

BEYOND

Deliverable 3.2

BEYOND

Impact assessment of the 1st Batch

31 July 2023



D 3.2 BEYOND

Impact assessment of the 1st Batch

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BEYOND PROJECT

BEYOND aims to foster a more interconnected European startup ecosystem by bridging the gap between weaker and stronger regions, facilitating investment flows from net contributors to net beneficiaries. The project's main goals are to establish a compelling acceleration model, standardize best practices, and strengthen ecosystems across Europe.

The initiative commenced in May 2022 and is scheduled to run until October 2024, involve two open calls for proposals. The first open call, held in late 2022, saw active participation from various stakeholders, resulting in the selection of participants in February 2023. The positive response during the first open call highlights significant interest in the project. Second call is scheduled for September 2023 following the structure of the first call.

The deliverable focuses on the main activities undertaken, which include the joint program playbook that outlines strategies for driving interconnectivity between European business acceleration ecosystems. Lessons learned and feedback from the first open call have been used to refine and expand the playbook, with the aim of incorporating best practices and improving the effectiveness of the initiative.

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Abbreviations

EIC: European Innovation Council

EU: European Union

VAM: Virtual Accelerator Marketplace

VC: Venture Capital

DoA: Description of Action

KPI: Key Performance Indicator

ACC: Accelerace

FBA: FundingBox Accelerator

ISDI: ISDI

OVK: Overkill Ventures

XLR: XL Radar

FBR: FundingBox Research

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Executive Summary

This deliverable presents the findings and insights obtained during the practical implementation of the [D.1.1] Joint Program Playbook throughout WP3. The main objective was to gather operational learning by doing from the execution of Task 3.3 (Joint Scale-Up Bootcamps) and Task 3.5 (Continuous Monitoring & Assessment) within the Proof of Concept Edition of the Joint Program.

Throughout the first calendar year of joint activities, valuable feedback from various groups of experts and stakeholders engaging in WP3's implementation was continuously collected. This feedback was then thoroughly processed and shared within the working group established in T.1.1. to update the [D.1.1] Joint Program Playbook for optimal effectiveness.

The report describes the key activities carried out during the first program edition, the lessons learned from this Proof of Concept Edition, and the descriptive Key Performance Indicators (KPIs) achieved during the implementation process. The impact assessment of the first edition was also reported, laying the groundwork for the preparation of the 2nd edition.

Important milestones were reached during the process, including successful co-creation discussions for the 2nd edition of the Joint Program. The Co-designed program playbook for the 2nd edition has been approved, providing a robust framework for future joint activities.

The operational learning from this deliverable will serve as a foundation for refining and enhancing the Joint Program Playbook for the forthcoming calendar year of joint activities, as envisaged in WP4. By leveraging the experiences and insights gained, the European Commission can optimize the joint scale-up bootcamps and continuous monitoring and assessment to further drive innovation and impactful outcomes in the relevant fields.

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Annex 2: Shortlisted startups attracted by the project

Annex 3: List of investors

1. Start-ups attracted by the project

The Impact Assessment of the 1st Batch of the BEYOND project highlights the main activities, lessons learned, and KPIs achieved during the first calendar year of joint activities.

The first phase of the BEYOND project focused on supporting alumni startups that had previously gone through separate acceleration programs and were seeking further funding. A total of 94 startups were attached to the project during this phase.

The main activities during the implementation of the first calendar year of joint activities were as follows:

Creating a Comprehensive List of Startups: Each partner contributed to a list of potential candidates from their alumni network. In total, 94 startups were initially included in this stage, providing essential details about each startup, such as their name, country of origin, current funding status, and investment thesis. Detailed list can be seen in Annex 1.

Scoring Process - Analysing Startup Viability: The selection process was divided into several components. Out of the total list of offered startups, three project managers from Accelerace selected shortlisted startups. Factors considered during this scoring process included market growth potential, alignment with future trends, current achievements, next steps, and reasons for requiring BEYOND's financial and strategic support.

To be eligible for funding from BEYOND, startups needed to secure at least 150,000 Euros within a six-month period externally or through BEYOND's network, with BEYOND offering 50,000 Euros through Accelerace. This approach targeted early-stage startups that had not yet achieved product-market fit but showed potential for rapid growth.

Based on the evaluation and confirmation from all partners on an online selection meeting, a total of 42 startups were shortlisted as relevant for application to the BEYOND program. Subsequently, partners then reached out to these startups to gauge their interest in participating and invited them to apply through the BeyondBeta platform. Detailed list can be seen in Annex 2.

Lessons Learned:

- Collaboration among partners is essential in the selection process to ensure comprehensive evaluations.
- A structured scoring process helps in identifying startups with the most potential.

- Clear criteria and factors aid in making informed decisions during the evaluation.

In the upcoming second batch of BEYOND, a new approach will be adopted, broadening the range of eligible startups, except for alumni startups from previous acceleration programs. The OnePass Project, starting in September 2023, will streamline the application process and leverage existing and future infrastructures provided by EBSI (European Blockchain Services Infrastructure). Starting from September 2023 there will be an ongoing open call for three months. The open call promotion will be run on BEYOND social media, partner’s websites and newsletters.

2. Start-ups supported within joint program

Closing on the deadline on February 21 2023, there were 28 applications on the BeyondBeta platform. Those applications were scored by 9 project managers on 6 selection criterias.

Selection criteria:

1. Problem- The severity, magnitude and frequency of the problem the product solves.
2. Scalability- The growth rate of the problem and pool of potential customers.
3. Timing- The forces in technology, legislation, or customer preference that makes the timing favourable.
4. Progress- The speed of which the startup has progressed since inception, and this is currently progressing.
5. Solution/product/service- The novelty and value of the product/ solution/ product/ service.
6. Team Diversity - Attention to diversity by including women-led businesses.

The results of the selection process for individual startups can be seen on the BeyondBeta platform.

APPLIED STARTUPS							
Reference	Country	Startup	Responsible for scoring startups				
Fundingbox	Poland	Choicer	Emily Carroll	Angel Angelov	H. Peter Marculans		
Fundingbox	Poland	Climatica	Emily Carroll	Angel Angelov	H. Peter Marculans		
Fundingbox	USA/Pol and	Gyfted	Emily Carroll	Angel Angelov	H. Peter Marculans		
Fundingbox	Poland	IQ Biozoom Sp. z o.o.	Emily Carroll	Angel Angelov	H. Peter Marculans		

APPLIED STARTUPS							
Fundingbox	UK	Magnetto		Emily Carroll	Angel H. Angelov	Peter Marculans	
Fundingbox	Poland	Cashy		Emily Carroll	Angel H. Angelov	Peter Marculans	
Fundingbox	Poland	Inoko Vision		Emily Carroll	Angel H. Angelov	Peter Marculans	
Innovation Capital	Bulgaria	Aqua Lid	Sanyu Karani	Emily Carroll		Peter Marculans	
Innovation Capital	Bulgaria	Prevento	Sanyu Karani	Emily Carroll		Peter Marculans	
Innovation Capital	Bulgaria	IVERY	Sanyu Karani	Alvaro Parejo		Peter Marculans	
Innovation Capital	Bulgaria	Relaxify Ltd	Sanyu Karani	Alvaro Parejo			Peter Torstensen
Innovation Capital	Bulgaria	Ubitrack Sport	Sanyu Karani	Alvaro Parejo			Peter Torstensen
Innovation Capital	USA	Storied Dara	Sanyu Karani	Alvaro Parejo			Peter Torstensen
Innovation Capital	Bulgaria	AMIRA MEDITECH	Sanyu Karani	Alvaro Parejo			Peter Torstensen
Innovation Capital	Bulgaria	Foodobox	Sanyu Karani	Alvaro Parejo			Peter Torstensen
Innovation Capital	Bulgaria	WHISP	Sanyu Karani	Alvaro Parejo			Peter Torstensen
ISDI	Spain	Hulahoop	Michał Olszewski		Angel H. Angelov		Peter Torstensen
ISDI	Denmark	PurCity	Michał Olszewski		Angel H. Angelov		Peter Torstensen
ISDI	Estonia	Endurae	Michał Olszewski		Angel H. Angelov		Peter Torstensen
ISDI	Spain	Lulla Care (Formely Lullaai)	Michał Olszewski		Yavor Gochev		Peter Torstensen
ISDI	Switzerland	Microwave Solutions GmbH	Michał Olszewski		Yavor Gochev		Verica Poposka
ISDI	Spain	BraveCorp	Michał Olszewski		Yavor Gochev		Verica Poposka
ISDI	Germany	eKidz.eu	Michał Olszewski		Yavor Gochev		Verica Poposka
Other	Poland	Reco Fibre		Alvaro Parejo	Yavor Gochev		Verica Poposka
Other	Poland	avocado.live		Alvaro Parejo	Yavor Gochev		Verica Poposka
Overkill	Latvia	Medinav	Michał Olszewski		Yavor Gochev		Verica Poposka

APPLIED STARTUPS						
Overkill	Latvia	Drafter AI	Michał Olszewski		Yavor Gochev	Verica Poposka
Overkill	Latvia	Kedeon	Michał Olszewski		Yavor Gochev	Verica Poposka

Following the initial scoring process, a Selection Meeting was held, where all partners collaborated to choose 22 startups from the list. The objective was to identify startups with the highest potential, ensuring they could progress to the next stage of the program. The Selection Meeting proved instrumental in aligning the partners' perspectives and ensuring a fair and effective selection process.

