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D2.4 LIST OF MENTORS

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Reviewers	TETRA consortium members

Abstract	<p>TETRA is an EU-funded project under the Horizon 2020 Research and Innovation Programme which aims to offer well-tailored business support services to the third-party beneficiaries of the R&I Actions and the C&S Actions funded under the Next Generation Internet (NGI) – an Open Internet Initiative (H2020-ICT-24-2018-2019) topic.</p> <p>In this context, the provision of services will be based on the actual needs of the third-party beneficiaries so as to shorten the gaps and facilitate the transfer and commercialisation of the solutions they have developed or are developing.</p> <p>This document describes the creation of the pool of TETRA mentors composed of experts with deep experience in innovation, business development and commercialisation from a variety of ICT-areas.</p>
Keywords	Next Generation Internet, TETRA, mentors, business development, commercialisation

Document Revision History

Version	Date	Description of change	List of contributor(s)
V0.1	13/05/2021	1st version of the deliverable for comments	ESN
V0.2	31/05/2021	Comments from partners	ESN, CE, SD, QPLAN, PEDAL
V0.3	14/06/2021	Final version of deliverable	ESN

DISCLAIMER

The free-of-charge, first-line support provided by the TETRA project aims to help beneficiaries of the “R&I Actions” (co-)funded under the topic H2020-ICT-24-2018-2019 and their third parties to turn their research results into marketable products and services. This support -including support on intellectual property- should not be considered neither as of a legal or professional nature nor substitute to private advisory services.

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Dissemination Level		
PU	Public, fully open, e.g., web	✓
CL	Classified, information as referred to in Commission Decision 2001/844/EC	
CO	Confidential to TETRA project and Commission Services	

* R: Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.



EXECUTIVE SUMMARY

This deliverable 2.4 “List of Mentors” shows the outcomes and results of the creation of a list of mentors for TETRA NGI. The objective of the TETRA project is to develop and implement a series of business support activities targeted at “R&I Actions” and their parties funded under the topic H2020-ICT-24-2018-2019 to help turn their research results into marketable products and services and prepare them for success in the marketplace.

The Next Generation Internet (NGI) initiative aims at developing a more human-centric Internet, supporting the values of openness, decentralisation, inclusiveness, and protection of privacy while also giving the control back to the end-users.

The task 2.4 “List of Mentors” is part of Work Package 2 (WP 2) of the project that is focused on mapping “EU financed OII R&I actions” and their third parties, and engage them in tailored go-to-market activities proposed by our project. The particular objective of this task is to create a pool of mentors made up of experts with a vast experience in innovation, business development and commercialization from a variety of ICT-areas and areas benefitting from ICT.

The initial mentor pool consists of 68 experts with very different backgrounds tailored to the NGI teams’ needs.



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ABBREVIATIONS

NGI	Next Generation Internet
RIA	Research & Innovation Action
T	Task
TRL	Technology Readiness Level



1. INTRODUCTION

The Next Generation Internet (NGI) initiative aims at developing a more human-centric Internet, supporting the values of openness, decentralisation, inclusiveness, and protection of privacy while also giving the control back to the end-users, in particular of their data, in order to increase trust in the Internet. This requires more transparent services, more intelligence, greater involvement and participation, that will lead towards an Internet that is more open, robust, more interoperable and more supportive of social innovation. In doing so, it is important to engage the Internet's best innovators in addressing tech opportunities, as well as validate and test relevant minimum viable products and services in real market conditions.

To achieve this objective, a dedicated topic is included in the H2020-ICT-2018-2020 work programme (ICT-24-2018-2019 “Next Generation Internet - An Open Internet Initiative”) aiming to fund several projects (both RIA and CSA) that will identify ‘third-parties’ (NGI beneficiaries), such as academic groups, researchers, innovators, high-tech start-ups and SMEs and technology developers, having the most promising ideas through short research cycles (open calls). The third-party beneficiaries will pursue specific objectives, while the NGI projects will provide the programme vision, financial/technical/business support. In addition, 2 CSAs are funded under the topic ICT-31-2018-2019 “EU-US collaboration on NGI” aiming to reinforce EU-US cooperation and strategic partnerships in the area of Next Generation Internet.

A well-functioning ecosystem and services available for innovators are crucial in defining the intensity of the economic activity, survival and growth rate of the third-party beneficiaries financed by RIAs and CSAs. Therefore, NGI beneficiaries are in need of advice, mentoring and tailored business support services in order to turn their research results into customized marketable products and prepare for success in the market. The Technology harvest & transfer for an Open Internet Initiative (TETRA) will design and deliver a wide spectrum of business support services in order to facilitate the commercialization of the research results of the NGI beneficiaries.

