

# BALKAN VENTURE FORUM – COINVEST EDITION

12-13 NOVEMBER, 2014 | EU, SLOVENIA, NOVA GORICA, HOTEL PERLA, ARENA HALL

## SPEAKERS



### **ROK URŠIČ**

Entrepreneur, Investor, Instrumentation Technologies, Red Pitaya, Slovenia

#### **Opening speech (12 Nov) - Speaker**

**FOUNDERS STORIES - ON BEING ENGINEER BUILDING GLOBAL COMPANIES**

#### Short Bio

Rok Uršič is entrepreneur, investor and mentor. He is the founder and CEO of Instrumentation Technologies and chairman of the board at Red Pitaya. Before founding Instrumentation Technologies he worked in different research and management positions at particle accelerator labs in Italy, United States and Switzerland. Uršič has diploma in Electrical Engineering from the Faculty of Electrical Engineering of the University of Ljubljana.

#### Company description



Instrumentation Technologies is the world leader for beam instrumentation for particle accelerators. It is known for its Libera family of products and superb hardware and software design services. Building on extensive experience and expertise the company recently launched a technology and business platform for starting and incubating new ventures. Red Pitaya, which started as a successful Kickstarter project, is an example of such startup.



### **JEAN-NOËL DURVY**

Senior Counselor, European Business Angels and Early Stage Investor Network (EBAN); Former Director for Innovation, European Commission, France

#### **Opening speech (12 Nov) - Speaker**

**ATTRACTIVE AND COMPETITIVE IN NEW EUROPE**

#### **EU Venture Financing Day Workshop 1 (12 Nov) - Speaker**

**HOW TO GET EARLY STAGE INVESTMENT IN EUROPE**

#### Short Bio

Jean-Noël Durvy has a double education in Mathematics and Economics. He worked for a few years in France as statistician in the Prime Minister's services and as lecturer in the University of Rheims.

He joined the European Commission on October 1978, where he started in the informatics directorate.

He became head of unit in September 1988 at the DG Information society, where he was successively head of the unit "Evaluation and exploitation of research results" and "strategic aspects of innovation and exploitation of RTD results- Intellectual property". He joined DG Enterprise and Industry in 1999 where he was head of the innovation policy Unit , before to become in 2004 , head of the unit "financing innovation and entrepreneurs".

He became director for innovation policy in 2007. The directorate was composed of 4 units: innovation policy development, support for innovation, financing SMEs and innovation and technology for innovation/ ICT industries and e-business and was responsible of the design and implementation of the strategy for innovation in the European Union and of the implementation of a large part of the Competitiveness and Innovation Program ( CIP).

He left the European Commission in July 2010 and from this date to June 2014 , he was general manager of the Fondation Sophia Antipolis, which promotes the Sophia Antipolis technology park , the oldest park in Europe and one of the most important with its 2400 hectares, 35000 people and 1300 enterprises.

Since July 2014, he is a senior international consultant and , interalia, senior counselor of EBAN , the European Trade Association for business angels, seed funds and early stage market players.

#### Company description



The European Trade Association for Business Angels, Seed Funds and Early Stage Market Players (EBAN) is the pan-European representative for the early stage investor community, gathering 146 member organisations in 41 countries today. Established in 1999 by a group of pioneer angel networks in Europe with the collaboration of the European Commission and EURADA, EBAN represents a sector estimated to invest 7,5 billion Euros a year and playing a vital role in Europe's future, notably in the funding of SMEs. EBAN fuels Europe's growth through the creation of wealth and jobs"



#### **PETER GLOBOKAR**

Managing Partner, Mooreland Partners, UK

#### **Opening speech (12 Nov) - Speaker**

**IT'S ALL ABOUT THE EXIT – WHEN, WHERE AND HOW TO MAKE IT HAPPEN**

#### Short Bio

Based in London, Peter is a Managing Director of Mooreland Partners, a global investment banking firm specialising in technology and internet-related M&A, with offices in Silicon Valley, New York and London.

Before joining Mooreland Partners, Peter was a London-based Director of Nomura International PLC, a global investment bank and subsidiary of Nomura Holdings, the Japanese financial services conglomerate, where he was heading the European technology corporate finance activities since 2002. Peter's prior experience also includes serving as a senior M&A advisor at Broadview International, a global technology-focused investment bank. Peter joined Broadview's London operations in 1998 and was predominantly active with the firm's communications equipment and microelectronics groups.

Prior to joining Broadview, Peter was an investment manager in a Central European private equity fund sponsored by the European Bank for Reconstruction and Development (EBRD) and focused on turn-around investing in industrial companies. Peter also acted as strategy consultant to several German and Central European corporations and institutions.

Peter is a graduate from ESCP Europe and an under-graduate from Paris Science University. He is quadrilingual in French, German, English and Slovenian.

#### Company description



Mooreland Partners is a global investment banking firm specialising in mid-market technology and internet-related M&A, with offices in Silicon Valley, New York and London. Mooreland is the most active technology M&A advisory firm, with over 57 completed transactions since 2012, and a partner to the US and European venture ecosystem. Mooreland is an integrated global firm, 100% owned by its partners.