Subsequently, Acceleration Due Diligence meetings were scheduled with all 22 selected startups. This allowed for in-depth discussions and evaluations of each startup's business model, viability, and potential for growth.

Lessons Learned

- **Consensus on Selection Criteria:** The first and most crucial lesson was the importance of establishing a shared understanding of the selection criteria among all project partners before the application process. This ensures that everyone involved is on the same page and enables a more streamlined and consistent evaluation of the startups.
- **Inclusivity and Reach:** While the initial batch of startups was sourced from separate acceleration programs involving partner organizations, the impact assessment highlighted the need for broader outreach for the 2nd batch. In response, for the upcoming batch, we will leverage social media platforms and employ the use of OnePass, a unified registration system, to attract startups from diverse backgrounds and regions.

By aligning partner perspectives, expanding outreach, and refining criteria, we aim to enhance the effectiveness and inclusivity of the program. These lessons learned will be instrumental in shaping the future success of the project and fostering the growth of promising startups within the joint program.

3. Acceleration Due Diligence

The First and Second Acceleration DD sessions were conducted to evaluate startups' progress and readiness for the program, with a focus on their beachhead, value proposition, original insights, and reinforcing value loops.

During the First Acceleration DD session, startups completed the Beachhead and Value Proposition course, along with associated tools, in a prompt manner to allow ample time for review before the meeting. The session, conducted online, involved the BEYOND team and mentors providing valuable feedback and guidance to advance the startups' concepts.

Acceleration DD - MONDAY 06.03					
	Country	Startup	Application form	Time	DD Lead
ISDI	Germany	eKidz.eu	https://platform.vitaaccelerator.it/program-management/application/2324	11:00 - 12:00	Peter Torstensen
Innovation Capital	Bulgaria	AMIRA MEDITECH	https://platform.vitaaccelerator.it/program-management/application/2346	12:00-13:00	Peter Torstensen
Fundingbox	Poland	IQ Biozoom Sp. z o.o.	https://platform.vitaaccelerator.it/program-management/application/112	14:00 -15:00	Peter Torstensen
Fundingbox	Poland	Climatica	https://platform.accelerance.io/program-management/application/103	15:30-16:30	Peter Torstensen
Innovation Capital	USA	Storied Dara	https://platform.accelerance.io/program-management/application/2334	16:30-17:30	Peter Torstensen
Acceleration DD - TUESDAY 07.03					
	Country	Startup	Application form	Time	DD Lead

Innovation Capital	Bulgaria	Relaxify Ltd	https://platform.accelerance.io/program-management/application/2332	08:00 -09:00	Verica Poposka
Fundingbox	USA/Poland	Gyfted	https://platform.accelerance.io/program-management/application/102	09:00 - 10:00	Peter Torstensen
Fundingbox	Poland	Cashy	https://platform.vitaaccelerator.it/program-management/application/109	11:30-12:30	Peter Torstensen
ISDI	Spain	BraveCorp	https://platform.vitaaccelerator.it/program-management/application/2247	12:30 - 13:30	Peter Torstensen
ISDI	Spain	Lulla Care (Formely Lullaai)	https://platform.vitaaccelerator.it/program-management/application/2278	15:00-16:00	Verica Poposka
ISDI	Switzerland	Microwave Solutions GmbH	https://platform.accelerance.io/program-management/application/2213	10:30 -11:30	Peter Torstensen

Acceleration DD - WEDNESDAY 08.03

	Country	Startup	Application form	Time	DD Lead
Innovation Capital	Bulgaria	WHISP	https://platform.vitaaccelerator.it/program-management/application/106	13:00 - 14:00	Verica Poposka
Innovation Capital	Bulgaria	Foodobox	https://platform.accelerance.io/program-management/application/2345	08:00 - 09:00	Verica Poposka
Fundingbox	Poland	Reco Fibre	https://platform.vitaaccelerator.it/program-	09:00 - 10:00	Verica Poposka

			management/application/2230		
ISDI	Estonia	Enduræe	https://platform.vitaaccelerator.it/program-management/application/2205	10:00 - 11:00	Verica Poposka
Overkill	Latvia	Medinav	https://platform.vitaaccelerator.it/program-management/application/2231	14:00 - 15:00	Verica Poposka

Following the First Acceleration DD session, the Second session took place, evaluating startups' original insights and reinforcing value loops. Again, active participation from all co-founders was crucial during this comprehensive assessment conducted online. It was important for the first and second Acceleration DD to be led by different individual mentors. In that way, the evaluation of each startup in the Acceleration DD was supported by two individual opinions.

The BEYOND team learned that active participation from startup co-founders Acceleration DD process is vital for the success of the program in general. Diligent engagement in the courses and tools, along with active involvement in the meetings, significantly contribute to startups' progress and preparedness for challenges.

To continue the program for the camps 12 startups were initially selected. For three of them the program timeline was not suitable, so the program continued with 9 startups.

SECOND ACCELERATION DD			
	Country	Startup	DD Lead
Fundingbox	Poland	Climatica	Peter Marculans
Fundingbox	USA/Poland	Gyfted	Peter Marculans
Fundingbox	Poland	Cashy	Peter Marculans
Innovation Capital	Bulgaria	Relaxify Ltd	Claus Kristensen
Innovation Capital	Bulgaria	Ubitrack Sport	Claus Kristensen

Innovation Capital	USA	Storied Data	Peter Marculans
Innovation Capital	Bulgaria	Foodobox	Peter Torstensen
ISDI	Spain	Lulla Care (Formely Lullaai)	Mads Løntoft
Overkill	Latvia	Medinav	Peter Torstensen

Lessons Learned: The onboarding process and learning platform played a crucial role in maximising the startups' learning experience and productivity. This proactive approach of familiarising startups with the program's phases helped them prepare better for the journey ahead. The onboarding week facilitated open communication and alignment of expectations between startups and mentors.

- Successful Onboarding. All selected startups completed the Acceleration DD process, accessed the learning platform, and engaged with their assigned mentors.

Learning Platform Utilisation: The learning platform was extensively used by startups to access relevant content, materials, and resources throughout the program.

- Mentorship Satisfaction. Feedback from startups indicated a high level of satisfaction with the mentorship provided, citing personalised attention and valuable insights.

- Smooth Program Progression. The Acceleration DD process and mentorship support contributed to a smooth and productive progression of the program.

4. BEYOND startups - 1st Batch

Startup	Country	LinkedIn	Website	Short Pitch
MediNav	Latvia	https://www.linkedin.com/company/medinav/	www.medinav.eu	MediNav is the digital medical assistant that will change the way doctors interact with healthcare systems. One of the major challenges in healthcare is the fact that doctors spend roughly half of their daily time filling in medical forms on old-school systems. That is 80 hours a month for each doctor. By listening, transcribing what it hears, and extracting medical information, MediNav can reduce up to 70% of that.

Climatica	Poland	https://www.linkedin.com/company/climatica-ai/	https://www.climatica.ai/	<p>Climatica is revolutionising insurance by harnessing the power of cutting-edge machine learning models to build a new product category: parametric insurance. Our innovative solutions provide protection against a range of weather-related scenarios, including heavy rainfall, closed ski slopes or insufficient sunlight. Designed for weather-sensitive industries such as travel and renewable energy, our products offer peace of mind to customers or SMEs while targeting a 12bn USD market.</p> <p>Already launched first weather protection, improving the travelers holiday satisfaction. Supported by our partnership with Hannover Re, a leading reinsurer, we have established an MGA in Germany to further scale our market presence. Moreover, announce the recent start of sales with ITAKA, Poland's premier travel agent with one million customers</p>
Chasy	Poland	https://www.linkedin.com/company/cashypl/	https://cashy.pl/pl	<p>Cashy provides Financing as a Service solutions for large companies and their SME partners, enabling new revenue streams, strengthening mutual relations, and delivering process automation</p>
Foodobox	Bulgaria	https://www.linkedin.com/company/foodboxoxltd/	https://foodboxox.com/	<p>Marketplace similar to TogoodTogo. Secured 3 B2B active partnerships and 10 in the pipeline. Prepared a comprehensive report to meet EU regulatory pressure on reporting employee well-being.</p>
AMIRA	Bulgaria	https://www.linkedin.com/company/askthecp/	https://www.askthecp.com/	<p>AMIRA is to preserve the effectiveness of available antibiotics by optimizing antibiotic prescriptions from doctors in hospitals and providing digital tools for monitoring and fighting antimicrobial resistance (AMR). AMR is a global rising threat projected to kill 10 million people every year by 2050 and causes 1.5 billion euro losses today in the EU. Software solution has evidence-based medical algorithm for decisions support regarding the treatment of patients with bacterial infections and gathers data regarding effectiveness and safety of antibiotics.</p>
Lulla Care	Spain	https://www.linkedin.com/company/lullacare/	https://lulla.care/	<p>Lulla.Care is 360° maternity app based on personalization and coaching. Designed to be the perfect partner for insurance companies, hospitals and any company in wich maternal health is a top priority. Their technology scale with ease the complexity of behavioral health wellness programs. They are already in the market, with clients such as Google Fit Bit and Zurich Insurance.</p>

Ubitrack Sport	Bulgaria	https://www.linkedin.com/company/ubitrack/	https://ubitrack.eu/	Ubitrack applies its proprietary computer vision-based software on football video to extract full and comprehensive data. The raw material vital for any analytics, scouting or betting company to flourish. It has never been easier and more affordable to get performance data from any level of football – from grassroots to top tier professionals.
Relaxify	Bulgaria	https://www.linkedin.com/company/relaxifyapp/	https://relaxifyapp.com/	RelaxifyApp, developed by a passionate team of three founders with extensive experience with multiple startups, technology, and psychology, has already empowered over 20k users in 1 year. RelaxifyApp is a science-based platform, which increases employee productivity and satisfaction in the workplace; personalized approach to improving well-being through interactive games and exercises. Part of the Google for Startups alumni.
Gyfted	Poland	https://www.linkedin.com/company/getgyfted/	https://www.gyfted.me/business	Gyfted are 3 immigrant founders who stem from Stanford, Bloomberg, Microsoft Research, OpenGov. Gyfted's building an AI Career Assistant for talent and recruiters, to ease recruiting in an unbiased, frictionless way. Their tech is powered by ML, behavioral science, and psychometrics with significant user generated data. Google Cloud wrote about them. Nailed user growth channel at \$0 spend - 230%+ growth March-May in US from 5k to 16k+ (& growing!) / 150k+ total users tested, 20k+ candidates, users love product, \$0 marketing spend B2B/Enterprise validation eg. recently closed a Fortune 1000 enterprise-wide deal @ pre-seed.

