Discovery GmbH	Germany	Pitch deck – dry-run clinic Development of internationalisation strategy Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing Onsite training at the Heidelberg Innovation Forum 2015 on legal questions, European markets, financing strategies and Business modelling In-depth mentoring provided by bwcon coaching group	Analysis of business model and business plan Development of internationalisation and growth strategy Customer acquisition	Dec 2014 - July 2015
Courtdesk	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Investment strategy panel review with 3 mentors Value proposition development Commercialisation analysis Financial assessment	Feb 2014 - Nov 2014
Eiratech Robotics	Ireland	Pitch preparation – brief and dry run clinic Entrepreneurial Podcasts – Deal flows and exit mechanisms	Advices on IP and patent application Development of key milestones to get project “off the ground” Marketing strategy and commercialisation focus Financial assessment, p&l summary revision	Aug 2014 - Nov 2014
Trinity Autism Project	Ireland	Early advices on the investment process	Advices on IP and patent application Commercialisation plan Advices on required team member and product expansion/product line Product/market fit revision	Feb 2015 - July 2015
Bankhawk Analytics	Ireland	Pitch feedback and dry run clinic	“Deep Dive” competitor analysis Value proposition refinement	March 2014 - Nov 2014

Xintec	Ireland	Pitch feedback and dry run clinic	Value proposition refinement Guidance on pipeline deal flow, key milestones to be achieved and how to use investment most effectively to scale. Market segmentation and analysis of key markets to be served.	April 2014 - Nov 2014
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Table 4 Overview in individual coaching for 40 companies

2) Investors interested in investing in ICT businesses (business angels, venture capital funds, corporate investors, crowd-funders, and others)

- European Investor Gate has established an investor database with more than **200 contacts** of European investors. This investor database was mainly established through the connections and databases of the five EIG partners. Further contacts were added through the EIG events or e-pitches and awareness raising activities.
- Overall, 233 investors have attended the investment forums of the EIG project.
- In addition, the Connect Investor Club as a core group of investors interested in cross-border investments had already been established in the first year of the project and the successful meetings have continued in the second year, for details see work package 3.
- Investors were informed regularly via the EIG newsletter on the latest project activities. Invitations to investors were sent out for specific events such as the investment forums and e-pitches.
- Go Beyond has developed a training module for the training of investors to better recognise the potential of innovative ICT research projects or business ideas which will be used in the second period of EIG.
- At the networking sessions for investors and meetings of the Connect Investor Club EIG has:
 1. Assisted early and later stage investors understand the type of support EU funding provides to research projects and SMEs and to understand the rationale for funding,
 2. Informed investors on innovative ICT technologies and sectors and crucial research findings – also from EU projects
 3. Encouraged more investment in ICT by private partners, possibly in co-investment with public partners
 4. Updated the investors database regularly and identified additional investors with specific interest for ICT EU R&I programmes and projects

b) Major outcomes and significant results:

- D2.1 Comprehensive guidelines on financial strategies building on lessons learned from the ICT Finance Marketplace (M2)
The comprehensive guidelines have been made available as a first step to establish and refine financing strategies for researchers and entrepreneurs from the ICT sector. They have been made available via the EIG website.
- D2.2 Development of specific training material developed to enhance investment readiness of partners in EU projects (M5)

Apart from the materials and the 2 x 1.5 hour modules produced for the EIG webinars, 8 podcasts have been created in order to provide further hands-on tools for the researchers and entrepreneurs participating in the EIG project.

- **D2.3 Track record of 350 participants having received online and offline training**
 - **D2.4 Track record of 40 participants having received individual coaching**
 - **D2.5 Database of investors reached through awareness activities and interested in ICT EU R&I programmes and projects (first version M12). A second version has been handed in and with this version the requested number of 100 investors has been more than exceeded. The database contains more than 200 investor contacts.**
- The project has exceeded the number of 1000 investors, entrepreneurs and researchers to be contacted, more than 1700 participants have profited from the online and offline coaching alone.

c) Deviations from Annex I

- The EIG project has successfully managed to coach more than 1700 participants in total across Europe. However, so far **321 users** have completed a profile for the EIG Community on the EuroQuity platform instead of the **350 completed profiles envisaged**. The official goal has almost been reached, but overall there has been some difficulty with convincing the participants to register on an online platform. The added value of the EuroQuity platform has been largely communicated to researchers and entrepreneurs, but the participants have expressed a **preference for onsite events and direct support through one-to-one coaching sessions**. EIG has therefore decided to focus on concrete training activities. All in all, matchmaking and connecting entrepreneurs and investors often is a question of trust and to conclude financial deals, several personal meetings are necessary to establish a connection between the investor and the founder concerned.
In any case, it should be noted that far more companies profited from EIG’s coaching activities than originally planned and more investment forums and e-pitches were carried out.
- In addition, the table below shows that more person months have been spent in WP 2 than originally foreseen. This is on the one hand due to the fact that considerably more person months had already been spent in reporting period one. On the other hand, it should be noted that bwcon GmbH in particular has carried out more training workshops. Especially the idea factory workshop stands out here as it lasted a whole week and various coaches and staff of bwcon was involved. This development also accounts for higher spending in personnel costs for bwcon as apart from the junior staff senior consultants and bwcon CEO were involved in the selection processes and coaching. Furthermore, the whole consortium has trained far more companies than originally foreseen, with roughly 1700 participants having profited from the training activities in total.

d) Statement on use of resources

	Total PM	Plan PM Period 2	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM Spent in Period 2 all partners
WP 2	8	3	2,63	0,09	0,8	0,42	0,46	0	4,4

Table 5: Statement on use of resources, EIG, 2nd reporting period, WP 2

WORK PACKAGE 3: PRE-SELECTION – IDENTIFICATION OF NEEDS - MATCHMAKING

a) Summary of progress towards objectives and details for each task

The objectives of WP3 have been intertwined with those of WP2 and WP4. The tasks which have been undertaken under this work package were based on the contacts already established during the awareness raising and training process of WP2 and aimed at establishing a continuous selection process by choosing suitable enterprises throughout the project for the different types of training and pitching events offered by EIG. 50 promising companies from across Europe participated in the Dublin bootcamp – EIG’s main training event – and the 13 most investable start-ups joined the disruptive EIG Hot Deals event in June 2015 at the end of the project to close their financing rounds. Overall, the activities of WP3 were dedicated to allocating the project participants to the different project events and trainings, such as the webinars, the e-pitches, the investment forums and other coaching activities. The overall goal was to deliver hands-on consulting and training together with matchmaking services tailor-made for the different stages of development the participants were at. There have been specialised offers for advanced stage start-ups as well as for early stage founders or researchers. With the amendment completed, the matchmaking aspect which is particularly visible in the investment forums and e-pitches has also been included in the work package.

Objective 1: Evaluation criteria and allocation of project participants – Foundation of training activities

Evaluation:

- Media Deals has elaborated evaluation criteria at the beginning of the project to ensure that participants can be selected in a comprehensive and transparent way for the different project activities such as the investment forums, e-pitches or the bootcamp. Partners rely on the agreed criteria and selection process to review companies’ investor readiness and needs for support.
- The overall criteria were the following:

CRITERIA	Description of the Criteria	WEIGHT
ICT based product/service	The product/service is based on an ICT technology in at least one of the mentioned categories	15%
Level of innovation	The foreseen product/service has a strong innovation potential: is innovative and fresh compared to the current working method in the sector	15%
Market potential	There is a strong potential market opportunity for the developed product/service	25%
Implementability	There is a convincing access to market strategy for the product/service and competitive advantage. The business model shows good potential for scale	10%
Target group	The product or service has a defined target group of customers	10%
Team	Management team has skills and experience to grow the business	15%
Financing	Relevance of budget and financing plan the demand/offer to invest in the company is well defined and attractive to investors	15%

Table 6: Evaluation Criteria developed in Work Package 3

- Media Deals has provided a continuous evaluation and selection process of the entrepreneurial stage and the investment needs of the participants as to offer them the right coaching opportunities and to facilitate their interaction with investors. This process has been supported by all partners of the EIG project.
- Together, the EIG partners have laid the foundations of tailor-made training and personalised coaching and have allocated the participants to the different project activities according to their needs.
- In the course of the EIG competition start-ups, founders and researchers were selected for the 12 investment forums including the Silicon Stroll Bootcamp and the Hot Deals event. The EIG project decided with the project amendment to continuously offer webinars, podcasts and coaching activities for all eligible participants in order to offer the EIG services to as many start-ups as possible.

Objective 2: Connect Investor Club focussing on cross-border investment

Launch of the Investor Club:

- In May 2014 Media Deals has successfully initiated the launch of Connect Investor Club focussing on cross-border investments in Cannes.



- The tasks and activities connected to the creation of the club included:
 - Selection and Invitation of investors
 - Organisation of the meeting/discussion/work programme in Cannes
 - Design of a logo
 - Moderation of several meetings and events of the club, for example at the NEM Summit 2014 and before/after the special e-pitch for the Connect Club in December
 - Mobilisation of the attending participants to the club objectives and activities
- The figure below provides an overview of the members of the club from 9 different European countries:



Figure 5: Overview Connect Investor Club

- In addition to the investment forums attended by the members of the Connect Club such as the Heidelberg Innovation Forum, the NEM Summit and the Hot Deals Event in Paris, the members have also exchanged information and gathered in **private meetings** to discuss the EIG investment opportunities in more details.
- The group of investors of the Connect Club has been regularly mobilised both to recommend companies and commit to the events. A dedicated investment pitch of the Club was organised in Brussels during the NEM Summit 2014. Prior to the pitch event, the investors of the Connect Club had been invited to join a closed meeting to discuss and share with each other their current mutual deal opportunities.
- As a preparation of the Brussels' investors meeting and pitch event, each investor of the club was asked to recommend a company to the others. See below an example of this process. This recommendation process was implemented at several times during the project.

Media Deals intends to sustain the group activities after the project is over.

Investor	Company	Reasons for recommendation
Edwin HENGSTMENGEL Netherlands	Voicebooking http://www.voicebooking.com/	There are many online voice agencies. But only one works as an automated web platform; transparent and with fast delivery times & fixed fees – that didn't exist yet. This idea seemed to be an instant success. Since the launch in January of 2011 Voicebooking.com is one of the fastest growing voice agencies in Europe.
Jack LAYDEN Ireland	Wappzapp.tv http://www.wappzapp.tv/	100 TV channels and still nothing on? What a waste of your time! Instead of mindlessly flipping through TV channels, your favorite on-demand video's are only a swipe away on WappZapp.
Klaus HAASIS Germany	Your Painting www.yourpainting.de	I think they have a potential to grow, it is an interesting team with a very committed founder, Martin Engel, they have an attractive value chain with painters in Asia, they are in a fascinating phase now with their crowdfunding campaign.

Table 7 Example of Connect Club recommendations

- In December 2014, a **special e-pitch session** was organised by Media Deals exclusively for the Connect Club with companies currently closing their financing round. The members of the Club were able to suggest companies from their portfolio which they are planning to invest in or have already invested in to generate trust and foster cross-border relationships with other investors.

Objective 3: Establishment of 9 investment forums

- The goal was to organize 9 investment-forums in the course of the EIG project – which has actually been exceeded with **12 investment forums held in total** in the course of the project. These Investment Forums were organized in various European countries and provided the right environment for companies to brainstorm with researchers and entrepreneurs working in the content and networks' sector as well as to

discuss investment and partnership opportunities with specialised sector financiers. The investment forums were always connected to further training and pitching opportunities for the companies.

Overview on the 12 EIG Investment Forums:

The table below provides an overview of the 12 investment forums held in cooperation with major European ICT or start-up summits:

Investment Forum	Sector focus	Companies	Investors
NEM Summit 2013 Investment Forum in Nantes (30 October)	Creative industries	11	9
Investment Forum during ICT 2013 in Vilnius (6-7 November)	all ICT	12	15
Heidelberg Innovation Forum 2014 (8-9 April)	Smart Production	19	29
New Frontiers for European Entrepreneurs 2014 in Brussels (29 April)	all ICT	51	18
Future en Seine 2014 in Paris (12 June)	all ICT	11	10
NEM Summit 2014 Investment Forum in Brussels (30 September)	Creative Industries	11	14
Silicon Stroll Bootcamp in Dublin 2014 (3-4 November)	all ICT	50	34
ACE Summit and GEC in Milan, ACE/EIG Investment Pitch 2015 (18 March)	all ICT	51	22
Laval Virtual Investment Forum 2015 (8 April)	Virtual & Augmented Reality	12	12
Berlin Games Week Investment Forum 2015 (22 April)	Games (design, distribution, IT)	16	15
Heidelberg Innovation Forum 2015 (19-20 May)	Smart Data	28	30
Hot Deals Investment Pitch 2015 in Paris (26 June)	all ICT	13	25
TOTAL		285 companies	233 investors

Table 8 Overview on 12 EIG Investment Forums

Training opportunities for companies:

Each investment forum included training activities which were designed and implemented by the EIG partners. All partners were involved in these trainings as well as some investors of the Connect Club. All selected companies to the investment pitches benefited from an online coaching (review of pitch decks), participated to pitch rehearsals and had the possibility to attend specific workshops such as “test your business model” or “test your idea-IPR” in Heidelberg, cross-border investment (what are the benefits of having a European business angel on your board) at the ICT2013 in Vilnius and in many other training roundtables and workshops throughout the second reporting period.

Structure of the Investment Forums:

The investment forums always consisted of at least three components: trainings sessions and preparation for the start-ups, pitching opportunities in front of investors and market players, and an awareness session or introduction to the EIG project. In some cases, private meetings for investors or special sessions such as the Fail Workshop in Heidelberg were included in the programme.

Examples:



Investment Forum Laval Virtual, France

Media Deals, EIG and French TIC clusters present during Laval Virtual 2015

“Investment Forum Augmented and Virtual Reality”

AGENDA 7 April

Training workshops and pitch review for the participating companies

AGENDA 8 April

9:00 Coffee and welcoming breakfast

9:15 - 9h45

Panel discussion on Equity investment in the sector – *Thierry Baujard, CEO Media Deals*

10:00 - 12h00 | European Investment Pitch

15 European companies in the fields of virtual and augmented reality, selected through a European competition, present their investment opportunity to a panel of European investors (Business angels and Venture Capital funds).

From 14:00 | Laval Virtual tour – a private tour with Laurent Chrétien, CEO of Laval Virtual and Christophe Clergeau, Président Pays de la Loire will be organized.

One-to-One meetings can be organized between invited investors and selected companies.

20:30 Laval Virtual Gala

Participants

Companies	Investors
<p>7-Minute-Pitch</p> <ul style="list-style-type: none"> - Scale 1 Portal SAS - Immanuel Icart, CEO and Co-Founder (France) - Digitalarti - Malo Girod de l’Ain, CEO and Co-Founder (France, US) - Optinvent - Kayvan Mirza, CEO and Co-Founder (France) - Alterniity - Ioannis Tarnanas, Co-Founder and Veronika Petrova, Strategy and Growth (Switzerland) - InnerSense - Stéphane Mercier, CEO (France) - Energiency - Arnaud Legrand, CEO and Vincent Wautelet, CEO (France) 	<ul style="list-style-type: none"> - Aleksandar Čabrilo, Serbia (Serbian BAN) - Frédéric Falise, Switzerland (GoBeyond) - Luis Gaemperle, Switzerland (GoBeyond) - Massimiliano Gilardi, Italy (IBAN) - Dusan Kotic, Serbia (Serbian BAN) - Joséphine Muller, France (FBA – Femmes Business Angels) - Stéphane Rivoallan, France (Orange) - Stephen Rockman, UK (Merism Capital) - Alain Sordello, France (Investessor)

<ul style="list-style-type: none"> - Feasy Motion - Philippe Mathieu, COO (Belgium) - Augmented Class - Jorge Lopez, Co-Founder and Managing Partner (Spain) - Cyberith - Holger Hager, CEO and Co-Founder and Pierre Mercy, Software Development engineer (Austria) - Nozon/Parallaxter - Matthieu Labeau, Export Sales Manager and Tristan Salomé, Owner (Belgium) - Mindesk - Gabriele Sorrento, Co-Founder (Italy) - Ubleam - Samuel Boury, CEO and Co-Founder (France) <p><i>Elevator Pitch</i></p> <ul style="list-style-type: none"> - Rewind Cities - James Kirby, Managing Partner (Portugal) - Catopsys - Daniel Duhautbout, President and Co-Founder (France) - Virtual Dive - Alain Dinis, CEO and Founder (France) 	<ul style="list-style-type: none"> - Benoît Tabutiaux, France (BPI France) - Filippo Zanetti, Italy (IBAN) - Patrick Zucchetta, France (HT Solutions) - Bertrand Distinguin, France (Go Capital) - Audrey Haas, France (Plateforme Anaxago) - Marie Chkaiban, France (Plateforme Anaxago)
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Table 9 Participants of Laval Investment Forum

Investment Forum Berlin Games Week, Germany



Franco-German Video Game Meetings
French Embassy in Berlin – 22.04.2015

The First Franco-German Video Game Meetings will be held on Wednesday, **April 22nd, 2015 at the Embassy of France in Berlin as part of the [Berlin Games Week](#)**

Week. The aim of these Meetings is to start a discussion among institutional and economic stakeholders in order to identify future collaboration areas for joint programmes. The discussions specifically look at three areas of collaboration in the games sector: **political, financing, and education.**

AGENDA

9:30-13:00 Franco-German Meetings of Video Games - *auditorium*

High level French and German stakeholders (political, economic, academic organisations) in the Video Games industry are invited to discuss and explore future collaborations regarding education, employment and financing of video games.

Speakers

- Axelle Lemaire, State Secretary for Digital Affairs at the French Ministry of the Economy, Industry and Digital Sector – Video conference
- Julien Villedieu, Managing Director at Syndicat National du Jeu Vidéo (SNJV - French Video Game Trade association)
- Thorsten Unger, Executive Director Politics, GAME Bundesverband der Deutschen Games-Branche e.V

- Vincent Dondaine, COO Co-Founder, Bulkypix, Cas: Type:Rider (Arte TV)
- Michaela Haberlander, Funding Executive games, FilmFernsehFonds Bayern
- Benoît Tabutiaux, Division Manager at BPI France
- Stéphane Natkin, Director of CNAM – ENJMIN (Ecole nationale du jeu et des médias interactifs), Angoulême
- Thomas Dlugaiczyk, Director of the Games Academy, Berlin

9:45 - 10:45 Franco-German Institutional collaborations in the field of video games

11:00 - 12:00 Financial and Regulatory frameworks

12:00 - 13:00 Education and employment in the video games sector - *The panel is organised by the Creative Europe Desks MEDIA Germany and France.*

French Embassy in Germany, Berlin – Rue de France

14:00 - 16:00 Investment Pitch for Games | Focus: France - Germany – *auditorium*

12 French and German video games companies will have 5 minutes to convince a panel of European Equity investors (Business angels, VCs). Companies are selected through a European competition.