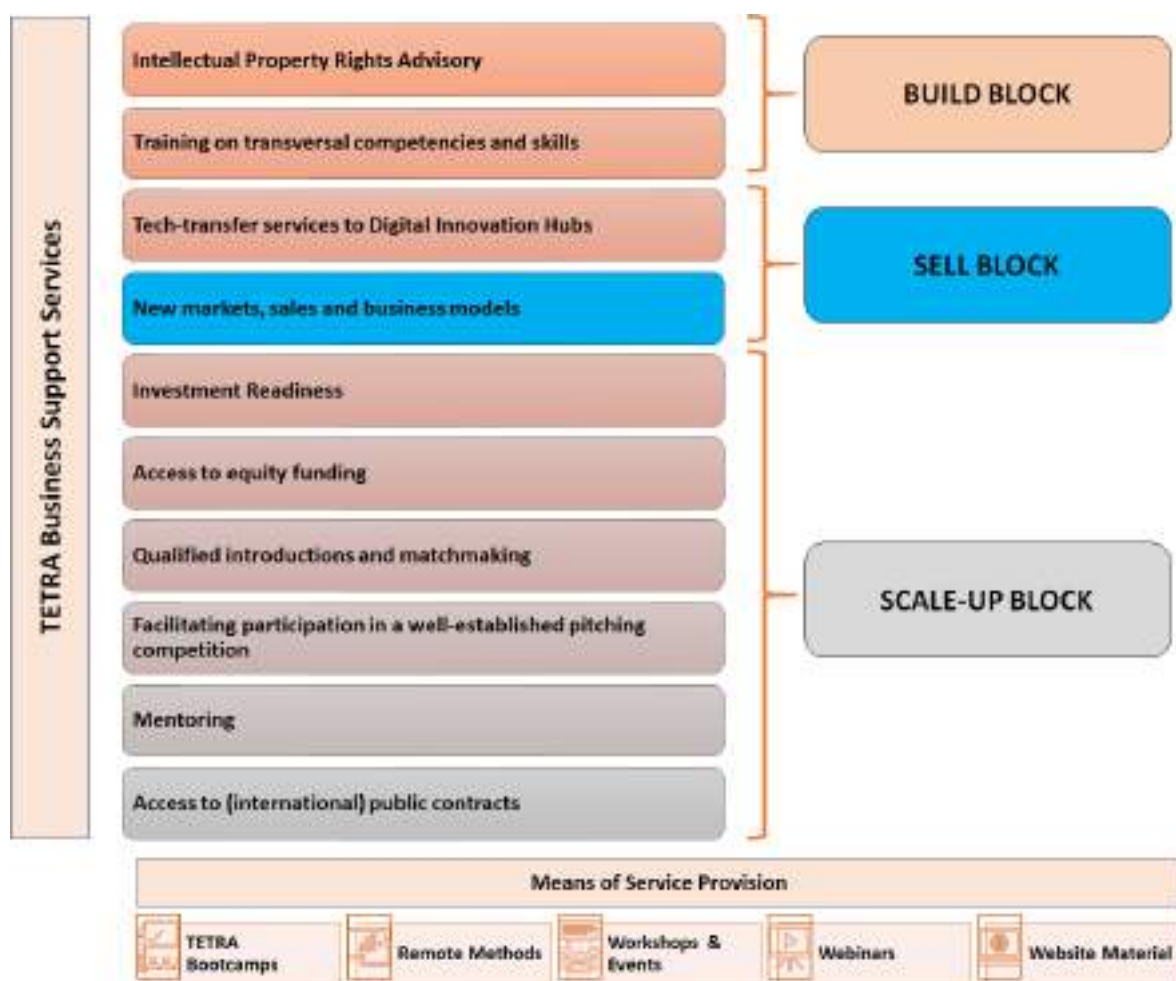
TETRA is an EU-funded project under the Horizon 2020 Research and Innovation programme that aims to develop and implement a series of activities supporting the NGI beneficiaries to be identified and financially / technically supported by the NGI funded RIAs and CSAs.



2. TASK 2.4 “MENTOR POOL CREATION AND MANAGEMENT”

The task 2.4 “Mentor Pool creation and management” is part of WP2 Identification, engagement and diagnosis. WP2 is aiming at mapping EU financed OI R&I actions and their third parties and engaging them in tailored go-to-market activities proposed by our project. This is achieved through, among other tasks, the mentor pool creation and management.

The task 2.4 “Mentor Pool creation and management” is supporting the “SCALE BLOCK” of the activities, where the mentoring programme is carried out.



3. STAFFING THE MENTOR POOL

3.1 APPROACH

Based on the contacts with the NGI projects at the start of the project, TETRA aimed to compose a mentor pool that matched their needs.

All TETRA consortium members contributed mentors to the mentor pool (an online shared document).

Mentors selected to the TETRA project are experts with whom TETRA partners have worked with in the past and/or they know from previous EC projects. Next to these external mentors a limited number of internal mentors was selected from inside the consortium to complement the mentor pool, who will not be subcontracted, but will perform mentoring within the project.

We first selected different mentors ourselves from different levels of specialization including, amongst others, these areas of expertise: Business Model Innovation, brainstorming, design thinking, digital solutions, IT, global sales, entrepreneurship, innovation, business development, science, research & tech development.

Additionally, to make sure that the mentor selection process would be as open as possible and to maximise our reach, we created a Google Form that was disseminated in the networks of the TETRA partners and where mentors could apply to be included in the mentor pool.

Explicit consent to be included in the mentor pool was obtained from all mentors either by a dedicated email or by the aforementioned Google Form.

Next to their area of expertise/technology, the mentors' industry vertical/sector (where applicable) and their contact information, the mentors were also assigned a label reflecting the "confidence level" we had in these mentors (based on our previous interactions with them).

