



European Institute of
Innovation & Technology

“From idea to start-up” EIT HEI E.I.N.S. & EIT JUMPSTARTER @Young Talents International Conference

Malgorzata Goraczek – EIT HEI E.I.N.S. Project Coordinator
&
Dora Marosvolgyi – EIT Jumpstarter

28nd March 2023



A body of the European Union



HI, I'M MALGORZATA

E.I.N.S.

E³UDRES² Entrepreneurship and Innovation Network
for Smart and Sustainable European Regions



Project Coordinator EIT HEI E.I.N.S.

&

EU Funding Expert

Business Coach

Mentor



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Get in touch with me: [LinkedIn](#)

HI, I'M DORA



Founder & CEO



Trainer,
health start-up mentor



Get in touch with me: [LinkedIn](#)
dora@dareinnovations.eu

WHAT IS THE EIT HEI E.I.N.S. PROJECT?

E.I.N.S.

E³UDRES² Entrepreneurship and Innovation Network
for Smart and Sustainable European Regions



E³UDRES² ENTREPRENEURSHIP AND INNOVATION NETWORK FOR SMART AND SUSTAINABLE EUROPEAN REGIONS

Funded by:

EIT HEI Initiative – European Institute of Innovation & Technology

Consortium:



Coordinated by: St. Pölten UAS



WHAT E.I.N.S. DOES IN AN ACTIVITIES NUTSHELL

= Innovation & Entrepreneurship Capacity Building for Higher Education

We inspire! Awareness raising for novel pathways of entrepreneurship and innovation through Inspiring Chats, testimonial formats, podcasts, serious games ...

We train! Training and education through (Open) Lectures, seminars, Hackathons, mentoring and coaching activities, student and start-up pitching sessions ...

We connect! Organizing matchmaking events and leveraging synergies through networks such as EUDRES, EIT KICs, Start-up and Spin-off innovation support initiatives, Hubs and other platforms ...

Who? Students, research staff, HE staff, start-ups and spin-offs & interested stakeholders in innovation & entrepreneurship ...

STAY UPDATED ON E.I.N.S.

Website:

eins.eudres.eu

Social media:

Instagram: www.instagram.com/eudres_european_university/

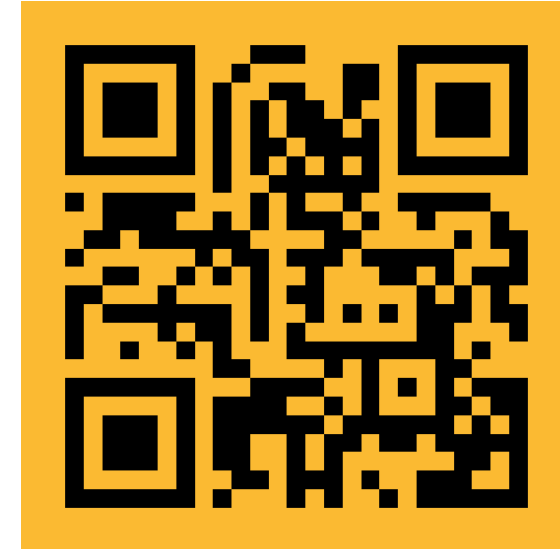
Facebook: www.facebook.com/eudres.eu

LinkedIn: www.linkedin.com/company/eudres-european-university/

Twitter: www.twitter.com/eudres_alliance

Youtube: <https://www.youtube.com/channel/UCISfStEMKOUd5d2zKkhwVvQ>

Podcast: <https://open.spotify.com/show/2niG3WaLDWIbSgGxSoQznj?si=6df1af3656c24ef6>