5. BEYOND internal experts - 1st Batch

Expert name	LinkedIn	Email	Partner organisation	Startup mentorship role	Project management role
Peter Torstensen	https://www.linkedin.com/in/petertorstensen/	pto@accelerace.io	Accelerace	Mentor	CEO, coordinator
Verica Poposka	https://www.linkedin.com/in/verica-poposka/	verica@accelerace.io	Accelerace	Mentor	Project lead, coordinator
Peter Marculans	https://www.linkedin.com/in/marculans/	pema@accelerace.io	Accelerace/ Overkill	Mentor	Project manager
Reinis Znotins	https://www.linkedin.com/in/	rezn@accelerace.io	Accelerace/ Overkill	Mentor	

	/reinis-znotins-45093048/				
Mads Løntoft	https://www.linkedin.com/in/madsloentoft/	mlo@accelerace.io	Accelerace	Mentor	
Claus Kristensen	https://www.linkedin.com/in/clauskristensen/	csk@accelerace.io	Accelerace	Mentor	
Rebecca Guacan	https://www.linkedin.com/in/rebeccaguacancarlosama/	rg@accelerace.io	Accelerace		Logistics
Yavor Gochev	https://www.linkedin.com/in/yavorgochev/	yavor@innovationcapital.bg	Innovation Capital	Mentor	
Angel H. Angelov	https://www.linkedin.com/in/angelhristov/	angel@innovationcapital.bg	Innovation Capital	Mentor	
Jesús Tapia	https://www.linkedin.com/in/jesustapia/	jtapia@isdi.education	ISDI	Mentor	
Alexandra Carrasco	https://www.linkedin.com/in/alex-carrasco-szulc/	acarrasco@isdi.education	ISDI		Head of communication
Alvaro Parejo	https://www.linkedin.com/in/alvaro-parejo-cambron/	aparejo@isdi.education	ISDI		Coordination
Nacho de Pinedo	https://www.linkedin.com/in/nachodepinedo/	ndepinedo@isdi.education	ISDI		Coordination
Emily Carroll	https://www.linkedin.com/in/emilymcarroll/	ecarroll@isdi.education	ISDI		Project manager
Sanyu Karani	https://www.linkedin.com/in/sanyukarani/	sanyu@fundingbox.com	Fundingbox	Mentor	Project manager
Xabier Chao	https://www.linkedin.com/in/xabier-chao-mouzo-19779b207/	xabi@fundingbox.com	Fundingbox		Coordination

Tomasz Mazuryk	https://www.linkedin.com/in/tomaszmazuryk/	tomek@fundingbox.vc	Fundingbox		Coordination
Michał Olszewski	https://www.linkedin.com/in/michal-marek-olszewski/	michal@fundingbox.com	Fundingbox	Mentor	Project manager
Krystyna Stasiak	https://www.linkedin.com/in/krystyna-l-1b081095/	krystyna.stasiak@fundingbox.com	Fundingbox		Coordination
Jorge Fernandez	https://www.linkedin.com/in/jorge-fernandez-vidal/	jorge@fundingbox.com	Fundingbox		Coordination
Andreas Dubourg Limkilde	https://www.linkedin.com/in/andreaslimkilde/	andreas.dubourg@fundingbox.com	Fundingbox		Project manager
Lynda Omahony	https://www.linkedin.com/in/lyndaomahony/	lynda.omahony@fundingbox.com	Fundingbox		Coordination
Fernando Rullan	https://www.linkedin.com/in/ferrullan/	fernando.rullan@fundingbox.com	Fundingbox		Head of marketing
David Seoane	https://www.linkedin.com/in/davidseoane/?miniProfileUrl=urn%3AIn%3Apub%3A%3AACAACoAAAN29QgBpQSbFOFVb4GBY08a2o250tnkKHs	david.seoane@fundingbox.com	Fundingbox		Coordination
Peder Nedergaard	https://www.linkedin.com/in/pedernedergaard/	peder.nedergaard@fundingbox.com		Mentor	

6. CAMP 1

Camp 1, held in Madrid at ISDI offices, served as the official kickoff session for startups, focusing on creating compelling investor presentations. Startups completed essential tasks before attending, including uploading their current pitch to the platform and watching two relevant courses. The recap session provided valuable insights into fundraising strategies, and deep dives with mentors offered personalized guidance to refine investor presentations.

Lessons Learned: Camp 1 proved to be a significant milestone in the program, launching startups towards investor success. The deep dives with mentors allowed for tailored support, ensuring startups were well-prepared to refine their pitch decks. The physical connection fostered during the in-person camp enhanced social aspects and strengthened the bond between startup founders and mentors.

Physical Deep dives were extremely important to happen as startup founders could connect with their mentors on a stronger level.

Overall, the Impact Assessment of the 1st Batch of the BEYOND project demonstrated the effectiveness of the onboarding process, mentorship support, and the value of the learning platform in facilitating startups' growth and success in their entrepreneurial journeys. The assessment identified areas of strength and opportunities for improvement, guiding the program's future iterations.

CAMP 1, Madrid				
		DEEP DIVES		
GROUP 1	12 Apr (13:30 - 15:30)			
			Mentor 1	Mentor 2
	Latvia	Medinav	Yavor Gochev	Mads Løntoft
	Poland	Climatica	Angel Angelov	Peter Torstensen
	Poland	Cashy	Michal Olszewski	Peter Marculans
	Bulgaria	Foodobox	Jesus Tapia	Verica Poposka
	Bulgaria	AMIRA Med	Peder Nedergaard	Claus Kristensen
GROUP 2	13 Apr (10:00 - 12:00)			
			Mentor 1	Mentor 2

	Spain	Lulla Care (Formely Lullaai)	Angel Angelov	Mads Løntoft
	Bulgaria	Ubitrack Sport	Jesus Tapia	Claus Kristensen
	Bulgaria	Relaxify Ltd	Michal Olszewski	Peter Torstensen
	Poland	Gyfted	Yavor Gochev	Peter Marculans

7. CAMP 2

Camp 2 was held online and with a clear structure:

- 1-hour mock meetings with unbiased investors for candid feedback.
- 3-hours speed mentoring sessions with external mentors for targeted feedback and collaboration opportunities.
- 1-hour Mastermind sessions for peer-to-peer learning and networking.
- 1.5-hour Deep dive sessions based on feedback to refine pitches and set actionable next steps.

For Camp 2 and Camp 3 BEYOND included external mentors that joint Mock meetings and Speed mentoring sessions. This gave an opportunity for founders to hear many different perspectives as the external experts are coming from different countries and professional backgrounds.

CAMP 2, Online				
		DEEP DIVES		
GROUP 1	24 Apr (13:00 - 14:30)			
			Mentor 1	Mentor 2
	Poland	Gyfted	Yavor Gochev	Peter Marculans
	Bulgaria	Relaxify Ltd	Michal Olszewski	Peter Torstensen
	Spain	Lulla Care (Formely Lullaai)	Angel Angelov	Reinis Znotins
	Bulgaria	Ubitrack Sport	Jesus Tapia	Claus Kristensen

GROUP 2	24 Apr (15:00 - 16:30)			
			Mentor 1	Mentor 2
	Latvia	Medinav	Yavor Gochev	Mads Løntoft
	Poland	Climatica	Angel Angelov	Peter Torstensen
	Poland	Cashy	Michal Olszewski	Peter Marculans
	Bulgaria	Foodobox	Jesus Tapia	Verica Poposka
	Bulgaria	AMIRA Med	Peder Nedergaard	Claus Kristensen

8. CAMP 3

Camp 3, held online, aimed to equip startups with the necessary resources and collateral for successful funding outcomes. Same as Camp 2, the activities included mock meetings with investors, mastermind sessions, deep dives to prepare collateral, and connecting startups with potential investors.

As addition to standard practices two main events took place for Camp 3. First is Founder talk where startups benefited from hearing the success story of a founder with a successful exit, providing inspiration and valuable learnings. Second and ongoing is a connection of the startups with a list of 40 different investors, allowing for a tailored approach to maximise funding opportunities. Each startup was connected with its relevant investors through warm introductions. List of investors can be seen in Annex 3. The goal for the upcoming batch is to add a minimum of 15 new investors.