All the mentors from the pool have been contacted, pre-assessed, informed about our NGI TETRA project and services, and expressed an interest to mentor the NGI third party projects.

3.2 OUTCOME

This approach resulted in having 68 high-qualified experts in the mentor pool. More specifically, the following numbers of mentors were recruited through the following partners:

- Startup Division: 29 mentors
- ESN: 22 mentors
- CIVITTA: 13 mentors
- PEDAL: 1 mentor



- BIC: 3 mentors

FVA contributed to the identification of the profiles needed for potential mentors.

The list of mentors can be found in Annex 1.



3.3 GDPR STATEMENT

The following GDPR statement was used for the mentor pool:

GDPR Statement
<p>Purpose</p> <p>This document is the internal database of proposed mentors and coaches created and used by NGI TETRA project consortium to implement Task 2.4 Mentor Pool creation and management. The database contains names, contact information and specialization of the proposed mentors and coaches for the implementation of mentoring and coaching services of NGI TETRA project.</p>
<p>Definitions</p> <p>Mentor – a person with at least three years of mentoring experience or proven track record of industry knowledge working closely with the team for the given period of time.</p> <p>Coach – a field expert with specific topic-related knowledge acting as a one-time trainer with follow-up coaching.</p> <p>Identifying data – individually identifying information for or about an individual, including name, surname, email address, link to the LinkedIn profile and phone number.</p> <p>Project partner – a person who is recognized as a member of the NGI TETRA project team within the organization that is a legal part of NGI TETRA project's consortium.</p>
<p>Privacy</p> <p>All personal identifying data shall not be disclosed to the third parties and used only for the implementation of tasks of NGI TETRA project. The data base shall contain only publicly available identifying data.</p>
<p>Rules</p> <p>Each project partner can add, change and delete the information regarding the proposed mentor or coach, and fill in respective fields with publicly available information.</p> <p>The database can be accessed only to the specific project partners that are members of the consortium by giving the access to their company email accounts.</p> <p>If a person refuses to be contacted for mentoring or coaching services, all the personal data shall be removed immediately.</p>

3.4 FUTURE OF THE MENTOR POOL

TETRA is adding new mentors to the mentor pool, taking into account:

- The new NGI projects and their teams (a significant number of new initiatives have started during/after the start of TETRA);
- The feedback from the NGI teams about their mentors;
- The feedback from the mentors about their experiences;
- The feedback received during the mid-term review (e.g, with respect to the Open Source Community).



4.CONCLUSION

TETRA was able to successfully assemble a diverse and highly qualified set of mentors in its mentor pool. The internal list of mentors is included in this document in order to show the completed list of mentors that has been shaped for NGI TETRA (See Annex 2).

This pool has since then been used effectively to mentor the different NGI teams.

Given the fact that a large amount of new NGI projects and associated teams have improved their works since the start of TETRA, and learning from the feedback received from both mentors and NGI teams, TETRA will add new mentors to its mentor pool that complement and enhance the existing approach.



ANNEX 1: STAFFING OF THE MENTOR POOL

Name	Country	Sectors	Technologies
Jan Bormans	BELGIUM	Not sector specific	Not technology specific
Mark De Colvenaer	BELGIUM	Smart Cities	Not technology specific
Anastasios Stilianidis	GERMANY	Automotive, Transport	Not technology specific
Evelien Verschroeven	BELGIUM	Not sector specific	Not technology specific/3D printing
Thomas Holzmann	GERMANY	Smart Metering, Energy, Telecom, ICT	M2M, Wireless Modules, Smart Grid
Alberto Soraci	ITALY	ICT sector, science, transport and logistic, energy	Not technology specific
José F. Papi	LONDON	Mobility 3.0, IoT	Not technology specific
Javier Criado Nesofsky	SPAIN	Not sector specific	Not technology specific
Bernardita Cardenas	BELGIUM	Not sector specific	Not technology specific
Oscar Gallego	SPAIN	Not sector specific	Artificial intelligence, IoT, big data, 3D printing, drone technology
Bart Van Loon	BELGIUM	Not sector specific	Not technology specific
Klaus Pontius	GERMANY	High-tech	Not technology specific
Séan J. Burke	BELGIUM	Not sector specific	Not technology specific
Lennaert Jonkers	NETHERLANDS	Not sector specific	Not technology specific
Jose Garcia Pacheco	SPAIN	Mobility, corporate venture	Not technology specific
Eduardo Fernández Riveira	SPAIN	Internet and mobile	Not technology specific
Salvador Suárez	SPAIN	Not sector specific	Not technology specific
David Garcia Fuentes	SPAIN	Adtech, MAdTech, Mobile, Digital Media, CX	Not technology specific
Matteo Gelati	ITALY	Not sector specific	Not technology specific
Dirk Lievens	BELGIUM	Not sector specific	Not technology specific
Veerle De Colvenaer	BELGIUM	Not sector specific	Not technology specific
Ugnius Ramanauskas	LITHUANIA	Not sector specific	AI, Blockchain, Cloud computing, mobile & web apps
Vytautas Cerniauskas	LITHUANIA	Not sector specific	Data analytics, Data-driven decision making, SQL
Jone Vaituleviciute	LITHUANIA	Not sector specific	Not technology specific
Dmitrij Sosunov	LITHUANIA	Not sector specific	Not technology specific
Wallace M Green	CZECHIA	Not sector specific	Not technology specific
Peter Rozsa	FRANCE	Not sector specific	Blockchain