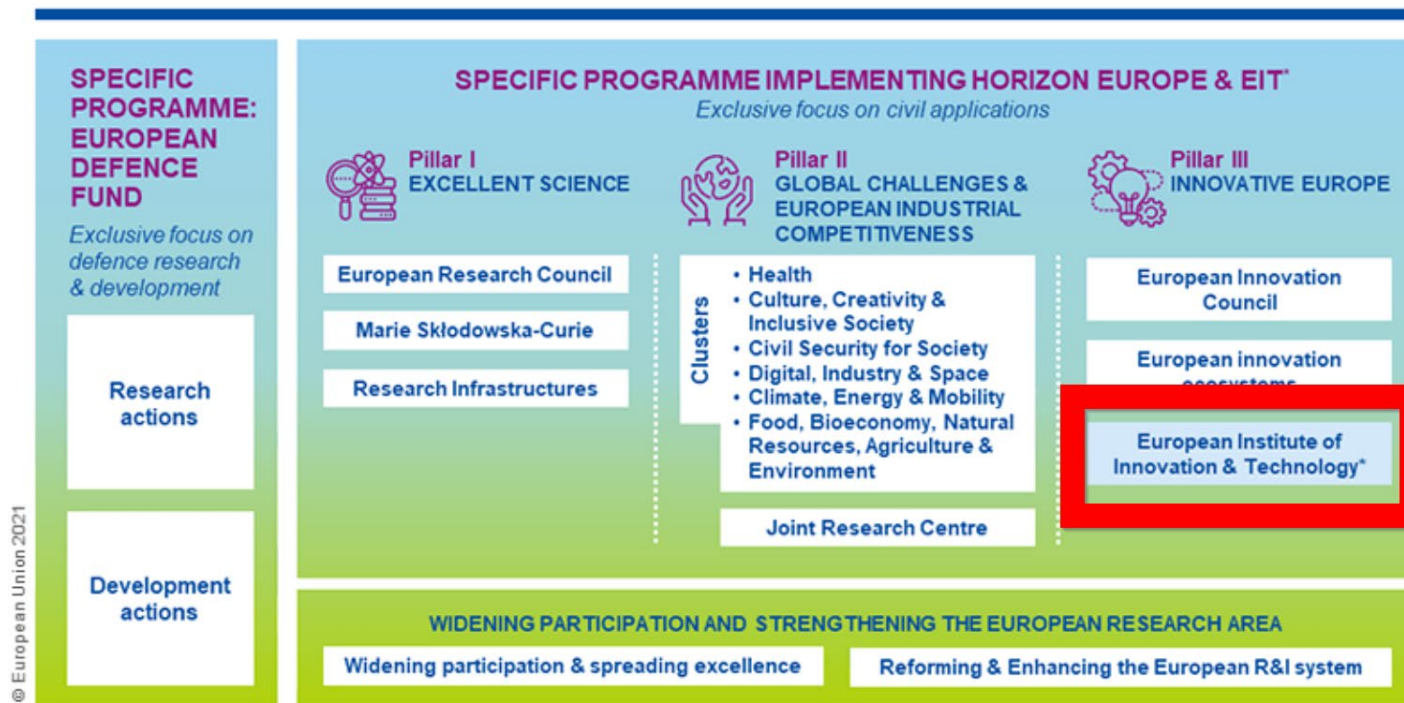


WHY IS E.I.N.S. HERE ?

IDEATION & FUNDING POSSIBILITIES?

LET'S TALK ABOUT RESEARCH FUNDING! FOR INNOVATION AND ENTREPRENEURSHIP

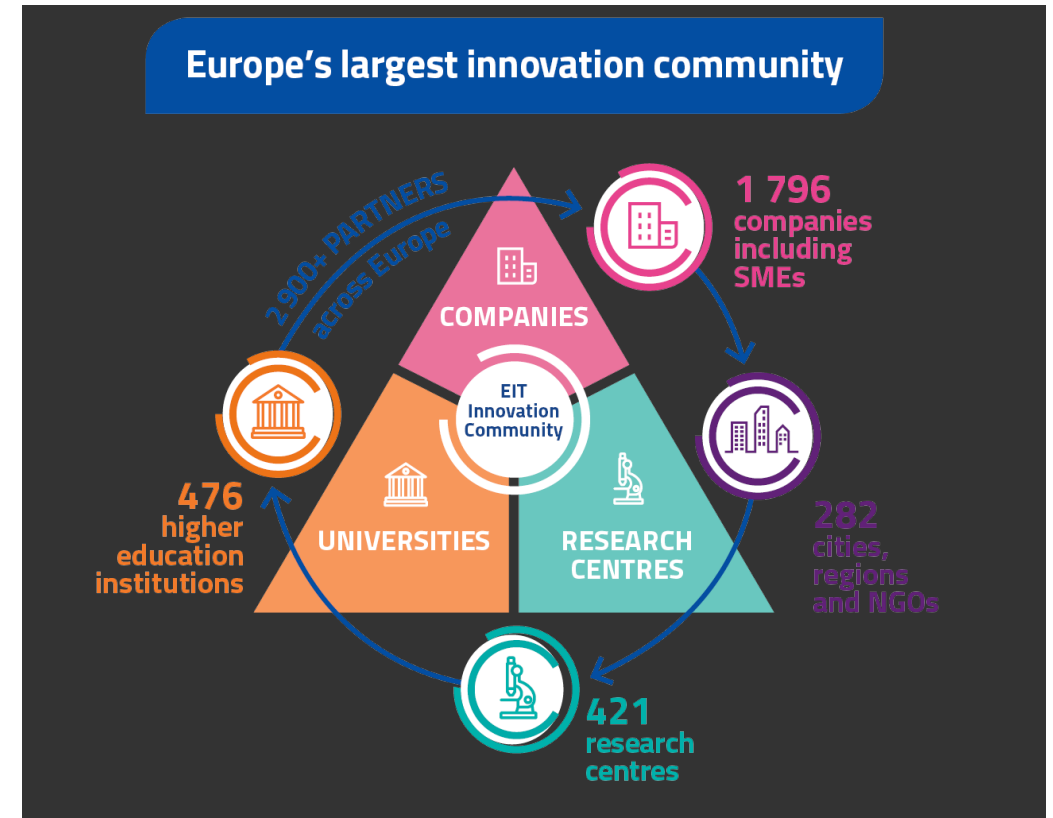
HORIZON EUROPE



https://commission.europa.eu/funding-tenders/find-funding/eu-funding-programmes/horizon-europe_en

EIT – A UNIQUE APPROACH TO INNOVATION

- Enhancing Europe's **innovation capacity, competitiveness & quality of life**
- Addressing **societal challenges**
- **Building innovation ecosystems** by integrating business, education and research into thematic EIT Communities



EIT COMMUNITIES ARE POWERFUL NETWORKS TO FIGHT SOCIETAL CHALLENGES



2010

EIT Climate-KIC

Accelerate the transition to a zero-carbon economy



EIT Digital

Drive Europe's digital transformation



EIT InnoEnergy

Achieve a sustainable energy future for Europe



EIT Health

Give EU citizens greater opportunities for a healthy life



2015

EIT RawMaterials

Develop raw materials into a major strength for Europe



2026

EIT Water

Contribute to a circular and sustainable water economy



2022

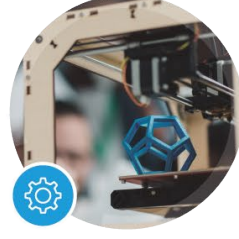
EIT Culture & Creativity

Unite Europe's creatives



EIT Urban Mobility

Smart, green and integrated transport



2019

EIT Manufacturing

Strengthen and increase the competitiveness of Europe's manufacturing industry



2017

EIT Food

Lead a global revolution in food innovation and production

EIT MAIN ACTIVITY AREAS

- **EDUCATION:** educating the next generation of entrepreneurs, innovators & change-makers
- **EIT BUSINESS CREATION & ACCELERATION:** tailored support for entrepreneurs and ventures
- **INNOVATION DRIVEN RESEARCH PROJECTS:** transdisciplinary co-creation and responsiveness to market and social trends

