

BEYOND

Deliverable 4.2
BEYOND
Impact assessment

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D 4.2 BEYOND

Impact assessment

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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 was open in 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.



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



Executive Summary

This deliverable presents the findings and insights obtained during the practical implementation of the [D.1.1] Joint Program Playbook throughout WP4. The main objective was to exchange pipeline (Task 4.1), exchange mentors and experts (Task 4.2), host bootcamps (Task 4.3), set up dealroom for investors (Task 4.4) and implement monitoring and assessment tools as part of the continuous due diligence process (Task 4.5).

The report describes the key activities carried out during the second program edition, the lessons learned, and the descriptive Key Performance Indicators (KPIs) achieved during the implementation process. The impact assessment of the second edition was also reported, laying the groundwork for the program beyond the timeframe of the project.

The key lessons learned from Batch 2 were that the virtual acceleration program is perfectly scalable, collaboration between the partners is fully integrated and the full sustainability of the project, including its financial and economic viability is perfectly feasible.

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Annex 1: Startups applied to the program

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Annex 3: Feedback from Survey

1. Start-ups attracted by the project

The Impact Assessment of the 2nd Batch of the BEYOND project highlights the main activities, lessons learned, and KPIs achieved during the first calendar year of joint activities.

The second phase of the BEYOND project focused on supporting startups from all around Europe and startups that are part of different European ecosystem. AN Open Call was published mid-September with application deadline of November 17, 2023. A total of 180 startups applied (197 total applications) to enter the program during this phase. In the table can be seen number of applications per country.

<input type="checkbox"/> BULGARIA: 41	<input type="checkbox"/> LATVIA: 12	<input type="checkbox"/> NETHERLANDS: 3
<input type="checkbox"/> SPAIN: 18	<input type="checkbox"/> GREECE: 6	<input type="checkbox"/> GERMANY: 4
<input type="checkbox"/> OTHER countries: 15	<input type="checkbox"/> SERBIA: 5	<input type="checkbox"/> LITHUANIA: 4
<input type="checkbox"/> ESTONIA: 12	<input type="checkbox"/> SWEDEN: 4	<input type="checkbox"/> ITALY: 4
<input type="checkbox"/> UNITED KINGDOM: 11	<input type="checkbox"/> CZECHIA: 4	<input type="checkbox"/> CROATIA: 2
<input type="checkbox"/> ROMANIA: 9	<input type="checkbox"/> IRELAND: 4	<input type="checkbox"/> FRANCE: 3
<input type="checkbox"/> POLAND: 13	<input type="checkbox"/> TURKEY: 3	<input type="checkbox"/> DENMARK: 3

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

Creating an Open Call: Each partner shared the Open Call among their network, 180 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. We consider this a real success for the consortium as the required KPI marker was 100 applications.

Scoring Process - Analyzing Startup Viability: The selection process was divided into several components. Out of the total list of offered startups, four 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 25 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 OnePass platform. Detailed list can be seen in Annex 2.

Lessons Learned:

- Marketing efforts need to be planned in advance with structured marketing campaign and collective partners' efforts in place in different regions in order to extend the exposure to more European countries.
- The geographic reach of the selected companies was very positive – relevant applications from almost every European country were included in the long list that endured due diligence process.
- Application of regional relevance was applied in order to improve the rationale for the Eastern European startups and the ability to match with relevant investors (Eastern and Western European) outside their home regions.
- 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.
- As opposed to Batch 1, the approach this time was to broaden the range of eligible startups, except for alumni startups from previous acceleration programs. The OnePass Project streamlined the application process and leverage existing and future infrastructures provided by EBSI (European Blockchain Services Infrastructure).
- The open call promotion ran on BEYOND social media, partner's websites and newsletters in order to make greatest impact on the reach as well as the quality for the startup applications.

2. Start-ups supported within program

The 180 applications were scored by 10 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 OnePass platform.

Following the initial scoring process, a Selection Meeting was held, where all partners collaborated to choose 25 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 selected startups. This allowed for in-depth discussions and evaluations of each startup's business model, viability, and potential for growth.

Lessons Learned

- The broader reach and marketing activity outside the partner organizations was well executed considering the number of received applicants – 180 from 16 countries. We were able to 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 aimed to enhance the effectiveness and inclusivity of the program. These lessons learned are 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 – long list of filtered startups

Startup	Oneliner	Website	Country
Salesforge	Sales Automation- Send unique emails in any language at any scale	https://www.salesforge.ai	ESTONIA
Agenta AI	The developer platform for building LLM apps	https://agenta.ai	GERMANY
Mindset Design	SportTech- Mindset training app for junior athletes	https://mindset.design	BULGARIA
PERMITS to Fly	Airtransportation- Automation of manual work in aviation_global	https://permits.aero/	POLAND
AIDE (AI Driven Education)	Data Visualization for students- virtual tutors+data analysis pipelines, optimising multimodal content delivery and learning assessments in real time	https://aide.healthcare	ROMANIA
SUBmerge Baltic	Underwater Drones- New approach underwater infrastructure monitoring	http://submergebaltic.com	LATVIA
Razzle	Slack that distracts you less.	https://razzle.ai	ESTONIA
Fintellect	Streamlined finances for professional services	http://fintellect.pro	ESTONIA
CarsCentral	All-in-one digital platform for vehicle management	https://www.carscentral.net/	BULGARIA
Pocket IP	LegalTech- Easy and affordable trademark portfolio management, helping minimize the risk of mistakes	https://pocketip.com/	ESTONIA
Travatar	Cyber Security- Website defender against ad fraud and fake traffic	https://travatar.ai/	POLAND

Flowix	Collect signed documents with a single link	https://www.flowix.co/en	POLAND
Bdetect	MedTech- Skin cancer detection device powered by AI	https://www.bdetect.com/	LATVIA
Bye Stuttering	HealthTech- The AI driven stuttering/stammering solving app	https://www.byebystuttering.com/	BULGARIA
RedFrog	Social network - App that allows users to see information about other people around them with precisely tagged Augmented Reality overlays.	https://redfrog.ai	LATVIA
Therminer	CleanTech- Substitute to traditional heating systems in houses saving 70% of their heating expenses.	https://therminer.com/en/home-english/	SPAIN
HomePort	Aerospace- optimizes the entirely data delivery infrastructure from ground station to end user, enabling a more cost-effective and timely delivery of data - opening the doors for many new users into satellite observation.	https://homeport.network	BULGARIA
Fight Scout	SportTech- Linkedin for atlets- The first mobile app that unites all combat sports	https://www.fightscout.app	BULGARIA
ENAKL	Smart City- Tech enabled mass transit solutions with ride pooling service	https://www.enakl.com	FRANCE
Kelp Digital OU	LegalTech for Digital media- Store, publish, & manage your content across platforms with all the rights safeguarded, establishing how your digital assets accessed & used by others.	https://kelp.digital/	ESTONIA
Cautcurier	Sensor- real-time monitoring of shipments with smart tag(location, shock, security, temperature, humidity, freefall, tilt) allowing businesses to conect with last mile couriers.	https://cautcurier.ro/	ROMANIA
Anora	Wearables- Smart glove for blind people	https://anora.rs	SERBIA
DAPR	Compliance- we organize and automate cybersecurity processes	https://redintogreen.dapr.pl/en/	POLAND
Resuppl.AI	Consumer Goods Demand Planning Using AI	https://resuppl.ai	LITHUANIA
Nearine	Digital therapy for mild and moderate depression	http://www.nearine.com	ITALY

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.

Finally, the initial number of 25 startups that went through the DD process were filtered by the reviewers and a list of 11 startups were selected to continue in the program to the bootcamps.