16:00 - 18:00 Networking Reception – *Rue de France*

16:00 Welcome note Ambassador of the French Republic, Philippe Etienne

16:15 Welcome Note on behalf of the German industry, Maximilian Schenk, BIU get-together

Participants

Companies	Investors
7-Minute-Pitch	- Jason Della Rocca , Co-Founder, Executions Lab (Canada)
Fairytales Distillery (Das Tal) - Alexander Zacherl, Managing Director (Germany)	- Lawrence Barclay , Investment Manager, DN Capital (United Kingdom)
gamers4charity - André Sonder and Oliver Weimann, Co-Founders (Germany)	- Tanja Emmerling , Investment Manager, High-Tech Gründerfonds (Germany)
PlayAround - Xavier de Baillenx, Founder (France)	- Klaus Haasis , Business Angel, Business Angels Stuttgart (Germany)
Vinoga - Oswald Bernard, Co-Founder and CEO (France)	- Paul Heydon , Partner, London Venture Partners (United Kingdom)
MK Payment Solution - Tauseef Afzal, VP and Business Development (Germany)	- Xavier Huerre , Business Angel, Be Angels, Six-Transition (Belgium)
Cubical Drift - Michel Thomazeau, CEO (France)	- Christian Kiefer , Strategic Partner Lead, Google Germany (Germany)
Mooney Studio - Tobias Graff, CEO (Germany)	- Don S. Kim , CEO, Advanced Cyber Entertainment (Germany)
Studio PIXMIX (Debout Ludo) - Laura Fort, CEO and Damien Dessagne, CTO (France)	- Guillaume Lautour , Managing Partner, Level-Up (France)
Battle Factory - Antoine Tran Huu, Marketing, Business Development Manager (France)	- Joséphine Muller , Member of the Board, Femmes Business Angels (France)
Dressed Monkeys - Alexander Johné, Founder and CEO (Germany)	

<p>Vescape - Jérôme Feys, Founder and CEO (Germany)</p> <p>Frame6 – Julian Reinartz, CEO and Gamedesigner and Henning Schmid, External Consultant (Germany)</p> <p><i>Elevator Pitch</i></p> <p>Reality Twist - Clemens Hochreiter, CEO (Germany)</p> <p>Quiz Run – Alexandre Yazdi, Co-Founder and CEO (France)</p> <p>Stratosphere Games - Kristian Metzger, Founder and CEO (Germany)</p> <p>The Effective Evolutions - Sebastian Malm, Co-Founder (Germany)</p>	<ul style="list-style-type: none"> - Michael Schmitt, Business Angel (Germany) - Mischa Wetzel, Senior Investment Manager, IBB Beteiligungsgesellschaft (Germany) - Marc-Olivier Lücke, Venture Partner, Atlanticlab (Germany)
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Table 10 Participants of Investment Forum at Berlin Games Week

EIG Coaching Day 2015:

- A major success has been the EIG coaching day held in the framework of the [Heidelberg Innovation Forum](#) 2015 on the topic Smart Data in Germany. At the forum, a whole day was dedicated exclusively to training of researchers and start-ups in early innovation phases.
- The programme of the EIG Coaching day on 19th May 2015 was the following:

9.00 – 9.30 Welcome and warm-up: Getting to know each other				
9.30 – 10.00 Inspiration Island: Some thoughts on entrepreneurship - Joaquin Soucheiron, entrepreneur and bwcon coach				
10.00 – 12.00 Early stage CHECK YOUR FINANCING	10.00 – 12.00 Early stage CHECK YOUR BUSINESS MODEL	10.00 – 12.00 Advanced stage MARKETS AND INTERNATIONALIZATION	10.00 – 12.00 Advanced stage MANAGING YOUR FINANCING ROUND	10.00 – 12.00 TEST PITCHING BATTLE
12.00 – 12.30 Inspiration Island: Legal aspects - Peter Bittner and Matthias Zahn, Attorneys, PATit - Patents for IT				
12.30 – 13.30 Lunch Break				
13.30 – 14.00 Keynote: Insights on startup investment from a business angel's perspective, Riku Asikainen, Angel Investor at Rephop (Finland)				
14.00 – 16.00 Early stage CHECK YOUR FINANCING	14.00 – 16.00 Early Stage IPR & Patents	14.00 – 16.00 Advanced stage MARKETS AND INTERNATIONALIZATION	14.00 – 16.00 Advanced stage LEGAL QUESTIONS	14.00 – 16.00 TEST PITCHING BATTLE
16.00 – 16.15 Coffee Break				
16.15 – 17.30 Early stage CHECK YOUR FINANCING	16.15 – 17.30 Early Stage CHECK YOUR BUSINESS MODEL	16.15 – 17.30 Advanced stage MARKETS AND INTERNATIONALIZATION	16.15 – 17.30 Advanced stage MANAGING YOUR FINANCING ROUND	16.15 – 17.30 TEST PITCHING BATTLE
17.30 – 18.00 Closure and preparation for next day - open working session until 19.00				

Figure 6 Agenda EIG Coaching Day at Heidelberg Innovation Forum

- In the pitching battles the participants had the opportunity to test their presentation beforehand in front of a jury. In the different coaching sessions the start-ups and researchers discussed all aspects of their projects from the business model to financing or IPR.
- The pitching event of the Heidelberg Innovation Forum took place on 20th May, the agenda can be found below:

09:30 – 10:00 Registration & Welcome Coffee	
10:00 – 10:15 Opening – Dr. Jürgen Jähnert, bwcon GmbH	
10:15 – 11:00 Official Keynote – Candace Johnson, President of EBAN (European Business Angel Network)	
11:00 – 11:15 Coffee Break	
11:15 – 12:30 Future Internet Pitch (Moderation: Alexandra Rudl; Corinna Voß)	
12:30 – 13:30 Lunch Break / Meet the Panelists	
13:30 – 14:45 Pitches EARLY & EXPANSION (innoWerft)	13:30 – 14:45 Pitches GROWTH (GetStarted)
14:45 – 15:15 Coffee Break / Meet the Panelists	
15:15 – 16:30 Pitches EARLY & EXPANSION II	15:15 – 16:30 Pitches GROWTH II (Technologiepark Heidelberg)
16:30 – 16:45 Coffee Break – VOTING by audience	
16:45 – 18:00 Fail Workshop	16:45 – 18:00 Investor Workshop
18:30 Reception 19:00 Dinner Best Business Idea Award Restaurant „S Kastanie“	

Figure 7 Agenda Pitching Event at Heidelberg Innovation Forum

- The coaching days and the Heidelberg Innovation Forum will be continued in the coming years by EIG-partner bwcon. The official report with pictures can be found [here](#).

In addition to the regular report, bwcon has also recorded a video with the participating start-ups, coaches and investors which can be found [here](#).

Objective 4: Establishment of six E-Pitches

- In collaboration with the EIG consortium, Media Deals has organised all of the 7 e-pitches for the EIG project.
- At each e-pitch session, 5 to 6 start-ups from across Europe presented their innovative business ideas. The sessions are moderated by different partners of EIG, the selection process and training of the participants is carried out by Media Deals, Go Beyond, bwcon and DBIC.

7 E-Pitches held in total:



<p><u>24 April 2014</u> Qymatix, Germany digital worx, Germany Bistri, France Ogarit, France Sereneo, France Alleantia, Italy</p>	<p><u>8 July 2014</u> Gamedonia, Spain Induction Manager, Ireland CineGV, Ireland Apprentus, UK Dreamtechsoftware, Ireland</p>	<p><u>9 September 2014</u> Free-Linked GmbH, Germany Inside Visions, Portugal Medicodose, France Bankhawk Analytics, Ireland Boolino, Spain Incitat, France</p>
<p><u>3 December 2014</u> Connect Club Pitch FenestraPro, Ireland Markita, Netherlands App Tweak, Belgium Bica Studios, Portugal</p>	<p><u>11 December 2014</u> Courtdesk, Ireland Ampacimon, Belgium Ignidata, Portugal CheckVentory, Ireland Ace Health, Ireland</p>	<p><u>5 March 2015</u> Skemmi, Belgium Lumi Industries, Italy Signal GeneriX, Cyprus Spotlime, Italy SlimCut Media, France</p>
<p><u>7 May 2015</u> PlayAround, France LifeTime, Germany Unitag, France OulalaGames, UK Vescape, Germany DocRAID, Germany</p>		

Table 11 Overview: Participants of the 7 EIG e-pitches

- **Overall, 37 companies participated in the EIG e-pitches and profited from direct contacts and the pitching opportunity in front of European Investors**
- The investment required by the participants was between 150k and 1.2 m Euro
- The sessions are held via the AdobeConnect web conference system of Bpifrance which is why concrete data of the e-pitches will be displayed under WP 5 (see below).
- The e-pitches have proved to be a very successful format for involving investors from across Europe in the project. 25-35 investors were registered for each e-pitch.
- Before each e-pitch, coaching sessions and dry-run clinics took place to prepare the participants for the online events.

Example:

Invitation to the Connect Club e-pitch on 3rd December 2014

10:00-10:45 PITCH EVENT/Adobe

Enter the Pitch conference room here at 10:00 am
<https://meet58689589.adobeconnect.com/r2d4b9enmby/>

Companies' pitch decks are available:

<https://www.dropbox.com/sh/nfehbaboxmdztpk/AACgfVzA5crB4NxMbCBfLBD2a?dl=0>

10:45-11:15 CONNECT INVESTOR CLUB FOLLOW-UP DISCUSSIONS/Skype

Online Investment Pitch – December 3rd, 2014

Participating entrepreneurs

- Simon Whelan, COO - FenestraPro is a cloud based building information modelling (BIM) software for building designers to design environmentally efficient non-domestic building façades more cost effectively (Ireland)

Investment Sought: €200K

www.FenestraPro.com

- Marieke Lever, Partner/Director of Products & Marketing - Markita is a leading online marketplace in the Benelux for unique gifts from talented Dutch Design professionals (Netherlands)

Investment Sought: €200K

<http://markita.nl/>

- Olivier Verdin, CTO - AppTweak is an online easy-to-use ASO platform helping to increase your app rankings and downloads (Belgium)

Investment Sought: €600K

<https://www.apptweak.com/>

- Nuno Folhadela, Game designer, CEO - Bica Studios is a young and energetic game development studio for Web, Smartphones and Tablets (Portugal)

Investment Sought: €250K

<http://www.bicastudios.com/home>

Participating investors of the Connect Investor Club

- Brigitte Baumann, Switzerland (Go Beyond Ltd)
- Frank Bonn, Sweden (Nouvago Capital)
- Philippe Gluntz, France (France Angels)
- Klaus Haasis, Germany (Business Angels Stuttgart)
- Edwin Hengstmengel, Netherlands (ENDEIT)
- Xavier Huerre, Belgium (Be Angels)
- Jack Layden, Ireland (Halo Business Angel Partnership)
- Ricardo Luz, Portugal (Invicta Angels, Porto Business Angels)
- Marco Miramonti, Italy (IBAN)
- Stephen Rockman, UK (Merism Capital)

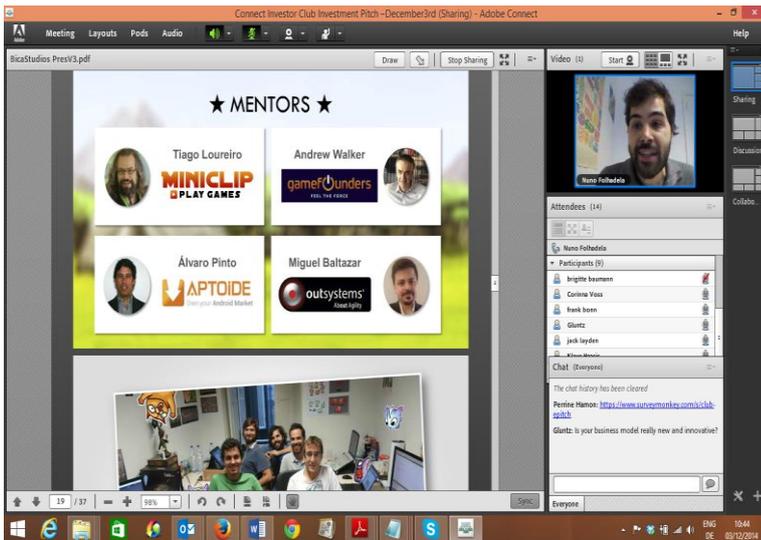


Figure 8 Screenshot of EIG e-pitch

b) Clearly significant results

- **D3.1 Selection Criteria and Evaluation Scheme**
- **D3.2 Kick-off Connect Investor Club in Cannes**
- **D3.3 organisation of 9 Investment Forums connected to European Summits**
- **With 12 successfully held investment forums and 7 e-pitches the EIG project has by far exceeded the numbers envisaged.**

Investment deals completed in the course of EIG:

The following companies secured investment throughout the life cycle of the project. It should be noted that not all of the companies could be tracked throughout the project life cycle. Details of the investee companies can be found in below.

1. Heystaks	9. All Square
2. Coindrum	10. Ignidata
3. InMusic	11. Evercam
4. Induction Manager	12. Lumafit
5. FenestraPro	13. Buddy Watcher
6. Hanakai	14. Smoope
7. Qymatix	15. Picsastock
8. Medicodose	16. Golaem

Table 12 Companies having secured investment in EIG

Investee Company Summaries:

		<i>“Efficient Façade Design Software for Building Designers”</i>	
Sector	Investment Secured	Country	Stage of Development
Creative/Cleantech	€500,000	Ireland	Seed
<p>FenestraPro is cloud based building information modelling (BIM) software for building designers to design environmentally efficient building façades more cost effectively. FenestraPro not only ensures compliance with increasing environmental standards and international best practice at an early stage in the design process, it improves the design process significantly by eliminating late stage redesign, generating savings of at least 30%. It enhances the performance of the building by ensuring that the thermal, solar and day-lighting performance characteristics are optimised early in the design process. www.fenestrapro.com</p>			

		<i>“A new generation of sales analytics”</i>	
Sector	Investment Secured	Country	Stage of Development
Big Data	Not disclosed	Germany	Early
<p>Qymatix is a SaaS solution that enables sales managers to achieve a much higher business success rate through better marketing decisions. The Qymatix solution simplifies data manipulation, runs advanced analysis and presents the best results. Sales Managers are now able, by just one click, to access critical sales data. Qymatix visual data discovery enables you to gain insight and communicate your sales results without the need of an expensive IT department or data analyst. Let our Business Intelligence Tool work for you. Upload your sales transactions and create reports, analytics and dashboards in minutes. Qymatix automatically generates stunning charts, tables and graphs, with an intuitive user interface. Combining different sources, Qymatix presents the user with all the information he needs to make more successful sales decisions. www.qymatix.de</p>			

		<i>“Extracting value from mobile subscriber behaviour.”</i>	
Sector	Investment Secured	Country	Stage of Development
Mobility/Analytics	€1.5	Ireland	Seed

Heystaks has developed a platform to analyse the behaviour of mobile subscribers and build accurate profiles of intent. These profiles deliver higher-value advertising opportunities and enable mobile operators to participate in the massive mobile advertising market. www.heystaks.com

	<p><i>“All Square connects the power of people's love for golf on one completely free, accessible and engaging social media platform designed exclusively for golfers”</i></p>		
<p>Sector Services</p>	<p>Investment Secured €725,000</p>	<p>Country Luxembourg</p>	<p>Stage of Development Early</p>

All Square gives golf clubs the opportunity to enhance their online presence among a very targeted audience of golfers. Our platform has a global reach and creates a very strong marketing avenue that forward-thinking clubs and brands can attract high end customers. We use the latest social media and app technologies to harness the passion for golf on a community level. Our business model and solution have been validated through strategic partnerships with worldwide companies such as Troon® and KPMG. Troon® partnered with us to increase the overall visibility of their 230 resorts located in 27 countries and 33 states. All Square received an award at the 2014 HSBC Golf Innovation Forum and at the Red Herring Top 100 Europe. www.allsquaregolf.com

	<p><i>“A new dimension of safety on the basis of ultrasound”</i></p>		
<p>Sector Security</p>	<p>Investment Secured €300,000</p>	<p>Country Germany</p>	<p>Stage of Development Advanced</p>

Free-Linked develops technology products in the field of safety and comfort. Their specialization lies in bidirectional communication on the basis of ultrasound. The innovation finds its first application in a preventative warning system for sport diving which is called “Buddy-Watcher”. With the “Buddy-Watcher” Free-Linked has created a means of communication that, as a preventative system, helps making sport diving considerably safer. In emergency situations the Buddy-Watcher can even save lives as it allows diving partners to send emergency signals under water in a simple way on the basis of ultrasound. The product is already available on the market. The pioneering technology which was developed by Free Linked can be transferred to a range of applications. www.buddy-watcher.de



“Making Coins Count ”

Sector	Investment Secured	Country	Stage of Development
Services	€350k	Ireland	Early

Coindrum allows airline passengers to spend unwanted coin currency before departing into different currency jurisdictions. By operating machines at departure gates, Coindrum turns unwanted coins into airport retail vouchers or enables people to donate to a charity of their choice. It’s an easy, free and quick service to solve the coin inconvenience for passengers, whilst converting more travellers into retail customers for airports. www.coindrum.com



“Collect & Connect, InMusic ”

Sector	Investment Secured	Country	Stage of Development
Creative/Social	Not disclosed	Ireland	Early

InMusic You love music... right? Well, imagine you can browse the websites of the best new artists online and collect the music you love as you go. InMusic is a network of independent musicians’ websites that are beautiful and simple to create. And, because they are on the same network, fans can browse through them connecting directly with the artist, commenting on their content and build up their online music collection by clicking ‘Collect It’ on the music they discover. Like with Pinterest, you can be a trend setter when others follow your collections and you can subscribe to others so you can easily find what’s new, InMusic. www.inmusic.com



“Take charge of your inductions ”

Sector	Investment Secured	Country	Stage of Development
Services	€1m	Ireland	Early

Induction Manager
An induction is the training which new staff receive. In US they call this an orientation so we’re also known as Orientation Manager. Traditionally inductions have been delivered in a classroom using company trainers. Induction Manager makes the entire process a whole lot easier by transferring it to the cloud. Staff arrive pre-inducted and ready to hit the ground running! We’re 2 ½ years old and now have 35 customers across Ireland, UK, US, Canada and Africa. Our customers include: Adobe, BAM, Pfizer, Domino’s Pizza, British Gas, Balfour Beatty and Sodexo. We’ve proven our business in the UK market and now plan to scale in the US. www.inductionmanager.com