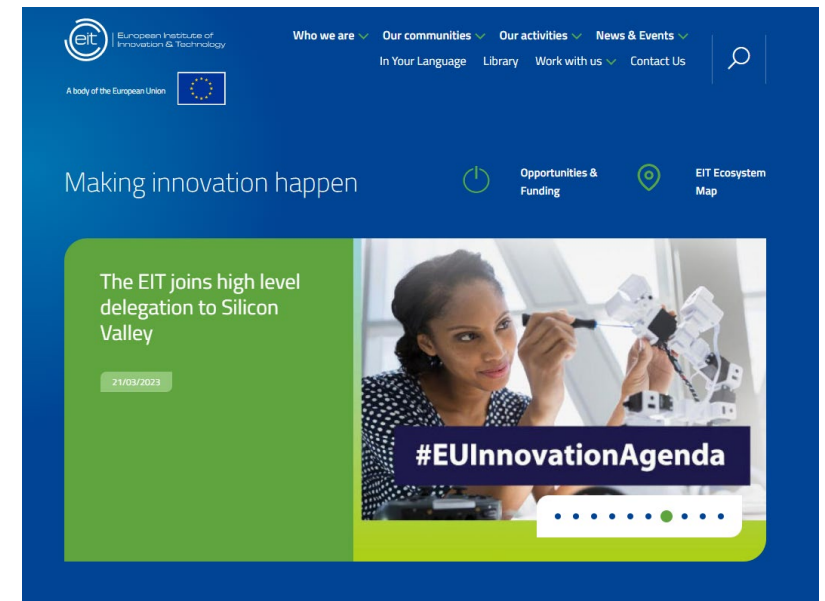


HOW TO GET AN OVERVIEW ABOUT ALL ACTIVITIES OF THE EIT COMMUNITY

... IN SECONDS VIA [HTTPS://EIT.EUROPA.EU/](https://eit.europa.eu/)

Discover the EIT Main Homepage for all EIT communities, activities, news & events

- ✓ [Follow this link & check the actual EIT opportunities & Funding](#)
- ✓ [Follow this link & find the EIT ecosystem around You](#)
- ✓ [Follow this link to subscribe to the newsletter](#)



EDUCATION – HOW TO BECOME PART OF THE EIT COMMUNITY

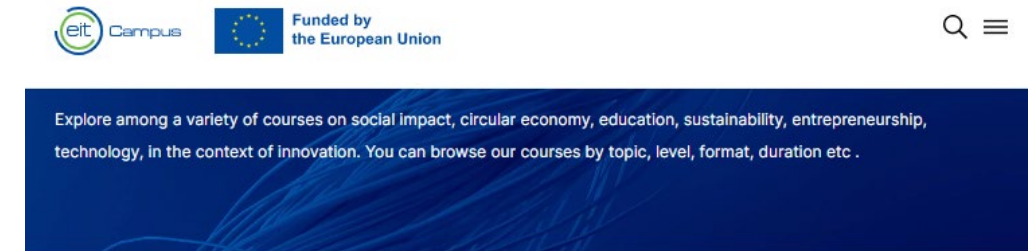
... IN SECONDS



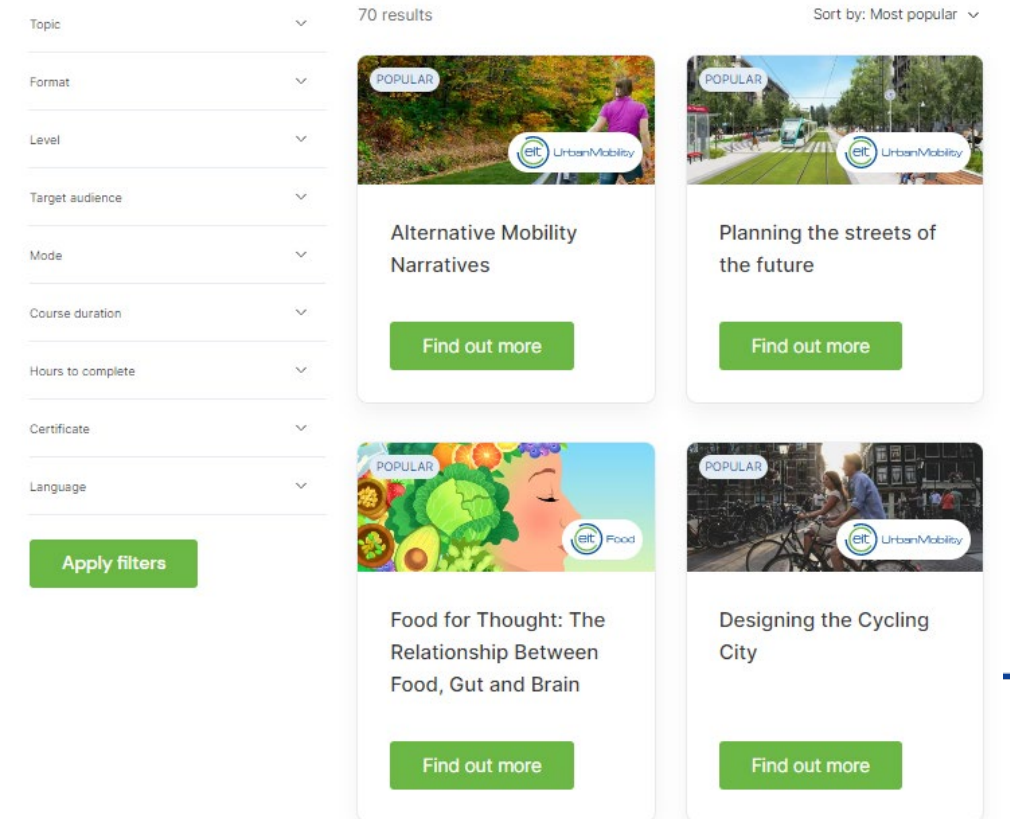
Welcome to the
EIT Campus online platform

Here you can explore courses related to education, sustainability, entrepreneurship, technology, circular economy in the context of innovation. The range of courses and programmes is predominantly European, but we welcome learners from all over the globe. We presently work with more than 200 partners and have already served millions of learners.