Anastasija Plotnikova	LITHUANIA	Not sector specific	Blockchain, AI
Darren Francescini	LITHUANIA	Not sector specific	Blockchain, AI
Patrick Collins	LITHUANIA	Not sector specific	Not technology specific
Žygimantas Zabietas	LITHUANIA	Not sector specific	Blockchain, mobility
Rodrigo Olmedo	THE NETHERLANDS	Not sector specific	Not sector specific
Antanas Bakšys	LITHUANIA	Not sector specific	Not technology specific
Simona Simulyte	LITHUANIA	Not sector specific	Not technology specific
Kazys Pupinis	LITHUANIA	Not sector specific	Not technology specific
Lukas Kaminskis	LITHUANIA	Not sector specific	Not technology specific
Petras Janulevičius	LITHUANIA	Not sector specific	Not technology specific
Simona Andrijauskaitė	LITHUANIA	Simultaneous translation	Not technology specific
Tautvydas Gylys	LITHUANIA	Transportation and mobility	Not technology specific
Toma Grinyte	LITHUANIA	Not sector specific	Not technology specific
Ugnius Savickas	LITHUANIA	Not sector specific	Not technology specific
Vilius Tamošiūnas	LITHUANIA	Not sector specific	Not technology specific
Joni Lehto	LITHUANIA	Smart and Clean	Not technology specific
Dalia Lašaitė	LITHUANIA	3D models in VR, AR, CG	Not technology specific
Greta Radzeviciute	LITHUANIA	Not sector specific	Not technology specific
Jean-Baptiste Daguene	LITHUANIA	FinTech, SaaS	Not technology specific
Monika Katkutė-Gelžinė	LITHUANIA	Not sector specific	Not technology specific
Sandra Golbreich	LITHUANIA	Not sector specific	Not technology specific
Ieva Upeniece	LITHUANIA	FinTech, SaaS	Not technology specific
Erik Bhullar	LITHUANIA	FinTech, SaaS	Not technology specific
Marijus Andrijauskas	LITHUANIA	Not sector specific	Not technology specific
Dominykas Stankevičius	LITHUANIA	FinTech	Not technology specific
Giorgos Giorgakis	Cyprus	Not sector specific	Not technology specific
Andrej Petrus	SLOVAKIA	Not sector specific	Not technology specific
Slavomir Tuleja	SLOVAKIA	Not sector specific	Not technology specific
Julio Fernández-Gayoso Mediero	SPAIN	Not sector specific	Not technology specific
Helen Kokk	ESTONIA	Not sector specific	Not technology specific
Amid Moradganjeh	ESTONIA	Mobility, ICT and FinTech	Mobile, AI
Raul Liive	ESTONIA	FinTech, EdTech, ICT, HealthTech, social	Mobile and web app dev processes



		entepreaursip, retail	
Triin Preem	ESTONIA	Banking/financial industry, manufacturing and media	Not technology specific
Anari Hagel	ESTONIA	FinTech, PropTech, Mobility, ICT, CommTech, MediaTech, Business Software & HR, API, DeepTech, SpaceTech	AI, Machine Learning, Data Analytics, Marketplace Services, Web/mobile Tools, Autonomous Systems
Melanie Rieback	NETHERLANDS	Social entrepreneurship, computer science and computer security	Cyber security, incident response services, RFID security
Markko Karu	ESTONIA	FMCG, FinTech, Construction, Logistics, Consumer products, branding, behavioural psychology	Not technology specific
Jan Eerik	ESTONIA	Agriculture, media, mobility, HR	Full stack platforms including web services, admin panels and mobile applications
Arnold Sanglepp	ESTONIA	Software development, Mobile application development, Scalable web applications, Mobility, MaaS, SaaS	Hybrid mobile apps, web applications, payment services integrations, database models
Raman Shapoval	ESTONIA	Information services, Digital content products, PropTech	Mobile & web apps
Kadri Tammai	ESTONIA	Green tech, health tech, B2B ICT, B2C solutions	SaaS, mobile
Martin Gorosko	ESTONIA	ICT, heath-tech, green-tech, deep-tech	hardware, IoT, digital heath-tech, prop-tech, green-tech, deep-tech (data, AI, cyber, space-tech), SaaS, web applications
Kristi Liiva	ESTONIA	FinTech, ICT	Mobile & Web apps, SaaS



ANNEX II: OVERVIEW FOR MENTORS AND PARTNERS



1 Introduction

NGI TETRA organizes a three-day free of charge online bootcamp tailored toward EC NGI teams that want to build a business around their Next Generation Internet ideas.

Day 1 "Value Creation" starts with an introduction to the NGI culture, the TETRA business accelerator and the logic of the bootcamp. Participants get the opportunity to present their ideas, understand and define their customer and value proposition and get knowledge about how to scope their market size.

Day 2 "Value Capture" – the first part of the day is dedicated to refining the business model taking into account the different profiles of the participants. Projects then explore the intellectual property issues that matter to them, train their pitching skills while being coached by expert mentors. The day ends with an informal networking session.