4. BEYOND startups – 2nd Batch camps

Startup	Oneliner	Website	Country
Salesforge	Sales Automation- Send unique emails in any language at any scale	https://www.salesforge.ai	ESTONIA
Agenta AI	The developer platform for building LLM apps	https://agenta.ai	GERMANY
Mindset Design	SportTech- Mindset training app for junior athletes	https://mindset.design	BULGARIA
PERMITS to Fly	Airtransportation- Automation of manual work in aviation_global	https://permits.aero/	POLAND
AIDE (AI Driven Education)	Data Visualization for students- virtual tutors+data analysis pipelines, optimising multimodal content delivery and learning assessments in real time	https://aide.healthcare	ROMANIA
SUBmerge Baltic	Underwater Drones- New approach underwater infrastructure monitoring	http://submergebaltic.com	LATVIA
Razzle	Slack that distracts you less.	https://razzle.ai	ESTONIA
Fintellect	Streamlined finances for professional services	http://fintellect.pro	ESTONIA
CarsCentral	All-in-one digital platform for vehicle management	https://www.carscentral.net/	BULGARIA
Pocket IP	LegalTech- Easy and affordable trademark portfolio management, helping minimize the risk of mistakes	https://pocketip.com/	ESTONIA
Travatar	Cyber Security- Website defender against ad fraud and fake traffic	https://travatar.ai/	POLAND

5. BEYOND internal experts – 2nd Batch camps

A total of 17 internal mentors took part at the first Kick Off of the first camp at the 2th batch of the BEYOND program.

	Name	Role	Organisation
1	Verica Poposka	Coordination/Mentor	Accelerace
2	Michal Olszewski	Mentor	Fundingbox
3	Jesus Tapia	Mentor	ISDI
4	Angel Angelov	Mentor	Innovation Capital
5	Peder Nedergaard	Mentor	Fundingbox
6	Krasimir Kehayov	Mentor	Innovation Capital
7	Yavor Gochev	Mentor	Innovation Capital
8	David V. Today	Mentor	Accelerace
9	Peter Torstensen	Mentor	Accelerace
10	Peter Marculans	Mentor	Accelerace
11	Claus Kristensen	Mentor	Accelerace
online	Mads Løntoft	Mentor	Accelerace
12	Rebecca Guacan	Coordination	Accelerace
13	Fernando Rullán	Marketing	Fundingbox
14	Hans Christian Mandøe	Marketing	Accelerace
15	Eske Gunge	Speaker	Investor, Co-founder of Actimo
16	Frederik Han	Speaker	Co-founder of Actimo

6. CAMP 1

Camp 1, held in Sofia, 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. The recap session provided valuable insights into fundraising strategies, and deep dives with mentors offered personalized guidance to refine investor presentations.

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. The approach for the Deep Dives was to assign personal mentors or mentor duos for different startups and the same mentors to lead the startup along the journey of the camps as well as track their progress till the end of the program, which was a much better approach rather than random assignments with different startups and mentors each session.

Overall, the Impact Assessment of the 2nd 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, Sofia – Mentors Assignments

GROUP 1	day 1		
		Mentor 1	Mentor 2
	Salesforge	Yavor Gochev	David V. Today
	Fintellect		Mads Løntoft (online)
	Mindset Design	Peder Nedergaa	Peter Torstensen
	PERMITS to Fly	Angel Angelov	Claus Kristensen
	CarsCentral	Jesus Tapia	Michal Olszewski
	SUBmerge Balt	Krasimir Kehayo	Peter Marculans
GROUP 2	day 2		
		Mentor 1	Mentor 2
	Razzle	Angel Angelov	Claus Kristensen
	Agenta AI	Krasimir Kehayo	Peter Marculans
	Pocket IP	Yavor Gochev	David V. Today
	Travatar	Michal Olszewsk	Jesus Tapia
	AIDE (AI Driven	Peder Nedergaa	Peter Torstensen
GROUP 1	13:00 - 14:30		
		Mentor 1	Mentor 2
	Salesforge	Yavor Gochev	David V. Today
	Fintellect		Christian Waarst
	Mindset Design	Peder Nedergaa	Peter Torstensen
	PERMITS to Fly	Angel Angelov	Claus Kristensen
	CarsCentral	Jesus Tapia	Verica Poposka
	SUBmerge Balt	Krasimir Kehayo	Peter Marculans
GROUP 2	15:00 - 16:30		
		Mentor 1	Mentor 2
	Razzle	Angel Angelov	Claus Kristensen
	Agenta AI	Krasimir Kehayo	Peter Marculans
	Pocket IP	Yavor Gochev	David V. Today
	Travatar	Michal Olszewsk	Jesus Tapia
	AIDE (AI Driven	Peder Nedergaa	Peter Torstensen

GROUP 1	09:00 - 10:00		
		Mentor 1	Mentor 2
	Salesforge	Yavor Gochev	David V. Today
	Agenta AI	Michal Olszewsk	Mads Løntoft (online)
	Mindset Design	Peder Nedergaa	Peter Torstensen
	PERMITS to Fly	Angel Angelov	Claus Kristensen
	CarsCentral	Jesus Tapia	Verica Poposka
	SUBmerge Balt	Krasimir Kehayo	Peter Marculans
GROUP 2	10:30 - 11:30		
		Mentor 1	Mentor 2
	Razzle	Angel Angelov	Claus Kristensen
	Fintellect	Krasimir Kehayo	Peter Marculans
	Pocket IP	Yavor Gochev	David V. Today
	Travatar	Michal Olszewsk	Jesus Tapia
	AIDE (AI Driven	Peder Nedergaa	Peter Torstensen

The culmination of Camp 1 ended with a live Demo Day that was held in a indoor venue in Sofia – Carving Indoor Ski Bar, where 30 active local and international investors attended the Demo Day, actively participated in 10-minute pitches, asked relevant questions and were left to engage with the pitching founders/startups in informal networking meetings, when they could express their interest to invest, ask follow-up questions and set up in-depth meetings. The event was an overall success by matchmaking relevant early-stage international investors coming from funds, family offices, accelerators and business angel clubs with the participating startups in the program. The feedback from the founders was very positive and it was reported that tens of follow-up meetings were requested after the event.

7. CAMPS 2 & 3

Each startup had two Mock Meetings sessions in Camp 2 and Camp 3. Founders, joined by one or both Deep Dive mentors, pitched to external mentors/investors. Deep Dive mentors agreed between themselves on who will participate in the Mock Meetings. We aimed for investors who were not core to the startup, as these are "friendly" feedback meetings. The meeting followed this format: 1. Pitch from the startup 2. Q&A from the investor 3. Feedback on proof and story from the investor. Investors are instructed before the meetings to focus on feedback rather than actual investing. Furthermore, the feedback focused on the proof the startup needs to build - what proof would the investor like to see - and on the story - whether it resonated with the investor's thinking. The Deep Dive mentors (one or both) in the meeting took notes and make observations on how the meeting flows. Startups were responsible for sending their pitch deck to the external mentor/investor before the meetings.

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.
- 1.5-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. In some cases follow-up meetings or second Deep Dives were held as some startups either pivoted during the process or endured some structural and/or HR changes and further advise and feedback was sought by the internal mentors and the potential investors.

Time	Salesforge	Agenta AI	Mindset Design	PERMITS to Fly	AIDE (AI Driven Education)	SUBmerge Baltic	Razzle	Fintellect	CarsCentral	Pocket IP	Travatar
14:00	Tomasz Mazuryk	Karlis Auzins	Alessandro Malerba	Voldemars Bredikis	Maciej Zawadzinski	Teodora Berg	Yujie(Katelyn) Ye	Andraz Lognar	Christian Waarst	Zhenni Ling	Dennis Pospich
14:20	Karlis Auzins	Alessandro Malerba	Voldemars Bredikis	Maciej Zawadzinski	Dennis Pospich	Yujie(Katelyn) Ye	Andraz Lognar	Zhenni Ling	Tomasz Mazuryk	Christian Waarst	Teodora Berg
14:40	Alessandro Malerba	Voldemars Bredikis	Tomasz Kościeln	Dennis Pospich	Yujie(Katelyn) Ye	Andraz Lognar	Christian Waarst	Tomasz Mazuryk	Teodora Berg	Karlis Auzins	Zhenni Ling
15:00	Andraz Lognar	Tomasz Mazuryk	Christian Waarst	Alessandro Malerba	Tomasz Kościeln	Break	Zhenni Ling	Teodora Berg	Voldemars Bredikis	Maciej Zawadzinski	Karlis Auzins
15:20	Maciej Zawadzinski	Dennis Pospich	Yujie(Katelyn) Ye	Andraz Lognar	Christian Waarst	Tomasz Mazuryk	Tomasz Kościeln	Alessandro Malerba	Break	Teodora Berg	Break
15:40	Dennis Pospich	Yujie(Katelyn) Ye	Break	Zhenni Ling	Tomasz Mazuryk	Karlis Auzins	Alessandro Malerba	Voldemars Bredikis	Tomasz Kościeln	Break	Break
16:00	Yujie(Katelyn) Ye	Andraz Lognar	Zhenni Ling	Tomasz Mazuryk	Karlis Auzins	Alessandro Malerba	Voldemars Bredikis	Break	Dennis Pospich	Tomasz Kościeln	Maciej Zawadzinski
16:20	Zhenni Ling	Maciej Zawadzinski	Teodora Berg	Tomasz Kościeln	Break	Voldemars Bredikis	Break	Christian Waarst	Andraz Lognar	Alessandro Malerba	Yujie(Katelyn) Ye
16:40	Break	Break	Karlis Auzins	Break	Teodora Berg	Maciej Zawadzinski	Dennis Pospich	Tomasz Kościeln	Break	Tomasz Mazuryk	Christian Waarst

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 65 different investors, allowing for a tailored approach to maximize 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 batch is to add a minimum of 15 new investors, which was by far exceeded with the Demo Day that was attended by 30 active investors and 66 other investors were approached and/or introduced to the participants as a result of the consortium partners and the activities in the program.