CAMP 3, Online				
		DEEP DIVES		
GROUP 1	17 May (09:30 - 10:30)			
			Mentor 1	Mentor 2
	Latvia	Medinav	Yavor Gochev	Reinis Zhotins
	Poland	Climatica	Angel Angelov	Peter Torstensen
	Poland	Cashy	Michal Olszewski	Peter Marculans
	Bulgaria	Foodobox	Jesus Tapia	Verica Poposka

	Bulgaria	AMIRA Med	Peder Nedergaard	Claus Kristensen
GROUP 2	17 May (11:00 - 12:00)			
			Mentor 1	Mentor 2
	Spain	Lulla Care (Formely Lullaai)	Angel Angelov	Mads Løntoft
	Bulgaria	Ubitrack Sport	Jesus Tapia	Claus Kristensen
	Bulgaria	Relaxify Ltd	Michal Olszewski	Peter Torstensen
	Poland	Gyfted	Yavor Gochev	Peter Marculans

9. BEYOND external experts - 1st Batch

	Expert name	LinkedIn	Email	Connected partner organisation	Startup mentorship role	Profile info
1.	Yasena Zasheva	https://www.linkedin.com/in/yasena-zasheva-b4804163/	yasena@mycfo.bg	Innovation Capital	VC Mock meeting mentor	Chief Strategy Officer at MyCFO, Investment Committee at Innovation Capital
2.	Dmitrijs Saikovskis	https://www.linkedin.com/in/dsaikovsky/	dmitry@overkillventures.com	Accelerace	VC Mock meeting mentor	New Nordic Ventures (investing in CEE & CIS at pre-seed and seed & Overkill
3.	Wallace Green	https://www.linkedin.com/in/mwallacegreen/	mwallacegreen@gmail.com	Accelerace	VC Mock meeting mentor	Ex-StartupWiseGuys Managing Director. Startup pitch coach.

4.	Mikus Krams	https://www.linkedin.com/in/ebitda/	Mikus@trace.space	Accelerace	VC Mock meeting mentor	Founder of Trace.Space. Ex-VC with iTech capital. Ex scale-up exec
5.	David Ventzel	https://www.linkedin.com/in/davidventzel/	dav@accelerace.io	Accelerace	VC Mock meeting mentor	Head of the VC Fund and Pater at Accelerace
6.	Karlis Auzins	https://www.linkedin.com/in/karlis-auzins-3023a8a7/	karlis.auzins@gmail.com	Innovation Capital	Mentor for speed mentoring sessions	Senior product dev in Bolt, and DISCOVERCAR S.COM
7.	Alessandro Malerba	https://www.linkedin.com/in/alemalerba/	badgrass@me.com	ISDI	VC Mock meeting mentor	Mentor at ISDI ans prof. In Fintech, DeFi and specialist in digital platforms for Asset
8.	Krasimir Kehayov	https://www.linkedin.com/in/krasimirkehayov/	krasimir@dynaxinvest.com <krasimir@dynaxinvest.com>	Innovation Capital	VC Mock meeting mentor	VC DYNAX Invest
9.	Zdravko Markov	https://www.linkedin.com/in/zdravko-markov-6a794713b/	zdravko.m.markov@gmail.com	Innovation Capital	Mentor for speed mentoring sessions	VC investor and partner Lemark Invest, Business Angel
10.	Lyubomir Tankishev	https://www.linkedin.com/in/lyubomir-tankishev/	lyubomir.tankishev@evrotrust.com	Innovation Capital	Mentor for speed mentoring sessions	Executive Board Member of Cash Credit, Investor
11.	Frederik Hannibal	https://www.linkedin.com/in/frederikhannibal/	eske@weshareinvest.com	Accelerace	Experienced founder talk	Ex CTO and co-founder at Actimo
12.	Anna Podkowinska	https://www.linkedin.com/in/anna-podkowinska/	anna.podkowinska@gmail.com	Fundingbox	Mentor for speed mentoring sessions	Chief International Business

		a-tretyn-0998b6/				Officer Everli, Supervisory Boards, LP, Business Angel
13.	Jay Dekleva	https://www.linkedin.com/in/jernejdekleva/	Jernej.Dekleva@sony.com	Accelerace	VC Mock meeting mentor	Mentor and Investor at Sony
14.	Michal Jaskolski	https://www.linkedin.com/in/mjaskolski/	michal.jaskolski@gmail.com	Fundingbox	Mentor for speed mentoring sessions	Board Member and Co-owner Morizon.pl & Gratka.pl
15.	Jacob Knobel	https://www.linkedin.com/in/jknobel/	jk@datapult.dk	Accelerace	Experienced founder talk	Founder of Densou, Allstar mentor at Accelerace
16.	Eske Gunge	https://www.linkedin.com/in/eskegunge/	eske@weshareinvest.com	Accelerace	Experienced founder talk	Co-founder of Actimo, Allstar mentor at Accelerace

10. Partner meetings

The consortium consists of five diverse business accelerators and startup investment funds representing regions across Europe: Accelerace, Overkill Ventures, ISDI, FundingBox, and XL Radar (Innovation Capital).

The Impact Assessment of the 1st Batch of BEYOND emphasizes the regular collaboration between the consortium partners. In the table below can be seen the regular scheduled meetings. In between the meetings there were frequent calls among the Partners to ensure smooth progress of the project.

By prioritizing each Partner's valuable insights, collaboration, and access to essential resources, BEYOND aims to foster accelerated learning and growth for startups, ultimately elevating the startup landscape within the project.

Date	Objective	Type	Place	Status	Participants
(date of the meeting M/D/YYYY)	(input the objective)	(choose the type)	(insert place)	(choose the status)	(attendees list)
June 14, 2022	Kick-off meeting	Physical	Madrid, ISDI	Held	all Partners
August 30, 2022	Partner Meeting	On-line	Teams	Held	all Partners
September 23, 2022	Partner Meeting (Seminar - Extended)	On-line	Teams	Held	all Partners
October 7, 2022	Partner Meeting	On-line	Teams	Held	all Partners
November 4, 2022	Partner Meeting	On-line	Teams	Held	all Partners
November 18, 2022	Side Event, Slush	Physical	Helsinki, Finland	Held	all Partners
December 2, 2022	Partner Meeting	On-line	Teams	Held	all Partners
January 4, 2023	Lead Project management	On-line	Teams	Held	all Partners
January 13, 2023	Partner Meeting	On-line	Teams	Held	ACC, OVK
January 27, 2023	Partner Meeting	On-line	Teams	Held	all Partners
January 30, 2023	Open Call strategy	On-line	Teams	Held	ACC, FBOX
February 1, 2023	Marketing strategy	On-line	Teams	Held	ACC, ISDI
February 3, 2023	Partner Meeting	On-line	Teams	Held	all Partners
February 6, 2023	Website strategy	On-line	Teams	Held	ASS, ISDI
February 10, 2023	Lead Project management	On-line	Teams	Held	ACC, OVK
February 13, 2023	Selection prep	On-line	Teams	Held	ACC
February 15, 2023	Selection prep	On-line	Teams	Held	ACC, OVK
February 20, 2023	Planning and events	On-line	Teams	Held	ACC
February 23, 2023	Platform prep	On-line	Teams	Held	ACC
February 24, 2023	Preparing marketing and video materials	On-line	Teams	Held	ACC
February 27, 2023	Selection meeting	On-line	Teams	Held	all Partners
February 28, 2023	Camp 1 prep	On-line	Teams	Held	ACC
March 2, 2023	Program onboarding for mentors	On-line	Teams	Held	all Partners
March 3, 2023	Partner Meeting	On-line	Teams	Held	all Partners
3/6/2023 to 3/10/2023	First Acceleration DD	On-line	Teams	Held	ACC, Startups
March 13, 2023	Camps prep	On-line	Teams	Held	ACC, ISDI

March 14, 2023	Selection- First Acceleration DD	On-line	Teams	Held	ACC, OVK
3/17/2023 to 3/24/2023	Second Acceleration DD	On-line	Teams	Held	ACC, Startups
March 27, 2023	Platform onboarding for mentors	On-line	Teams	Held	all Partners
March 28, 2023	Selection- Second Acceleration DD	On-line	Teams	Held	ACC
April 3, 2023	Lead Project management	On-line	Teams	Held	ACC
4/11/2023 to 4/13/2023	Camp 1	Physical	Mardid, ISDI	Held	all Partners, Startups
4/24/2023 to 4/26/2023	Camp 2	On-line	Teams	Held	all Partners, Startups
May 6, 2023	Partner Meeting	On-line	Teams	Held	all Partners
5/16/2023 to 5/18/2023	Camp 3	On-line	Teams	Held	all Partners
May 26, 2023	Meeting with investors	On-line	Teams	Held	ACC, Startups
June 6, 2023	Partner Meeting	On-line	Teams	Held	ACC, FBOX
June 16, 2023	Partner Meeting	On-line	Teams	Held	ACC, ISDI, FBOX
July 13, 2023	Partner Meeting	On-line	Teams	Held	ACC, FBOX
July 14, 2023	Partner Meeting	On-line	Teams	Held	ACC, ISDI, FBOX
July 15, 2023	Lead Project management	On-line	Teams	Held	ACC
July 21, 2023	Partner Meeting	On-line	Teams	Held	ACC, ISDI, FBOX
July 31, 2023	Partner Meeting	On-line	Teams	Planned	ACC, FBOX, OVK

11. Outcome of BEYOND 1st Batch

Batch 1 turns out successful. The online survey, completed by 8 out of 9 startups, shows high satisfaction results for all of them. The general satisfaction rate was 4.5 out of 5 (where 1 is the worst and 5 is the best).