Day 3 "Value Delivery", the last day of the programme, gives participants the keys to understand how to raise funds for their business. Projects also have the possibility to practice their pitch to get ready for the final pitch event. A virtual winning award ceremony ends the hands-on, interactive bootcamp.

Please note: The participation in the first "Build up" online bootcamp and the feedback reports that participants get after the event prepare them for the second "Scale up" bootcamp. The "Scale up" bootcamp is meant for innovators with an established product or service aiming at making the internet more resilient, trustworthy and sustainable and wishing to accelerate it to the go-to-market phase. <https://business.ngi.eu/next-generation-internet/build-up-bootcamp/>



2 Pre-bootcamp webinar

On the 17th of September 2020 at 13:00 CEST, TETRA held a pre-bootcamp webinar "How to drink champagne when you're out of champagne?" with experienced investor Riivo Anton from United Angels VC.

This was an excellent opportunity for all teams who are considering raising their first round of funding and are eager to get tips and tricks from someone in the industry.

The webinar was the foundation for CIVITTA's bootcamp session on the 1st of October. At the end of the webinar, participants were given a small homework to complete prior to the bootcamp that will be analyzed and serve as a basis for personalized feedback.



Bootcamp schedule: DAY 1
DAY 1: Value Creation

08:45	Open for participants	
09:00 - 09:15	Introduction European Startup Network - Adèle Yravalino & CWITA	15min
09:15 - 10:00	Presentation of projects by teams (1 min. - 1 slide/ team) European Startup Network - Adèle Yravalino	45Min
10:00 - 10:30	Introduction to pitching European Startup Network - Adèle Yravalino	30 min
10:30 - 10:30	Break	30min
10:30 - 12:30	Customer Journey & Value Proposition BC - Stavros Tulejs, Andrej Petrus	45min
12:30 - 12:30	Lunch	60min
12:30 - 12:30	Scoping market size BC - Stavros Tulejs, Andrej Petrus	60min
14:30 - 14:45	Break	15min
14:45 - 15:45	Team related transversal competences and skills FVA - Loui Ferris, Susanna Albertin, Michela Cohen	60min
16:45 - 18:00	Break	75min
18:00 - 18:15	Instructions for team assignment European Startup Network - Adèle Yravalino	15min
18:15 - 18:30	Free time	95min
19:00 - 20:00	HR culture and values in project organizations FVA - Loui Ferris, Susanna Albertin, Michela Cohen	60min

Bootcamp schedule: DAY 2
DAY 2: Value Capture

08:45	Open for participants	
09:00 - 09:15	Introduction to Business Model Canvas BC - Stavros Tulejs, Andrej Petrus	15min
09:15 - 09:30	Break	15min
09:30 - 10:30	Business Model Canvas and its role in value Proposition Canvas Business Model Canvas BC - Stavros Tulejs, Andrej Petrus	60min
10:30 - 10:30	Lunch	60min
10:30 - 10:45	Introduction to SW management BC - Stavros Tulejs, Andrej Petrus	15min
10:45 - 10:45	Break	15min
10:45 - 11:00	Business Model Canvas and its role in value Proposition Canvas Business Model Canvas BC - Stavros Tulejs, Andrej Petrus	15min
11:00 - 11:00	Break	15min
11:00 - 11:30	Networking with Collaborative teams BC - Stavros Tulejs, Andrej Petrus	30min
11:30 - 11:30	Free time	60min
11:30 - 11:45	Introduction to social impact BC - Stavros Tulejs, Andrej Petrus	15min

Bootcamp schedule: DAY 3
DAY 3: Value Delivery

08:45	Open for participants	
09:00 - 09:15	Networking & Morning coffee with our mentors BC - Stavros Tulejs, Andrej Petrus, Michela Cohen	15min
09:15 - 09:30	Break	15min
09:30 - 09:45	Market penetration BC - Stavros Tulejs, Andrej Petrus	15min
09:45 - 09:45	Break	15min
09:45 - 10:00	Marketing BC - Stavros Tulejs, Andrej Petrus	15min
10:00 - 10:00	Break	15min
10:00 - 10:15	Risk evaluation BC - Stavros Tulejs, Andrej Petrus	15min
10:15 - 10:30	Market entry & exit BC - Stavros Tulejs, Andrej Petrus	15min



4 Participants

27 teams will be participating in our online bootcamp.

- 20 teams are NGI initiatives TRL 1-6
- 7 teams are TRL 1-6 non-NGI initiatives with activities are relevant to Next Generation Internet.

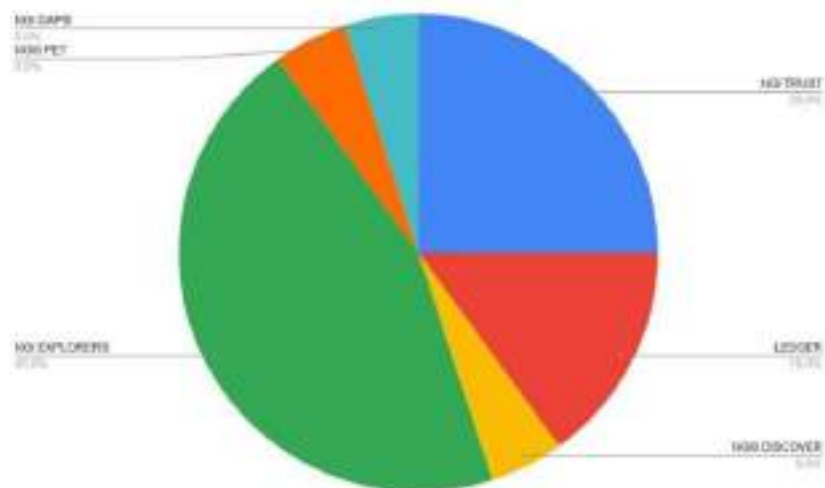
For your information:

- 7 NGI initiatives have been rejected, as their TRL was too high (TRL 7+)
- 5 non-NGI initiatives have been rejected due to their high TRL-level as well.