[Explore courses](#)



Explore among a variety of courses on social impact, circular economy, education, sustainability, entrepreneurship, technology, in the context of innovation. You can browse our courses by topic, level, format, duration etc .



70 results Sort by: Most popular

- Topic
- Format
- Level
- Target audience
- Mode
- Course duration
- Hours to complete
- Certificate
- Language

[Apply filters](#)

- Alternative Mobility Narratives**
[Find out more](#)
- Planning the streets of the future**
[Find out more](#)
- Food for Thought: The Relationship Between Food, Gut and Brain**
[Find out more](#)
- Designing the Cycling City**
[Find out more](#)

[HTTPS://EIT-VIRTUALCAMPUS.EU/](https://eit-virtualcampus.eu/)

EIT BUSINESS CREATION – ARE YOU HAVING AN IDEA?

START – JUMP – FLY

EIT JUMPSTARTER





JUMPSTARTER

„PLAYGROUND” FOR SCIENTISTS

Powered by EINS
28th March 2023, online

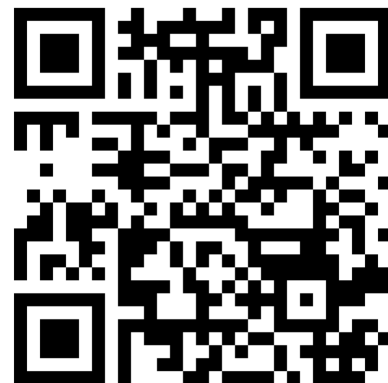
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Getting to know you better

1. Go to www.menti.com
2. Type the code: 28 54 07 03

or:



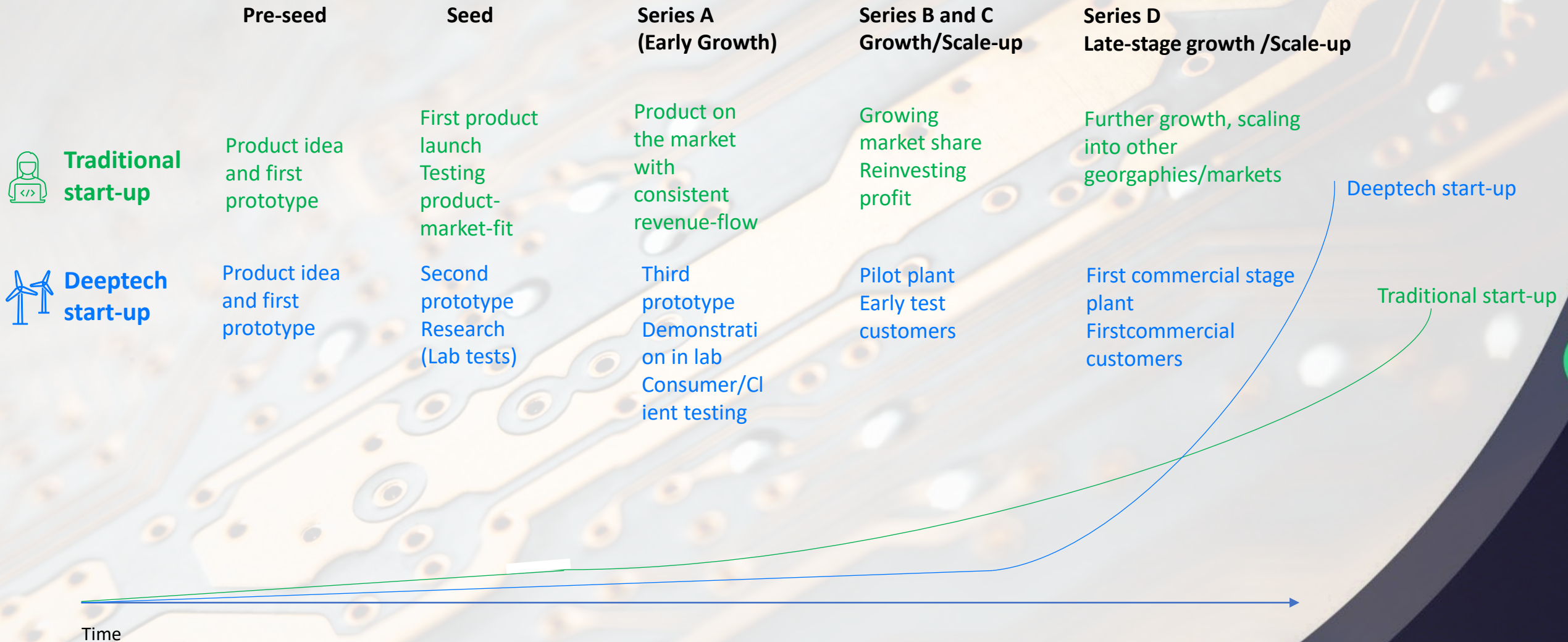
ARE YOU READY TO START YOUR START-UP JOURNEY?