8. BEYOND external experts – 2nd Batch

A total of 12 external experts took part in the mentorship sessions and the evaluation process as part of the ongoing monitoring of the program.

External mentor/investor	LinkedIn	Info	Email	Country	Partner organisation	No of meetings
Maciej Zawadziński	https://www.linkedin.com/in/maciej-zawadziński/	https://www.zawadziński.com/	maciej@zawadziński.com	Poland	Fundingbox	8
Voldemars Bredikis	https://www.linkedin.com/in/voldemars-bredikis/	Entrepreneur and	vbredikis@gmail.com	Latvia	Accelerace	8
Tomasz Mazuryk	https://www.linkedin.com/in/tomasz-mazuryk/	Managing Partner	tomek@fundingbox.com	Poland	Fundingbox	7
Teodora Berg	https://www.linkedin.com/in/teodora-berg/	Investor at VC Inv	teodora@inventur.com	Finland	Accelerace	7
Zhenni Ling	https://www.linkedin.com/in/zhenni-ling/	Ex-CEO at Skåne	Zhenni@liangzhen.com	Sweden	Accelerace	7
Alessandro Malerba	https://www.linkedin.com/in/alessandro-malerba/	Mentor at ISDI and	badgrass@me.com	Spain	ISDI	7
Dennis Pospich	https://www.linkedin.com/in/dennis-pospich/	Investor Single Fa	de.pospich@gmail.com	Germany	Accelerace	7
Christian Waarst	https://www.linkedin.com/in/christian-waarst/	Investor Manager	cw@accelerace.io	Denmark	Accelerace	7
Yujie(Katelyn) Ye	https://www.linkedin.com/in/yujie-ye/	Investor at NIO Ca	katelyn.ye@nioca.com	UK/China	Accelerace	7
Andraz Lognar	https://www.linkedin.com/in/andraz-lognar/	Entrepreneur, Bus	andraz@3fs.si	Slovenia	Accelerace	7
Karlis Auzins	https://www.linkedin.com/in/karlis-auzins/	Senior product dev	karlis.auzins@gmail.com	Estonia	Accelerace	7
Tomasz Kościelniak	https://www.linkedin.com/in/tomasz-kościelniak/	Investor at SMOK	tomasz.koscielniak@gmail.com	USA/Poland	Fundingbox	7

9. 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 2nd Batch of BEYOND emphasizes the regular collaboration between the consortium partners. 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.

10. Outcome of BEYOND 2nd Batch

Batch 2 turned out a huge success. The online survey, completed by all startups, shows high satisfaction results for all of them. The general satisfaction rate was 9 out of 10 (where 1 is the worst and 10 is the best). Annex 3 shows all the written feedback provided by the startups after each camp.

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.

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 still have the ability 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 to September 2024).

10.1. General Summary outcome of fundraising results

Startup's fundraising status								
Startup	Details	Website	Country	Status before during the Acceleration DD	Emails after Acceleration DD until Camp 1	Status at Camp 1	Status at Camp 3	Status after Camp 3- until August '24
Salesforge	Sales Automation- Send unique emails in any language at any	https://www.salesforge.ai	ESTONIA	Started this year- so no investments so far.	From: Frank Sondors <f@salesforge.ai> Date: Sunday, 18 February 2024 at	Raising 500K and the round is nearly committed at 5M cap. Closing by 2nd week of March. Bad Ideas Fund - 170K Spring Capital - 125K	Raised 5500K with the help from Accelerace. Super angel Maciej Zawadzinski joined the round within after meeting him via meeting organized by Accelerace.	PR for SalesForge: The next PipeDrive in sales execution, Salesforge secures 5500K in pre-seed
Agenta AI	The developer platform for building LLM apps	https://agenta.ai	GERMANY	No investments so far.		Raising 1M, we have ~100k committed from our previous investor (pro-rata), we are in late stage discussion with one lead investor and a second one that would co-invest 300k-500k	Signed term sheet. Currently in dd. Raising 1.1M	
Mindset Design	SportTech- Mindset training app for junior athletes	https://mindset.design	BULGARIA	The founders hold an 80%, with advisors and business angels including Stephane Guru (former manager of Danil Medvedev), Alanas		Secured 275K euros, the valuation of the company is 2.4M post-money. Our lead investor is NV3, they invested 200K euros, and we have 2 angel investors, Stephane Guror who is CEO of Top Five Management with 50K euros, and Alanas Raykov, the VP of growth	Raised so far 275K euros, valuation of the company 2,1M pre-money, looking for 200K euros more.	
PERMITS to Fly	Airtransportation	https://permits.warsz	POLAND	To date, they have received			0	We had two meetings with vs from the
AIDE (AI Driven Education)	Data Visualization for students-	https://aide.healthcare	ROMANIA	No investments so far.		300/500 secure in the coming weeks		Waiting for 250-300k in term sheets. raising the rest still
SUBmerge Baltic	Underwater Drones- New approach underwater infrastructure monitoring	http://submergebaltic.com	LATVIA	Received a €50k investment from Buildit, a Latvian accelerator, used in MVP development, and starting the military R&D project.		Raised approx. 200K eur but it is only if we raise another 100K eur	250K EUR secured	SUBmerge is interested in the €50k ticket from Accelerace. They secured a total of €200k in funding, with €100k from Buildit Latvia, €50k Scalewolf Lithuania + €50k
Razzele	Slack that distracts you less.	https://razzele.ai	ESTONIA	No investment so far.		Currently looking for funding, no commitments yet		Still fundraising. Currently eyeing a potential pivot
Fintellect	Streamlined finances for	http://fintellect.pro	ESTONIA	They have valuation of €2.5M. The current cap	From: Yegor Walowski	same		Half done current number
CarsCentral	All-in-one digital platform for vehicle management	https://www.carscentral.net/	BULGARIA	Founders have total ownership of 70%, with equal shares, additional 8% is allocated to an employee (at the moment belong to the CEO), and 21% belongs to Innovation Capital		If we reach our Target Amount on SeedBlink, we will be able to unlock additional investment of €30,000 from Bulgarian Angels Club's KDA syndicate and €50,000 from Accelerace through the BEYOND program we are currently participating in. At this point (with close to €200,000 raised), we will invite back into the round Sofia Angels Ventures, which	Raising 150k convertible loan bridge round (as part of €1.5m equity round) for international expansion, team development and investing in sales channels and infrastructure. • Type: convertible loan • Maturity: 18 months	
Pocket IP	LegalTech- Easy and affordable trademark portfolio	https://pocketip.com/	ESTONIA	So far they have one grant (equity free) and one business angel(5%).		Looking for the first round - 200-250k Euro for pre-seed. Evaluation 2-2.5 mln pre-money		We have interest from 5 potential VCs. No concrete commitments yet
Travatar	Cyber Security- Website defender against ad fraud and fake traffic	https://travatar.ai/	POLAND	The founders currently own the majority of the shares in the company, with 16% allocated to investors. Soft funding raised 550.000		In the process of securing funding ranging from 400,000 EUR to 500,000 EUR. While we have garnered interest from several potential co-investors, we are actively pursuing a lead investor. The recent attainment of traction significantly enhances our appeal, particularly for investors to whom it was a crucial "must-have" criterion. Concurrently, we are finalizing initial agreements with paying clients, including a notable collaboration with a Polish bank. This progress is expected to amplify investor interest, particularly among those for whom our achieved traction was pivotal.	Currently, we're building traction and have meetings lined up with potential investors. As of now, we haven't received any formal commitments, but there's significant interest.	