		<p><i>“A mobile "SKYLANDERS" for grown-ups ”</i></p>	
<p>Sector</p> <p>Internet of things/Games</p>	<p>Investment Secured</p> <p>Undisclosed</p>	<p>Country</p> <p>France</p>	<p>Stage of Development</p> <p>Early</p>
<p>Hanakai has developed a concept using NFC playable objects (figurines or cards) to interact with mobile devices F2P applications. www.hanakai-studio.com</p>			

		<p><i>“Smart pharmaceutical packaging combined with IT ”</i></p>	
<p>Sector</p> <p>e-Health</p>	<p>Investment Secured</p> <p>€500k</p>	<p>Country</p> <p>France</p>	<p>Stage of Development</p> <p>Early</p>
<p>Medicodose Patients’ non-compliance or non-adherence is costing the US and European healthcare systems more than \$450 billion per year. Also, \$75 billion per year is lost to prescription drug counterfeiting. MEDICODOSE’s technology consists of smart pharmaceutical packaging and an IT platform working seamlessly to provide patient reminders, check and report real time adverse reactions “ePRO”, drug-drug interactions, worldwide medicine authentication, prescription drug counterfeiting detection and patient compliance monitoring and reporting. Potential users are generic and brand name pharmaceutical companies, health care insurance firms, CROs and health care practitioners. Forecast revenue for 2019 is around \$481M. www.medicodose.com</p>			

		<p><i>“Igniting Business with Data ”</i></p>	
<p>Sector</p> <p>Socialisation/Services</p>	<p>Investment Secured</p> <p>€150k</p>	<p>Country</p> <p>Portugal</p>	<p>Stage of Development</p> <p>Seed</p>
<p>Ignidata solves business and research challenges by providing real time market insights to help companies perform better. Our goal is to provide marketing research in a simple, fast and cost effective manner - by using a seamless online platform that connects companies that need market research studies (paying companies) to content providers (e.g.: games, TV series, movies, newspaper articles, football) whose consumers will participate in order to unlock the content they want. We are shifting from the traditional</p>			

business model based in money transaction to a new model of time for content transaction (consumers answer surveys to unlock content). www.ignidata.com

		<p><i>“The evolution of fitness ”</i></p>	
<p>Sector</p> <p>Medtech/Services</p>	<p>Investment Secured</p> <p>€700k</p>	<p>Country</p> <p>Ireland</p>	<p>Stage of Development</p> <p>Early</p>
<p>Lumafit takes wearable tech way beyond step counting. An ear-worn device with on board heart monitor and motion sensor, the Lumafit uses the unique signature head trajectory of each exercise to identify and score that exercise. It is the first system to know what exercise you are doing and how well you are doing it. Exercises range from situps and press-ups to gym activity such as sessions on the rowing machine or treadmill. Lumafit is partnered with PCH international as part of their accelerator program and is launched the Lumafit in the US and Europe in December 2014. www.lumafit.com</p>			

		<p><i>“User-friendly customer service with instant messaging”</i></p>	
<p>Sector</p> <p>Mobile</p>	<p>Investment Secured</p> <p>€500,000</p>	<p>Country</p> <p>Germany</p>	<p>Stage of Development</p> <p>Early</p>
<p>Smoope is a young company from the Stuttgart area. Their aim is to connect companies and their customers in a better and more efficient way. Smoope therefore offers an app that allows clients to enjoy a "Service To Go ": Customer service is taken to a new level with the Smoope application based on instant messaging. The team relies on the most modern and safe technologies and takes into account the changing communication behavior of people in an increasingly mobile and digitalised world. Hundreds of companies are already working with Smoope’s solution - from car dealers to dentists they already cover a wide range of industries. The app is even used in sensitive sectors, such as banks and regional authorities. www.smoope.com</p>			

		<p><i>“Eyes for the Internet of Things ”</i></p>	
<p>Sector</p> <p>Services</p>	<p>Investment Secured</p> <p>Undisclosed</p>	<p>Country</p> <p>Ireland</p>	<p>Stage of Development</p> <p>Early</p>

Evercam is a platform for developing and working with cameras. Having grown out of a cloud CCTV company, Camba.tv, Evercam makes it simple for developers to work with over 1600 makes and models of camera overcoming one of the principle hurdles in innovation around the live image. Using the Evercam platform, developers can now build applications faster, easier and, most importantly, they can distribute them to a wide user base through the Evercam app store. Partners include SAP and Netsuite where integrations have been developed using the Evercam Platform. www.evercam.io

		<i>“Artist-friendly tools to animate digital characters”</i>	
Sector	Investment Secured	Country	Stage of Development
Animation/simulation	€600,000	France	Advanced
<p>Golaem Crowd makes it easy and affordable to populate worlds with directable digital characters, from a few to thousands. Artists from all over the globe use Golaem Crowd to bring life to commercials, episodic productions, feature films and games. Golaem Crowd offers an intuitive interface, based on Maya workaday objects. It can be used by any artist, trained under 3 days. Built for performances, Golaem Crowd allows artists to find the right creative approach, whatever the number of characters they would like to have in their game, film or commercial. www.golaem.com</p>			

c) Deviations from Annex I

- It should be noted that the EIG consortium has carried out more e-pitches and more investment forums than originally planned, leading to further investment deals in the course of the EIG project.
- The higher amount of person months in this case is connected to the fact that additional investment forums have been carried out by the EIG consortium. In the case of bwcon, more personnel had to be involved this year as instead of 20 there were 28 companies trained this year and the number of staff and coaches involved had to be significantly extended. In addition to the junior staff working on the forum, bwcon’s CEO Jürgen Jähnert and senior consultant Joaquin Soucheiron became part of the coaching day team and were also involved in the selection process, which led to a higher spending in personnel costs. It should be noted however that the overall budget of EIG was not exceeded.

d) Statement on use of resources

	Total PM	Plan PM Period 2	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM Spent in Period 2 all partners
WP 3	14	7	4	0,18	1,52	1,4	0,37	0	7,47

Table 13: Statement on use of resources, EIG, 2nd reporting period, WP3

WORK PACKAGE 4: PERSONALIZED COACHING TO RESEARCHERS AND ENTREPRENEURS

The overall objective of WP4 was to optimise the chances of investment success for the most promising project participants selected in WP3.

Objectives:

- Organise a 1 day bootcamp to provide the 50 project participants pre-selected in WP3 with an insight into investor requirements and investment training
- Develop an in-depth coaching and mentoring overview involving international coaches to address the weaknesses of 50 project participants (selected at bootcamp) – the most advanced participants will later present to potential investors after having received the in-depth coaching
- Providing the project participants with specific investor readiness training which involves both online support (assisting the participants in showcasing their companies on the online portal) and offline support (providing training to project participants to pitch before international investor panels in WP5)
- Create 50 truly investment-ready profiles of companies, entrepreneurs or start-ups to be presented to investors in the course of EIG

a) Summary of progress towards objectives and details for each task

Objective 1: Investment start-up bootcamp

Structure and Programme of the Bootcamp:

The “Silicon Stroll Bootcamp” was held over 2 days (4 & 5 November 2014). The event was attended by 50 companies, 34 investors and 7 support organisations to include Google, Microsoft, PayPal, IBM, Trinity College Dublin and the Web Summit.

The event agenda is located below (see pictures of programme).

The event included the following activities:

- **Tech Giant Tour:** PayPal, Google, PayPal: Each “tech giant” shared their perspective on current trends and future insights across a multitude of technology sectors
- **Case studies:** 3 successful companies shared their journey, providing information about international investment and the fundraising process
- **Panel Discussion** on securing international investment, with speakers drawn from the investment community
- **Pitch Battles:** 48 of the 50 companies were provided with pitching opportunities with a grand finale where the final 6 battled for position of best company.
- **Networking** dinner and numerous other opportunities which were attended by companies, investors and support organisations.

- Peer to peer/group workshops on the following topics: (1) Deal flow and exit strategies (2) Early stage financing mechanisms (3) Business Modelling



Figure 9 Silicon Stroll Bootcamp: Agenda Tech Giant Tour



Figure 10 Silicon Stroll Bootcamp: Agenda Pitch Battles and Workshops

Jury Panel:

The investment community were engaged throughout the event with judging panel members drawn from the following sources:

- Umberto De Feo, Investor, Meta-Group, Italy **(chair)**
- Conor Carmody, Halo Business Angel Partnership, Ireland **(chair)**
- Richard Watson, AIB Seed Capital Fund, Ireland **(Chair)**
- Richard Morton, AIB Seed Capital Fund, Ireland **(Chair)**
- Brigitte Baumann, CEO Go Beyond, Switzerland
- Andrew Macadam, Microsoft, Ireland
- Philippe Gluntz, President Business Angels Europe, France
- John Whelan, Technology Transfer Officer, Trinity College Dublin, Ireland
- Juliane Schulze, Media Deals, France
- Luca Canepa, Italian Business Angel Network, Italy
- Gilles Le Gocguen, BPI France, France
- Ute Günther, Angel Investor, Germany
- Chris Dial, Business Evangelist Lead for Western Europe, Microsoft
- Paulo Anselmo, President Italian Business Angel Network
- Desmond Fahey, CEO, Dublin BIC, Ireland
- Alex Hobbs, Manager AIB Seed Capital Firm, Ireland
- Sean Beirne, angel investor, Ireland

Support Organisations:

- **Google:** PR, Venue prep, case studies, keynote speakers, content of presentation
- **IBM:** PR, Tech expo, case studies, keynote, presentation, logistics, venue prep.
- **PayPal:** Case study, keynote, presentation content, logistics, venue prep
- **The Web Summit:** Reduced price Tickets, pitching and exhibiting companies
- **Microsoft:** Content of workshop, participation of judging panel members
- **Trinity College Dublin:** Participation in judging panel members
- **Enterprise Ireland:** Dissemination, judging panel members, keynote speaker



Figure 11 Partners of Silicon Stroll Bootcamp

Communication:

A media campaign was launched in September 2014. A key component was a photoshoot with Google and IBM which was published alongside a press release in the following publications:

- The Irish Times: Ireland leading business paper
- The Irish Independent
- Silicon Republic – Irelands leading tech news site
- Business Insider News site

Other dissemination measures included:

- Blog posts, social media updates, consortium partner websites, EIG project website, EBN website, ACE Project website
- The department of Jobs, Enterprise and Innovation were notified of the event, with members attending day one
- Enterprise Ireland, the national support agency for entrepreneurship in Ireland were contacted and disseminated info regarding the event.

Dissemination among investors:

Support Partner	Number	Investor Type	Method
Dublin BIC	100	BA	Direct via event & follow up email

Dublin BIC	50+	BA + VC	Direct, email
BPI	450	BA + VC	EuroQuity Platform
BPI	50	BA + VC	e-pitch session
Media Deals	70	BA + VC	e-mail
Go Beyond	27	BA	e-mail
Go Beyond	2220	BA, VC & general	Newsletter
bwcon	99	BA + VC	E-mail

Table 14 Silicon Stroll Bootcamp: Dissemination to investors

The event was also disseminated by project subcontractors to their networks: France Angels, Business Angels Europe and Italian Business Angel Network. It was also highlighted on the project website and social media channels.

Dissemination Total
800+

Attendance Total
34

Silicon Stroll Bootcamp Flyer:



Be selected by European Investor Gate (EIG) as one of Europe's top 50 most investable start-ups and...
Get Investor-Ready at the

SILICON STROLL BOOTCAMP

Dublin : 3 & 4 November 2014

- ▶ Explore **Future Insights, Trends and Innovations** at seminars hosted by tech giants: Google, Paypal and IBM
- ▶ Head-to-head pitch battles to an audience of international investors for a cash prize
- ▶ Valuable opportunity to work with Europe's leading investment preparation specialists
- ▶ Network with international investors, entrepreneurs and business leaders
- ▶ Benefit from reduced price tickets to the Web Summit, one of the world's leading tech events [4-6 November]

Selection of participants is ongoing.
Final deadline for applications: 20th August 2014

 Dublin Business Innovation Centre
 european investor gate

Calling all Innovators in ICT to apply today

▶ www.eig-project.eu

Win a place at the 'Silicon Stroll Bootcamp' in November 2014

About EIG: The European Investor Gate is an investment preparation programme aimed at supporting participants to develop their investor-readiness by providing them with the skills, opportunities and contacts to access international finance. This project has received funding from the European Union's Seventh Framework Programme.

About Dublin BIC: Dublin BIC is a public private business support organisation that has assisted in the creation of over 500 start-ups over 25 years. It manages the AIB Seed Capital Fund, Halo Business Angels Partnership and the Guinness Enterprise Centre.

The Silicon Stroll Bootcamp is brought to you by
Dublin BIC with the support of the EIG project
Tel: +353 1 6713111 Email: info@dublinbic.ie
www.dublinbic.ie

Figure 12 Silicon Stroll Bootcamp Flyer

Winner of the Bootcamp:

Seabery, an augmented training and performance management platform for the healthcare industry from Spain, beat 47 companies and 5 other finalists to secure the top position, to include [Tenderscout](#), [Medicodose](#), [Courtsdesk](#), [Ignidata](#) and [CheckVentory](#).

This is the [link](#) to the press release of Dublin BIC on the winning team.



Figure 13 Winning Team Seabery of Silicon Stroll Bootcamp

Significant results of Silicon Stroll Bootcamp:

<ul style="list-style-type: none"> ▪ 1 Tech Giant Tour ▪ 5 venues ▪ 7 Support organisations ▪ 150 participants ▪ 50 tech companies ▪ 48 pitches ▪ 4 case studies ▪ A tech expo 	<ul style="list-style-type: none"> ▪ 34 Investors ▪ 7 Angel networks represented ▪ 10 support organisations represented (ACE & EIG projects) ▪ Group workshops ▪ 5 presentations by industry experts ▪ International investment panel ▪ 18 judging panel members ▪ 24 Requests for follow up from investors
--	---

Table 15 Key performance indicators of Silicon Stroll Bootcamp Dublin

Objective 2: Initial Investor Readiness Assessment and Investor Training

50 companies were selected throughout Work Package 3 via a standardised set of questions which were developed with input from all partners and according to the official selection criteria mentioned in work package 3. Companies were categorised according to level of investment readiness and technology sector, given a rating and then each participant was signposted to the most appropriate support (e-pitch, bootcamp, i-forum, online training etc.)

The 50 most promising companies were selected to attend the bootcamp. Each company was provided with investment preparation prior to the event, these supports include:

- Pitch brief – how to create an investor ready pitch deck, together with guidelines on delivering a successful pitch
- Pitch review and feedback by panel of 3 mentors. Each company presented live via online Adobe connect system where mentors provided feedback on the pitch.
- Access to entrepreneurial podcasts developed by Go Beyond
- Offline test pitches and investment mentoring by individual partners.

For details on the e-pitches and online and offline training workshops or podcasts please see work packages 2 and 3.

50 Companies selected for Bootcamp:

	Name of project/company	Country
1	ACE Health	Ireland
2	Allsquare	Luxembourg
3	Apptimate	Belgium
4	Ardictive	France
5	B Smark	Ireland
6	Bankhawk	Ireland

7	Boolino	Spain
8	bringX	Germany
9	Buddy Watcher (Free Linked)	Germany
10	CheckVentory	Ireland
11	Coindrum	Ireland
12	Courtsdesk	Ireland
13	Cross-Connected	Germany
14	digital worx	Germany
15	EES Envirotech	Ireland
16	Eiratech Robotics	Ireland
17	Evercam	Ireland
18	Fenestrapro	Ireland
19	Garanteasy	Italy
20	Green Communications	France
21	Hanakai Studios	France
22	Heystaks	Ireland
23	Huggity	Ireland
24	Ignidata	Portugal
25	Induction manager	Ireland
26	InMusic	Ireland
27	Innopinion	Finland
28	Inside Visions	Portugal
29	Lumafit/Zinc	Ireland
30	Match Rider	Germany
31	Medialize	Italy
32	MEDICODOSE	France
33	Museotechniki	Greece
34	Newswhip	Ireland
35	ONDICS	Germany
36	POSTGOL	Italy
37	Qymatix Solutions	Germany
38	Recipay	Luxemburg
39	Seabery Solutions	Spain
40	Sidetrip24	Germany
41	SignalGeneriX Ltd	Cyprus
42	Smarterkey Ltd	UK
43	Studio Powwow	Ireland
44	Sytorus	Ireland
45	Tenderscout	Ireland
46	Tribe	Finland
47	True Pivot	Ireland
48	Virtual Drive	France
49	Vivocha	Italy

Table 16 Companies selected for Silicon Stroll Bootcamp**EU research Projects at Silicon Stroll Bootcamp:**

The EIG project aims to support entrepreneurial projects that have received R&D funding through the European Commission. The consortium utilised its efforts to contact entrepreneurs through a far and wide approach, to include research institutes and universities.

The final selection of companies that attended the bootcamp had 3 research projects:

Signal Generix, a company specialising in real time cloud-metering technology for utilities, has received approximately €5 million for internal R&D through 15 EU research projects, a number of which are listed below.

- "Lynceus: "People localization for safe ship evacuation during emergency", Research for SME Associations, Call SME-2011-2, project 286148, Total Budget: €3.3M
- "WiserBAN: Smart miniature low-power wireless microsystem for Body Area Networks", ICT, Call FP7-ICT-2009-5 IP project 257454, Total Budget: €9.5M
- "MariaBox: Marine environmental in situ Assessment and monitoring tool Box." Collaborative Project OCEAN.2013-2, Total Budget €7.2M
- "MariaBox: Marine environmental in situ Assessment and monitoring tool Box." Collaborative Project OCEAN.2013-2, Total Budget €7.2M

Virtual Dive has been part of the FP7 research project "Digital Ocean", a research project on virtual reality and making virtual diving possible by using disruptive technologies, making digital data on oceans and underwater life available and by using autonomous robots.

Museotechniki received funding through the @Diversity project, however the funding was for marketing and promotional activities.

Support in the Framework of the Silicon Stroll Bootcamp:

The entrepreneurs selected for the bootcamp received regular support for up to 12 weeks prior to the event. These activities included:

- Travel Assistance (accommodation and Flights)
- Participation in the Web Summit
- Inputs for the event brochure
- Investment preparation and pitch practice

Entrepreneurs received a range of investment preparation supports prior to the event, delivered through a combination of online and offline training. These included:

- Direct mentoring by consortium partners
- Test pitches via online mechanism to a panel of 3 investment preparation specialists
- Test pitches delivered face to face by Dublin BIC mentors to 16 companies
- Access to entrepreneurial webinars delivered by Go Beyond
- Access to entrepreneurial podcasts created by Go Beyond

Pitching briefs outlining the key components of an 8 and 5 minute pitch together with pitched advices.