>> Full list of participants available on our TETRA drive.

https://docs.google.com/spreadsheets/d/1luh7qtS-ThDGEM5Xlp8hxbMOveqL8F7ZnB9W3Tint_8/edit?usp=sharing

5 NGI initiatives



Tools

🔗 Access to your folders

Please note that you will receive the links to access Google Drive and your Slack account a few days before the bootcamp.

slack
 Google Drive

7 Tools best practices

The tools that are going to be used during the online bootcamp are: Zoom, Slack, Miro, Google Drive, Conversation Starter. Please install and test the five tools beforehand to make sure everything is ready on the first day of the bootcamp. Below, an outline of the best practices per tool.

ZOOM	BEST PRACTICES
The bootcamp will be facilitated through Zoom, where you will be able to follow the expert lectures and have access to your own private breakout room, to discuss and work on assignments. You will receive a Zoom link every day to access the workshop.	<p>Rename your Zoom When you start, please rename your Zoom name into your personal name, and add the name of your organization. This way, your profile will be visible to everyone.</p> <p>Mute Mute your micro whenever you are not talking. Considering the number of participants, this best practice allows to cut off the distracting background noise.</p> <p>Thumbs up If you quickly want to agree with something, you can use gestures, like thumbs up!</p>



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7 Tools best practices

SLACK

All the communication during the bootcamp will take place through Slack. We have set up a general communication channel, a private channel per group, and support channel. What does it mean?

Channels within slack

#General communication channel
The general communication channel will be used for general announcements about the bootcamp. General questions regarding the bootcamp can be asked there.

#Group channel
Every group will have a private group channel, which allows to easily share documents and communicate if needed. The facilitators and mentors will also have access to your group, so that you can ask them questions whenever needed.

#Tech support channel
If you are experiencing technical problems with any of our tools, we will do everything we can to support you. You

NGI TETRA

7 Tools best practices

GOOGLE DRIVE

Google Drive is used to easily access all the documents you need to finish the workshops during the 3 days. Every group has a personal Google Drive map where you can find all the tools, organized per day.

BEST PRACTICES

Access all your tools
All necessary documents will be shared by us in your personal google drive folder.

Put your documents in google drive for the mentors
When you are working on something, make sure you also put it in your google drive map, this way mentors can follow your progress and review your document easily.



Mentors



Mentors

Jan Bommans
CEO
European Startup Network

Jan Bommans, PhD, MBA, has been active in the fields of innovation and entrepreneurship for more than 20 years. Jan was strategy advisor at the IMEC research centre and valorisation manager of the Flanders DC knowledge centre. He has been actively involved in various start-up initiatives such as startups.be since 2010. Jan has also co-founded Kungl, an interdisciplinary innovation agency. From 2019 on, Jan is the CEO of the European Startup Network.

Mentoring:

- mentor on demand

Specialized in:

- business development
- value proposition development
- business models
- pitching

Adèle Yarcouline
European Project Manager
European Startup Network

Adèle Yarcouline, EU Project Manager at the European Startup Network, studied International Trade and Investment at the Brussels Diplomatic Academy, a joint program by Vrije Universiteit Brussels and Solvay Business School. She has a 10-years experience in business development, sales, strategic partnerships and project management within private & public sectors.

Mentoring:

- mentor on demand

Specialized in:

- business development
- value proposition development
- business models
- pitching

Mentors

Susanna Albertini
Partner & Senior Communication Expert
FWA

Susanna Albertini is partner and senior communication expert at FWA, new media research from 1995, she has integrated her specialization in Psychology of work and business organization with multimedia and new technology communication. Since 2000 she is involved as project manager and researcher in projects funded by the European Commission as expert in game-based training, co-creation and usability enabling factors, communication, impact and valorisation of research results.

Mentoring:

- mentor 1 - Telematics
- mentor 2 - Multimedia
- mentor 3 - Quality

Specialized in:

- business organization
- communication
- game-based training
- co-creation

Rivo Anton
Fundraising 101 trainer
C Fund United Angels VC

Rivo Anton is an Estonian entrepreneur and early stage investor. He has almost 20 years of experience as an entrepreneur. Before founding an early stage VC fund United Angels VC (www.unitedangels.eu) in late 2017, he did angel investments. Rivo's angel portfolio focused on B2B startups in ICT (more info on the portfolio www.else.eu). He is also a co-founder and board member of Estonian Business Angels Network (www.eban.ee) and founding investor of Startup Wise Guys Accelerator (www.startupwiseguys.com).