II. Conclusion

The main activities of the second calendar year of joint activities were successfully carried out. The consortium implemented successfully the activities outlined in WP1-4 for the second program edition.

During the Sustainability Edition, several valuable lessons were learned. The investment activity among the startup participants as well as the potential co-investors that are interested to participate in their rounds are generally more compared to Batch 1, however, the quantity of the deals to be closed still needs to be finalized and efforts in that direction

need to be implemented should the program become self-sustainable and fully marketable on a stand-alone basis.

The overall conclusion is the program has been a true international success with 5 destination countries (of the consortium members) being very exposed to the perks of the program and startups, mentors and investors from at least 10 other EU countries being involved in the exercises and getting access to this unique of its nature cross-border financing mechanism. The sustainability of the program has been verified and economically the model is well-positioned to be marketable on a stand-alone basis. The outcome of the second batch outcome the unachieved KPIs from the first batch.

Some KPIs:

Mentorship hours (KPI 1000 per cohort):

Cohort 1: 834,25 h

Cohort 2: 1285,25 h

No of start-ups attracted by the project (KPI 100 per cohort):

Cohort 1: 94

Cohort 2: 180

No of start-ups supported within joint programs (KPI 20 per cohort):

Cohort 1: 22

Cohort 2: 25

No of start-ups in the Camps (KPI 10 per cohort):

Cohort 1: 9

Cohort 2: 11

No of matchmaking meetings (KPI 20 per cohort):

Cohort 1: 81 (only speed dating)

Cohort 2: 88 (only speed dating)

It is important to mention that both BEYOND batches outshines with great diversity among startup founders. The Impact Assessment of the 2nd Batch demonstrates the successful execution of joint activities under the Sustainability Edition. Despite some challenges in the exchange of resources across ecosystems, the consortium's experience and commitment to learning from the 2nd year's lessons will lead into a collaborative environment between the partners, the investors involved and the external mentors to foster a sustainable virtual

ecosystem for cross-border investment with high-quality investment opportunities and a solid way to track progress and execute due diligence during the selection process. 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 long-term plan to foster sustainability and impact on the European startup ecosystem.