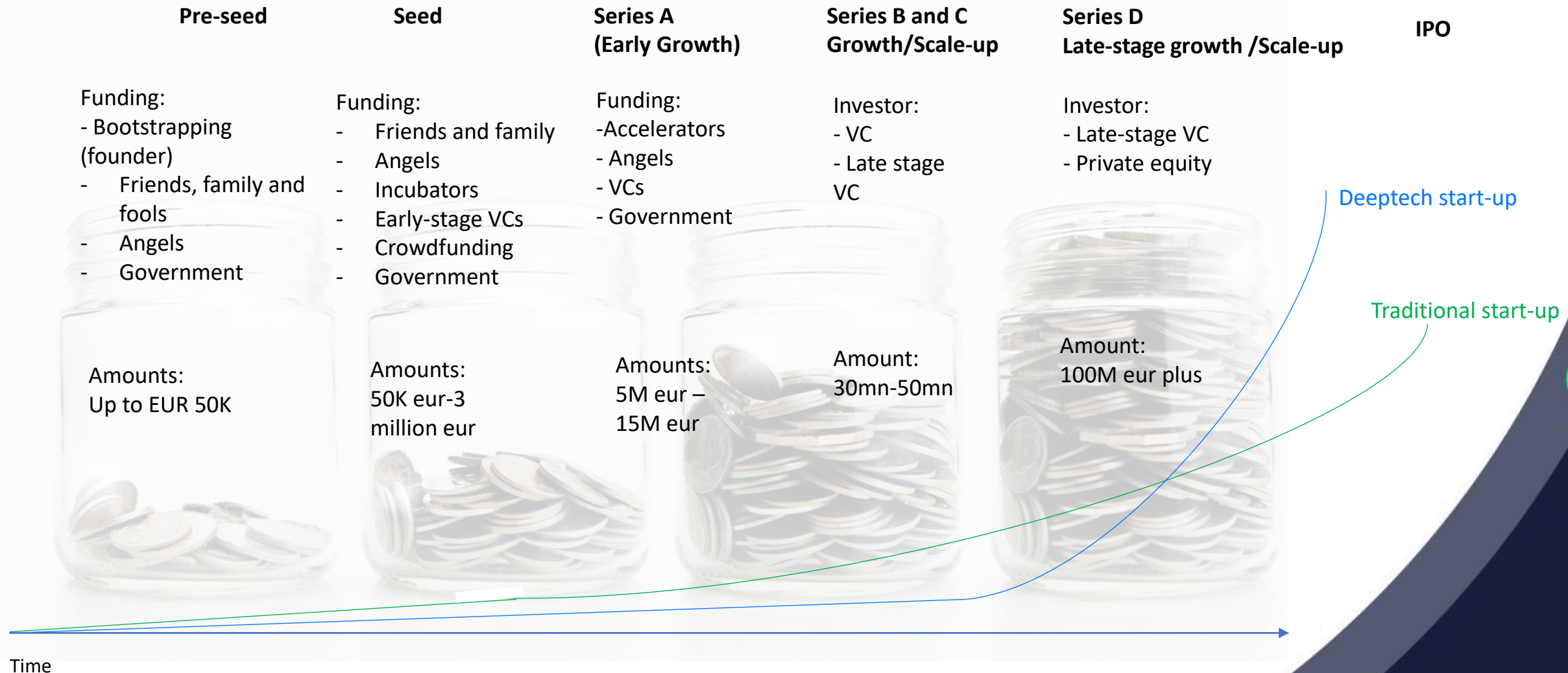
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Deeptech start-up journey: what can you expect?



Deeptech start-up journey: how to fund it?



Deeptech start-up journey: European organizations to look out for

Pre-seed

Seed

Series A
(Early Growth)

Series B and C
Growth/Scale-up

Series D
Late-stage growth /Scale-up

IPO



EIB– support for large-scale investments, provides loans, venture debt, equity investments and guarantees



EIF– Equity and venture debt starting at Round A, provides guarantees



EIC – Funding (grants) advice and networking opportunities



EIT – Network (industry-research-academia), mentoring, advice, smaller grants and equity, vertical communities