Investment Readiness Training at the Silicon Stroll Bootcamp:

Case studies

- Soundwave
- Curam
- The Now Factory
- Currency Fair

Entrepreneurial presentations

- Enterprise Ireland
- Microsoft
- IBM
- PayPal

Group Workshops

- Business Modelling
- Financing Strategies for Early Stage startups
- Exit strategies and deal flow

Panel discussion: “Challenges of Securing international Investment”

Overview on Investment Readiness Sessions:

48 Pitches	6 Pitch Battles
3 Group Workshops	Panel Discussion “Challenges of Securing International Investment”
Networking Lunch	Microsoft Workshop

Feedback, Coaching & Mentoring

- Feedback from individual pitch sessions was collated and provided to individual entrepreneurs to assist them with identifying weaknesses
- All 50 companies were followed up after the event with an offer to access investment preparation mentoring
- The EIG Coaching Mentoring Offer (see objective 3) was prepared for all 50 companies by Dublin BIC.

EIG Mentoring Offer:

EIG Mentoring Offer

The EIG project will offer mentoring which specifically focuses on preparing companies to secure international investment. The services aim to address challenges in developing a funding strategy and implementing it while running/growing a business, It will be tailored to individual requirements. It will include group and one on one sessions Earlier stage companies can access an in-depth, hands on engagement whereas more advanced companies will be provided with higher level advice surrounding the existing investor relationship and bringing in foreign investors and new types of investors.

The Mentors:

- EIG project partner organisations made up of investment preparation specialists and active investors
- The project is also supported by a number of International Angel groups that are committed to assisting the participants through high level advices.

The Services

- 1) The services provided to early stage companies will take a well-rounded approach, aiming to prepare them to access investment and manage the funding process.
 - Lead mentor from an EIG Partner organisation
 - Assistance to develop an investor ready business plan
 - Pitch preparation
 - Deciding when is the right time to raise financing, the best suited types of financing and developing your financing strategy
 - Advices on the investment process and relationships
 - Online resources – Webinars and Podcasts
- 2) **The services provided to advanced companies will focus primarily on your financing strategy, managing the deal flow process and exit strategies.**
 - Highly targeted mentoring addressing specific weaknesses (if any)
 - Refining your financing strategy including contingency plan if financing is not reached as planned
 - Advices surrounding the existing investor relationship and bringing in foreign investors and new types of investors.
 - Managing your financing round while continuing to aggressively grow your company
 - Company Valuation
 - Identification of actual financing needs
 - Exit Strategies

Throughout the engagement companies will be provided with pitching opportunities via bi-monthly e-pitches, quarterly investment forums hosted throughout Europe and a Final pitching event due to take place in May 2015

Objective 3: In-depth coaching and mentoring overview (40+ companies)

Company Support:

Throughout Work Package 4 participants of the EIG project received a wide range of supports, both online and offline. These include:

- Pitching Briefs
- Pitch Deck Review, test pitches & feedback
- Peer 2 Peer learning
- Online training
- Case Studies/presentation
- In-depth/1-2-1 Coaching

In total participants were provided with **285** pitching opportunities to international investors across the various European investment forums and pitching events.

Throughout the training, participants were encouraged to use this training to support their online profiles on the EuroQuity Platform.

The selected companies went through a thorough investor screening which picked up the EIG investment readiness criteria of WP3.

Below you will find an example of a final result of a company rating:

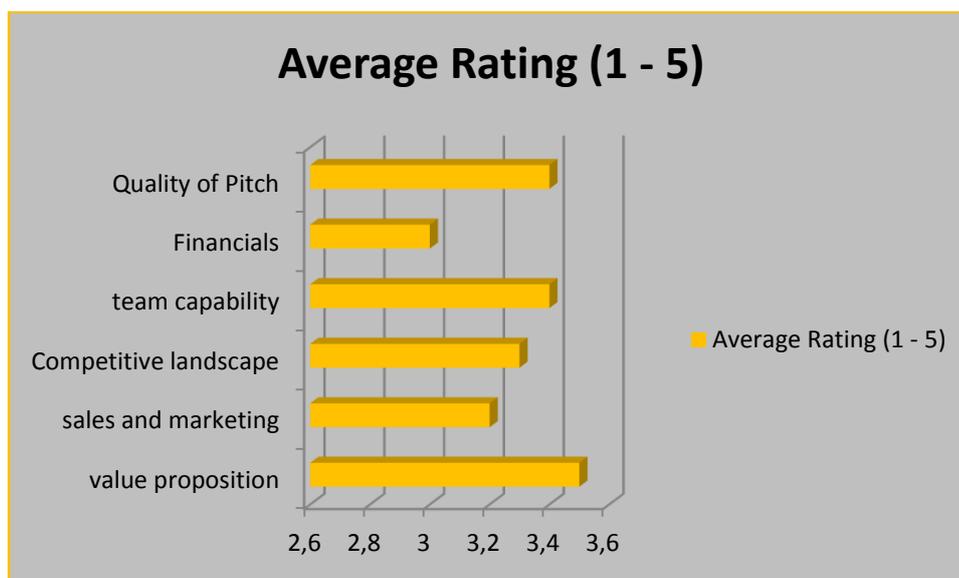


Figure 14 Example of company rating at Silicon Stroll Bootcamp

Mentoring Overview:

Dublin BIC drafted a template which was completed by EIG partners for their in-depth coaching and mentoring activities – for the template please see the figure below.

In total **41 companies** received in-depth coaching and mentoring overviews, this was due to the tailoring of services to meet requirements, were many companies did not want/require in-depth services. The additional

mentoring capacity was rolled out to a larger number of entrepreneurs through group mentoring, pitch preparation events, dry run clinics, online mentoring etc.

Feedback from the investment community was integrated into a high number of these overviews after the bootcamp event, where the attending investors were requested to rank each company across a number of core business areas.

An overview and report on the activities included for each company was created (D4.1). The figure below includes a sample completed overview with the following categories:

- Company Name
- Tagline
- Logo
- Country
- Investment Sought/Secured
- Weakness identified by investors via bootcamp rating system
- Weakness identified by mentor
- EIG Investment preparation inputs (online AND general)
- EIG Investment preparation inputs (offline/1-2-1)
- EIG outputs
- Client testimonial

Coaching and Mentoring Overview – Company Example:

The overview on the in-depth mentoring including the summaries for all 41 companies can be found in the in-depth mentoring report (D4.1).

True Pivot

		<p style="text-align: center;"><i>“Design once use twice!”</i></p>	
Sector	Investment Sought	Country	Stage of Development
Services	€650,000	Ireland	Seed
<p>True Pivot The time it takes to find a specific element design from one building to reuse in another building is prohibitive. So instead of searching for a previously done design, the engineer just redesigns the element completely. Up until now there has been simply no technology that quickly and automatically searches engineering design databases. Truepivot’s software automatically uploads a company’s design data to their secure storage space on the TruePivot cloud. We then parse all of their files and individually fingerprint them, making them searchable. As an engineer begins to model, our software analyses the model in real-time and automatically alerts the engineer to previous designs that match the model, cutting down the design time. www.truepivot.com</p>			
<p>INVESTOR FEEDBACK: BOOTCAMP</p>			

Value Proposition	Sales/Marketing	Competitive Landscape	Team Capability	Financials	Quality of Pitch
3.7	2.8	3.4	3.4	3.4	3.8

WEAKNESS (Mentor/Investors)

- Sales channels need exploration
- Pricing model
- Route to market requires definition

EIG INPUTS

True Pivot engaged with the EIG programme in May 2014 where they began their in-depth mentoring. The following investment preparation supports were provided throughout the course of the programme

Investment Preparation

- Pitch preparation – brief and dry run clinic
- Entrepreneurial Podcasts – Deal flows and exit mechanisms, early stage financing

1-2-1:

- Analysis of sales channels
- Development of pricing structure model
- Development of route to market and commercialisation methods
- Financial Planning and value proposition

EIG OUTPUTS

- In the process of closing investment
- Investor ready business plan
- Investor ready pitch deck
- Pitching opportunity at the Silicon Stroll Bootcamp (November 2014) and the Heidelberg Innovation Forum (May 2015)
- Tech Giant tour: Google, PayPal & IBM – “Future Insights, Trends and Innovations”

TESTIMONIAL

Testimonial “We found the EIG project to be extremely beneficial, particularly in relation to preparing our business plan and working on our pitch. The strategic review we did with Michael Culligan was particularly informative. Michael's questioning during the mock-pitch and his feedback afterwards highlighted areas we needed to improve for future reference in particular Michael's feedback forced us to focus more on our market size/opportunity. Likewise the preparation for the Silicon Stroll Bootcamp was very helpful. The opportunity to pitch to a room full of potential investors during the Silicon Stroll was also hugely beneficial as was their feedback.

The follow on in terms of investment preparation meetings with Conor Carmody was also very useful and helped us with our financial planning and value proposition. We're currently in the process of securing

investment from a private individual investor and the EIG project was certainly a help in preparing for that.” Richard Doody, CTO, True Pivot

Table 17 Template for in-depth mentoring overview

Overview of Companies having joined the In-Depth Mentoring:

1. Check Ventry	11. Bizbase	21. Scatter Blogs	31. Printsome
2. FenestraPro	12. Ace Health	22. Xplain Data	32. Just Temptation
3. True Pivot	13. Qymatix	23. Virtual Dive	33. Oulala Games
4. Studio PowWow	14. BringX	24. All Square	34. Courtsdesk
5. Tenderscout	15. Freelinked	25. Recipay	35. Eiratech Robotics
6. Evercam	16. Matchrider	26. Battle Factory	36. Trinity Autism Project
7. EES Envirotech	17. Sidetrip24	27. Cubicle DARIFT	37. Bankhawk Analytics
8. Sytorus Solutions	18. 3D-Revoprint	28. Studio Pixmix	38. Xintec
9. InMusic	19. Virtual Showcase	29. Gamers4Charity	39. Samgo
10. Heystaks	20. Vidatics	30. Tribe Studios	40. IHO GmbH
			41. Discovery

Table 18 Participants having joined the EIG in-depth mentoring phase

Final results of the Coaching and Mentoring Programme:

Throughout the EIG project, 16 companies secured investment.

The investment process is a complex and typically lengthy process which requires the refinement of the investment opportunity through multiple iterations of business plans, honing pitching skills and “deep dive” evaluation of core aspects such as value proposition, competitor analysis/positioning, route to market strategy, business model, sales/commercial strategy.

The EIG project has, in many cases, provided coaching on the fundamentals of the scene, essential information about business plan/pitch preparation together with feedback on current weaknesses, strengths and opportunities. This groundwork effectively provides a solid foundation which allows these entrepreneurs and start-ups to learn in their own time.

EIG partners are confident that the 16 success stories to emerge before the project end are just the starting point. All of the other training and support elements will lead to many more success stories in the future.

b) Clearly significant results

- **D4.1 Coaching and mentoring overview for 50 companies, with a report providing an overview of those activities**
- **D4.2 Investor Bootcamp Report based on evaluation questionnaires with regard to the exploitation of EU projects completed by participating companies**
- **16** companies secured investment – it should be noted that not all of the companies could be tracked throughout the project life cycle, and none of the online download companies could not be tracked) Details of the investee companies can be found in Section 4.
- **1723** companies engaged in investment preparation services (1247 via online investment preparation podcast downloads)
- **285** pitches to investors facilitated

- **276** companies that received offline investment preparation e.g. pitch clinics, pitch deck review, presentation tips and dry run (this excludes duplicated companies that pitched at multiple events)
- **353** investors attended pitching events
- **41** companies received in-depth 1-2-1 mentoring
- **50** SMEs/Entrepreneurs attended bootcamp
- IBM has joined the board of advisor for one of the bootcamp companies.
- **Google, IBM, PayPal, The Web Summit, Microsoft and Trinity College Dublin** actively supported the bootcamp event, providing high level insights on current trends and future insights across a number of key technology areas
- The resounding response from the investment community after the bootcamp event was extremely positive, with companies securing high scores from investors across their core business areas, a strong indication of their investor readiness level.
- The bootcamp survey received input from **84%** of attendees with very positive responses through. A breakdown of these responses can be found in the bootcamp report.
- The [Dublin Web Summit](#) supplied reduced price tickets and the opportunity to exhibit at their event for all participants on the bootcamp

c) Deviations from Annex I

n/a

d) Statement on use of resources

	Total PM	Plan PM Period 1	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM Spent in Period 2 all partners
WP 4	12,25	8	0,4	0	0	2,65	5,14	0	8,19

Table 19: Statement on use of resources, EIG, 2nd reporting period, WP4

WORK PACKAGE 5: ONLINE AND OFFLINE ACCESS TO INVESTORS

The objective of WP 5 was to establish an online European Investor Gate Community and deliver online services to increase matchmaking between ICT companies and investors. For this purpose, the consortium decided to use the EuroQuity platform (www.euroquity.com)

Goals:

- To increase matchmaking between ICT companies and investors via the establishment of a European version of the EuroQuity platform with an EIG community
- Establishment of the EIG website

a) Summary of progress towards objectives and details for each task

Objective 1: Increase matchmaking between ICT companies and investors via the establishment of a European version of the EuroQuity platform with an EIG community

Development of the EuroQuity platform:

- The development of a new space to hold the European projects has been accomplished in the framework of the EIG project. The start page is accessible via <https://www.euroquity.com/eu>. It allows to users coming from all the EU countries to join EIG (not only the French and German ones).
- The EuroQuity platform will be further developed and sustained in the future, in November 2015 Bpifrance plans to publish the **new and revised platform**. For the new version, user feedback from the EIG community on EuroQuity and from all partners was taken into account. The **version 2.0 of EuroQuity** will contain various additional functionalities to create a better and more concise user experience
- Bpi has given full access to the consortium members to the EIG admin functionalities. The EIG consortium has been able since the first quarter of the project to use the EuroQuity platform and the EIG project website and to have a moderator role to animate the community. They are able via EuroQuity to validate new users, add documents, have a look at the users' profiles and projects descriptions, access to statistics and via the project website, to write and post articles, videos, create a links library to access to other resources.

Current status of the platform and sustainability:

- The EIG community currently has **321 members** in the EIG community on EuroQuity: 208 companies, 34 founders, 53 investors and 26 advisors are registered in the group. The founders and companies in the community come from **18 European countries**.
- As EIG is coming to an end, the consortium has developed a sustainability strategy to keep the community alive and to exploit the positive feedback and interaction of the community. The community will be managed by Bpifrance in the future and the project [InvestHorizon](#) has agreed to integrate the community into its investment readiness programme. InvestHorizon forms part of the Horizon 2020 programme and is the follow-up project of European Investor Gate. The branding of the community has already recently been changed to the one of InvestHorizon and all members have been informed that the services of EIG such as the online matchmaking, the investment readiness trainings and the investment forums will continue in the framework of the InvestHorizon project. The activities of the InvestHorizon project are already online on the [project website](#) and members of the EIG community can profit from the services already now.

Hence, the project has managed to create a sustainable continuation between the three projects ICT Finance Marketplace, European Investor Gate and InvestHorizon. This continuous approach departed from the first investment readiness materials developed in the framework of the project [ICT Finance Market Place](#) and led to the development of concrete services in European Investor Gate such as the podcasts, e-pitches, investment forums, trainings and other features, finally resulting in the InvestHorizon programme of Horizon 2020 with a European investment readiness scheme for various sectors. The InvestHorizon programme will continue and sustain the work which has been started and successfully carried out within EIG and will provide the community members with new activities, thus bringing a real added value to the community.

The screenshot below provides an overview of the EIG community status with the new branding of InvestHorizon

EIG community on EuroQuity, now being transferred to InvestHorizon:

The screenshot displays the EuroQuity website interface for the InvestHorizon community. At the top, the EuroQuity logo is accompanied by logos for bpifrance, KFW, and Sowalfin. A user profile for Corinna Voß is visible in the top right corner. The main navigation menu on the left includes options like Home, Presentation, Sectors, Communities, Testimonials, and Search. The central content area features the InvestHorizon logo, a '321 members' badge, and a 'Manage' button. Below this, a descriptive paragraph explains the InvestHorizon program. To the right, there is a 'BREAKDOWN OF MEMBERS' section with a pie chart and a legend: 208 companies (red), 34 project holders (yellow), 53 investors (grey), and 26 advisors (light grey). A 'InvestHorizon member directory' search section is also present on the right side.

Figure 15 Screenshot EIG community on EuroQuity

Profiles of Founders and Companies:

EuroQuity bpi**france** in cooperation with **KFW** and **Sowalfin**

Corinna Voß
community manager
profile

[Sign out](#)
[Modify my user account](#)

EuroQuity > Look for a company

Search for a company - Results

Keyword(s): All words

203 companies matching your criteria

	DAVI DAVI développe une technologie unique au monde, qui permet de reproduire la forme, les émotions, le...	Languages: fr Last modified: 10/09/2015
Communities: Cap Digital , PMUp		
	Qymatix Solutions GmbH a new generation of sales analytics In an increasingly competitive, ever changing and...	Languages: de , en Last modified: 09/28/2015
Communities: InvestHorizon		
	HESTIA FRANCE Building Management System manufacturer We are specialized in designing, manufacturing...	Languages: de , en , fr Last modified: 09/25/2015
Communities: INVESTnet , InvestHorizon		
	Deliberatedoc Sales of a truly innovative content editor software for digital or non-digital publishing with very light...	Languages: fr Last modified: 09/22/2015
Communities: InvestHorizon		

Refine your search

Available languages

English (125)
 French (102)
 German (4)

Age

Years
0 - > 15

Date updated

Days
180

Looking to raise funds

No (107)
 Yes (83)
 Monitoring developments (13)

Community

INVESTnet (1292)
 Bpifrance Excellence (225)

Figure 16 Profiles of companies and founders on EuroQuity

Investors inside the EIG Community:

EuroQuity bpi**france** in cooperation with **KFW** and **Sowalfin**

Corinna Voß
community manager
profile

[Sign out](#)
[Modify my user account](#)

EuroQuity > Look for an investor

Search for an investor - Results

Keyword(s): All words

53 investors matching your criteria

	XAnge Private equity We are a team of experts seeking to make young technological startups thrive while at the same time generating solid returns. XAnge Private Equity is a multi-corporate Venture	Languages: en Last modified: 08/31/2015 Projected investments: 500K€ - 5M€
	BNPPF PE Belgium Private equity Equity - Mezzanine BNPPF Private Equity invests in medium-sized companies (mainly) in the BeNeLux to finance the acquisition of these companies and/or to support	Languages: en Last modified: 08/11/2015 Projected investments: 2,50M€ - 50M€
	Laurent MICHEL Individual investors INVESTISSEUR POST Amorçage POST DÉVELOPPEMENT CAPITAL INVESTISSEMENT	Languages: fr Last modified: 07/01/2015 Projected investments: 25K€ - 1M€
	Jean La Fontaine Individual investors	Languages: fr Last modified: 06/19/2015 Projected investments: 50K€ - 200K€

Refine your search

Available languages

English (40)
 French (13)
 German (1)

Date updated

Days
180

Community

INVESTnet (221)
 Bpifrance Excellence (219)
 InvestHorizon (53)
 PARIS REGION ENTREPRISES (32)
 Investessor (28)
 Bpifrance Rhône-Alpes (27)
[Expand](#)

Location

France (20)

Figure 17 Profiles of investors on EuroQuity

Objective 2: Establishment of EIG Website

- Creation of the EIG project website and evolutions done regarding the project modifications and the needs of the partners <http://www.eig-project.eu>
- The EIG website has been updated several times since the beginning of the project.
- The different services of the EIG project have been clearly displayed on the landing page.