Mentoring:

- mentor on demand

Specialized in:

- investor relations
- raising funds



Mentors

Harri Tallinn
Business Mentor
Ajujaht Accelerator

Harri Tallinn is an experienced mentor in Estonia's biggest business idea competition and non-equity accelerator Ajujaht. Each year, Ajujaht gathers over 300 business ideas from which 30 are selected and accelerated in a mentoring and training programme. Over the years, Ajujaht's programme has generated a great deal-flow for local and international business angels and its alumnae have raised more than 350 million euros as follow-up investments.

Mentoring:

- mentor on demand

Specialized in:

- business models
- business development
- raising first investment rounds

Ramona Dremljuga
Senior Consultant
Civitta

Ramona Dremljuga contributes with knowledge about alternative financing sources for startups considering the perspective of the ones intermediating financial support, having most recently managed two project teams that shared the aim of improving European SMEs' access to finance (A3Finator) and training angel investors ready for cross-border investments (Nordic Angel Program). She is also running an accelerator for Estonian female founders and manages a project that is mentoring and financing sustainable fashion-related startups.

Mentoring:

- team 1 - A3Finator International
- team 3 - Civitta
- team 25 - Blue Forests

Specialized in:

- alternative financing
- digital services
- es & web development
- marketing IT solutions

Mentors

Kirsten Virks
Manager
Civitta

Kirsten Virks manages Estonia's biggest business idea competition and early-stage accelerator Ajujaht and the national mentoring programme for ambitious and growing Estonian startups – programmes which have boosted the success of several internationally well-known and successful startups such as Bolt (formerly known as Taxify), Click & Grow, SprayPrinter and many others.

Mentoring:

- team 3 - Binare
- team 17 - Piime
- team 26 - Antonino Galletta

Specialized in:

- go-to-market strategy
- marketing & communications

Robert Miskuf
Founder and CEO
PEDAL

Optimist. Received 8.02M € in EU/US grants. Managing two kids and a portfolio of projects worth € 39M EUR. Robert is the Founder and CEO of PEDAL Consulting and Tenderio. Robert has been involved in over 50 FP7/H2020 projects and coordinated several international tenders. Frequent speaker at high level events on public procurement organised by the European Commission or under the EU presidencies.

Mentoring:


- team 6 - DecentralizedScience
- team 12 - Lightmeter
- team 19 - Promtino

Specialized in:

- international tendering
- public procurement




Mentors



Louis Ferri
Partner & Managing Director
FWA

Louis Ferri is the managing director of FWA new media research a SME operating since 1990 in the field of new media communication; his main area of interest is the design of enhanced ICT solutions, serious and simulation games to support co-creation and mutual learning activities and to train participants on transversal competences and skills in different domains.

Mentoring:	Specialized in:
Team 4 - Cooper	ICT solutions
Team 5 - Experience	transversal competences
Team 17 - Open Philosophy	co-creation




Michela Cohen
Junior EU Project Manager
FWA

Michela Cohen is a licensed psychologist, and got her Bachelor and Master's degree in Clinical Psychology at the University of Roma "La Sapienza". She is working from 2017 at FWA new media research as Junior EU Project Manager. She is mostly in charge of the organization of promotional and networking activities, building strategy and managing several social media accounts and communication platforms.

Mentoring:	Specialized in:
Team 12 - Innov	business strategy
Team 13 - Secret Army	communication
Team 1 - B-Smart	social media


Mentors



Innocent Mateeka
Project Manager
PEDAL

Innocent Mateeka is a Project Manager in PEDAL Consulting and TINDERCO. As a trained lawyer, he has both the professional and technical competence to effectively execute extralimital projects. He holds a number of academic and professional qualifications which make him uniquely placed in the exercise of his duties and mandate.

Mentoring:	Specialized in:
Team 7 - D-Pella	international tendering
Team 3 - Healthy City	business management
Team 21 - Smart Jobs	marketing
	social media



Slavo TULEJA
Expert Corporate Innovation and Intrapreneurship
ZAKA


Slavo TULEJA is a "Generation Y" expert on Corporate Innovation and Service Design. In the past, he was the co-founder of SHODM AUTO Digital and its related offices in Tel Aviv and Beijing. He is a Forbes 30 under 30, Certified Design Sprint Master and founder of the Czechoslovak Service Design Community.

Mentoring:	Specialized in:
needs on demand	innovation
	intrapreneurship
	design thinking



NGI TETRA

Mentors



Onur Onal
Deputy Manager-International Cooperation
Intellectual Property Institute Luxembourg (IFI)


Onur Onal is the Deputy Manager-International Cooperation at the Intellectual Property Institute Luxembourg (IFI) with more than 15 years of experience in IP-advisory field along with his Chemical Engineering background. After working as a Patent and Trademark Attorney, he dealt with a number of EU projects in the areas of IP, technology transfer and innovation management, and at NGI TETRA project, he is in charge of delivering IP-related services to the NGI beneficiaries.

Mentoring:

- Team 10 - Geospatial
- Team 11 - Chem/BioData
- Team 12 - IT/Law

Specialized in:

- International cooperation
- Industrial property
- Technology transfer
- Innovation management



Karin Kunnapas
Consultant
Civitta

Karin Kunnapas has been actively involved with developing and supporting startups for the last 7 years both in investor relations and business model development. Having worked at Estonian Business Angels Network, she brings extensive practical knowledge of what investors are looking for in startups and how to build relationships with investors from different countries. She has seen more than 300 startup pitches and has worked with numerous companies to develop their pitch deck for investors.