12. Annexes

Annex 1: Startups applied to the project

Annex 2: List of investors

Annex 3: Feedback from Survey

Annex 1: Startups applied to the project

Startup	Group	Application started	Company website	Company Entity Number	Country	Address	Postal code	City
WeavAir	POLAND	2023-11-17 17:03:08	https://weavair.com	7011109359	PL	WEAVAIR Sp. z o.o., al. Jerozolimskie 123A, Warsaw, Poland 02-017	02-017	Warsaw
P-Agro	LATVIA	2023-11-17 18:38:57	https://www.linkedin.com/company/p-agro-minerals/	40203406904	LV	O.Vaciesa 7-1	LV-1004	Riga
Gas Sample	POLAND	2023-11-17 20:06:22	https://www.gassample.com/en/	PL9662157780	PL	ul. Warszawska 6/32	15-063	Białystok
SUBmerge Baltic	FINAL SELECTION	2023-11-17 21:00:54	http://submergebaltic.com	40203418833	LV	Tallinas iela 51A	LV-1012	Riga
Joy	SWEDEN	2023-11-17 12:43:28	http://www.noyet.se	559435-7971	SE	Kostergränd 4A	211 75	Malmö
Resuppl.AI	FIRST SELECTION (pre-Acceleration dd)	2023-11-17 19:43:06	https://resuppl.ai	305565444	LT	Nemuno krant. 26-30	45273	Kaunas
Bright Story	BULGARIA	2023-11-17 04:57:19	https://www.brightstory.io/		BG	Koloman 6	1618	Sofia
Bye Bye Stuttering	FIRST SELECTION (pre-Acceleration dd)	2023-11-12 14:10:34	https://www.byebyestuttering.com/	205796432	BG	3G, Vitoshka zornitza str.	1415	Sofia
InsuLoc AI	ROMANIA	2023-11-17 07:51:49	https://www.insuloc.com/	46746760	RO	str. Ion Slavici nr. 18	900110	Constanta
PERMITS to Fly	FINAL SELECTION	2023-11-15 18:41:38	https://permits.aero/	PL9592050745	PL	6 Karola Otziewskiego	25-663	Kielce
Physio.baby	OTHER countries	2023-11-10 06:47:33	https://physio.baby	617467	CY	Griva Digheni 34, Block F21	8220	Chloraka
Rito Kids	ROMANIA	2023-11-15 09:13:28	https://www.ritokids.com/en	46646612	RO	B-dul 1 Decembrie 1918, Nr. 126, Bl. E. Sc. 1, Ap. 1	400326	Ciuj-Napoca
Hirebuddy	OTHER countries	2023-11-03 17:09:01	https://hirebuddy.at		AT			Vienna
Youngi	DENMARK	2023-11-17 15:12:31	https://www.youngi.studio/	14977219280	DK	Praestogade 9	2100	Copenhagen
AVERATO	BULGARIA	2023-10-20 20:52:19	https://www.averato.com/	207394795	BG	1112H Tsarigradsko Shose Blvd., Lab Building, first floor	1784	Sofia
Orbit8	LATVIA	2023-11-17 15:09:31	https://orbit8.app	40203469346	LV	10 - 35 Stacijas str.	LV-2114	Olaive
EYEDOO	LATVIA	2023-11-17 14:41:11	https://eyedoo.eu/	50203382561	LV	Pielbagas iela 19A	LV-4101	Cēsis
CloudGuide	SPAIN	2023-11-13 19:38:19	https://www.cloudguide.me/	66189228 ESB	ES			Barcelona
Razgovor.mk	ESTONIA	2023-11-17 14:55:06	https://razgovor.mk	16185361	EE	A. Lauteri 3	10114	Tallinn
Escape Boats	BULGARIA	2023-11-17 14:36:09	https://www.linkedin.com/in/george-petrov-97a212728/	207116148	BG	Mladost region, Struga street 49, floor 6	9000	Sofia
Planity	BULGARIA	2023-11-14 13:49:03	http://planity.tech		BG	str. Krum Kyuljankov 15, entr. B, et. 8	1172	Sofia
Foody	BULGARIA	2023-10-11 14:43:50	https://foody.to/	BG206285939	BG	21 13th of March str	1142	Sofia
loop	SERBIA	2023-11-03 10:24:20	https://loop.rs/	2198569	RS	Bul. Milutina Milankovica 11g	11070	Belgrade
pieces.market	POLAND	2023-11-16 14:21:30	https://pieces.market/	9662183702	PL	UL. WARSZAWSKA 6/32	15-063	BIALYSTOK
Biobased architectural materials	POLAND	2023-11-04 12:20:48	https://cameleo.pl/	933849	PL	Sikorskiego 139	63-100	Pszarnie
FinqUP Technology	BULGARIA	2023-11-15 15:48:41	https://www.finqup.com/	207033081	BG	ulitsa "George Benkovski"	1000	Sofia
Everyrun	ESTONIA	2023-11-17 13:03:00	https://www.everyrun.world/	16289735	EE	Lõõtsa tn 5-11	11415	Tallinn
Recheck	BULGARIA	2023-11-17 12:15:11	https://recheck.io/	BG204305695	BG	41 Shesti Septemvri str.	7000	Ruse
Carbon Checkout	SPAIN	2023-11-17 12:23:43	https://www.carboncheckout.com/	B16524332	ES	Camino Pontario, Ses Penyes 1	7714	Maó (Menorca)
PeaceByPeas	GREECE	2023-11-16 16:00:03	https://peacebypeas.eu	EL045161903	GR	11, Petroglianni Str.	34006	Amarynthos
Counterfake	TURKEY	2023-10-31 13:41:20	https://counterfake.ai	Turkey	TR	Sarıyer/İstambul Reşitpaşa Neighborhood, Katar Street, İTÜ An Technopolis Building 4, Block No: 2/50, Inner Door No: 6	34467	Istanbul
QLT	UK	2023-11-09 05:06:27	https://www.qlt.ltd/	5690870	GB	Kemp House, 160 City Road, London, England, EC1V 2NX	EC1V 2NX	LONDON
Scicake	CZECHIA	2023-11-07 18:07:08	https://scicake.com	CZ17061121	CZ	Přikop 84/34	60200	Brno
VERTLINER PRIVATE COMPANY	GREECE	2023-11-02 09:38:53	https://www.vertliner.com/	154129901000	GR	Patriarchou Grigoriou E' & Neapoleos 27 Street, NCSR 'Demokritos'	15341	Athens
Metabio	GREECE	2023-11-15 13:54:04	https://metabio.io/	147832704000	GR	Aglialiou 4, Harilaou	54250	Thessaloniki
nextribe	BULGARIA	2023-11-16 15:22:09	https://saravani.bg/	BG206979810	BG	Sofia, Cherni vrah 80-82 fl.1 ap.3	1000	Sofia
Kelp Digital OU	FIRST SELECTION (pre-Acceleration dd)	2023-10-17 11:28:08	https://kelp.digital/	16239967	EE	Kesklinna Innosova, Pärnu mnt 139c	11317	Tallinn
Quantacap	SERBIA	2023-11-17 11:09:38	https://www.quantacap.com/	66814521	RS	Bulevar Vudroa Vilsona 8a	11000	Beograd
Munassaf RVK	OTHER countries	2023-11-17 12:33:10	http://circularlibrary.network	5807160510	IS	Skolagerdi	200	Kopavogur
Anora	FIRST SELECTION (pre-Acceleration dd)	2023-11-14 12:02:37	https://anora.rs/	21463647	RS	Veljka Dugosevica 54	11050	Belgrade
Alox CRM	NETHERLANDS	2023-10-23 11:44:03	https://www.aloxcrm.com	77104889	NL	Beemdeweide 13	2811JJ	Reeuwijk
Digitized.im	POLAND	2023-11-17 10:00:54	https://digitized.im	PL5213754412	PL	Chmielna 73	00-801	Warsaw
Linxiv	BULGARIA	2023-11-14 22:37:33	https://linxiv.com/		BG	Han Omurtag 72	1124	Sofia
Thermimer	FIRST SELECTION (pre-Acceleration dd)	2023-11-03 09:07:28	https://thermimer.com/en/home-english/	B42749366	ES	Rio Razón 6, 3ºA	42003	Soria
swiftrobotics	UK	2023-11-17 00:24:50	https://swiftrobotics.ai/	11946389	GB			London
Shoot The Pimple Ltd	BULGARIA	2023-11-16 21:13:01	https://shimani.com/	Bulgaria	BG	1A, Vitoshka Blvd	1000	Sofia
AIDE (AI Driven Education)	FINAL SELECTION	2023-11-15 11:04:00	https://aidelearning.org	ROONRCJ12/3134/2023	RO	Strada G-Rai Traian Mosoiu, nr 65 apt 2	400000	Ciuj napoca
Umni	BULGARIA	2023-11-16 20:17:41	https://umni.bg	BG204765443	BG	56 Hristo Traikov Str.	1111	Sofia
ArchFix	SERBIA	2023-11-15 12:10:42	https://archfix.net/		RS			Nis
Travatar	FINAL SELECTION	2023-11-16 19:58:08	https://travatar.ai/	PL7162828885	PL	ul. Ignacego Mościckiego 1	24-110	Puławy
12Traders	OTHER countries	2023-11-06 10:40:01	https://www.nexora.co/	MK4057015528970	MK	Hristo Smimenski, 25/1-20	1000	Skopje
Mindset Design	FINAL SELECTION	2023-11-02 20:18:20	https://mindset.design	206299732	BG	13 Topli dol str.	1680	Sofia
Agents AI	FINAL SELECTION	2023-11-01 11:09:41	https://agents.ai	HRB 254081 Amtsgericht Berlin (Charlottenburg)	DE	c/o Antler Innovation GmbH, Jägerstr. 32	10117	Berlin
Digital Barn	BULGARIA	2023-11-16 16:48:41	https://www.proptes.com/		BG			Ruse
Giovanni's BV	NETHERLANDS	2023-10-20 11:29:20	https://www.giovaninestech.com/	78999555	NL	Ir. R.R. van der Zeelaan 1	8191JH	Wapenveld
Bdetect	FIRST SELECTION (pre-Acceleration dd)	2023-11-16 13:59:05	https://www.bdetect.com/	40203356868	BG	Ozoliemia 32 k-4 - 41	LV-1058	Riga
Flexy Fit	BULGARIA	2023-11-08 13:44:30	https://flexyfit.bg	BG2068669748	BG	18A Melitichina Polyana Street	1404	Sofia
trigr	IRELAND	2023-11-07 11:58:24	https://www.trigr.online	720636	IE	The Portershed	H91 HE9E	Galway
Emotionise AI	IRELAND	2023-11-16 07:46:49	https://www.emotionise.ai	640125	IE	156 Brightwater, Crosshaven, Co Cork	P43R2B5	Cork
Reevela	DENMARK	2023-11-06 10:54:27	https://www.reevela.com/	42660477	DK	Inge Lehmanns Gade 10	8000	Aarhus C
WaterTwin	BULGARIA	2023-11-08 13:21:02	https://www.ridetek.com/	206383130	BG		1784	Sofia
Nohto	NETHERLANDS	2023-11-13 14:15:49	https://nohto.biz	91341396	NL	Distelweg 295	1031 HD	Amsterdam
the SARM project	GREECE	2023-11-03 12:04:19	https://www.thesarmproject.com	Greece	GR	Leoforos Sygrou 196	17671	Athens
YAR	POLAND	2023-11-16 13:00:04	https://yarchain.org	YAR Sp.Z.o.o.	PL	Księcia Witoldów 49 / 15	50-202	Wrocław
SOLARSTEAM INC.	BULGARIA	2023-11-16 19:40:51	https://solarsteam.ca/	177517374	BG	16 "Mencha Kariicheva" Street, Unit 1	2700	Blagoevgrad
ORUGA	LATVIA	2023-11-15 23:05:34	https://oruga.eu	40203489732	LV	Gustava Zemgala gatve 78 - 1	LV-1039	Riga
Blink App - Say Hello to Web3	OTHER countries	2023-11-16 11:18:17	https://b-link.app		XX	Oemajl Shaqiri,42	42000	Ushtrri
Telkia	ESTONIA	2023-11-15 19:07:32	https://telkia.com		EE			Tallinn
WatchBuilt	LATVIA	2023-11-15 11:45:23	https://www.watchbuilt.com/	50203455441	LV	Tomsona street 33A-40	LV-1013	Riga
Pieglg	BULGARIA	2023-11-11 21:15:17	https://pieglg.com/	205945851	BG	Sredna gora 48	1303	Sofia
KidsGo	BULGARIA	2023-11-15 20:41:40	https://kidsgo.world		BG			Krчим
Fintelligence	LATVIA	2023-11-15 20:22:59	https://www.fintelligence.ai/	Fintelligence SIA	LV	Amatas street 11, Cesis	LV-4101	Cesis
Make My Cargo	BULGARIA	2023-11-13 09:21:02	https://makemycargo.com/bg/	206117877	GR			Sofia
Aisthesis Medical	GREECE	2023-11-11 14:50:37	https://aisthesismed.com/		GR	JOIST INNOVATION PARK	41336	LARISSA
MOVE ON	TURKEY	2023-11-15 21:02:35	https://www.moveon.ai/	6231919115	TR	Sarıy Mh. Teknopark Biv. No:1/4C / Z08 Pendik/İSTANBUL	34906	İSTANBUL
NEXT BASKET	BULGARIA	2023-11-14 17:08:25	https://nextbasket.com/	206704433	BG	55 A. Stamboliyski Blvd., 6th floor	1000	Sofia
Dyor Exchange	SPAIN	2023-11-14 11:50:10	https://dyor.exchange	122170	GI	Madison Building, Midtown, Queensway	GX11 1AA	Gibraltar
RedFrog	FIRST SELECTION (pre-Acceleration dd)	2023-11-15 15:20:10	https://redfrog.ai	40203433048	LV	Mužnieku iela 18, Latvia	LV-3043	Ane
Melotune App - Education and more	BULGARIA	2023-11-15 13:34:40	https://apps.apple.com/gm/app/melotune/id646661757c	206982710	BG	Nikolay Ostrovski st.5	1113	Sofia
Happy Pet Net	BULGARIA	2023-11-08 13:50:32	https://happytynet.com	206447992	BG	8, Chervenata stena Str	1421	Sofia
Spreadly	GERMANY	2023-11-02 09:03:43	https://spreadly.app	DE356783202	DE	Forsteneried Weg 1G	82065	Baierbrunn
Ranchpal	ESTONIA	2023-11-13 15:10:45	https://www.ranchpal.com/	16133789	EE	Harju maakond, Kuusalu vald, Puidsoo küla, Männimäe/1	74626	Tallinn
WanderTell AI	BULGARIA	2023-11-15 09:41:08	https://www.wandertell.com/	BG204667559	BG	22 Tsanko Tserkovski str., 4		Sofia
Phytasaren Technology	UK	2023-11-15 07:49:53	http://phytboomukkiigroup.com	14046107	GB	85 Great Portland Street First Floor	W1W 7LT	London
Predicto	BULGARIA	2023-11-15 08:52:46	http://prevento.ai/en	207194022	BG	Garova Promishlenna Zona	7200	Razgrad
Razzle	FINAL SELECTION	2023-11-15 08:14:44	https://getrazzle.com/		EE	Narva Mnt 46	10150	Tallinn
PrintyMed	LATVIA	2023-11-15 09:36:50	https://www.printymed.com/	40203456040	LV	"Tomij", Cenu pag., Jelgavas nov., LV-3018	LV-3018	Jelgavas nov.
NEFT	ESTONIA	2023-11-14 18:54:06	https://neft.space	16626339	EE	Pille 7/4-4	10138	Tallinn
Calculia	POLAND	2023-11-14 18:24:24	https://calculia.org		PL			Toruń
Push Marketplace	BULGARIA	2023-11-14 15:39:34	https://pushmarketplace.com/	206717128	BG	Studentski grad, block 58	1700	Sofia
hosstinn	SPAIN	2023-11-08 09:24:06	https://hosstinn.com	44823631 ESB	ES	Carer Badajoz 32	8005	Barcelona
OpinioAI	CZECHIA	2023-11-07 18:26:46	https://www.opinio.ai	(We're working on it at the time of writing this)	CZ	Nové Sady 2	625 00	Brno
Flowix	FIRST SELECTION (pre-Acceleration dd)	2023-11-08 15:39:28	https://www.flowix.co/en	6442874704	PL	Kanadyjska	32-087	