Statistics of EIG website:

- There have been 2306 visits and 5323 page views in June 2015 alone.
- As for the overall statistics, there have been ca. 47.500 page views in 2015 and ca. 16.000 visits in the same period.
- When taking into account both reporting period from September 2013 until August 2015, there have been ca. 120.000 page views and 33.000 visits in total.

Statistics general view



Monthly history

Visits and pageviews

2015



	visits	Pageviews	Bandwidth
January 2015	2 140	7 435	289.81 MB
February 2015	2 266	6 631	390.91 MB
March 2015	2 121	7 073	446.37 MB
April 2015	1 638	5 175	272.76 MB
May 2015	1 534	4 280	170.9 MB

Figure 18 Statistics EIG website

EIG start page:

Figure 19 EIG website: Start page

Objective 3: To generate private investments in ICT results exploitation increasing the market impact of ICT research

E-Pitches developed by the EIG consortium to foster private investments

- The EIG European e-pitches have been created within the AdobeConnect web conferencing system of Bpifrance following their model developed previously. EIG has initiated this new approach for the European sphere and trains and coaches the EIG members. All partners participate in each EU-pitch (selection, coaching, technical support, moderation).
- For a concrete overview on the e-pitches please go to work package 3. The technical background and moderation has been covered by Bpifrance in the framework of work package 5. In addition, Bpifrance has carried out the training and preparation after the selection supervised by Media Deals.

Highlights:

- Top quality projects and presentations delivered: upfront selection is strict, and managers are coached both on the speech clarity and on the document contents by fundraising experts.
- Time-saving: investors do not need to move from the office
- Anonymity: investors can log in and ask questions anonymously

Preparation before the pitch:

- *3 weeks before*
EIG partners make a selection of companies. All of them come from the EIG community on EuroQuity. Bpifrance and Media Deals are in charge of selecting the companies.
- *2 weeks before*
 - ➔ When the definitive list of 6 companies is set, a technical test performed by Bpifrance is required to make sure that presenters:
 - do not have issues to run Adobe Connect on their computer
 - do not have audio and video issues
 - have a proper bandwidth
 - can go through their document online without layout problems
 - get a basic understanding of Adobe ConnectA test lasts about 5-10 minutes with each presenter
 - ➔ Invitations are sent to investors by every EIG partner via e-mail, presenting companies anonymously in an attractive way (teaser). Bpifrance invites all the French seed / early-stage funds and business angels, creates and manages the registration form for all.
- *1 week before*
Under real conditions (online), managers do the pitch facing their webcam. After each pitch, the experts' team comments it and gives advice and recommendation on any improvable aspect of the presentation.

During the pitch

- Back-office supervision (sound, video, quizzes, documents change...) is performed by Bpifrance
- A member of EIG introduces the session and the presenters
- Each manager presents his project and the need for capital on a 8-12 slide Powerpoint document, visible on every attendee's computer

- Pitch is 8 minutes long, and is followed by a Q&A session of 2/3minutes each, in which investors ask questions to the manager, by typing on the screen
- Short quizzes appear on Adobe Connect, allowing investors to rate the company from a scale 1 to 5, and make comments on the presentation
- Next manager comes up, and so on

After the pitch (follow-up is done by Media Deals and Bpifrance)

- On the next day, all the registered investors get the links to the companies' profiles on EuroQuity, where they can get the presentation documents from, and contact the manager.
- Those who cannot attend the pitch are given the link to see the session recording.

Investors registered:

Date	Pitch	Registrations
24/04/2014	EIG online pitch #1	50 investors registered
08/07/2014	EIG online pitch #2	57 investors registered
09/09/2014	EIG online pitch #3	45 investors registered
03/12/2014	Connect Club Pitch	11 investors registered
11/12/2014	EIG online pitch #4	37 investors registered
05/03/2015	EIG online pitch #5	53 investors registered
07/05/2015	EIG online pitch #6	29 investors registered

Table 20 E-Pitches: Investors registered for each session

EIG Hot Deals Event in Paris:

With the Hot Deals Event on at Bpifrance Le Hub in Paris, the EIG consortium did not only find an excellent format for the project's final event, but also found a new form of connecting companies and investors in efficient way.

The innovative format was different from the other investment forums as start-ups pitched together with their investor. Thus, the company and the investor travelled to the event together.

The investors briefly explained why they are investing in this particular company and afterwards, the companies presented their ideas to the audience which consisted mainly of other investors from across Europe.

The main goal of the event was thus to find co-investors for the companies, the other criteria were the following:

- European start-up or SME company with an innovative and scalable business model in the ICT/high-tech field
- A prototype is already available
- Looking to raise early stage equity investment to support their company growth (approx. 200K€ - 2m€)
- Financing round is currently ongoing, ideally part of the investment has been secured

At the end, the following companies were selected to present at the Hot Deals Event in Paris:

1. Luckas Decker, **Coindrum** – Making Coins Count
2. Nicolas Méric, **Dreamquark** – Big data at a new level
3. Simon Whelan, **FenestraPro** – Efficient façade design for architects
4. David Monks, **iNovar-2Go Mobile** – All your Business Intelligence Mobile...Now !
5. Christophe Lecoœur, **Incitat** – Cost-effective solution improving household-waste sorting
6. Katina Schneider, **Matchrider** – Everyday Ride-Sharing
7. Giacomo Miceli, **Memeoirs** – Your digital life in a book
8. Bart Van der Roost, **Neoscores** – iTunes for sheet music. Finally.
9. Jacques Testud, **Novimet** – Rainfall at high resolution in real time
10. Pascal Métivier, **Openways** – OKIDOKEYS Smart Locks with Smart Keys
11. Andre Lutter, **PicsaStock**– The Uber for Photographers
12. Lucas Pedretti, **Qymatix Solutions** – A new generation of sales analytics
13. Anthony Gongora, **Sounderbox** – Controlling the music together is simple

Communication:

Apart from a flyer for the Hot Deals Event and invitation, mailings, tweets and others, a [video](#) has also been produced by Bpifrance, capturing some impressions of the successful matchmaking. You will find the event flyer below.


HOT DEALS
 Paris | June 26th, 2015

What is the Hot Deals Event?




European investors and investor networks interested in co-investment deals and collaboration come together

13 innovative startups from across Europe about to close their financing round will pitch!





Excellent and scalable IT investment opportunities with part of the investment already secured

Questions? Please contact Perrine Hamon: phamon@media-deals.org
More information: www.eig-project.eu

Registration for investors:


Where? When? What?
 Join us for the Hot Deals Event in Paris to find out about 13 exciting investment opportunities!

11:30 Private meeting for European investors Introductions and discussion	13:30 13 European startups looking for co-investment pitch together with their investors	 Bpifrance - Le Hub 6-8 Boulevard Haussmann Paris France
12:30 Networking Lunch	16:15 Networking Cocktail	



Figure 20 Flyer Hot Deals Event Paris





Figure 21 Impressions of Hot Deals Event Paris

b) Clearly significant results

- D5.1 EIG community opening concept
- D5.2 Lessons learned from platform operation and overview on user-friendliness and relaunch
- EIG website online, has been updated several times
- EIG community on EuroQuity fully operational and version 2.0 coming up, will be sustained by Invest Horizon

c) Deviations from Annex I – Ongoing Amendment

- There have been more than 320 registrations in the EIG community so far, thus the goal of having 350 profiles in the EIG community has been missed marginally. However, it should be stressed that EIG has carried out more investment forums, e-pitches and online/offline trainings than originally planned and supported more companies with actual events, mentoring and coaching activities. In addition, the

community will be sustained by the InvestHorizon programme and more companies are expected to join in the future.

- The higher amount of person months spent in WP 5 is on the one hand due to the fact that a seventh e-pitch was carried out and on the other that considerably more effort has been dedicated to the improvement of the EIG community, the EuroQuity platform as a whole and the connection with InvestHorizon as the follow-up project of EIG.
- In the case of bwcon, additional time has been dedicated to the management and improvement of the EIG website and also to managing the website of the Heidelberg Innovation Forum for the EIG coaching Day. Bwcon's IT expert Yuri Grosman got involved in the project to provide the technical assistance and to cover the IT administration processes. In addition, bwcon involved its CEO Jürgen Jähnert in the selection processes for the online matchmaking activities. This has led to a higher spending in bwcon's personnel costs, but again the overall budget was not exceeded.

d) Statement on use of resources

	Total PM	Plan PM Period 2	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM Spent in Period 2 all partners
WP 5	10,5	4,5	3,19	0,09	1,8	1,77	0,25	3,51	10,61

Table 21: Statement on use of resources, EIG, 2nd reporting period, WP5

WORK PACKAGE 6: DISSEMINATION, EXPLOITATION AND SUSTAINABILITY

For the whole project, the objectives of the work package on dissemination and exploitation were the following:

- Raise awareness on the project activities at EU and international level
- Disseminate the project and its findings to the public at large, progress raising and broadening interest and knowledge about commercialization in Europe's regions
- Create visibility of EIG project results and network
- Ensure wide access to EIG project activities and broad exploitation of EIG results
- Participation in 4 events a year targeting the investor community and 8 events for the research and SME community (expected participation of 100 investors in the activities of European Investor Gate)
- Common entry point [Startup Europe Hub](#) for 7 EU projects including EIG and ACE

a) Summary of progress towards objectives and details for each task

Objective 1: Communication and Dissemination

Dissemination Materials and Preparation:

In the first reporting period, the following items had been prepared:

- Production and Update of Dissemination Plan
- Development, launch and maintenance of project website: www.eig-project.eu
- Development of project logo
- Development of project flyer
- Development and production of project rollup

Communication Activities:

	Website	Flyer	Roll Up	Facebook Channel	Llinkein Group ICT Tech Transfer	Twitter channel Innovation Match	Mailings	Blog
Dissemination of EIG Project via	x	X	x	/ ¹	x	x	x	x

Table 22 Overview communication channels in EIG

- The project has been very active in disseminating the EIG project as regional, national and European level through newsletters (both EIG's own newsletters and the newsletters of the consortium and other collaborators) as well as through social media, articles and blog entries or via partners projects and subcontractors.

¹ The Facebook channel of our partner Media Deals has been used frequently to communicate EIG events such as the investment forums. The consortium has therefore decided not to open its own Facebook page.

- The communication channels of our three subcontractors BAND e.V., IBAN and France Angels as well as of our associated partner Business Angels Europe have been used frequently to communicate the different project activities. Furthermore, EIG has established a close cooperation with the ACE project which has also distributed EIG events and activities.

Blog:

- In addition to the tweets and posts, Bpifrance has also used its EuroQuity blog in the second reporting period to write about EIG project activities on a regular basis. The blog is available here: <http://blog.euroquity.com/eu/>

The **Hot Deals Meeting** is dedicated only to companies which currently have an ongoing financing round and have secured a part of the investment needed. **The goal of the event is to find co-investors** for the companies present and to foster concrete deals.

The Hot Deals Meeting is managed by **European Investor Gate**. EIG offers hands-on services for researchers, founders and start-ups.

The event took place in Bpifrance Boulevard Hausmann in a gorgeous new floor called "le Hub". (See picture above)

The schedule of the day was :

- 11:30 - 13:00 Networking lunch for investors & companies
- 13:00 - 14:45 Presentations by companies (8 minutes pitch + short investor speech and Q&A)
- 15:00 - 16:15 Networking break - Coffee
- 16:15 - 17:45 Presentations by companies (8 minutes pitch + short investor speech and Q&A)

Figure 22 Example of blog post in EuroQuity blog

- Additional blogposts and online contributions have also been written by other partners:

- <http://www.thedigitalhub.com/news-events/news/are-you-one-of-europes-50-most-innovative-and-investable-ict-start-ups/2105>
- http://www.eig-project.eu/agenda/Silicon-Stroll-Bootcamp-Future-Insights-Trends-and-Innovations_ae300310.html
- <http://dublinbic.ie/events/silicon-stroll-bootcamp/>
- <http://dublinbic.ie/wp-content/themes/dbictheme/images/investor-ready-bootcamp.PDF>
- <http://www.xintec.com/events/silicon-stroll-bootcamp/>
- <https://ec.europa.eu/digital-agenda/en/news/eig-presents-silicon-stroll-bootcamp-future-insights-trends-and-innovations>
- <http://dublinbic.ie/2014/08/european-investor-gate/>
- <http://dublinbic.ie/wp-content/uploads/2014/04/finance.pdf>

Twitter:

- Since all EIG partners have Twitter-Accounts, the EIG has not created its own account but instead used the accounts of the partners to disseminate EIG. The twitter account of bwcon is connected to the Heidelberg Innovation Forum and twitters via @innovationmatch. In addition, bwcon also tweets under @bwcon_info
- Furthermore, Bpifrance twitters about the project regularly with the accounts @EuroQuity_de, @EuroQuity_fr, @EuroQuity_eu
- Below some examples of tweets on EIG are displayed, the hashtags #europeaninvestorgate and #EUinvestorgate have been established

Examples of tweets on European Investor Gate:

 **Alexandra Rudl** @a_rudl · 26. Juni
Heading to Paris for hot #deals event of #europeaninvestorgate. Curious to see this new matchmaking format goo.gl/Eavak7



FINAL HOT DEALS EVENT ON 26TH JUNE 2015
The final hot deals event of European Investor Gate is coming up! On 26th June, the best EIG companies of our investment readiness programme wi...
eig-project.eu

 **Postgol** @POSTGOL · 6. Nov.
Our stand #Dublin for #europeaninvestorgate #siliconstroll #websummit #google #ibm #paypal #GECinD8 #adidas #samsung



1 4



EuroQuity_fr @EuroQuity_fr · 6. Juli

Hot Deals au Hub Bpifrance : Paris, le 26 juin 2015: Découvrez ce nouveau format où un couple "entrepreneur /... blog.euroquity.com/Hot-Deals-au-H...



Kurzfassung anzeigen

HDI
2015

HDI Innovation Forum @innovationmatch · 4. Nov.

And the winner of the 5000 Euro cheque is: @seabery! Congrats!
#siliconstroll #europeaninvestorgate



2



1



HDI
2015

HDI Innovation Forum @innovationmatch · 4. Nov.

Übersetzung anzeigen

@bwcon_info thanks Tara & John @BICDublin and @GECinD8 for hosting the #europeaninvestorgate #siliconstroll bootcamp! Great job!



2



3



Sven Huber @SvenHuber · 3. Nov.

#Boolino selected by #EuropeanInvestorGate as one of "Europe's 50 most investable ICT start-ups" @EuroQuity_eu #startups #WebSummit2014



insider-page.com folgt



Eulalia Flo @eulaliaflo · 9. Okt. 2014

Governments should use tax exemptions to help rise capital #entrepreneurs #southsummit14 #EuropeanInvestorGate



1



HDI Innovation Forum Retweetet



MFG EuropeanReporter @MFG_Europe · 22. Sep. 2014

Dublin Calling: #EuropeanInvestorGate invites 8 #startups from BadenWürttemberg to Silicon Stroll Bootcamp @BICDublin innovation.mfg.de /en/news-and-fe...



2



1



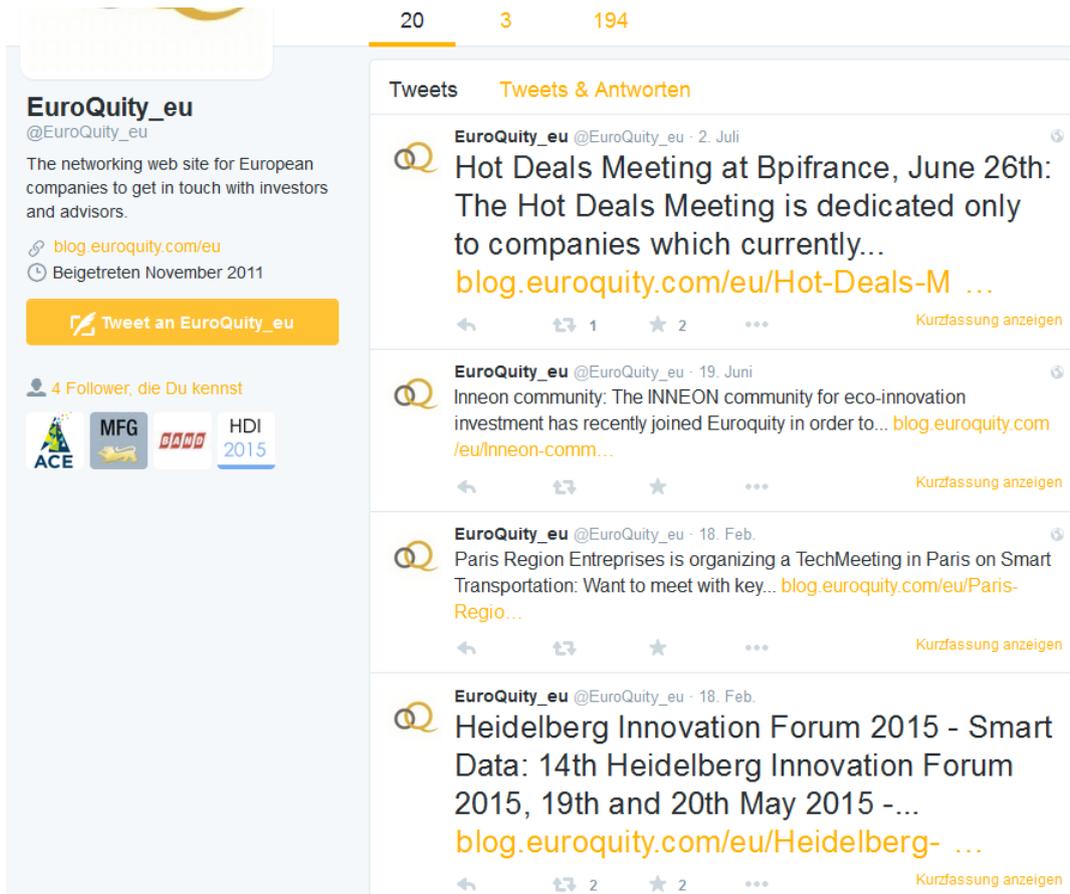


Figure 23 Examples of tweets sent in the course of EIG

Facebook and LinkedIn:

- EIG does not have its own Facebook page, but has instead used the Facebook pages of the consortium to display new on the EIG project. Particularly Media Deals, Go Beyond and BWCON have regularly published news on EIG via their Facebook accounts which has been a valuable channel for the project.
- In addition, the LinkedIn group “ICT tech transfer” which is managed by BWCON is used for disseminating EIG activities such as the investment forums, the e-pitches and other events.