The survey results can be seen on this link:

https://docs.google.com/spreadsheets/d/1fnwzyMj9dwWkoAtDmTkp8_hEipdQGfmZmjgq1YA9_Ss/edit?usp=sharing

We are delighted to see that startups participating in our acceleration program are generally satisfied with their experience. The Deep Dives sessions, where mentors focused on refining startup pitches and fundraising processes, were particularly valuable to them. Additionally, the program facilitated valuable connections with international investors and mentors,

offering fresh perspectives on fundraising. However, some founders mentioned that the intensity and timing of the Camps occasionally limited their ability to apply and receive real-time feedback.

Here are some comment examples from the survey:

Both mentors came with concrete comments, invested their time to understand our business model and point out which elements are not clear in our communication - very helpful!

1 response

Direct feedback, where we should improve. We see on speed dating sessions that brings results

1 response

We started twice from scratch with our deck, but it was worth it!

Very intensive, but powerful at the same time. Maybe 5 min breaks between speed dating sessions would be useful. Once I got a delay, it affected the following sessions

1 response

Great feedback from so many important people for such a short time, never experienced something like this!

1 response

Getting feedback from investors is priceless

investors. Beyond is bringing insane value to Foodobox by providing the possibility to engage with west EU investors and their way of thinking.

My overall satisfaction is very high. The only aspect which I believe could use improving is the gap between the second DD session and the mock meetings/ speed dating. I received very valuable feedback on Monday but did not have enough time to apply them in the company's pitch-deck by Tuesday noon.

At the moment there is still ongoing connection with the investors. Startups are in the process of raising syndication capital from BEYOND network of investors or external investors. Additionally, startups are in ongoing connection with their BEYOND mentors and working on improving the fundraising process. As noted before, BEYOND can provide or help startups raise funding. BEYOND offers funding of 50,000 Euros investment for the startups. To be eligible for this funding, startups must secure at least 150,000 Euros within a six-month period (for the first batch from May to October 2023).

After October 2023, with receiving fundraising outcome, another satisfaction survey will be sent out.

11.1. General Summary outcome of fundraising results in July 2023

MediNav: Closing a €150,000 investment from a VC and has commitments of €40,000 from an angel investing platform.

Gyfted: Received a follow-on investment of €112,000 from a VC. Got average 130% monthly traffic growth over the last 4 months and at 100,000 monthly organic traffic to our website (and spending \$0 to acquire this traffic), 70% is US traffic.

AMIRA: founders are mainly focused on product development.

Ubitrack Sport: Signed a contract with a football scouting company and expects to process over 120 matches per week with the start of the next season.

Relaxify: Growth on B2B sales, where they struggled before BEYOND. Later stage discussions with 3 VCs.

Cashy: Introduced to investors by Michał Olszewski (FundingBox) and met with NewNordic VC and other VCs outside the program. Entered the US market.

LullaCare: Onboarded Aegon, a major European insurer, but looking to activate investor networks.

FoodoBox: Secured €135,000 in investment from 3 private investors and a VC. Targeting to secure €50,000 more from another Bulgarian VC.

12. Conclusion

The main activities of the first calendar year of joint activities were successfully carried out. The consortium implemented the activities outlined in WP3 for the first program edition. The report discusses the successful execution of the joint scale-up bootcamps (Task 3.3) and the continuous monitoring and assessment process (Task 3.5). Additionally, co-creation discussions for the 2nd edition were conducted under WP1, resulting in the approval of the co-designed program playbook for the 2nd edition.

During the Proof of Concept Edition, several valuable lessons were learned. One notable observation was that the exchange of acceleration resources across ecosystems, such as investment flow and mentorship, was lower than expected. However, the partners involved in the consortium have significant experience in implementing cross-border joint programs with startups from emerging regions and have effectively mobilized private investment across borders in the past. This experience ensures that the impact in emerging regions will be carefully assessed, and corrective measures will be proposed, if necessary, to enhance activities and learning processes for future editions.

This deliverable presents key numerical KPIs achieved during the implementation of the 1st calendar year of joint activities:

- Number of start-ups attracted by the project: 94
- Number of start-ups supported within joint programs: 19
- Number of start-ups ready for investment: 9
- Number of joint boot camps organised: 3
- Number of external mentors: 14
- Number of internal mentors: 12
- Number of internal project coordinators: 13
- Number of investors: 40
- Number of joint demo days organised: 1 + ongoing connections between startups and investors.
- Survey satisfaction rate 4.5 out of 5

The Impact Assessment of the 1st Batch demonstrates the successful execution of joint activities under the Proof of Concept Edition. Despite some challenges in the exchange of resources across ecosystems, the consortium's experience and commitment to learning from the 1st year's lessons will aid in refining and improving the upcoming 2nd edition. The achieved KPIs indicate the program's positive impact on startups and the entrepreneurial ecosystem. The consortium is well-prepared to enhance its activities and drive even greater results in the next phase, aiming for long-term sustainability and impact.

The survey conducted among the 1st batch participants revealed an important concern related to the intensity and timing of the Camps. Some founders expressed that the Camps' schedule occasionally hindered their ability to apply and receive real-time feedback, affecting their overall experience and learning outcomes.

To address this issue and ensure optimal participation and engagement in the 2nd batch, we propose a more flexible and personalized approach to the Camps. This could involve offering multiple Camp options with varying intensities and durations, allowing participants to choose the one that best suits their needs and availability. Furthermore, establishing clear communication channels to provide real-time feedback outside the Camp sessions would be beneficial, enhancing the learning experience and supporting the participants' progress in their entrepreneurial journey.

During the 1st batch of the BEYOND project, we identified a critical issue that affected the collaboration and understanding among partners. It became evident that all project partners must be in complete agreement regarding the selection criteria used for evaluating potential participants in the program. Additionally, a uniform understanding of specific words and phrases within the project context is crucial to ensure clear communication and avoid misunderstandings.

To address this issue before the open call of the 2nd batch, on one of our Partner Meetings we will prepare comprehensive workshops to clarify terminologies, and fostering a shared vision among the partners.

In order to attract more startups to the project for the second batch of BEYOND, the consortium will adopt a new approach. The upcoming Open Call, scheduled for September 2023, will widen the pool of eligible start-ups, except for alumni start-ups from previous acceleration programs. To streamline the application process, the OnePass Project will be launched in September 2023. This OnePass Project will integrate initial learnings from the BEYOND initiative and utilize existing (and future) infrastructures provided by EBSI (European Blockchain Services Infrastructure). Comprehensive information about the OnePass Project can be found in the Deliverable D.1.4. The consortium aims to leverage these innovations and improvements to further enhance the impact of the BEYOND program in its pursuit of sustainable success and long-term development. In addition, more international investors and experts will be added to the second batch of BEYOND.