Magnetti	SPAIN	2023-11-07 08:20:08	https://www.magnetti.com/	B10919421	ES	Calle Balmes 402	8022	Barcelona
Costifier	TURKEY	2023-11-06 12:30:29	https://www.costifier.com		433820	MUSTAFA KEMAL MAHALLESİ DÜMLÜPİNAR BLV. NO: 280 G/1260 CANKAYA	6520	ANKARA
Jobrela	CZECHIA	2023-11-06 13:18:45	https://jobrela.com		24164054	Plynární 1617/10, Holešovice (Praha 7),	170 00	Prague
Feeder	SPAIN	2023-11-06 11:31:50	https://www.getfeeder.com/	B42907444	ES	c/Luili, 321	8019	Barcelona
Lazzaro Social Impact SL	SPAIN	2023-11-06 08:38:28	https://www.lazzaro.io	B01629351	ES			Madrid
NTZNS	ESTONIA	2023-11-02 07:13:13	https://ntzns.com		16530510	Narva mnt 5	10117	Tallinn
GoCatsitting	ESTONIA	2023-11-01 10:34:14	https://www.gocatsitting.com/		16771432			Tallinn
Simply No Waste	SWEDEN	2023-11-05 14:17:55	https://www.simplynowaste.se/	SE559314209301	SE	Rännmätaregatan 26,	212 23	Malmö
Miob	SPAIN	2023-11-05 12:16:43	https://miob.io	Miob	ES			Barcelona
EyeKnow AI	ISRAEL	2023-11-05 07:53:10	http://www.eyeknow.ai		516417367	15/9 Kadish Luz Street	3215907	Haifa
Cloud Combo	OTHER countries	2023-11-04 15:59:58	https://cloudcombo.app/			Tirane	1040	Tirane
MetaQuantum	ROMANIA	2023-11-03 13:39:03	https://www.metaquantum.io/		45832099	Sector 1, Intrarea Gheorghe Simionescu, Nr. 19, Ap. B26, Judet Municipiul Bucuresti.	14155	Bucuresti
Revlum	CROATIA	2023-11-03 14:36:58	https://revlum.com/	HR66898481722	HR	Ilica 338	10000	Zagreb
Convergence Versee Convergence	ITALY	2023-11-03 09:35:59	https://www.convergence.ai	IT12523400963	IT	Via Modigliani 11	20900	Monza
Union Avatars	SPAIN	2023-11-03 09:34:27	https://www.unionavatars.com	B02658839	ES	c/ Llacuna 162	8012	Barcelona
Diabetes Intelligent Assistant DIA	OTHER countries	2023-11-02 18:25:22	https://dia.com.mk/		7638779	Kosta Novokovikij 18/2/4	1000	Skopje
DogBase	ISRAEL	2023-11-02 07:31:49	https://www.dogbase.co/		515401065	14 Yaakov Kaspi St Bat Galim	3501526	Tel Aviv
SparesPal	GREECE	2023-11-02 12:52:32	https://sparespal.com/					Athens
Salesforge	FINAL SELECTION	2023-11-02 12:09:35	https://www.salesforge.ai	https://ariregister.rik.ee/eng/company_search_res	EE	Sepapaja 6	15551	Tallinn
Satori	GERMANY	2023-11-02 12:30:02	https://satori.earth	DE764449868802397	DE	Griebenowstr. 20	10435	Berlin
Mythrill	OTHER countries	2023-11-01 18:47:36	https://www.mythrillfiction.com/	37-1944871	AM	Dzorap 40, apt. 49	15	Yerevan
Dantia	ESTONIA	2023-11-01 18:44:02	https://dantia.us					Tallinn
Beyond Motors	OTHER countries	2023-11-01 19:39:39	https://www.beyondmotors.io/	Beyond Motors	SI	Cesta na Log 14	1357	Notranje Gorice
Stallor	BULGARIA	2023-11-01 14:16:19	https://stallor.io/		206970238	Strandzha str., No58	1003	Sofia
Pandectes	ESTONIA	2023-11-01 10:44:19	https://pandectes.io		16520196	Pudiso küla, Männimäe/1	74626	Kuusaku vald
Pinghome	ESTONIA	2023-11-01 10:24:31	https://www.pinghome.io		16494524	Harju maakond, Keslinna linnaosa, A. Lauteri tn 3	10114	Tallinn
Looks	GERMANY	2023-10-31 21:30:12	https://www.byndlooks.co	HRB 243287 B	DE	Max-Urich-Strabe 3, AI Campus	13355	Berlin
Zubok CRM	SPAIN	2023-10-31 14:23:11	http://zubok-crm.com/us		ES	calle Tomillo 5	3181	Torrejeja
Fintellect	FINAL SELECTION	2023-10-31 14:16:31	http://fintellect.pro		16318750	Ahtri tn 12	10151	Tallinn
Acechange.io	OTHER countries	2023-10-31 12:43:08	https://www.acechange.io/	SK2121129032	SK	Zámocká 3	811 01	Bratislava
SALUBATA SAS	FRANCE	2023-10-30 15:51:02	https://www.salubataofficial.com		91748477600013	Salubata 34 Avenue DES CHAMPS ELYSEES 75008 PARIS 8	75008	Paris
Boboball	UK	2023-10-27 14:36:44	https://boboball.com/		12285535	Cambridge road 20	SW114RR	London
MICROFY SYSTEMS	SPAIN	2023-09-26 19:26:35	https://www.honey-ai.com/home	66320847 ESB	ES	Avenida Carrilet, 243, planta 1, local 2	8907	hospitalet
Almeria Industries	ROMANIA	2023-10-31 15:54:45	https://almeriaindustries.com	RO47825713	RO	Calea Moşilor Nr. 88, scara F, ap. F1 sector. Bucureşti Sector 3	30152	Bucharest
Heuristik	SPAIN	2023-10-23 12:29:13	https://www.heuristik.tech		ES	Zozoa 2 D		
SekMed	BULGARIA	2023-10-23 11:24:49	https://www.sekmed.co	BG206119999	BG	Vrabcha 17A	1000	Sofia
Brighr	ROMANIA	2023-10-12 09:44:51	https://brighr.ro	J12/2013/2022	RO	Septimiu Muresan	400237	Ciuj-Napoca
Rent Boutique	LITHUANIA	2023-10-21 17:11:22	https://www.rentboutique.com/lt/en/		304584267	Vytauto pr.56	44237	Kaunas
Gluecharm	SPAIN	2023-10-17 13:24:01	https://gluecharm.com/	SPAI1 EDUTAINMENT SL - ESB65617680	ES	Calle de Paris 124 3r 3a	8036	Barcelona
MoboKey	UK	2023-10-17 12:16:13	https://mobokey.com/		105072	Roboart, 1st Floor, TGC, Molana Shokat Ali Road	54000	Lahore
SLANGO	SPAIN	2023-10-17 09:55:20	https://www.slango.es/		1594746 ESB	"Parque Científico de Murcia" - Ctra Madrid km388	30100	Murcia
Quantum Brand Protection	UK	2023-10-17 12:06:45	http://www.dnawatch.ch/	Quantum Brand Protection SA	CH	Avenue Recordon 44	1004	Lausanne
Bit&R	ROMANIA	2023-10-12 10:53:36	https://bitandr.com/	J27/188/2019	RO	No. 5 Doctor Gh. Iacomi Street, building H13, ap. 12	610150	Piatra Neamt
Ubiko Sports	SPAIN	2023-10-16 08:08:54	https://company.com		73817033 ESB	Campus de Espinardo 7, Edificio CEEIM	30100	Murcia
Eleon Energy Systems	ROMANIA	2023-10-15 06:39:44	https://eleon-energy.com/		46296320	Podul banului Street, Joita, Giurgiu County, Romania	87151	Comuna Joita
volvero	ITALY	2023-10-14 08:13:35	https://volvero.com/		4157060247	Via Giuriato 55	36100	vicensa
Seadora	BULGARIA	2023-10-13 14:17:07	http://seadora.io					Sofia
cautcurier.ro	FIRST SELECTION (pre-Acceleration dd)	2023-10-13 06:28:26	https://cautcurier.ro/		40845969	Strada Lunii B1 L 35 Ap 12	307200	Timişoara
avtomontior.bg	BULGARIA	2023-10-10 06:16:49	https://avtomontior.bg/	ALPHA BET EN Ltd.	BG	гр. Пазарджик, п.к. 4400, ж.к. УСТРЕМ, бул./ул. ПЕТЪР БОНЕВ № 92, ет. 3, ап. 8	4400	Пазарджик