Articles/ Online news:

The EIG project activities have also been promoted in various articles in magazines and on external websites. Examples is displayed below:

[Start](#) » [Neuigkeiten](#) » [European Investor Gate: Die nächsten Events & E-Pitches](#)

- Über BAND
- Mitglieder
- Business Angels
- Start-ups
- INVEST - Zuschuss für Wagniskapital
- Veranstaltungen
- Marktinformationen
- Newsroom

26. März 2015

European Investor Gate: Die nächsten Events & E-Pitches

europaean investor gate

Das Projekt European Investor Gate (EIG), bei dem BAND als Netzwerkpartner engagiert ist, hat es sich zum Ziel gesetzt, europäischen Forschungsprojekten einen Markteinstieg zu verschaffen und die Investor readiness bei ICT-Wissenschaftlern und Jungunternehmern zu stärken. In diesem Rahmen finden im April und Mai mehrere Veranstaltungen statt. Los geht es am 08.04.2015 mit dem Investmentforum "Augmented and Virtual Reality" im französischen Laval. 15 ausgewählte Start-ups werden dort vor Investoren pitchen.

Am 22.04.2015 in Berlin dreht sich alles um das Thema "Games". Deutsche und französische Unternehmen aus dem Games Sektor werden sich dort präsentieren.

Höhepunkt und Abschluss des EIG-Projektes wird dann das Heidelberg Innovation Forum & EIG Coaching Day am 19. und 20.05. in Heidelberg sein. Am 19.05. werden die präsentierenden Unternehmen des Forums mit einem umfassenden Coaching intensiv betreut.

Wer als Investor dabei sein möchte, erhält hier mehr Informationen: http://www.eig-project.eu/agenda/Investment-Forum_ac13034.html

Auch stehen im Rahmen des Projekts noch zwei E-Pitches an, die man live vom eigenen Rechner aus verfolgen kann. Diese finden am 07.05. und am 02.07.2015 jeweils von 17 bis 18 Uhr statt. Business Angels können bei Interesse bei BAND einen Link erhalten.

QYMATIXPRODUKT 

European Investor Gate

Qymatix beim Hot Deals in Paris

 Jul 21, 2015  Lucas Pedretti  Leave a comment

Ende Juni trafen sich 15 größere Start-Up Unternehmen beim Final Event des European Investor Gate in Paris. Das Publikum bestand in erster Linie aus Investoren mit dem Ziel konkrete Deals, Co-Investment und Partnerschaften zu ermöglichen.

Mehr Erfahren Sie [hier](#)

#qymatix #investment #startup

[Read More](#)



EVENT

- [EBAN GOVERNANCE](#)
- [WHO WE ARE](#)
- [MEMBER AREA](#)
- [BECOMING A MEMBER](#)
- [FIND A MEMBER](#)
- [MEMBERSHIP ENQUIRY](#)
- [EARLY STAGE INVESTING](#)

« Back to Events

European Investor Gate

Paris, France
June 26, 2015

This event has passed.



Learn about Early Stage Investing

UPCOMING EVENT


Nov 12 - Nov 12, 2015
 The M&A Mid-Market Forum

OVERVIEW / PRACTICAL INFO

Hot Deals Pitch Event which is taking place in Paris on **26th June 2015 at 11:30 CET** at Bpifrance Le Hub, 6-8 Boulevard Haussmann, 75009 Paris.

This innovative format will feature **13 innovative European startups** having an ongoing financing round and close to securing part of the investment. The goal of the event is to foster co-investment for the invited companies and to work towards concrete deals.



THE DIGITAL HUB

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[HOME PAGE](#) > [NEWS & EVENTS](#) > [NEWS](#) > ARE YOU ONE OF EUROPE'S 50 MOST INNOVATIVE AND INVESTABLE ICT START-UPS?



 Like  Share 3

 Tweet 3
 G+ 0



14-07-14

ARE YOU ONE OF EUROPE'S 50 MOST INNOVATIVE AND INVESTABLE ICT START-UPS?

Be selected by European Investor Gate (EIG) as one of Europe's top 50 'most investable' start-ups and get investor-ready at the Silicon Stroll Bootcamp

Apply for the Silicon Stroll Bootcamp which takes place in Dublin on 3rd and 4th November 2014!

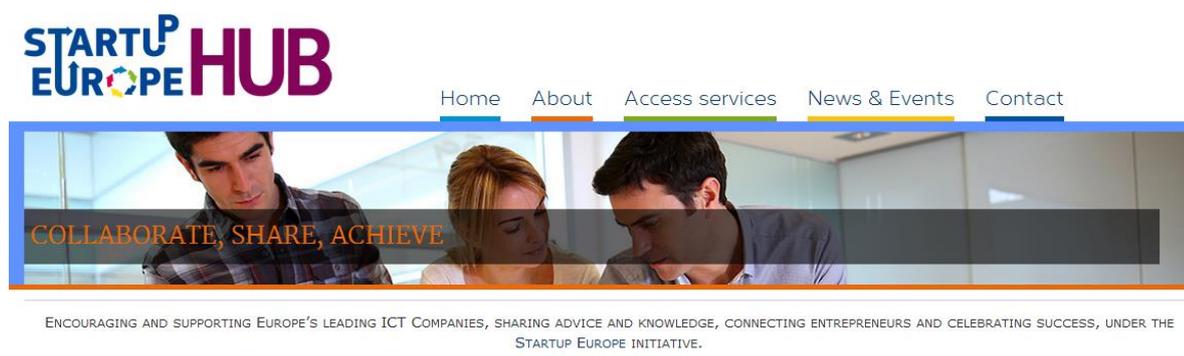
The Silicon Stroll Bootcamp will bring 50 of Europe's most innovative and investable ICT start-ups to Dublin to meet with tech giants Google, PayPal and IBM after which they will go head-to-head in pitch battles to investor panels to secure a cash prize.

"Future Insights, Trends and Innovations"

Visit the offices of Google, PayPal and IBM and gain an inside understanding on the future of global technologies as perceived by these tech giants. Participants will have the opportunity to network directly with the innovation leaders from these Global dominators throughout the event.

Figure 24 Examples of articles and online posts written on EIG

Startup Europe Hub – Platform for all ICT-2013 11.5 projects:



Funding your Business

FUND YOUR BUSINESS GROWTH THROUGH STARTUPEUROPEHUB.

From investor readiness training to cross border bootcamps, check out the options for financing your ICT company.

- **ACE** prepares ICT start ups for international funding through investor readiness training, pitching events and online matchmaking platform (supported by EuroQuity)
- **Atalanta** will organise 1-to-1s with investors, office hours on investment and workshops on VC / Angel investment
- **EIG** is entirely focused on securing investment for ICT start ups who will be supported through Investor Readiness Workshops, Start-up Bootcamps, Online and offline training, Coaching activities, Advice on financial instruments and strategies and Investment plans and access to the EuroQuity online matchmaking platform.
- **GET Funded** is designed for eHealth SMEs looking for a second round of funding. It provides training, resources and networking opportunities with investors at European level.
- **ICT2B** will provide support in creating business propositions and organise a high level event to connect

Search for services



Figure 25 EIG on start-up Europe Hub, the common platform for all projects belonging to the topic ICT-2013 11.5 on investment readiness and cross-border services

Objective 2: European access to EIG project activities and exploitation of EIG results

Measures targeting the European sphere to communicate EIG activities:

Indicators	Total
No of persons reached via Mailings	7800
EIG Newsletter	18
Mentioning of Project in Newsletters	110 ²
Flyers distributed	2000
Flyers on bootcamp distributed	500
Flyers on competition distributed	400
Flyers for investors distributed	200
Blog Posts (EuroQuity blog)	12 ³
Articles published (online and offline)	25
Articles EIG website	26
Banner	1

² Newsletters of: Peacefulfish, BWCON, Bpifrance, MFG Innovation Agency, EBAN, DG Connect, medianet newsflash, EBN, DBIC, Go Beyond, Enterprise Europe Network; In addition, the EIG subcontractors have regularly disseminated the EIG events and online pitches in their own newsletters.

³ The blog of EuroQuity has been used to disseminate the EIG project. <http://blog.euroquity.com/de/>

Table 23 Communication indicators of EIG

- Overall the project has focused on one to one communication with investors, founders and entrepreneurs according to the target groups mentioned below by addressing the potential participants directly at events.
- Follow-ups have been done by distributing flyers and email communication to have the participants register on the European Investor Gate community of the EuroQuity platform.
- The following groups have been addressed with the dissemination activities:

Target group A: Researchers, Innovators, Entrepreneurs

- Researchers and developers from early stage ICT RTD projects and research projects in EU framework programmes
- Other Researchers, Coordinators, Industrial R&D Units from the area of ICT technologies
- Innovative SMEs and start-ups from the ICT Industries experienced in FP7 research projects
- SMEs from the ICT industries with an interest in R&D activities

Target group B: Investors

- Investor and Business Angels Networks from all over Europe
- Venture Capital Associations, Corporate RTDs
- Private Investors

Target group C: Multipliers

- Networks and support supplying organisations from all over Europe
- Corporate R&D departments
- Press and media

Table 24 Communication target groups in EIG

The main channels to connect with the European public sphere are:

The EIG Website:

The start page of European Investor Gate (see WP 5) had direct links to the 5 European Investor Gate services which were:

- Investment Forum
- E-Pitches
- The Silicon Stroll Bootcamp in Dublin
- Webinars
- Podcasts

Main messages on the EIG website:

- Information on the project
- Clear dissemination of the EIG services
- Access to the EIG platform on EuroQuity
- Information on how EIG support entrepreneurs, researchers and founders

- Information on matching entrepreneurs and investors

The EIG newsletter:

The EIG newsletter is sent to the whole EIG community every month to give participants and investor an update on recent activities:

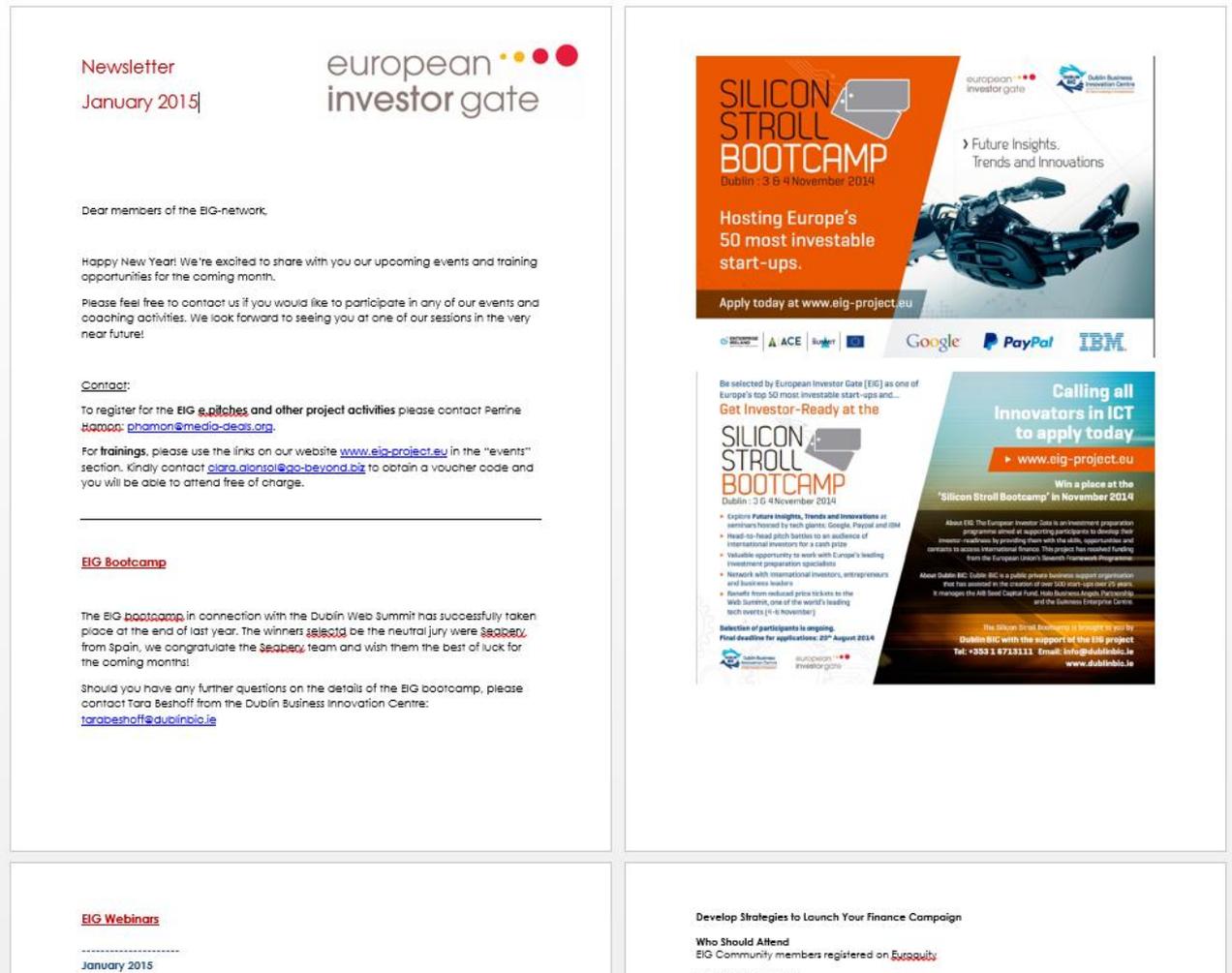


Figure 26 Example of the EIG newsletter

Direct Dissemination at European Events:

A list of all third-party-events attended can be found under work package 2. Overall the EIG project has participated in far more than then envisaged 12 events per year targeting the start-up and research community as well as investors across Europe.

Press Releases:

The project had already published three press releases on the kickoff of the project, on the EIG coaching day in the framework of the Heidelberg Innovation Forum and on the Silicon Stroll Bootcamp in Dublin in the first period. Further press releases were done for the second Heidelberg Innovation Forum 2015, for the Hot Deals Event in Paris and for other investment forums of EIG.

The press releases have all been published on the EIG website under “News”:
http://www.eig-project.eu/News_r1.html

b) Clearly significant results

- **D6.1 Communication and Dissemination Plan**
- **D6.2 Communication and Dissemination Report**
- All communication materials have been produced (roll-up, flyer, website, logo)
- Various third-party events have been attended for training sessions and to disseminate the project
- Many communication channels have been activated and regularly used

c) Deviations from Annex I

- The amount of person months spent deviates a little from the original plan as the project has carried out more training activities, e-pitches and events than foreseen in the project plan. This led to the implementation of additional communication material, new flyers for some of the investment forums, further press releases and other communication activities.

d) Statement on use of resources

	Total PM	Plan PM Period 2	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM Spent in Period 2 all partners
WP 6	8,75	3,25	0,95	0,06	1,35	0,26	0,84	0,9	4,36

Table 25 Statement on use of resources, EIG, 2nd reporting period, WP 6

2.3 List of deliverables and milestones

TABLE 1. DELIVERABLES										
Del. no.	Deliverable name	Version	WP no.	Lead beneficiary	Nature	Dissemination level ⁴	Delivery date from Annex I (proj. month)	Actual / Forecast delivery date	Status No submitted/ Submitted	Comments
D1.1	Project management Plan	2	1	MFG	O	CO	M1	M2	Subm.	Update because of new project activities (Investor Club, e-pitches, podcasts)
D1.2	Minutes of Advisory Board meeting	1	1	MFG	R	PP	M10	M11	Subm.	
D1.3	Project Report I	1	1	MFG	R	RE	M12	M13	Subm.	
D1.4	Project Report II (Final Report)	1	1	BWCON	R	PU	M24	M24	Subm.	

⁴ **PU** = Public
PP = Restricted to other programme participants (including the Commission Services).
RE = Restricted to a group specified by the consortium (including the Commission Services).
CO = Confidential, only for members of the consortium (including the Commission Services).
Make sure that you are using the correct following label when your project has classified deliverables.
EU restricted = Classified with the mention of the classification level restricted "EU Restricted"
EU confidential = Classified with the mention of the classification level confidential " EU Confidential "
EU secret = Classified with the mention of the classification level secret "EU Secret "

D2.1	Comprehensive guidelines on financial strategies building on lessons learned from the ICT Finance Marketplace	1	2	GB	O	PU	M2	M3	Subm.	
D2.2	Development of specific training material developed to enhance investment readiness of partners in EU projects	2	2	GB	O	RE	M5	M5	Subm., Podcasts added	Update with podcasts
D2.3	Track record of 350 participants having received online and offline training	1	2	GB	O	RE	M 22	M24	Subm.	
D2.4	Track record of 40 participants having received individual coaching	1	2	GB	O	RE	M18	M24	Subm.	
D2.5	Database of investors reached through awareness activities	1	2	GB	O	RE	M12 M22	M24	Subm.	
D3.1	Selection criteria and evaluation scheme	1	3	MD	O	RE	M9	M10	Subm.	
D3.2	Kickoff Connect Investor Club	1	3	MD	O	RE	M9	M9	Subm.	
D3.3	Track record of 9 investment forums	1	3	MD	O	PU	M23	M24	Subm.	