13. Annexes

Annex 1: Total list of startups attracted by the project

Annex 2: Shortlisted startups attracted by the project

Annex 3: List of investors

ANNEX 1: TOTAL STARTUP LIST

Partner name	Startup name	Sector	Description	Website	Female founder	Country	Team Size	Assigned to:	Beta	Market	Comments	Investment scope	
ISDI	GoLexic	EdTech	GoLexic School	https://www.golex.com	Yes	Germany		Verica	2+	Platform provider	Based in UK and ...	Leading innovation regions	
ISDI	Silenole	EdTech	Digital tools, con	https://silenole.com	No	Spain		Verica	1	Consultancy for	Educational products to be used in schools are really hard because they fundamentally often lack inter	Strong innovation regions	
ISDI	Memorex	EdTech	A co-creation lea	https://www.memorex.com	No	Denmark		Verica	1	AI-based platform	Founded 2018. Accelerate alumni. Both founders changed jobs in October 2022	Moderate innovation region	
ISDI	NoCode Institute	EdTech	Digital reskilling	https://www.nocodetech.com	No	Spain		Verica	1+	Master program	High competition- Questionable team of 1 full time founder; 3 team members UX and Web design	Modest innovation region	
ISDI	InterVeu	EdTech	Find your voice	http://enduravee.com	Yes	Spain		Verica	4-	chatbot	In Estonia. Founded 2018. there is a lot of competition in providing chatbots, but they seem to do good.		
ISDI	Taut	EdTech	Taut combines a	https://www.taut.com	Yes	Latvia		Verica	3	They pivot multi;	Good to take a call	Female Founders	
ISDI	eKidz Smart	EdTech	Mobile story bas	https://www.ekidz.com	Yes	Germany		Verica	3	Provider of a ger	Great rating, but Founded		
ISDI	CyberEdu	EdTech	We bridge the g	https://cyberedu.com	Yes	Romania		Verica	4	Useful cybersec	The team is part of the actual cybersecurity company called BIT SENTINEL. It would be good to check if they have separate entity		
ISDI	It Will Be	Biometric tech	Combating pove	https://it-will-be.com	Yes	Spain		Verica	1	They are NGO- f	Founded 2015. They got investment from Ship2B- Social Impact focused investment firm		
ISDI	Microwave Solut	Circular econom	A catalyst for ch	https://www.microwavesolutions.com	Yes	Germany		Verica	5	Provider of wast	Team with more than 20+ years of original insights	Edtech	
ISDI	Brave Corporat	Cryptofinance	BraveCorp re-de	https://www.bravecorp.com	Yes	Spain		Verica	4+	Payment system	Product with good rating. The team is mix of marketing and developers	Fintech	
ISDI	Lulla Care	Health	Lulla provides yc	https://lulla.care/	No	Spain		Verica	3	One of the most	Rating 4/5, they have fast growing competitors. Founded 2018	Healthtech	
ISDI	Colors of talent	Health	Psychoeducator	https://colorsofta.com	Yes	Spain		Verica	1+	Online micro-cla	Founded 2017.	Tech	
ISDI	Almentia	Health	Virtual clinic pow	https://www.aimentia.com	No	Spain		Verica	3	Software for mer	Extremely crowded healthtech space. However, the team has original insight and they seem to have s	Sustainability	
ISDI	Lactapp	Health	LactApp is the fi	https://lactapp.com	Yes	Spain		Verica	3	Mobile app for c	Founded 2016. Full team with original insights. It might be too late for us. The team is 10+ people	Social impact	
ISDI	Smart Lollipop	Health	The Smart Lollip	https://thesmartlollipop.com	Yes	Spain		Verica	4?	Medical device t	Great tool with r	They are founded at 2020, but might rised capital from Ship2B Ventures. I assume th	Deep Tech (hardware)
ISDI	Sociability	Inclusive mobility	Empowering soc	https://www.sociability.com	Yes	UK		Verica	2	Local travel guid	Founded 2018	Food Tech	
ISDI	Prosfitt	Inclusive mobility	Prosfitt enables	https://prosfitt.com	No	Bulgaria		Verica	2	3D printing of P	Founded 2013	seed stage	
ISDI	Seamless Vision	Inclusive mobility	End-to-end Auto	https://www.seamlessvision.com	No	Israel		Verica	2+	Autonomous nav	Founded 2017		
ISDI	Able Human Mol	Inclusive mobility	First lightweight,	https://www.ablehuman.com	Yes	Spain		Verica	2+	Manufacturer of	2018	Seed. Investment by Bstartup Banco Sabadell	
ISDI	Carga tu coche	Mobility	A platform for cr	https://www.cargatucorche.com	No	Spain		Verica	n/a	Provider of rech;	41 employees?		
ISDI	Humanitaria	Social impact	Developing the f	https://www.humanitaria.cc	Yes	Spain		Verica	1	no tech			
ISDI	Donadoo	Social impact	The Solidarity O	https://www.donadoo.com	No	Spain		Verica	1	marketplace for	donation		
ISDI	Ayudame3D	Social impact,	R Spanish entity th	https://ayudame3d.com	Yes	Spain		Verica	3	3D printed arm	2018. 13 employees, decent tech		
ISDI	Hysilabs	Sustainability	Innovative soluti	https://www.hysilabs.com	Yes	France		Verica	n/a	Technology deve	2015. Arent they Series A?		
ISDI	Purcity	Sustainability	Improving the hu	https://purcity.com	No	Denmark		Verica	4+	A patented, Car	Two full-time. Founded in 2017. Accelerate was in touch in 2018 and decided not to invest. Reason not clear		
XL Radar	Stored Data	tech	Data visualizatio	https://storieddata.com	No	Bulgaria		Verica	3+	Provider of suite	In US? Competit raising 300k		
XL Radar	Ubitrack	Sports tech	Ubitrack is an op	https://ubitrack.com	No	Bulgaria		Verica	3+	Provider of sport	Founded 2017. (raising 200k		
XL Radar	DoggoCollar	Tech for pets	DoggoCollar™	https://www.doggo.com	No	Bulgaria		Verica	2	GPS for dogs	raising 150k, two investors onboard		
XL Radar	Prevento	IOT predictive m	PREVENTO is a	http://prevento.com	No	Bulgaria		Verica	4- ??	Predictive maint	The project is in raising 100k		
XL Radar	Asktheop	Medtech platform	We can provide :	https://www.asktheop.com	Yes	Bulgaria		Verica	4	Healthcare software solution and	raising 200K – structuring an 80k round from us and another corporate co-investor		
FundingBox	PeroleD Limitex	Light tech	We are trying to	https://peroled.com	No	UK	Peter T		3	Market for displays like TV monitors.	The market is growing primarily due to more people going for smart TV's etc. But maybe not a great deal of Beta		
FundingBox	VitreLab GmbH	Display tech	Inspired by quan	https://vitrelab.com	Yes	Austria	Peter T		6	VR and AR market with focus on increasing quality of displays			
FundingBox	Etelatar	E-mobility	We specialise in	https://etelatar.com	Yes	Estonia	Peter T		4	Seem to be in several markets with focus on location of people in order to find parking spots and mobility for disabled people			
FundingBox	collectID AG	Clothing tech	Products get equ	https://collectid.com	No	Switzerland	Peter T		7	Market for smart	Not fundable from our program - have raised alot already		
FundingBox	ARTI - Autonomous Robot	Robot for urban	Robot for urban	https://arti-robot.com	No	Austria	Peter T		7	AI for autonomo	It seem to be mostly consultancy		
FundingBox	Sentin GmbH	Inspection softw	The sentin team	https://sentin.ai/	No	Germany	Peter T		5	Market for inspe	It is not likely that they will take our offer		
FundingBox	Inwebit	Consultancy	Project company	https://inwebit.com	No	Poland	Peter T		3	Consultancy for projects			
FundingBox	Choicer	Tech platform	The mechanics c	https://choicer.com	No	Poland	Peter T		7	Marketing data on consumer behavior			
FundingBox	EFM Sp. z o.o.	Medtech	We turn cardiolo	http://www.engin.com	No	Poland	Peter T		7	Diagnostic for cardiovascular deceases.	A market that will grow with still more people wit obesity		
FundingBox	IQ Biozoom Sp.	Medtech	IQ Biozoom intrc	https://iqbiozoom.com	Yes	Poland	Peter T		7	Market for diabetes - glucose measuring non-invasive			
FundingBox	Wego srl	Car sharing	Volvero is an ap	https://volvero.com	No	Italy	Peter T		3	Car sharing			
FundingBox	Cashy sp. z o.o.	Tech - fintech	Cashy can be th	https://cashy.pl/	Yes	Poland	Peter T		5	Payment solution for earlier payments			
FundingBox	Więcej Miejsca	Storage tech	Collection of iten	https://www.wiecejmiejsc.com	No	Poland	Peter T		2	Storage market			
FundingBox	Brokee	Recruiting softw	Software for recr	https://brokee.io/	Yes	Ukraine	Peter T		4	Recruiting software for developers - probably extremely competitive market			
FundingBox	Lockerz	ML software for	Real time outfit	https://lockerz.com	Yes	Ukraine	Peter T		4	Algorithm for fashion advice based on specific outfits - upselling			
FundingBox	Phone2	Phone service s	Manage calls an	https://www.phone2.com	No	Ukraine	Peter T		2	Collaborative software for mobiel	they raised a preseed round of 50k usd		
FundingBox	Magnetoo	Payment softwa	Magnetoo enable	https://magnetoo.com	No	Ukraine	Peter T		5	Self payment sh	Extremely competitive market		
FundingBox	Reco Fibre	Sustainability	Fabrics for cloth	https://recofibre.com	Yes	Poland	Peter T		7	Sustainability in clothing by reusing cloth - like our own UpCycle			
FundingBox	GeoGames	Geo based gam	Location-based	https://makegeogames.com	No	Poland	Peter T		3	Pokemon-go like technology			
Accelerace	Flexecharge	Sustainability	The vendor-inde	https://flexecharge.com	No	Denmark	Peter T		7	Market for electrical vehicles			
Accelerace	Dreamplan	Fintech	Dreamplan offer	https://www.dreamplan.com	Yes	Denmark	Peter T		5	Market for financial aadvice at different ages			
Accelerace	Chew	Foodtech	Chew offers an c	https://www.chew.com	Yes	Norway	Peter T		5	Market for home cooking of children			
Accelerace	Idun Audio	Soundtech	During everyday	https://idun-audio.com	Yes	Denmark	Peter T		7	Spatial sound - growing through more and more headphones			
Accelerace	Impactly	AI for calculating	Impactly is an AI	https://www.impactly.com	No	Denmark	Peter T		6	Market for analysing impact			
Accelerace	Smallclaims	Platform for auto	By using ML and	https://www.smallclaims.com	No	Denmark	Peter T		3	Market for			
Overkill	Kedeon	Supply chain & f	Supply chain & f	https://kedeon.com	No	Latvia	Peter T		6	Market for monitoring logistics			
Overkill	Ubitrack	AI-empowered o	AI-empowered o	https://ubitrack.com	No	Bulgaria	Peter T		3	Tracking sportsperformance			
Overkill	Drafter	No-code AI tool.	https://drafter.ai/	https://drafter.ai/	No	Ukraine	Peter T		5	AI for business intelligence in a box			
Overkill	Meredot	Wireless chargin	https://meredot.com	https://meredot.com	No	Ukraine/US	Peter T		6	Charging wireless - probably extremely competitive market			
Overkill	Medinav	AI medical assis	https://medinav.com	https://medinav.com	Yes	Romania	Peter T		6	Automation in healthcare is growing fast			
Overkill	Joynt	Immersive online	https://joynt.com	https://joynt.com	Yes	Poland	Peter T		2	Community buildig software - has some Beta			
XL Radar	Whisp	Tech - foreign e	WHISP provides	https://www.whisp.com	Yes	Bulgaria	Peter M		3	Presumably relocation is becomin raising 200K – structuring an 80k round from us and another corporate co-investor			
XL Radar	Relaxifyapp	Medtech	Relaxify App wa	https://relaxifyapp.com	No	Bulgaria	Peter M		3	Mental healthcare apps	just closed a syndicate of 200k and can let you in at the same terms		
XL Radar	Swayde	Tech platform - e	Swayde is an e-l	https://swayde.com	No	Bulgaria	Peter M		2	Minimal beta mostly in the long ta raising 200K, we are ok with 25k additionally from us provided there is a co-investor			
XL Radar	Foodobox	Tech platform - f	By saving food fi	https://foodobox.com	Yes	Bulgaria	Peter M		3	With people bec	Prob very compe raising 250K – just closed 50k from us + 50k commitment		