Deeptech start-up

Traditional start-up

Time



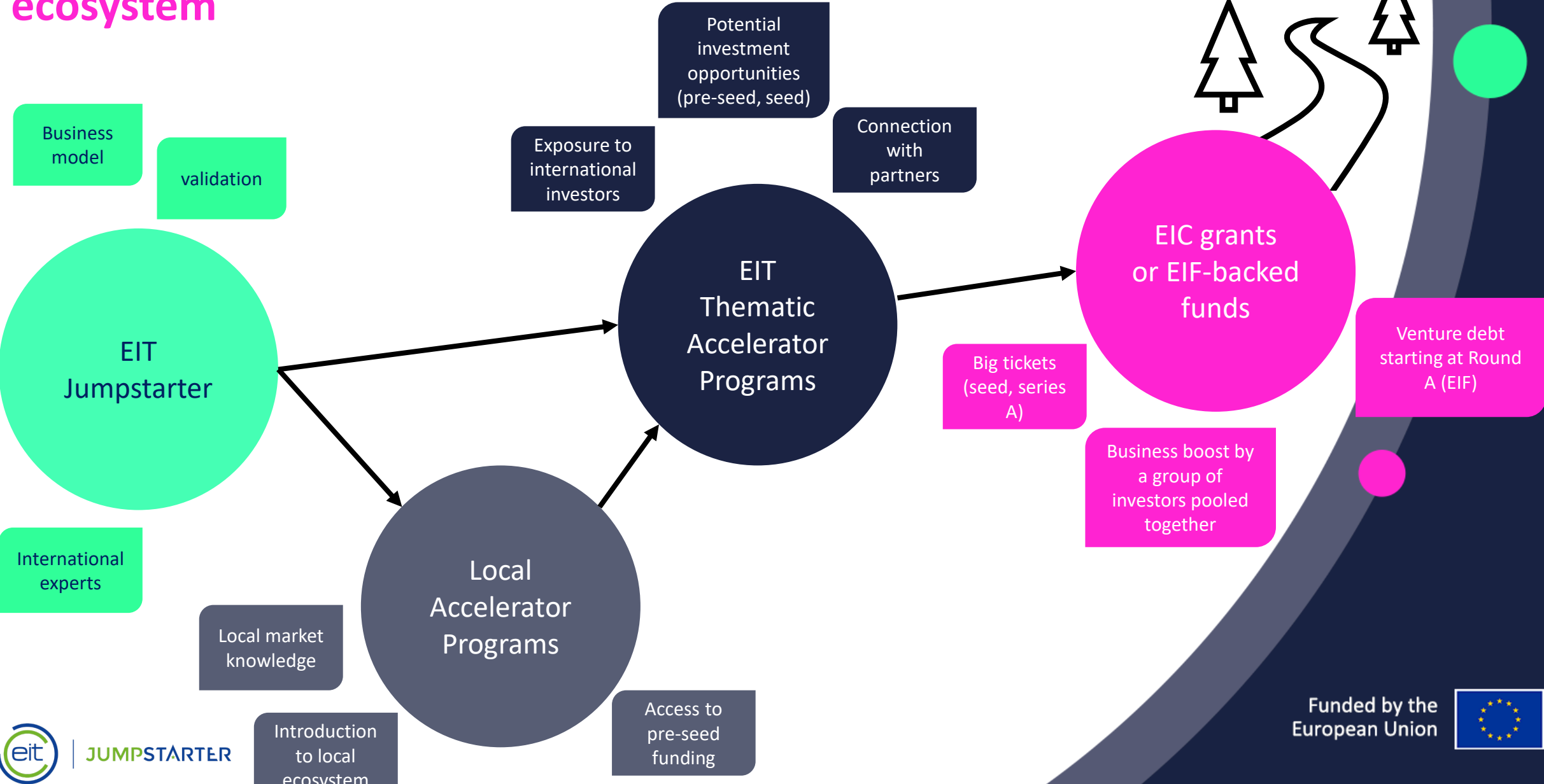
JUMPSTARTER

Source: http://www3.weforum.org/docs/WEF_Bridging_the_Gap_in_European_Scale_up_Funding_2020.pdf



Funded by the European Union

EIT Jumpstarter is your first step into the European deep tech start-up ecosystem



Inspiration: Ligence grew out of EIT Jumpstarter



Dovydas Matuliauskas
CFO & co-funder fo Ligence

EIT Jumpstarter 2nd prize

- Validated business plan
- First exposure to international thematic network
- Incorporation

EIT Health Innostars Awards 1st prize

- Proof of concept
- Visibility and brand awareness
- Other nominations and awards

First official sales

- Funding from the EIC Accelerator
- Filed a patent to WIPO
- Becoming part of multi-centre study consortium Stress Echo 2030
- Growing team (already 10 employees)

Selected of CB Insights 2022

- Ligence is amongst the **top 150 Companies Transforming Healthcare** with Digital Technology in Europe by CB Insights
- From a pool of over 13,000 companies
- Further growing number of employees



JUMPSTARTER
Start-up Journey 



Funded by the European Union

WHAT IS EIT JUMPSTARTER?



Funded by the
European Union





EIT JUMPSTARTER
Grand Final
NOVEMBER 29TH 2022, KRAJČEVAC

3rd
MANUFACTURING
CATEGORY
FPRINT
5000 €
C. Bellamy

1st
MANUFACTURING
CATEGORY
QUMSIL
10,000 €
C. Bellamy

2nd
MANUFACTURING
CATEGORY
LUME LABEL
7000 €
C. Bellamy

We accelerate teams from half of Europe in the EIT Jumpstarter



We trained **750+** European validated **deeptech project teams** in the EIT Jumpstarter



70+ ventures created with marketable ideas, which means hundreds of new jobs, 26% already registered sales revenues in the last 2 years



Our **best-in-class trainers and mentors** ensure the standard quality of the program