D4.1	Coaching and mentoring overview for 50 companies	1	4	DBIC	O	RE	M23	M24	Subm.	
D4.2	Investor Bootcamp Report based on evaluation questionnaires with regard to the exploitation of EU projects completed by participating companies	1	4	DBIC	R	RE	M16	M16	Subm.	
D5.1	EIG community opening concept	1	5	BPI	O	RE	M2	M2	Subm.	
D5.2	Lessons learned from platform operation	1	5	BPI	R	RE	M23	M24	Subm.	
D6.1	Communication and Dissemination Plan	1	6	MFG	R	RE	M1	M1	Subm.	
D6.2	Communication and Dissemination Report	2	6	BWCON	R	RE	M12	M13	Subm.	Update with sustainability and exploitation plan

Table 26: Deliverables Overview, EIG Project, all reporting periods

TABLE 2. MILESTONES							
Milestone no.	Milestone name	Work package no	Lead beneficiary	Delivery date from Annex I	Achieved Yes/No	Actual / Forecast achievement date	Comments
M1.1	Kick-off event in connection with NEM summit in Nantes	1	MFG	M3	Yes	M3	
M1.2	Final Conference in the Framework of the Heidelberg Innovation Forum	1	MFG	M21	Yes	M21	Additional Hot Deals Event
M2.1	Negotiation with ICT Finance Marketplace partners regarding the use of existing resources finalized	2	GB	M2	Yes	M2	
M2.2	Organisation of training sessions	2	GB	M 2-22	Yes	M22	Podcasts as additional feature

M3.1	Meeting Consortium - Advisory Board for selection of project participants	3	MD	M10	Yes	M10	
M3.2	Establish Investment Forums and Connect Investor Club	3	MD	M23	Yes	M23	More investment forums carried out
M3.3	6 European e.pitches held as webconferences	3	MD	M24	Yes	M24	One more e-pitch held
M4.1	Bootcamp with 50 participants, investment training	4	DBIC	M15	Yes	M15	
M4.2	50 companies investor ready after bootcamp	4	DBIC	M22	Yes	M22	
M5.1	EIG community opening on EuroQuity	5	BPI	M4	Yes	M4	
M6.1	Submission of Communication and Dissemination Plan	6	MFG	M1	Yes	M2	

Table 27: Milestones Overview, EIG Project, all reporting periods

2.4 Project management during the period

WORK PACKAGE 1: MANAGEMENT AND COORDINATION

This work package is designed to ensure the quality of the project, an unhindered workflow and efficient cooperation within the consortium as well as for clustering activities with other projects. The main aim of WP1 is to ensure that the work is carried out to appropriate quality levels and within time and budget.

Within this framework, the following objectives will be achieved:

- Effective coordination and management of the project to ensure its objectives and contractual obligations are met on schedule and within time and budget (overall co-ordination)
- Effective division of work according to work plan, in order to ensure that all partners are involved in project proceedings according to their core competencies and responsibilities (project management by WP leaders)
- Efficient communication with the EC project officer, including timely submission of deliverables in accordance with internal quality control mechanism (communication EC – project)
- Coordination of efforts by all partners to ensure cohesive teamwork and conflict resolution (partner meetings, internal knowledge management and coordination)
- Constant monitoring of project results (deliverables, milestones, performance indicators), risk assessment and contingency planning.
- Ensuring coordination and communication for clustering activities.

Amendments:

There have been two amendments of the European Investor Gate grant agreement:

- 1st amendment:
The MFG Innovation Agency resigned as a partner and left the project because of internal legal changes in MFG and its connected association BWCON. All rights and obligations were transferred to BWCON which has become the new lead partner as of 1st October 2014.
- 2nd amendment:
The EIG partner Media Deals changed its legal status and country of residence. The former partner Media Deals France left the project and has been replaced by Media Deals UG based in Berlin, Germany. The relevant rights and obligations were transferred to Media Deals UG.

All amendments have been completed at the end of reporting period 2. Both bwcon and Media Deals UG have been validated by the European Commission.

Consortium Management Tasks and Achievements

- Drafting of Work Plan for every work package
- Coordination of consortium partners and internal knowledge management through regular project updates (email /phone)
- Coordination, moderation of monthly consortium conference call
- Constant monitoring of project results (significant results, work plan coordination)
- Coordination, preparation of the online advisory board meetings

- Coordination and information of the Advisory Board
 - Communication with the European Commission (regular up-dates via phone calls + emails, provision of deliverables)
 - Communication to external partners such as NEM Summit Organisers (Project Manager as voice of the project)
 - Coordination of amendments
 - Organisation, coordination of partners to the periodic report (internal consortium reporting), this included preparation of templates, exchange with/advices to partners
 - Coordination and communication with the EIG subcontractors BAND e.V., IBAN and France Angels as well as with the associated partner Business Angels Europe
 - Participation in concertation meetings
-
- Consultation of European Commission:
 - Various personal consultations with project officer Pierre Marro, Project Officer, DG Connect Innovation Unit, European Commission as well as Stergios Papadopoulos, Financial Officer at the European Commission

Project Meetings

Coordination, preparation of project meetings

Date	Project Meeting	Venue
29.10.2013	Project Meeting, Kick-off	Nantes
07.04.2014	Project Meeting	Heidelberg
29.09.2014	Project Meeting	Brussels
04.11.2014	Project Meeting	Dublin
24.11.2014	Concertation Meeting	Brussels
06.12.2014	Review Meeting	Brussels
30.01.2015	Partnership Meeting InvestHorizon	Brussels
21.05.2015	Project Meeting	Heidelberg

Table 1 EIG project meetings

Cooperation with external stakeholders / other projects:

- Cooperation agreement and sustainability mechanism with follow-up project InvestHorizon which has started in December 2014 – InvestHorizon will take over the EIG community on EuroQuity and will also continue the training and matchmaking activities
- Establishment of an external Advisory Board (René Reijtenbagh, Development Agency East Netherland and Dutch Business Angels; William Stevens, Europe Unlimited, Atalanta project)
- Several calls with the members of the advisory Board

- Coordination of cooperation between the projects EIG and ACE for joint investment forums and the common Startup Europe Hub platform
- Cooperation with all CSA projects of the call such as Atalanta, iLink, ACE and others in the framework of Startup Europe Hub and the ACE Summit in April 2014
- Cooperation with f6s for disseminating the EIG competition and investment forums

Status - deviations and their impact

Apart from the registration in the EIG community on EuroQuity, EIG has exceeded the objectives laid out in the Description of Work. Not only has the project organized additional investment forums, e-pitches and training events, but it has also supported more than 1700 companies in total through its coaching and mentoring activities both online and offline. All deliverables and milestones have been reached according to the project management plan.

With 16 companies having secured investment and 300 companies having presented their ideas to investors, EIG has created a real impact in improving the investment readiness of researchers, founders and companies.

The successful work of the EIG project will be continued in the framework of the new InvestHorizon programme which is the follow-up project of EIG in Horizon 2020.

Sustainability and exploitation:

Follow-up after the end of the EIG project

In the case of European Investor Gate, there will be a follow-on project which has already started in December 2014 and will continue with the investment readiness trainings and activities started under the EIG umbrella. The new project will be running under the name "InvestHorizon" and is part of the Horizon2020 programme (www.investhorizon.eu).

An agreement has already been finalised between the two projects, ensuring that the best practices, the training activities and also the community of researchers and entrepreneurs will be transferred into the new project. The agreement has the following objectives:

- maximize exposure and visibility of "Investment ready" SMEs actively looking for funding
- invite entrepreneurs to attend investor matching events provided by both parties
- invite entrepreneurs to attend Investment readiness coaching events provided by both parties
- mutually disseminate project activities
- establish a new InvestHorizon community on the EuroQuity platform in order to replace the EIG community

Furthermore, the two projects will:

- Seek to foster relationships with the EEN and SME instrument
- Endorse both projects' online platforms and services
- Share public documents and reports such as official recommendations

In order to complete the partnership and ensure the continuation of trainings for the EIG participants, EIG will invite all EIG registered companies to move to the new InvestHorizon community after August 2015. The companies will also be encouraged to participate in the project activities on InvestHorizon.eu. In addition, EIG will inform all founders and companies in a newsletter that EIG will come to an end in August 2015 and that InvestHorizon will be the follow-on project.

The new community will be set up by Bpifrance free of charge for the InvestHorizon project, replacing the EIG community step by step.

Maintenance of training activities

In the framework of the EIG programme, Go Beyond has developed different training materials and guidelines for ICT entrepreneurs such as podcasts, webinars and other training materials. These materials will remain available on the EIG platform after the project ends in August 2015. In addition, Go Beyond will continue to offer its specialised webinars for ICT entrepreneurs on different aspects of financing. In addition, some of the EIG training materials will be made available on the investhorizon.eu platform: The podcasts which have been produced are already published on the platform of the new project to raise further awareness on the EIG training materials. In addition, the financing guidelines for ICT entrepreneurs developed by Go Beyond will remain online and can be downloaded by interested entrepreneurs. The following podcasts will remain available:

- I.A – **Preparing the Round** - Building your financing strategy
- I.B – **Preparing the Round** - Sources of funding
- II.A – **Launching the Campaign** – Pitch and presentation documents
- II.B – **Launching the Campaign** – Setting up the company structure
- III.A - **Managing and Closing the Round** - Managing
- III.B - **Managing and Closing the Round** - Closing
- IV.A - **Managing Investors** – Investors
- IV.A - **Managing Investors** – Follow-on Round

Moreover, Go Beyond will continue offering specialised training courses for entrepreneurs, researchers and investors. The topics on which Go Beyond will still offer webinars and courses include:

Training	Find out who Business Angels or other investors are, why they invest time and/or money in start-ups and how to get started. Learn the early stage direct investing process and practices.
Due Diligence	Learn how investors conduct due diligence.
Deal Terms	Understand the general terms and conditions of shareholder agreements and the impact they may have on an investment. Note: the topics covered are the common EU practices
Company Valuation	Discuss drivers and definitions of Valuation. Review common company valuation methodologies and ways valuation may be adjusted
Manage and follow-on rounds	Discuss the phases of growth of a start-up, possible challenges that may arise during the life of an investment, the roles a Business Angel and other investors can have.
Exit an investment	Management of the exit process.
Financials	Learn about (or review) the fundamentals in financial reporting, financial analysis and investment tools.

Hence, with the trainings delivered by Go Beyond and the different training materials on the EIG website, the project participants will still profit from the investment readiness modules developed in the framework of the EIG programme.

Finally, the new InvestHorizon programme will produce further online training modules, podcasts and many other materials apart from many offline training activities and investment forums. The former participants of the EIG programme will be invited to join these new activities in InvestHorizon.

Events

There have been a number of successful formats in the European Investor Gate programme which will be continued by the partners after the project.

- The disruptive **“Hot Deals” format** will be carried out as a high-level event addressing advanced-stage companies and VC funds together with the Élysée palace and the German chancellery. The next VC Hot deals Event will take place on 27th October 2015 in Paris.
- Dublin BIC has decided to run a **Silicon Stroll 2015** event on 5th October 2015 – now turning the bootcamp into an annual event. Tickets were sold out for the one-day-event which welcomes 350 entrepreneurs and speakers from Google, Facebook, Cisco, Trinity College Dublin, Microsoft, Accenture and IBM and takes place at the Silicon Docklands in Dublin.
- Last but not least, the **Heidelberg Innovation Forum** together with the Coaching Day for start-ups will also continue as an annual event each spring. The forum will take place again in spring 2016 with a sector-focus on e-mobility.

Maintenance of EuroQuity platform and follow-up and impact analysis

BPIFRANCE undertakes to maintain the EIG community within the EuroQuity service, follow-up the registration processes of the EIG community members on an on-going basis after EU project funding ends. BPIFRANCE will modify, if needed, the Community and website parameters on demand from the consortium during the project. As mentioned above, the consortium plans to invite all EIG members to join the newly created InvestHorizon community so that the members will profit from continuous training activities and investment events in the future. The new community will also allow the members to connect with other European investors online and offline.

All in all, interested members will be able to join the EIG community or the [new InvestHorizon community](#) after the project ends and will also have the opportunity to join other communities on EuroQuity offering them further possibilities to interact with European investors and market players.

In addition, it should be stressed that EuroQuity will go through a relaunch in September 2015. The new page will have an innovative user-friendly design and has taken into account data collected during the EIG programme on mechanisms entrepreneurs would prefer to connect with investors in a more efficient way (see deliverable 5.2).

Sustainability of dissemination channels

Concluding, the EIG communication and dissemination channels will remain active and in place after the end of the project. It has already been mentioned above that a mutual dissemination partnership has been put in place between EIG and InvestHorizon and that the two project will communicate on the training opportunities and investment events taking place in the two programmes.

The EIG website as a platform for training modules will remain available for the EIG community and other interested participants. Furthermore, the ICT tech transfer group on LinkedIn which has been used as a platform in the EIG project to inform stakeholders and entrepreneurs about project activities will also remain active and will be moderated by BWCON after the project ends. The Twitter accounts which have been used belong to BWCON and BPIFRANCE and will still be used after August 2015 in the framework of the Heidelberg Innovation Forum and of the EuroQuity platform. BPIFRANCE will also continue its blog on activities of EuroQuity which has been used to report on news and activities of the EIG community.

European Investor Gate - EIG

Project Management Plan: Overview deliverables and milestones

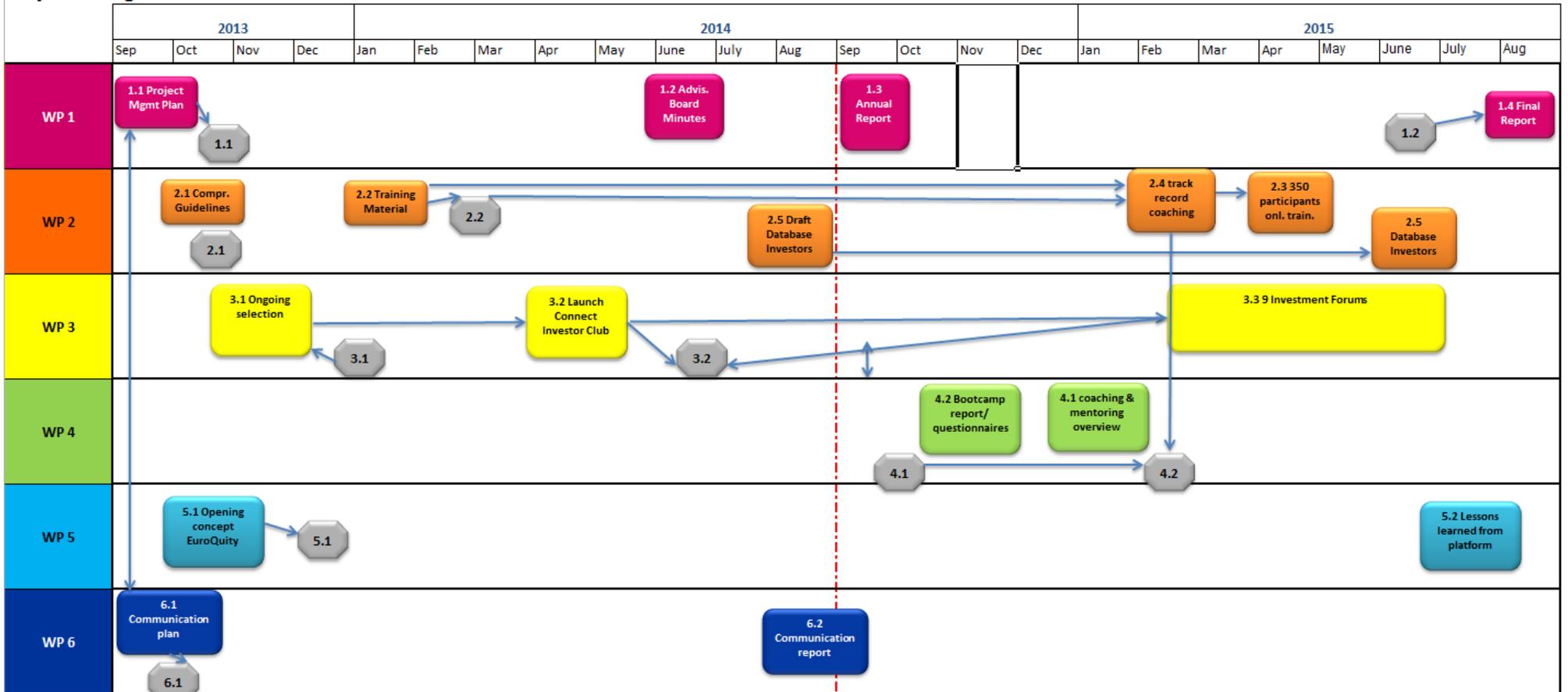


Figure 28: Overview Deliverables and Milestones Workplan of EIG

Microsoft Excel - Del 1.1 Project Management Plan_EIG_bwcon_update																												
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z		
WP1 Project Management																												
D1.1 Project Management Plan		PM Plan																										
D1.2 Minutes Advisory Board Meeting											Minutes																	
D1.3 Project Report I													Report I															
D1.4 Project Report II																										Report II		
M1.1 Kick-Off Meeting		Preparat	Kick-Off																									
M1.2 Final Conference																											Final Co	
T1.2 Coordination, Organisation, Activities		Communication with partners and project officer, project management, division of work, monitoring, clustering activities, meetings and workshops, controlling, cooperation with steering committee/advisory board/subcontractors																										
T1.2 Management by WP leaders		Project management by work package leaders																										
Events		NEM	ICT 2013					FIA Athe	HDI 2014	Invest. C	Futur Se			E-Pitch		Bootean	E-Pitch			Inv. Foru		Inv. Foru	HDI	E-Pitch				
								Frontiers		E-Pitch				Proj. Me						E-Pitch			Proj. Me					
								E-Pitch						Invest. C														
WP2 Awareness Raising & Training																												
D2.1 Comprehensive guidelines (ppt)		Preparat	Guidelines																									
D2.2 Development training material		Preparation	training materi																									
D2.3 350 participants received online																											track record	
D2.4 40 participants with individual coaching																											track record	
D2.5 Database of investors reached												datab. draft										track record					database	
M2.1 Negotiation with ICT FM		Negotiation finalis																										
M2.2 Organisation of training sessions		coaching NEM/IC	training sessions (online and offline)																									
T2.1 Awareness raising		Providing information on the project: networking and establishing contact with research projects and companies or investors; mailings; joining local investment events and summits																										
T2.1 Capacity building		350 companies with group training; online and offline training (part of filtering mechanism) according to their needs; engagement of 100 investors; attendance of 4 events per year																										
WP3 Pre-Selection & Identification of Needs																												
D3.1 Stakeholder questionnaire (compl. profiles)		questionnaire/prc																										
D3.2 Pre-selection criteria, concept coaching			selection criteria	concept																								
D3.3 Development investment plans																												
M3.1 Partners & Advisory Board: Select particip.								Selection process A.B.																				
M3.2 Publication, investment plans, catalogue														plans ready/publi														
T3.1 Candidate selection																												
T3.2 Connect Investor Club																												
T3.3 Investment Forums, E-pitches																												
WP4 Personalised Consulting																												
D4.1 Coaching and mentoring overview (50 compan.)																												
D4.2 Investor bootcamp report																											Mentoring Report	
M4.1 Bootcamp with 80 participants, training																											Bootcamp	
M4.2 40 companies investor ready																											40 companies inv.	
T4.1 Investment start-up bootcamp																												
T4.2 Investor readiness assessment																											Investor readiness assessment/investor training	
T4.3 In depth coaching and mentoring overview																											In-depth coaching and mentoring	
WP5 On-/Offline Access to Investors																												
D5.1 EIG community opening concept																												
D5.2 Lessons learned from platform operation																											Lessons learned	
M5.1 EIG community opening on EuroQuity																												
T5.1 Platform requirements and deployment																												
T5.2 Platform community building																												
T5.3 Platform maintenance and follow-up																												
T5.4 Offline events																												
WP6 Dissemination & Sustainability																												
D6.1 Communication and dissemination plan																												
D6.2 Communication and dissemination report																											Report	
M6.1 Submission communication plan																												
T6.1 Communication and dissemination																												
T6.2 Development of communication mater																												
T6.3 Sustainability of project activities																											Sustainability of project	

Figure 29: Project Management Plan EIG

a) Clearly significant results

- **D1.1 Project Management Plan – updated in the framework of the amendment**
- **D1.2 Minutes advisory board meeting**
- **D1.3 Annual Reporting, 1st period**
- **D1.4 Final reporting**

c) Deviations from Annex I

- In the case of work package 1, the higher amount of person months spent is related to the two amendments having been carried out and finalized in reporting period 2. These amendments have proven to be time consuming and have led to a deviation from the original project management plan.

d) Statement on use of resources

	Total PM	Plan PM Period 2	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM Spent in Period 1 all partners
WP 1	3,4	1,6	1,36	0,16	1,23	0,17	0,64	0,12	3,86

Table 2: Statement on use of resources, EIG, 2nd Reporting Period, WP 1

3 Explanation of the use of the resources

3.1 Overview use of resources, EIG consortium

PM, Reporting Period 1

	Total PM	Plan PM Period 1	MFG PM spent in Period 1	MD PM spent in Period 1	GB PM spent in Period 1	DBIC PM spent in Period 1	BPI PM spent in Period 1	PM spent Period 1 all
WP1	3,4	1,8	1,23	0,1	0,18	0,35	0,12	1,98
WP2	8	5	0,8	0,99	3,78	1,56	0	7,13
WP3	14	7	1,52	3	1,4	1,53	0	7,45
WP4	12,25	4,25	0	0	1,55	2,17	0	3,72
WP5	10,5	6	1,8	0,5	1,73	0,32	2,17	6,52
WP6	8,75	5,5	1,35	1,75	1,5	0,26	0,74	5,6
TOTAL	56,9	29,56	6,7	6,34	10,14	6,19	3,03	32,40

This overview summarizes the first reporting period, the overview on reporting period 2 and a documentation of the whole project can be found below.