XL Radar	Edamam	Foodtech	B2B nutritional d	https://www.edar	No	US/Bulgaria		Peter M	n/a	12Y old compan raising 300k through an SPV, of which we syndicated a 200k round with angels and one more fund				
XL Radar	HMK		Multiplayer math	https://www.tivor	No	Bulgaria		Peter M	n/a	It's a game. raising 200k				
FundingBox	re_data Sp. z o.o.	Tech - data dash	We help you con	https://www.getr	No	Poland		Peter M	2	No clear beachhead. Some shift if ideally \$1M equity round. But also open for CLAs.				
FundingBox	Smart labs Sp. z o.o.	Medtech	Customy Vision i	https://customy.eu	Yes	Poland		Peter M	2+	Not sure if there's beta here. I cou Open for CLAs				
FundingBox	SolvBot Sp. z o.o.	Tech - legal	Platform for lega	https://www.solv	No	Poland		Peter M	2	There is some shift among consu Probably not raising now				
FundingBox	Gyfted Sp. z o.o.	Tech - recruiting	We help candida	https://www.gyfte	No	Poland		Peter M	3	Definite beta in hybrid and remote Rolling round in PL and US (SAFE)				
FundingBox	Talkie Sp. z o.o.	Tech/digital heal	Voicebot for mec	https://talkie.ai/	Yes	Poland		Peter M	2+	A shortage of staff and consumer Probbaly not raising now				
FundingBox	Climatca Sp. z o.o.	Sustainability	We offer new, re	https://www.clim	No	Poland		Peter M	3	The extreme weather events may Open for CLAs				
FundingBox	Quantee Sp. z o.o.	Tech - insurance	We help insurers	https://www.quar	No	Poland		Peter M	2	Insurance providers - not many ne Rolling round in UK (based on ASA)				
FundingBox	Sprana	Process monitor	We are experts i	https://sprana.eu	No	Lithuania		Peter M	n/a	I don't understand what they do from the description or website				
FundingBox	Photonics Innovation sp.					Poland		Peter M	n/a	No description or website				
FundingBox	Photosynthetic E 3D printing		Photosynthetic is	https://photosyn	Yes	Netherlands		Peter M	2+	No idea who's bi Interesting tech. Not sure about the applications.				
FundingBox	AM2M Sp. z o.o.	Medtech	An unique, non-i	https://inoko.visi	Yes	Poland		Peter M	3	Neurodegenerative diseases are increasing rapidly, and so may be their diagnosis market				
FundingBox	Hypermemo Oy	Laser tech	GLASER™ trans	https://hypermer	No	Finland		Peter M	n/a	9y old company and has raised at least 1.2M				
FundingBox	Finovia Aviation					Spain		Peter M	n/a	n/a	No description or website			
FundingBox	Travatar	Marketing tech	Stop wasting mo	https://travatar.ai	??	Poland		Peter M	1	Marketing tech for online advertisers				
FundingBox	Real Time Care	Tech for horses	(When you are av	https://horsano.c	No	Poland		Peter M	2	Pet wearables is a growing market but horses are not.				
FundingBox	Cyber Logistics					Poland		Peter M	n/a	n/a	No description or website			
FundingBox	Palsyvue P.S.A.	Medtech/digital I	Palsyvue is an ir	https://palsyvue	Yes	Poland		Peter M	2+	AI in diagnostic imaging is growing, as well as the demand for healthcare services. The shift is slow.				
FundingBox	Lumilook Sp. z o.o.	Tech - software	Software for dete	https://lumilook.c	No	poland		Peter M	3	Warehouse market is growing, so are the concerns about employee safety at them.				
FundingBox	Gleevery	Sharing of eletro	Gleevery is inno	https://www.glee	Yes	Poland		Peter M	3	Consumers are increasingly interested in models that reduce environmental impact				
FundingBox	MP SOFTWARE	Platform	Platform for takir	https://pethomer	Yes	Poland		Peter M	2	The pet owner market is not growing significantly. The preferences may be changing.				
FundingBox	BOTWISE.io Sp.	Search platform	Leverage natura	https://www.botw	No	Poland		Peter M	2+	Number of customer service agents is increasing.				
FundingBox	LightApply	Platform	Platform for han	https://lightapply	No	Poland		Peter M	1	I would guess that temp agencies they raised a preseed round of 120k eur				
FundingBox	Motorskins UG (Material science	MotorSkins bring	https://motorskins.com/		Germany		Peter M	3	Soft robotics is a fast growing mai they raised a preseed round of 300k eur				
FundingBox	Proky.io	Platform for tradi	Proky is a procu	https://proky.io/	Yes	Poland		Peter M	2+	I guess the importance of reducing the food waste may be a behaviour change driver, but in general, those market segments are not growing (maybe som				
FundingBox	Element sp. z o.o.	Recruitment soft	Element offers re	https://elementa	No	Poland		Peter M	1	Applicant tracking systems are an established market with no beta.				
FundingBox	Zoyya	Mobiel app for bi	Platform for bool	https://www.zoyy	Yes	Croatia		Peter M	2	Changing behaviour but no new customers entering the hairdresser market				

ANNEX 2: SHORTLISTED STARTUPS

Partner name	Startup name	Sector	Description	Website	male founder/co-founder	Country	Team Size	Assigned to:	Beta	Market	Comments	Investment scope
XL Radar	Storied Data	tech	Data visualization platform	https://storieddata.com/	No	Bulgaria		Verica		3	Provider of suite solutions for infographics data.	raising 300k
XL Radar	Ubitrack	Sports tech	Ubitrack is an optical tracking system	https://ubitrack.eu/	No	Bulgaria		Verica		3	Provider of sports data and analytics services.	Founded 2017. Overkill Ventures
XL Radar	Askthecp	Medtech platform	We can provide support for hospitals	https://www.askthecp.com/	Yes	Bulgaria		Verica		2	Healthcare software solution and hospital management services.	raising 200K - structured
XL Radar	Foodobox	Tech platform - food waste	By saving food from being thrown away	https://foodobox.com/en/	Yes	Bulgaria		Peter M		3	With people becoming more conscious about food waste (and have less money) this could see high beta.	Prob very competitive
XL Radar	Relaxifyapp	Medtech	Relaxify App was born from a need for mental health support	https://relaxifyapp.com/	No	Bulgaria		Peter M		3	Mental healthcare apps	just closed a syndicate round
XL Radar	Whisp	Tech - foreign employees	WHISP provides an automatic visa application service	https://www.whisphealth.com/	Yes	Bulgaria		Peter M		3	Presumably relocation is becoming more common post covid with employees driving this and employers enabling it.	raising 200K - structured
Overkill	Kedeon		Supply chain & facility management	https://kedeon.com/	No	Latvia		Peter T		3	Market for monitoring logistics	
Overkill	Meredot		Wireless charging technology	https://meredot.com/	No	Ukraine/US		Peter T		3	Charging wireless - probably extremely competitive market	
Overkill	Medinav		AI medical assistant that can help with diagnosis	https://medinav.eu/home	Yes	Romania		Peter T		3	Automation in healthcare is growing fast	
Overkill	Drafter		No-code AI tool.	https://drafter.ai/	No	Ukraine		Peter T		2	AI for business intelligence in a box	
ISDI	Brave Corporation	Cryptofinance	BraveCorp re-designs payment systems	https://www.brave-corp.com/	Yes	Spain		Verica		4	Payment system with age-limits	Product with good rating. The team is mix of marketing and developers
ISDI	Purcity	Sustainability	Improving the human's carbon footprint	https://purcity.com/	No	Denmark		Verica		4	A patented, Carbon Capture (CO2) air purification system for buildings and construction walls	Two full-time. Founded in 2017, Accelerace was in touch in 2018 and decided not to invest. Reason not clear
ISDI	Smart Lollipop	Health	The Smart Lollipop is a medical device that detects diseases for kids	https://thesmartlollipop.com/	Yes	Spain		Verica		4	Great tool with results of the diagnosis in a minutes and in a online platform.	They are founded at 2017
ISDI	Microwave Solutions	Circular economy	A catalyst for change in the circular economy	https://www.microwave.com/	Yes	Germany		Verica		2	Provider of waste recycling services. Pivot into Bits & atoms deeptech - empowering circular carbon and advanced carbon material	Team with more than 20+ years of original insights
ISDI	CyberEdu	EdTech	We bridge the gap between cybersecurity education for students, individuals and employees.	https://cyberedu.ro/	Yes	Romania		Verica		4	Useful cybersecurity education for students, individuals and employees.	The team is part of the actual cybersecurity company called BIT SENTINEL. It would be good to check if they have separate entity in Estonia. Founded 2018, there is a lot of competition in providing chatbots, but they seem to do good.
ISDI	InterVeU	EdTech	Find your voice with InterVeU	http://endurae.com/	Yes	Spain		Verica		3	chatbot	
ISDI	eKidz Smart	EdTech	Mobile story based language learning platform for kids	https://www.ekidz.eu/en/	Yes	Germany		Verica		3	Provider of a german language learning platform for kids	Great rating, but might be too late for us.
ISDI	Lulla Care	Health	Lulla provides your employees with a better work-life balance	https://lulla.care/	No	Spain		Verica		3	One of the most famous app for baby care and sleep management at google store.	Rating 4/5, they have fast growing competitors. Founded 2018
ISDI	Almentia	Health	Virtual clinic powered by AI	https://www.aimentia.com/	No	Spain		Verica		3	Software for mental health professionals	Extremely crowded healthtech space. However, the team has original insight and they seem to have some revenue. Founded 2019
ISDI	Lactapp	Health	LactApp is the first app for lactating mothers	https://lactapp.com/	Yes	Spain		Verica		3	Mobile app for custom information on lactation	Founded 2016. Full team with original insights. It might be too late for us. The team is 10+ people
FundingBox	collectID AG	Clothing tech	Products get equipped with smart tags	https://collectid.io/	No	Switzerland		Peter T		4	Market for smart clothing with focus on sports merchandise. AI for autonomous vehicles. An interesting growing market	Not fundable from our program - have raised alot already
FundingBox	ARTI - Autonomous Robots		Robot for urban transportation	https://arti-robots.com/	No	Austria		Peter T		4		It seem to be mostly consultancy