ANNEX 2: LIST OF INVESTORS

No.	BEYOND PARTNER	INVESTOR	Website	Contact Person Position	Email	Contact Person
1	Accelerace	New Nordic Ventures	https://newnordic.vc/	Investment Manager	dmitry@newnordic.vc	Dmitrijs Saikovskis
2	Accelerace	Pale Blue Dot	https://paleblue.vc/	Investment Associate	eirini@paleblue.vc	Eirini Gavala
3	Accelerace	Nicolaj Hoier	https://www.linkedin.com/in/nicolajnielsen/	Busines Angel	nhn@biostrat.dk	Nicolaj Hoier
4	Accelerace	Heartcore Venture	https://www.heartcore.com/	Investment Manager	signe@heartcore.com	Signe Marie
5	Accelerace	Eske Grunge	https://www.linkedin.com/in/eskegrunge/	Busines Angel	eske@weshareinvest.com	Eske Grunge
6	Accelerace	Iron Wolf Capital	https://www.ironwolfcapital.com/	Investment Manager	zygimantas@ironwolfcapital.com	Zygimantas Susnys
7	Accelerace	Fiedler Capital	https://www.fiedler.capital/	Investment Manager	robert@fiedler.capital	Robert Hegedues
8	Accelerace	Bad ideas fund	https://badideas.fund/	Investment Manager	raimonds@badideas.fund	Raimonds Kulbergs
9	Accelerace	Antler	https://www.antler.co/	Investment Associate	Olivia.lyng@antler.co	Olivia Lyng
10	Accelerace	Blackwood	https://www.blackwood.vc/	Investment Associate	PT@blackwood.vc	Pasinee Tangsuriyapai
11	Accelerace	People Ventures	https://www.people.ventures/	Investment Associate	jerrit@people.ventures	Jerrit Jungmann
12	Accelerace	Inventure	https://www.inventure.vc/	Investment Associate	teodora@inventure.vc	Teodora Berg
13	Accelerace	Dreamcraft Ventures	https://dreamcraft.vc/	Investment Associate	ryan@dreamcraft.vc	Ryan Bagherpour
14	Accelerace	ByFounders	https://www.byfounders.vc/	Investment Associate	sinah@byfounders.vc	Sinah Mussmann
15	Accelerace	Vendep Capital	https://www.vendep.com/	Investment Associate	artis@vendep.com	Artis Bisers
16	Accelerace	Jacob Knobel	https://www.linkedin.com/in/jknobel/	Busines Angel	jk@datapult.dk	Jacob Knobel
17	Accelerace	Rockstart	https://rockstart.com/			
1	FundingBox	SMOK.vc	https://www.smok.vc/	Investment Associate	tomasz.koscielniak@smok.vc	Tomasz Kościelniak
2	FundingBox	Hard2Beat	https://hard2beat.vc/	Managing Partner	maciej@zawadzinski.com	Maciej Zawadziński
3	FundingBox	Wiktor Schmidt	https://www.linkedin.com/in/wiktorschmidt/	Business Angel	wiktorschmidt@gmail.com	Wiktor Schmidt
4	FundingBox	AIP Seed	https://aipseed.com/	Managing Partner	darek.zuk@aipseed.com	Dariusz Żuk
5	FundingBox	Black Pearls	https://www.blackpearls.vc/	Managing Partner	biuro@marcinkowalik.pl	Marcin P. Kowalik
6	FundingBox	Bitspiration Booster	https://bitspiration.com/	Managing Partner	andrzej@bitspiration.com	Andrzej Targosz
7	FundingBox	Radix Ventures	https://www.radix-vc.com/	Managing Partner	pawel.bochniarz@gmail.com	Paweł Bochniarz
8	FundingBox	Market One Capital	https://www.moc.vc/	Managing Partner	marcinkurek81@gmail.com	Marcin Kurek
9	FundingBox	Inovo.vc	https://inovo.vc/	Managing Partner	tomasz.swieboda@inovo.vc	Tomasz Swieboda
10	FundingBox	OTB Ventures	https://otb.vc/	General Partner	mhejka@gmail.com	Marcin Hejka
11	FundingBox	Warsaw Equity Group	https://warsawequity.com/	General Partner	pawel.maj@warsawequity.com	Paweł Maj
12	FundingBox	Nunatak Capital	https://www.nunatakcapital.com/	Managing Partner	piotr.cizkowicz@nunatakcap.com	Piotr Ciżkowicz
13	FundingBox	Avivo Capital	https://avivo.vc/	Managing Partner	marcin.borowiecki@avivo.vc	Marcin Borowiecki
14	FundingBox	Unfold.vc	https://unfold.vc/	Managing Partner	magda@unfold.vc	Magda Surowiec
15	FundingBox	Tangentline Ventures	https://tangentline.ventures/	Managing Partner	monika@tangentline.ventures	Monika Borowiecka
16	FundingBox	Astorya.vc	https://www.linkedin.com/company/astorya-vc/	Managing Partner	jan.kastory@gmail.com	Jan Kastory