PM, all reporting periods

	Total PM	Plan PM Period 2	BWCON PM spent Period 2	MFG PM spent Period 2	MD PM spent in Period 2	GB PM spent in Period 2	DBIC PM spent in Period 2	BPI PM spent in Period 2	PM RP 1	PM RP 2	PM Total
WP1	3,4	1,6	1,36	0,16	1,23	0,17	0,64	0,12	1,98	3,68	5,66
WP2	8	3	2,63	0,09	0,8	0,42	0,46	0	7,13	4,4	11,53
WP3	14	7	4	0,18	1,52	1,4	0,37	0	7,45	7,47	14,92
WP4	12,25	8	0,4	0	0	2,65	5,14	0	3,72	8,19	11,91
WP5	10,5	4,5	3,19	0,09	1,8	1,77	0,25	3,51	6,52	10,61	17,13
WP6	8,75	3,25	0,95	0,06	1,35	0,26	0,84	0,9	5,6	4,36	9,96
TOTAL	56,9	27,34	12,53	0,59	6,7	6,67	7,7	4,53	32,4	38,72	71,12

The fact that more person months have been spent on work packages 1 is related to the fact that two amendments had to be prepared and finalised in the 2nd period which has proven to be time consuming and had not been calculated in the original person months plan. Furthermore, the final reporting was a lot more extensive than the first one, so overall considerably more effort had to be dedicated to project management. The higher amount of person months in WP 2,3 and 5 can be explained by the fact that these three work packages have dealt with the main awareness raising, training and pitching activities. It should be noted that EIG has delivered three more investment forums which has contributed to spending more person months for additional trainings and preparation as well as for the organisation of the forums. Furthermore, 7 e-pitches were held instead of 6 and all in all more companies have been trained by EIG than originally foreseen. It should be noted that bwcon in particular has delivered three additional training workshops, one of which (Idea Factory Workshop) lasted a whole week which led to a higher amount of person months in the work packages 2 and 3. It also needs to be taken into account that mostly junior staff took care of the organisation of the various workshop activities, which has led to an extended number of person months spent, but allowed the partners to stay within the budget. Regarding senior staff, in the second period for bwcon both CEO Jürgen Jähnert and Senior Consultant Joaquin Soucheiron got significantly more involved in the project, particularly in the Heidelberg Innovation Forum, the coaching activities and training workshops, management of partnerships and dissemination as well as in the selection and screening of participants. This process has led to a higher spending of personnel costs in the case of bwcon. Last but not least, all these additional measures led to the need to introduce additional communication measures such as further press releases, invitations, flyers and other materials for the additional workshops and events carried out. **However, despite the higher amount of person months spent, the overall budgetary limit was not exceeded by the partners (see table below).**

Overview budget:

	Total Budget	Plan Budget Period 1	Budget Spent Period 1	Plan Budget Period 2	Budget Spent Period 2	Total Budget spent
Total	698.873 €	234.115,20 €	312.262 €	464.757,80 €	386.114 €	698.376 €

It should be noted that in spite of more person months having been spent in several work packages, the partners have operated well within the budgetary limit of European Investor Gate.

3.2 Verification of expenditure per partner

Reporting Period 1:

	MFG	MD	GB	DBIC	BPI	Total
Staff costs	30.625 €	50.800,00 €	57.770 €	41.811 €	30.729 €	
Subcontracting	4.141 €	2.000,00 €	- €	€	37.573 €	
Other direct costs	15.271 €	13.909 €	4976 €	3.796 €	1.297 €	
TOTAL	53.313 €	79.651 €	67.137	54.728 €	76.004 €	
Accepted Funding	53.249 €	71.238 €	67137	48.798 €	71.840 €	312.262 €
				Budget spent in period 1:		312.262 €

Reporting Period 2:

	BWCON	MFG	MD	GB	DBIC	BPI	Total
Staff costs	63.802 €	4.153 €	35.822 €	44.071 €	54.553 €	35.490 €	
Subcontracting	29.740 €	-	13.000 €	- €	- €	15.265 €	
Other direct costs	24.542 €	8.285 €	8.091 €	5.006 €	21.483 €	3.453 €	
Adjustment		-2.250 €					
TOTAL	135.752 €	14.925 €	65.695 €	58.891 €	91.242 €	61.995 €	426.250 €
Requested Funding	124.267 €	13.308 € -2.250 €	59.986 €	52.512 €	81.358 €	56.933 €	386.114 €
						Budget spent in period 2:	386.114 €

TABLES

Table 1 Overview Go Beyond Awareness Sessions	Fehler! Textmarke nicht definiert.
Table 2: 3rd Party Events attended by EIG partners, 2nd period.....	Fehler! Textmarke nicht definiert.
Table 3 Overview Training at EIG Investment Forums	Fehler! Textmarke nicht definiert.
Table 4 Overview in individual coaching for 40 companies	Fehler! Textmarke nicht definiert.
Table 5: Statement on use of resources, EIG, 2 nd reporting period, WP 2.....	Fehler! Textmarke nicht definiert.
Table 6: Evaluation Criteria developed in Work Package 3	Fehler! Textmarke nicht definiert.
Table 7 Example of Connect Club recommendations	Fehler! Textmarke nicht definiert.
Table 8 Overview on 12 EIG Investment Forums	Fehler! Textmarke nicht definiert.
Table 9 Participants of Laval Investment Forum	Fehler! Textmarke nicht definiert.
Table 10 Participants of Investment Forum at Berlin Games Week	Fehler! Textmarke nicht definiert.
Table 11 Overview: Participants of the 7 EIG e-pitches	Fehler! Textmarke nicht definiert.
Table 12 Companies having secured investment in EIG.....	Fehler! Textmarke nicht definiert.
Table 13: Statement on use of resources, EIG, 2 nd reporting period, WP3.....	Fehler! Textmarke nicht definiert.
Table 14 Silicon Stroll Bootcamp: Dissemination to investors	Fehler! Textmarke nicht definiert.
Table 15 Key performance indicators of Silicon Stroll Bootcamp Dublin.....	Fehler! Textmarke nicht definiert.
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Table 17 Template for in-depth mentoring overview	Fehler! Textmarke nicht definiert.
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**Companies supported by EIG
August 2013 – September 2015**

NEM Summit 2013 Nantes, Investment Forum

30th October 2013, 11 companies

FRANCE

Playcorp	France
Golaem	France
LifList	Spain
Rendicity	Ireland
moodme	Belgium
Business Advisor Limes Superior	Hungary
Founder StereoCake	Romania/UK
Brightstars	Romania
Souderbox	France
Scrambled Mind Studios	Germany
Cleverlize	Germany

**ICT 2013 Vilnius, Investment Forum,
6th-8th November 2013, 12 companies**

LITHUANIA

AENSys Informatikai Kft.	Hungary
Exacaster	Lithuania
Even Bigger Fish	Germany
MyHotel	Czech Republic
MarkCon Communications	Hungary
Pixelsummoners	Germany
CGTrader	Lithuania
BitBrain technologies	Spain
Aciety	Lithuania
MELT icepops	Netherlands
Mylap.se	Sweden
Match Rider	Germany

Heidelberg Innovation Forum 2014, EIG Coaching Day 8th-9th April 2014, 19 companies

GERMANY

CloudSME	FP7 project (I4MS, various countries)
digital worx	Germany
MV3D	Germany
ProOpter.IVS	Slovenia
Alleantia	Italy
AOM-Systems (Spray Spy)	Germany
Precogs	France
Ondics	Germany
MeshParts	Germany
Evercam	Ireland
Smoope	Germany
Weight Works	Germany
AviSpectro	Germany
Trubotics	Germany, research project
Service Robots	Germany, research project
simQoo	Germany
QuantUM+	Germany
Lighting-safe monitoring of wind turbines	Germany, research project
MELT icepops	Netherlands

New Frontiers for European Entrepreneurs, Investment Forum Brussels 29th April 2014, 51 companies

BELGIUM

(training provided by European Investor gate, pitches organised by ACE project)

Coindrum	Ireland
Bankhawk	Ireland
Huggity	Ireland
Xintec	Ireland
Greenletterbox	Ireland
Heystaks	Ireland
PingPal	Sweden
BizPart Engage	Sweden
Tinitell	Sweden
IQ Improvement Institute	Bulgaria
Mapilary	Slovakia
Safetica Technologies	Czech Republic
Avansera	Finland
Adways	France
Serious Factory	France
Meludia	France
RNF Digital Innovation	UK
IMobisoft	UK
My Campus Ride	UK
Ortelio	UK
Agewell Biometrics	UK

I'm not a machine music	UK
Incyte International	UK
Smarterkey	UK
Posios	UK
Avantida	Belgium
Altilia	Italy
Baasbox	Italy
D-Share	Italy
Musement	Italy
Risparmio Super	Italy
Vivocha	Italy
Recipay	Luxemburg
Full Health Medical	Ireland
Clever Miles	Ireland
English Bubble	Ireland
Josh CPD	Ireland
Monford AG Systems	Ireland
MiDough	Ireland
Incentive	Sweden
Invea-Tech	Czech Republic
Apprentus	UK
Feops	Belgium
iUZ Technologies	Portugal
Sortivo	Czech Republic
Wisaer	Portugal
Artica	Portugal
Eneida	Portugal
Auranest	Sweden
Inside Visions	Portugal
iClio, Portugal	Portugal

Futur en Seine Paris, Investment Forum **12th June 2014, 11 companies**

FRANCE

In cooperation with ACE

Training provided by European Investor Gate

Adways	France
Serious Factory	France
EduKit	UK
Induction Manager	UK
Panono	Germany
Agewell	UK
Filmband	Germany
Risparmio Super	Italy
Apprentus	UK
Musement	Italy
NeotechPro	Luxemburg

NEM Summit 2014 Brussels, Investment Forum **30th September 2014, 11 companies**

BELGIUM

Boolino	Spain
Brotseiten	Switzerland
CineGV	France
1001 passions	Belgium
Hybrid	France
JustTemptation	UK
PicsaStock	Germany
Studio PowWow	Ireland
TicTapToe	Germany
ThreeGates	Sweden
WhappZapp	Netherlands

EIG Silicon Stroll Bootcamp, Dublin **3rd-4th November, 50 companies**

IRELAND

Signal Generix	Cyprus
IGNIDATA	Portugal
Inside Visions	Portugal
Seabery	Spain
Boolino	Spain
Museotechniki Ltd.	Greece
POSTGOL	Italy
Vivocha	Italy
Garanteasy	Italy
All Square	Luxembourg
Every-1/RECIPAY	Luxembourg
Virtual Dive	France
HANAKAI	France
Ardictive	France
MEDICODOSE	France
Green Communications	France
Buddy Watcher	Germany
bringX	Germany
Qymatix	Germany
Matchrider	Germany
Cross-Connected	Germany
Sidetrip24	Germany
Ondics	Germany
digital worx	Germany
Apptimate	Sweden
Smarterkey	United Kingdom
Tribe Studios Ltd.	Finland
Innopinion	Finland
Newswhip	Ireland
Heystaks	Ireland
Huggity	Ireland
Bankhawk Analytics	Ireland
CheckVentory	Ireland

Induction Manager	Ireland
B-sm@rk	Ireland
Evercam	Ireland
Studio POWWOW	Ireland
Coindrum	Ireland
Evolution Environmental Services Ltd	Ireland
Sytorus Solutions	Ireland
FenestraPro	Ireland
InMusic	Ireland
TenderScout	Ireland
XINTEC	Ireland
ACE Health	Ireland
Eiratech	Ireland
Robotics Ltd.	Ireland
Courtsdesk	Ireland
TruePivot	Ireland
Lumafit	Ireland
bizbaze	Ireland

ACE Summit and Global Entrepreneurship Congress, Milan 18th March 2015, 52 companies

ITALY

In cooperation with ACE

Training provided by European Investor Gate

bizbase	Ireland
BurgSys	Czech Republic
CGA Technology	Ireland
Episcan	Ireland
Fik Stores	Spain
Finternet	Finland
Gina	Czech Republik
Glofox	Ireland
Inmote MT	Netherlands
media4future	Czech Republic
Metrifly	Portugal
neoScores	Belgium
Pinlogic	Ireland
TenderScout	Ireland
Vicancy	Netherlands
Wanderant	Spain
Holusion	France
Mobike	Portugal
Rammin' Speed	Finland
TinyApp	Finland
Investory	France
Ubeeko	France
MyBaze	Poland
Geo2Tag	Finland

OpenTelly	Belgium
Nextasoft	UK
AtHashtags	UK
Seamlink	Portugal
Idea RS	Czech Republic
Intelligent Technologies	Czech Republic
CTYspot	Sweden
Greinon	Sweden
SleepCarrier	Sweden
TheVogueCode	Germany
Amelia	Ireland
Condomani	Italy
SNAPP	Italy
OClab	Italy
Oculus	Slovenia
Over	Italy
SpaceEXE	Italy
Spotlime	Italy
Sewio	Czech Republic
Symocin	Spain
Whitepark Engineering	Ireland/UK
RoamPA	Ireland
ViaNoveo	France
Flazio	Italy
Meritocracy	Italy
WordUp	Denmark
Greenspider	Germany
Qymatix Solutions	Germany

Laval Virtual, Investment Forum

8th April 2015, 12 companies

FRANCE

Optinvent	France
Digitalarti	France, U.S.
Scale 1 Portal SAS	France
Alterniity	Switzerland
InnerScence	France
Energency	France
Feasy Motion	Belgium
Augmented Class	Spain
Cyberith	Austria
Nozon/Parallaxter	Belgium
Mindesk	Italy
Ubleam	France

Berlin Games Week, Investment Forum

26th April 2015, 16 companies

GERMANY

Fairytales Distillery (Das Tal)	Germany
games4charity	Germany
PlayAround	France
Vinoga	France
MK Payment Solution	Germany
Cubical Drift	France
Mooneye Studio	Germany
Studio PIXMIX	France
Battle Factory	France
Dressed Monkeys	Germany
Vescape	Germany
Frame6	Germany
Reality Twist	Germany
Quiz Run	France
Stratosphere Games	Germany
The Effective Evolutions	Germany

Heidelberg Innovation Forum 2015, EIG Coaching Day 19th-20th May 2015, 28 companies

GERMANY

3DPolyShaper	Germany
3D RevoPrint	Germany
SAMGO	Germany
AudioImmersion	Poland
TeskaLabs	Czech Republic
Gridhound	Germany
dimago	Germany
Memo Gambling	Pycno
BringX	Germany
Xplain Data	Germany
ContextMapp	Netherlands
IHO GmbH	Germany
Cloud Ararat	Turkey
POSpulse	Germany
Lifetime	Germany
DocRaid	Germany
Smarter Meters	Germany
CheckVentory	Ireland
IM&C GmbH	Germany
Nuberisim	Germany
Scatterblogs	Germany
Vidatics	Germany
Virtual Showcase	Germany
DreamQuark	France
MyBI 2Go	UK
ViSeQR	Italy
Veritendo	Germany
Qymatix Solutions	Germany

EIG Hot Deals Event, Investment Forum

26th June 2015, 13 companies

FRANCE

Coindrum	Ireland
DreamQuark	France
FenestraPro	Ireland
iNovar	UK
Inciat	France
Matchrider	Germany
Memeoirs	Italy
NeoScores	Belgium
Novimet	France
Picsastock	Germany
Openways	France
Qymatix Solutions	Germany
Souderbox	France

Other companies supported by EIG through e-pitches, workshops or coaching activities

Learning Data, Ireland

Eveo, Ireland

Dreamtech Software, Ireland

Performance Tracking Systems

Ecowatc, Ireland

iMobmedia, Ireland

Playir, UK

MAC: The National Microelectronics Centre, Ireland

Josh CPD, Ireland

Checkventory, Ireland

Emera, Ireland

Courtsdesk, Ireland

Easystats, Ireland

RSV Concept, France

Icanopee, France

Linkody, Netherlands

Domoscio, France

Eshkar, France

Serene, France

Ogarit, France

NSS NonStop Systems

Patientsworld, France

Optiflows, France

Nikkoia, France
Jepilotemonentreprise, France
Red Technologies, France
Sythematics, France
Trooclick, France
IGraal, France
Madgic, France
Egreen, France
kenora technologies, France
Cyrlight, France
My Precious Life, France
Nuggeta, France
Emerya, France
Project2cloud, France
Alvéos, France
Montimage, France
Happy Blue Fish studio, France
DINK, Belgium
Mobile Garden; Germany
Ontopica, Germany
Rooming, Germany
Apinauten GmbH, Germany
WebRatio, Italy
Aermatica, Italy
Euro Freelancers, Belgium
Interception, Italy
Medialize, Italy
MotionsCloud, Germany
Vitanlink, France
Weekendagogo, Italy
Sensing Control, Spain
Edenic Games, Spain