



SmartAnythingEverywhere



European Initiative  
**Smart Anything Everywhere**



# **SAE Collaboration Meeting**

## **April, 2nd 2020**

***Olivia UGUEN, BLUMORPHO***



Smart4Europe2 has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 872111.

**WE DELIVER DISRUPTION**  
FROM IDEATION TO IMPLEMENTATION

**We build key players ecosystems for disruption**

**71956**

**Corporates**

**11185**

**Start-ups**

**9673**

**Researchers**

**1032**

**Investors**

**24**

**Vertical businesses**

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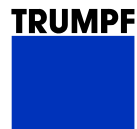
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### **We collaborate with leading organisations and private investors**



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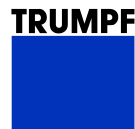
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## We collaborate with leading organisations and private investors



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## European collaborations is part of our DNA



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- **Access to private investors: best practices & not to dos**
  - Digital workshops and tutorial
  - Documentation on S4E website
- **Support in the visibility towards private investors**

**Smart Anything Everywhere  
Contest Award**

**Smart Anything Everywhere  
Showroom**





## Smart Anything Everywhere Contest Award





## Why?

Give visibility to the most promising innovative companies having benefited from the SAE Innovation actions' technical & business support.

## When ?

- Starting from mid-April

## What?

- Invitation at INPHO Venture Summit for high visibility towards private investors
- Invited to pitch at INPHO Venture Forum
- Communication at European level / press release





## Who can participate?

All companies having benefited from the SAE Innovation Actions' technical & business support.

## How?

- Promotion of the contest on S4E website
- An application form will be shared with all the SAE IAs in the coming days.
- Please share the Invitation to participate to all supported third parties
- Selection by external experts.







## Who will evaluate? Investors, VC & business Angel panels



Aymeric Renard  
General Partner  
Hardware Club



Eric Benhamou  
Founder  
Benhamou Global Ventures



François Tison  
General Partner  
360 Capital Partners



Christian Reitberger  
General Partner  
BtoV



Klaus Kummermerh  
Board member  
Go Beyond Investing



Heribert Uhl  
Senior Investment Director  
Bosch Venture



Jean Gabriel Boinot Tramoni  
Associate  
Quantonation



Dieter Kraft  
Managing Director  
Trumpf Venture



Paul Thurk  
Managing Director  
Arch Ventures



George Ugras  
Managing Director  
AV8 Ventures



Daniel Häring  
Board member  
Go Beyond Investing



Nicolas Leterrier  
Customer Innovation & OE  
Labs global VP  
Schneider Electric





## What are the evaluation criteria?

The key success factors to attract private investors interest:

- Market attractiveness
- Value proposition
- Business models
- Technical Differentiation
- Strength of the team

## When?

The winner of the SAE Contest Award will be announced during the 7<sup>th</sup> edition of the INPHO Venture Forum and will be invited to pitch.

*Current discussion with INPHO Venture Summit: 22 & 23 October or later in the year.*



# Why the INPHO Venture Forum?



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**inpho** 2020  
Venture Summit

**INPHO® Venture Summit - the widely recognized place to empower breakthrough innovators in deep tech.**



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# Why the INPHO Venture Forum?



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## VENTURE CAPITALISTS & CORPORATE FUNDS

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IBM Venture Capital Group  
TOTAL Energy Ventures  
WESTERN Digital Capital  
Samsung Ventures  
Nest Ventures  
Arch Venture Partners  
Wellington Partners  
Robert Bosch Venture Capital Group  
Panakes Partners  
Mérieux Développement  
ASTER Capital  
AV8 Ventures  
Benhamou Global Ventures  
SuperNova Invest  
Elaia Partners  
360 Capital  
Hardware Club  
BlueOcean Ventures  
European Investment Fund  
...

## CORPORATES

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First Solar  
EDF Energies Nouvelles  
PSA Group  
Schneider Electric  
Legrand  
CIENA  
iPhotonix  
IBM  
Vechain  
Alcatel  
Airbus  
Leica  
Forbes  
Karos  
Hamamatsu Photonics  
Johnson&Johnson  
Trumpf  
Atos  
Nokia  
Philips Lighting BV  
Hyundai  
KodakOne  
Alibaba Cloud  
...

## STARTUPS

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Cascade  
Twist Bioscience Inc.  
D-Wave  
Poietis  
Insightness  
Aryballe Technologies  
Chronocam  
Damae Medical  
Effect Photonics  
CAILabs  
TeemPhotonics  
SureWash  
Muquans  
UltraSoc  
CryptoLabs  
...





## Smart Anything Everywhere Showroom





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## Concept

- Physical showroom during INPHO Venture Summit
- Digital showroom on SAE website





## Concept

- **Physical showroom during INPHO Venture Summit**
  - All companies that have applied to the SAE Contest Award will have the opportunity to showcase their solution at INPHO Venture Summit under SAE Showroom
  - All companies supported by SAE IAs
- A reduction on INPHO Venture Summit entry fees will be offered for SAE companies and no additional cost to participate to the showroom





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## Concept

- Physical showroom during INPHO Venture Summit
- **Digital showroom on SAE website**
- Success stories and product presentation will be presented in the SAE website







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# Thank you for your attention!



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