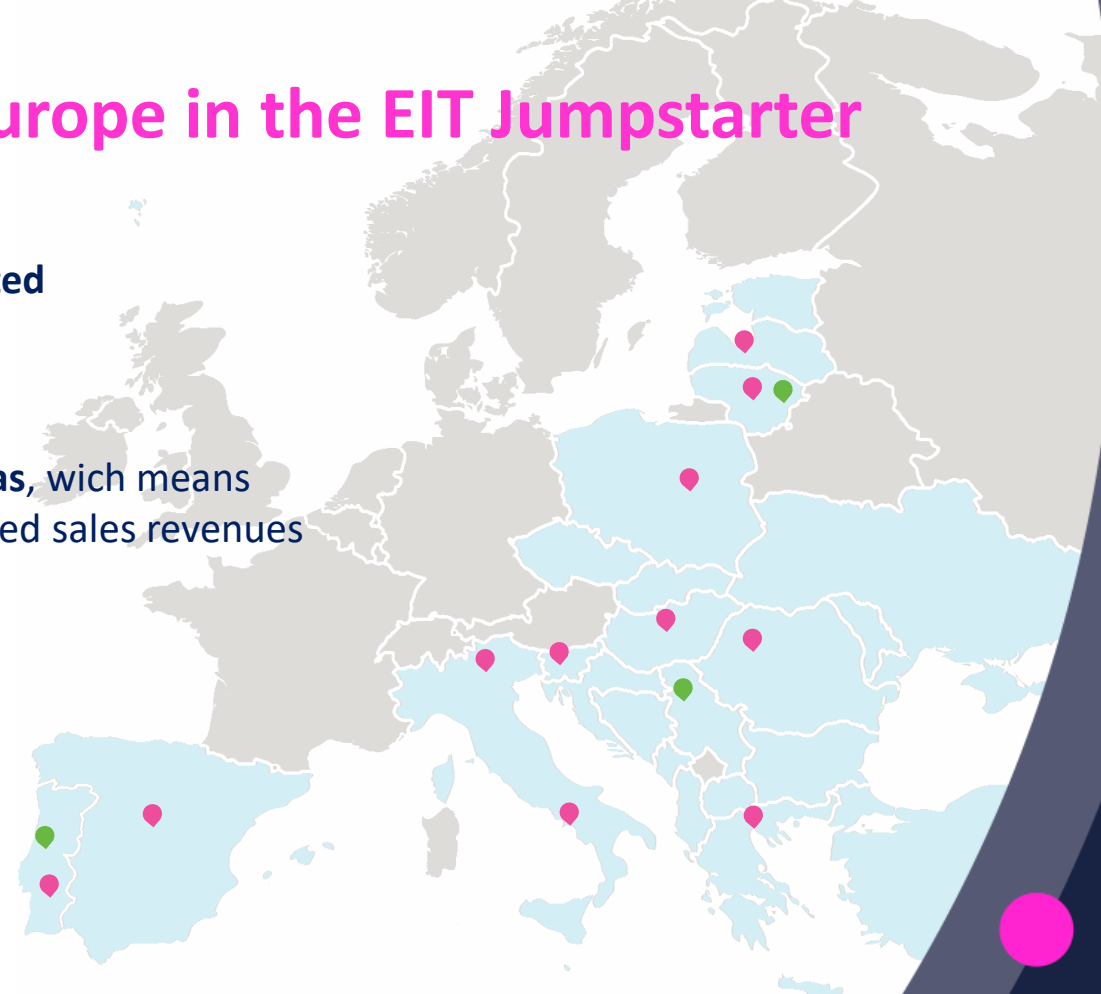
Winner of two European Awards for Excellence



A unique collaboration of 7 EIT Communities from the following sectors:
healthcare, agri-food, energy, raw materials, manufacturing and urban mobility, digital New European Bauhaus, and Rebuild Ukraine

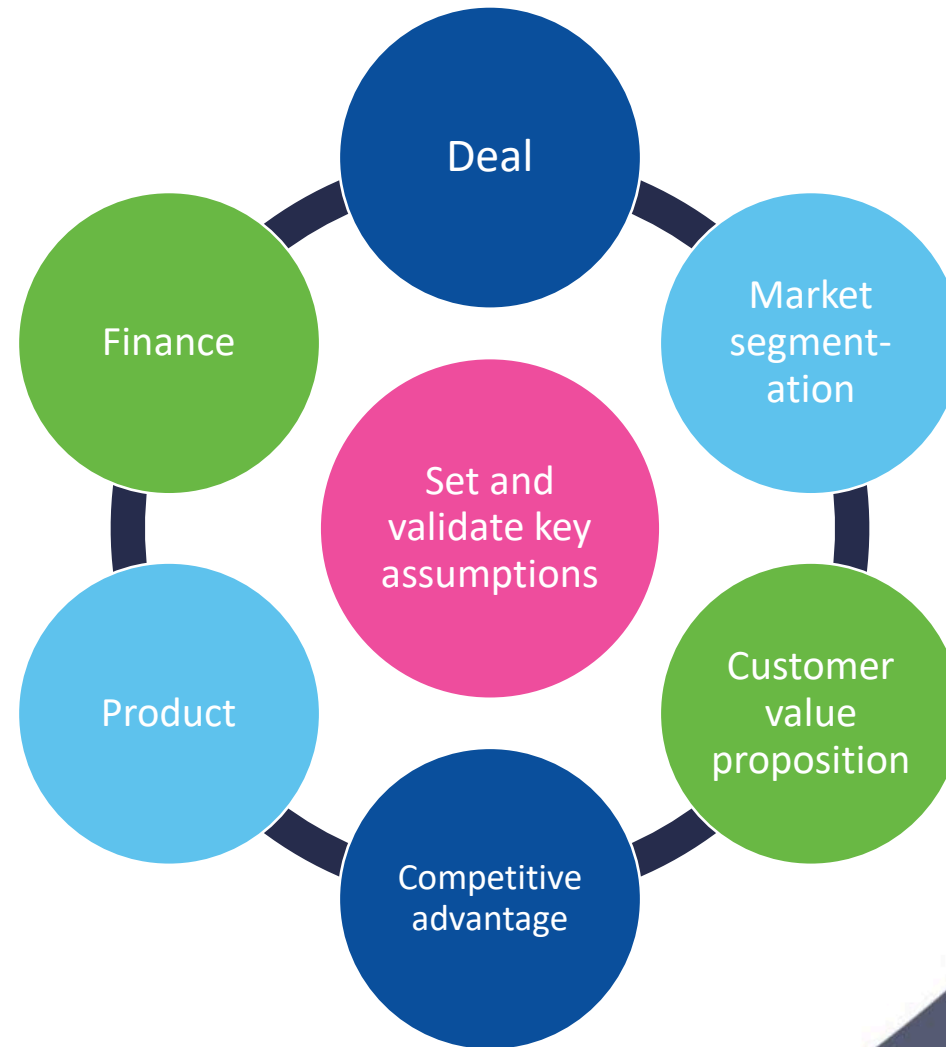


Funded by the European Union



EIT Jumpstarter is more than just another start-up training

- The concept originates from the real needs of the Innovation ecosystem of Europe's emerging regions
- It has become a powerful collaboration of EIT Communities and their networks



How will your Jumpstarter journey unfold?