FundingBox	Choicer	Tech platform	The mechanics of the C	https://choicer.org/	No	Poland		Peter T	4	Marketing data on consumer behavior			
FundingBox	EFM Sp. z o.o.	Medtech	We turn cardiology ups	http://www.engineersfo	No	Poland		Peter T	4	Diagnostic for cardiovascular deceases. A market that will grow with still more people wit obesity			
FundingBox	IQ Biozoom Sp. z o.o.	Medtech	IQ Biozoom introduces	https://iqbiozoom.com/	Yes	Poland		Peter T	4	Market for diabetes - glucose measuring non-invasive			
FundingBox	Reco Fibre	Sustainability	Fabrics for cloth made	https://recofibre.com/	Yes	Poland		Peter T	4	Sustainability in clothing by reusing cloth - like our own UpCycle			
FundingBox	VitreaLab GmbH	Display tech	Inspired by quantum pl	https://vitrealab.com/	Yes	Austria		Peter T	3	VR and AR market with focus on increasing quality of displays			
FundingBox	Sentin GmbH	Inspection software	The sentin team is mad	https://sentin.ai/en/home	No	Germany		Peter T	2	Market for inspection	It is not likely that they will take our offer		
FundingBox	Cashy sp. z o.o.	Tech - fintech	Cashy can be the soluti	https://cashy.pl/en	Yes	Poland		Peter T	2	Payment solution for earlier payments			
FundingBox	Magnetoo	Payment software	Magnetoo enables tradi	https://magnetoo.store/	No	Ukraine		Peter T	2	Self payment shopping - checkout automatically	Extremely competitive market		
FundingBox	Gyfted Sp. z o.o.	Tech - recruiting	We help candidates dis	https://www.gyfted.me/	No	Poland		Peter M	3	Definite beta in hybrid and remote work (albeit slowed now a bit)		Rolling round in PL and	
FundingBox	Climatca Sp. z o.o.	Sustainability	We offer new, revolutio	https://www.climatica.a	No	Poland		Peter M	3	The extreme weather events may drive beta, especially in agriculture		Open for CLAs	

ANNEX 3: LIST OF INVESTORS

INVESTORS	Contact person	website	Connected startup	Warm connection person	PARTNER
Secways	Ana Lopez Soler,	https://secway.com	Gyfted, Climatica, a	Emily Carroll	ecarroll@isdi.e ISDI
Inveready	Ignacio Fonts, @In	https://inveready.com	Cashy, Climatica	Emily Carroll	ecarroll@isdi.e ISDI
Kibo Ventures	Juan Lopez Santar	https://kibover.com	Gyfted	Emily Carroll	ecarroll@isdi.e ISDI
mundi ventures	Javier Sanchez, Llu	Javier Sanchez	Gyfted, Cashy	Emily Carroll	ecarroll@isdi.e ISDI
Dimitris Matsakis	Dimitris Matsakis	https://www.lir.com	Foodobox	Angel Angelov	angel@innova Innovation Cap
Sofia Angel Ventures	Milen Ivanov, @ So	https://sofiaver.com	Climatica, MediNav	Angel Angelov	angel@innova Innovation Cap
Vitoshia Venture Partne	Stoyan Nedin @Vit	https://www.vit.com	Ubitrack Sport	Angel Angelov	angel@innova Innovation Cap
New Vision 3	Aleksandar Terziyski	https://www.newvision3.com	Ubitrack Sport, Foo	Angel Angelov	angel@innova Innovation Cap
Depo Ventures	Jan Krahulik@ Dep	https://depoventures.com	MediNav, Cashy, Cli	Angel Angelov	angel@innova Innovation Cap
DYNAX Invest	Krasimir Kehayov	http://dynaxinvest.com	all	Angel Angelov	angel@innova Innovation Cap
Curiosity VC / Crossprin	Maurice Beckand \	https://www.curiosityvc.com	Gyfted	Angel Angelov	angel@innova Innovation Cap
Seedblink	Angel Hadjiev@ Se	https://seedblink.com	Lulla Care, Ubitrack	Angel Angelov	angel@innova Innovation Cap
Lyubomir Tankishev	Lyubomir Tankishev	https://www.lir.com	all	Angel Angelov	angel@innova Innovation Cap
Zdravko Markov	Lemark Invest	https://www.lir.com	all	Angel Angelov	angel@innova Innovation Cap
Pale Blue Dot	Eirini Gavala	https://paleblue.com	Foodobox	Verica Poposki	verica@accelerace Accelerace
VITA	Paolo Borella	https://www.vita.com	Lulla Care, MediNav	Verica Poposki	verica@accelerace Accelerace
UpFIN	Oliver Sjostedt	https://www.upfin.com	Chasy	Verica Poposki	verica@accelerace Accelerace
Jacob Knobel	Jacob Knobel	https://www.lir.com	all	Verica Poposki	verica@accelerace Accelerace
Sony Innovation Fund	Jay Dekleva	https://www.sc.com	MediNav, Ubitrack	Verica Poposki	verica@accelerace Accelerace
Nicolaj Hoier	Nicolaj Hoier	https://www.lir.com	all	Peter Torstens	pto@accelerac Accelerace
Heartcore Venture	Signe Marie	https://www.heartcore.com	Climatica, Cashy, Gy	Peter Torstens	pto@accelerac Accelerace
Eske Grunge	Eske Grunge	https://www.lir.com	Climatica, Cashy, Gy	Peter Torstens	pto@accelerac Accelerace
BII	Jens Nielsen	https://bii.dk/pi	Medinav, Admira	Peter Torstens	pto@accelerac Accelerace
Anna Podkowinska	Anna Podkowinska	https://www.lir.com	all	Michał Olszew	michal@fundii FundingBox
SMOK Ventures	Diana Koziarska@	https://www.smok.com	Gyfted, MediNav, R	Michał Olszew	michal@fundii FundingBox
WP2	Wojciech Pysiewicz	https://wp2.invest.com	Cashy, Ubitrack, Lul	Tomasz Mazur	tomek@fundir FundingBox
Nunatak Capital	Piotr Cizkowicz@ N	https://www.nunatak.com	Gyfted, Chasy	Tomasz Mazur	tomek@fundir FundingBox
Market One Capital	Marcin Kurek@ Ma	https://moc.vc	Lulla Care, Foodobc	Michał Olszew	michal@fundii FundingBox
Innovation Nest	Marek Kapturkiewi	https://innovationnest.com	Ubitrack, Gyfted, M	Michał Olszew	michal@fundii FundingBox

Movens Capital	Przemysław Jurgie https://movens Gyfted, MediNav, R	Michał Olszew: michal@fundir FundingBox
Inovo VC	Tomasz Swieboda https://inovo.vc Relaxify, Cashy, Clin	Tomasz Mazur: tomek@fundir FundingBox
Sunfish	Marcus Erken, @ S https://www.sunfish Gyfted	Tomasz Mazur: tomek@fundir FundingBox
Iron Wolf Capital	Zygimantas Susny: https://www.ironwolf Gyfted, Climatica, C	Peter Marcular pema@accelerace Overkill
Wallace Green	Wallace Green https://www.linkec all	Peter Marcular pema@accelerace Overkill
New Nordic Ventures	Dmitrijs Saikovskis https://newnordic Gyfted, Climatica	Peter Marcular pema@accelerace Overkill
Bad ideas fund	Raimonds Kulberg https://badideasfund Gyfted, Climatica, C	Peter Marcular pema@accelerace Overkill
Fiedler Capital	Robert Hegedues, https://www.fiedler Gyfted, Climatica, C	Peter Marcular pema@accelerace Overkill
ACCELERACE	PETER TORSTENSEN https://accelerace ALL	
INNOVATION CAPITAL	ANGEL ANGELOV https://www.innovationcapital ALL	
FUNDINGBOX	SANYU KARANI https://fundingbox ALL	