Mentoring:


- mentor on demand

Specialized in:

- Investment readiness
- pitching
- Investor relations
- raising funds

NGI TETRA

Mentors



Iakovos Delligiannis
Project manager
Q-PLAN


Iakovos Delligiannis holds a BSc in Physics, MSc in Telecoms, and has more than 18 years of professional experience in providing innovation management services to SMEs, research, industrial and public organisations to facilitate the commercialisation of R&D results. Iakovos was/is involved in more than 30 EU-funded projects (under FP6, FP7 and H2020) mainly as project coordinator and/or innovation manager. Throughout his professional career, he organised and moderated a wide range of stakeholder engagement activities to facilitate active collaboration and the co-creation and transformation of knowledge and ideas into marketable innovation.

Mentoring:

- Team 13 - Power
- Team 14 - Health/Suavi
- Team 15 - BioPharma

Specialized in:

- co-creation
- collaboration
- innovation



Indrė Kulikauskaitė
Project manager
Startup Division

Indrė Kulikauskaitė is a project manager at Startup Division where she managed 2 startup pre-acceleration programmes for 'Kaunas city Accelerator' – one of the first startup accelerators in Lithuania. She also coordinated SME innovation academy in partnership with one of the biggest banks in Lithuania. Indrė has developed a number of business and commercialisation plans for innovative Lithuanian startups and SMEs to help them scale.

Mentoring:

- mentor on demand

Specialized in:

- business development
- commercialisation



Support

Matthijs De Blok
Partner, Digital & Creative Specialist
SUPERSERIEUS

Matthijs De Blok is founder and Creative Director of superserieus, an agency that specializes in online workshops and user design. When he was 25 he co-founded another company focused on strategy. Within this context he also facilitated multiple innovation projects for big and small companies. Together with LUCA School of Arts, De Blok is also researching group dynamics within an interdisciplinary context. His expertise within facilitation online and offline creative processes covers many sectors and disciplines.

Specialized in:

- Online & Offline Workshops
- User Experience & User Interface Design
- Facilitating Creative Processes
- Entrepreneurship

Veerle De Calvener
Partner & Biotech and Support Specialist
SUPERSERIEUS

Veerle De Calvener is trained as a bio engineer cell and genetic biotechnology and has received a PhD in medical sciences at the University of Ghent. She started her professional career as a responsible at Milivyl Boboc and as a project manager at Sanders Ivo. Within this role she gathered a lot of experience in ecosystems and supporting innovation and entrepreneurship. Within her new business she already facilitated a lot of online and offline workshops and supported entrepreneurs within their innovative projects.

Specialized in:

- Online & Offline Workshops
- Startup Support Manager
- Research Research
- Grant Writing

Mentors

Vytautas Černiauskas
Expert
Startup Division

Vytautas Černiauskas has over 13 years of experience in business development, operations, project management, communications as well as managing startups. Vytautas has started and developed Uber's operations and business in Lithuania. He has mentored/coached and advised around 100 startups on topics ranging from, among others, business development, sales, finance to investment strategies and pitching.

Mentoring:

- mentor on demand

Specialized in:

- business models
- business development
- finance
- investment attraction
- pitching

Ugnius Romaneuskas
Innovation Expert
Civita

Ugnius Romaneuskas has been developing technological solutions and advising companies in the financial and technology industries for more than 11 years, including such world-famous brands as the World Bank, Foundry Inspired Asset Management, Invest Lietuva. Ugnius has also developed his own online marketing company (eGigant Leads) is a mentor in acceleration programs and other projects implemented by Startup Division teams.

Mentoring:

- mentor on demand

Specialized in:

- business development
- business management
- tech development
- marketing



NGI TETRA

Mentors

Andrej PETRUS
Investment Manager
ZAKA

Andrej PETRUS is investment Manager @ ZAKA - venture capital family office investing primarily in the pre-seed and seed stage (50-500k EUR) in CEE region. Agile generalist with experiences in venture building for CEA and NSA and strategy consultancy for PwC in Prague. Assisting the Board of Directors of SLOVACA (Slovak Venture Capital and Private Equity Association) as Project Manager. Lived in Berlin, Bratislava and Rome, currently based in Prague.

Mentoring:
mentor on demand

Specialized in:
venture capital
agile
business strategy



Good to know!



10 General Tips & Tricks

A few best practices to make the most out of your online bootcamp experience!



Double screen

If you want to have a good overview and easily switch between all the tools, it is advised to create a setup with two screens. This way, you can use Zoom and Slack on one screen, and your "workspace" on the other.



Background

It is advised to keep your background simple and avoid clutter. This way, you can better connect with your fellow participants.



Communication and non-verbal signs

Brainstorming through a digital medium is different and it is still important to connect with other participants. To make sure you connect better, it is advised to look straight into the camera (and not to the left in another screen). It is also advised that participants see your non-verbal communication, therefore place your computer far enough.





11 Contact

Please note that all contacts during the bootcamp will take place through Slack.

Your emergency contact:

Adèle Yarcoulin
+32 (0)497 12 42 09
adele.yarcoulin@europeanpartnershipnetwork.eu

Let's do this!