210 teams

90 teams

54 teams

Rebuild Ukraine



EIT Jumpstarter 2022 in numbers



JUMPSTARTER

6th

edition of the
programme

668

applications

187

teams
trained

26

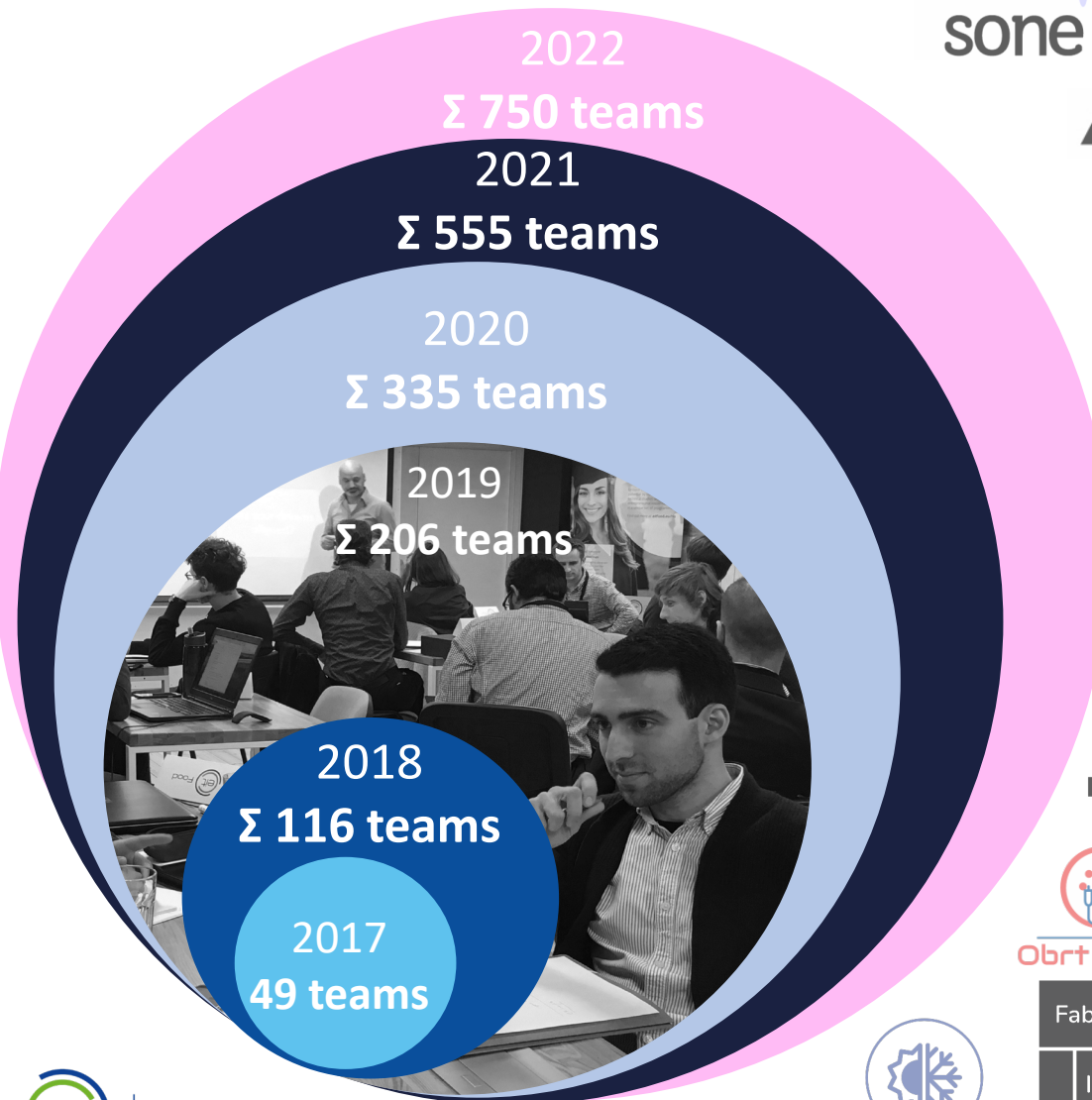
countries

19

start-ups
created in 2022



Many successful start-ups were launched in the EIT Jumpstarter



WHAT'S IN IT FOR ME?



Funded by the
European Union





You will get:

- ✓ Training and mentoring from the best-in-class mentors
- ✓ Exposition to the KICs' networks
- ✓ Supertools to create and validate your business model
- ✓ Cross-sectoral validation
- ✓ Grant to cover your travel and accommodation, or develop your project and create your start-up
- ✓ A chance to win the € 10,000 first prize

HOW CAN I GET IN?



Funded by the
European Union



Check your eligibility!

- ✓ Are you from EIT RIS? (in the category of RawMaterials, not just RIS eligible applicants could apply!)
- ✓ Does your business idea fit into one of the thematic fields of EIT Jumpstarter?
- ✗ Do you already have your company registered?

Fill out the application form!

- ✓ Prepare yourself:
 - Read carefully the Terms and Conditions
 - Read the questions
- ✓ Prepare your application answers offline, read them and reformulate if necessary before the submission
- ✓ Use proper academic English



*Open
for
registration*

*Application
deadline:
16 April*

<https://apply.eitjumpstarter.eu>

Ready to apply?

Here are some practical tips



DOs:

- Think of the problem you want to solve
- Make sure such solution does not really exist
- Be as realistic as you can
- Define stakeholders of your solution
- Get into your customer's shoes

Ready to apply?

Here are some practical tips

DON'Ts:

- Avoid technical language and acronyms
- Do not write too long answers to questions – make it clear to the evaluators why to choose your service/product idea
- Do not apply with your idea to more than one category – **select the most relevant one**



Thank you!

How did you like the session?

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or:





Your trainer today:
Dora Marosvolgyi

Get in touch with me: [LinkedIN](#)



JUMPSTARTER

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**THE EUROPEAN
ASSOCIATION
AWARDS 2019**

WINNER
Best Association
Training Initiative