17	FundingBox	bValue Fund	https://bvaluefund.com/	Managing Partner	info@bvaluefund.com	Maciek Balsewicz
18	FundingBox	Level2Ventures	https://level2.vc/	Managing Partner	hello@level2.vc	Adam Rudowski
19	FundingBox	Ekipa Investments	https://ekipainvestments.pl/	Managing Partner	hello@ekipainvest.pl	Maciej Siemaszko
20	FundingBox	Expeditions Fund	https://expeditionsfund.com/	General Partner	info@expeditionsfund.com	Mikołaj Firlej
21	FundingBox	Vinci S.A.	https://vincizasi.pl/		kontakt@vincizasi.pl	
22	FundingBox	Smartlink Partners	https://smartlink.vc/		office@smartlink.vc	
23	FundingBox	4Growth VC	https://4growthvc.pl/		kontakt@4growthvc.pl	
24	FundingBox	Simpact Ventures	https://www.simpact.vc/	General Partner		Krzysztof Grochowski
1	ISDI	kibo Ventrues	https://kiboventures.com/	Directora Gestion Partic	sonia@kiboventures.com	Sonia Fernandez
2	ISDI	Oryon	https://oryonuniversal.com/	Director Inversiones	jsenante@oryonuniversal.co	Jaime Senante
3	ISDI	David Guerrero	https://www.linkedin.com/in/david-querrero-g	Business Angel	davidguerreroastigarraga@g	David Guerrero
4	ISDI	Secways	https://secways.com/	Head of Dealflow	alopezsoler81@gmail.com	Ana Lopez Soler
5	ISDI	The Long Game	world.hey.com/carlosdeotto	The Long Game	cdeotto@gmail.com	Carlos de Otto
6	ISDI	101ventures	https://www.101ventures.io/	The Data Venture	jordi@101startups.com	Jordi Priu
7	ISDI	Svenzonic	https://sevenzonic.com/	Partner	jrzapatero@isdi.education	Javier Rodriguez Zapat
8	ISDI	ESCVC	https://escvc.com/	Partner	oriol.juncosa@gmail.com	Oriol Juncosa
9	ISDI	Galdana Ventures	https://www.qaldanaventures.com/	Partner	didac@lee.cat	Didac Lee
10	ISDI	Bolsa Social	https://www.bolsasocial.com/	Partner	fernando.summers@bolsaso	Fernando Summers
1	Innovation Capital	Match-Maker Ventures	https://www.match-maker.ventures/	Investment manager	angel@match-maker.venture	Angel Gyurov
2	Innovation Capital	New Vision 3	About New Vision 3 Fund	Investment associate	aterziyski@nv3.co	Aleksandar Terziyski
3	Innovation Capital	Appolica	https://www.appolica.com/	Investment associate	rivanova@appolica.com	Ralitsa Ivanova
4	Innovation Capital	Dynax Invest	https://dynaxinvest.com/	business angel	krasimir@dynaxinvest.com	Krasimir Kehayov
5	Innovation Capital	Todor Popov	https://www.linkedin.com/in/todor-popov-56b	Business angel	tvpopov@gmail.com	Todor Popov
6	Innovation Capital	Founder Institute	https://fi.co/	Business angel	idivanov@gmail.com	Ivaylo Ivanov
7	Innovation Capital	Vitosha Venture Partne	https://www.vitosha.vc/	Investment associate	stoyan@vitosha.vc	Stoyan Nedin
8	Innovation Capital	MFG Invest	https://mfginvest.eu/	Investment associate	simeon.iliev@mfginvest.bg	Simeon Iliev
9	Innovation Capital	CEO Angel Ventures	https://www.linkedin.com/in/kiril-mintchev-28	Investment associate	kiril@angelsclub.bg	Kiril Mintchev
10	Innovation Capital	CEO Angels Club	https://www.linkedin.com/in/elenakrnikolova/	business angel	elena@angelsclub.bg	Elena Nikolova
11	Innovation Capital	LAUNCHub Ventures	https://launchub.com/	Investment associate	raya@launchub.com	Raya Yunakova
12	Innovation Capital	Ivan Dikov	https://www.linkedin.com/in/ivandikov/	Business angel	ivan.dikoff@gmail.com	Ivan Dikov
13	Innovation Capital	Miroslav Dolapchiev	https://www.linkedin.com/in/miroslav-dolapch	Business angel	mdolapchiev@gmail.com	Miroslav Dolapchiev
14	Innovation Capital	Mila Petrova	https://www.linkedin.com/in/mila-petrova-473	business angel	mila_p2004@yahoo.com	Mila Petrova
15	Innovation Capital	Sofia Angels Ventures	https://sofiaventures.eu/	Managing Partner	milen@sofiaventures.eu	Milen Ivanov

Annex 3- Feedback from Survey

Startup	Details	Website	Country	Camp 1-DEEP DIVE-	Camp 1-MASTERCLASS-	Camp 1-ORG-	Camp 1-Comment	Camp 2- Speed Dating	Camp 2 & 3- Mock Meetings R	Camp 2 & 3- Mock Meetings C	Camp 2 & 3- DEEP DIVE I	Camp 2 & 3- DEEP DIVE C	Camp 2 & 3- Masterminds	Camp 2 & 3-ORG. Re	Camp 2 & 3-ORG. C	Platform	Final Comments	
Salesforge	Sales Automation	https://www.salesforge.ai	ESTONIA	10	10	10	Great event overall, I also think the inver		10	Great experience and plenty of c	10	Similar to the previous cam	Great founders and I stay in ti	10	10/10 experience, high	Great content, great	I would repeat it ag	
Agents AI	The developer p	https://agents.ai	GERMANY	4	8	9	The organization+ Thank you for organizing the event. I genuinely enjoyed it ; My idea is to instead that each three startups pitch in sequ Best, Mahmoud		not participating	not participating	not participating	not participating	not participating	not participating	not participating	not participating	not participating	not participating
Mindset Design	Sport-Tech- Mind	https://mindset.design	BULGARIA	10	8	10	/ I've elicited some good feedback from the investors, I would Best, Radinela		7	Overall experience was good, I e	9	It was deep dive indeed. TI	During the live sessions the n	7	My overall experience	It's easy to use. I'd l		
PERMITS to Fly	Airtransportation	https://permits.to	POLAND	10	9	10	/ Great organization and formula of speed dating, good ever Let me know if you need more details.		10	Meeting with mentors and vc rep	9	Great job, they were engag	Ok, possibility of consultation	10	In my opinion that the i	Brilliant!!!!	Grate job, great pec	
AIDE (AI Driven)	Data Visualization	https://aide.health	ROMANIA	10	10	10	Everything was real Good sessions generally, Tomasz was a bit combative, and		9	The meetings were really interes	10	Again great mentors, intere	The founders were helpful, co	9	The combination of coi	The platform was at	Thank you to the Ac	
SUBmerge Balt	Underwater Drot	http://submergebalt.com	LATVIA	10	8	10	We loved this event It was interesting. I am not used to many meetings in a row Best regards Karlis		10	Peter was a great moderator, inv	10	Peter and Krasimir did gre	Communication was easy, bu	10	Beyond team did great	Definitely would rec	Maybe one thing thi	
Razzle	Slack that distrai	https://razzle.ai	ESTONIA	6	9	8	I did not think the de Such activities serve as excellent pre-performance pitching We received a lot of important feedback and advices. We worked on both the pitch itself and the pitch deck. The The meetings additionally served as a platform to assess th		4	I was only able to attend the mo	7	Useful insights from Klaus. This was easily the highlight.		6	Camp 1 was great! Ca	If was okay. I would		
CarsCentral	All-in-one digital	https://www.carscentral.com	BULGARIA	10	10	10	Wonderfull :) The comment on what could be improved from our persp		10	Well Done	10	Well done. Great mentors ;	Excellent	10	Great	Extremely helpful	Great program. Wel	
Pocket IP	LegalTech- Easy	https://pocketip.com	ESTONIA	9	9	9	Awesome program. I gave 9 just to show The meetings were interesting and very intense. Thank you I am really glad that I can participate in this program :)		9	We received feedback on specifi	10	Detailed feedback and dial	Great vibes from the colleagu	9	They were very produc	The information was	Fingers crossed, thi	
Travatar	Cyber Security-	https://travatar.ai	POLAND	10	10	10	I am very pleased w I wanted to share my feedback from yesterday's event. Unf They provided me with a list of questions that I should be a So today, I decided to focus on giving much shorter answer I found significant value in both yesterday's and today's ses I am really glad that I can participate in this program :)		10	The feedback from mentors duri	10	Insights from the mentors c	The BEYOND program offere	10	I rate my experience a	I have no comments	I have a very positiv	
Fintellect	Streamlined fina	http://fintellect.pr	ESTONIA	not participating	not participating	not participating	not participating		8	Great meetings, especially with I	8	Good	Fantastic folks, especially Fra	8	Great program, not tim	Nice UI, great conte	Verica rocks	
Average score:				8.9	9.1	9.6	Overall, feedback	Overall, comments suggest that the event was well-org	8.7	Generally found to be a valuat	9.3	Valuable insights on pitch	Some relationship resulted	8.5	The BEYOND accelerator	Participants found	Participants would	