#### Short Bio

#### **ULRICH GRABENWARTER**

Head Strategic Development – Equity, European Investment Fund (EIF)

#### **Keynote speech (12 Nov) - Speaker**

#### **CHALLENGES AND OPPORTUNITIES ON THE EUROPEAN VC MARKET**

Uli Grabenwarter, is Deputy Director - Equity Investments at European Investment Fund (EIF), overseeing the biggest Fund-of-Funds Investment platform in Venture Capital in Europe. Besides, until mid-2014, he was responsible for EIF's strategic development in the equity space and in this context has led the build-up of the Social Impact Accelerator, the first pan-European social impact investing fund-of-funds, which in 2014 has integrated EIF's mainstream investment activities. From 2010 to 2012 he conducted a 20 months research project on impact investing in collaboration with IESE University of Navarra in Barcelona and the Family Office Circle Foundation based in Switzerland, analysing best-market-practice for impact investing in the private equity and venture capital space. He is a visiting Professor for Private Equity and Venture Capital at IESE University. Prior to his research project on impact investing Uli was Head, Equity Fund Investments at EIF after having worked for several years at the European Investment Bank and at PriceWaterhouseCoopers in corporate finance, project finance, finance consulting and audit. He shared many of his thoughts and observations on the

private equity and venture capital industry in the bestselling Euromoney book, *“Exposed to the J-curve - Understanding and Managing Private Equity Fund Investments”* and numerous articles and white papers. He co-authored the research publication *“In search of gamma – an unconventional perspective on Impact Investing”* (IESE Publishing 2011) and a series of articles on impact investing, social entrepreneurship and its role in the current and future economic landscape. Uli is also chair of the European Impact Investing Luxembourg Platform ([www.eill.org](http://www.eill.org)) and member of several expert groups on impact investing and impact metrics across Europe. Uli holds a Master’s degree in Business and Finance of the University of Graz.

#### Company description



European Investment Fund (EIF) is the EIB Group's specialist provider of risk finance to benefit SMEs across Europe. By developing and offering targeted financial products to the partners, the EIF enhances SMEs access to finance. To this end, the EIF fosters EU objectives as entrepreneurship, growth, innovation, research and development, and employment



#### **RALF-BODO KLIEM**

Visual Evangelist, Austria

#### **Keynote speech (12 Nov) - Speaker** **BUILDING STARTUP'S BRAND**

#### Short Bio

Born 1968 in Vienna, Austria. After quitting university only completing three semesters, I pursued my passion in the real world to apply my skill sets. This led to freelancing in Graphic and Industrial Design for large clients: Group Coface, Uni Credit - Bank Austria, OMV, Unilever, Lever Ferbagé, Procter & Gamble, Boeringer Ingelshiem, Beiersdorf, Sony, Media Markt, Saturn, Greenpeace Austria, Greenpeace Germany, Continental Bakeries Holland.

The main target and core of work was to create brands, subbrands and solutions for all situations. This later led to further stage development including project management and leading key marketing roles. With further experience it was possible to provide a complete solution from concept through to running the whole project.

Collaborating with designers, marketing, architects and board member, a major consulting role was the next step. Working with a diverse industry and ever changing world, it was possible to challenge any opportunities.

#### Company description



Since 2013 Tschick fabrik was created, a cigarette company producing for the Austrian market. Being a co-founder of the company we look forward to challenging other markets through direct advertisements of our own in-house designs. So far the commercial launch of Tschick was the best performing tobacco brand in Austrian history, although advertisement is forbidden in the EU since many years.



### MARKO GROBELNIK

Researcher, Institut Jožef Stefan; CEO & Co-founder, Quintelligence; Co-founder, Cycorp Europe, Slovenia

#### Keynote Speech (12 Nov) - Speaker

#### ARTIFICIAL INTELLIGENCE – PRACTICAL APPLICATIONS FOR STARTUPS

#### Short Bio

Marko Grobelnik is an expert in the areas of analysis of large amounts of complex data with the purpose to extract useful information and knowledge. In particular, the areas of expertise comprise: Machine Learning, Data/Text Mining, Link Analysis, Semantic Technologies, and Data Visualization. Marko works at “Jozef Stefan Institute” and is CEO of Quintelligence company. He collaborates with major European academic institutions and industries such as Bloomberg, British Telecom, European Commission, Microsoft Research, New York Times. Marko is also co-author of several books, co-founder of four start-ups and is/was involved into over 40 EU funded projects.

#### Company description



Quintelligence d.o.o. was established in January 2001 as a part of a Technology Park Ljubljana, Slovenia. Quintelligence has been established with the mission of achieving knowledge transfer from the academic to the commercial world. Main areas of work are big data analytics, text mining, complex data visualization, and sensor data analytics. Some of the key products are QMiner (big data stream analytics), Event Registry (global media monitoring), and XLing (cross-lingual text processing for 100 languages).



Jožef Stefan Institute (JSI) is the leading research institution for natural sciences in Slovenia having over 900 researchers within 25 departments working in the areas of computer science, physics, and chemistry and biology. Artificial Intelligence Laboratory, having approx. 40 researchers, is one of the largest European research groups working in the areas of machine learning, data mining, language technologies, semantic technologies and recently sensor networks. One of the key items on the research agenda is combining modern statistical data analytic techniques with more traditional logic based knowledge representations and reasoning techniques with the purpose to progress in solving complex problems such as text understanding, large scale probabilistic reasoning, building broad coverage knowledge bases, and dealing with scale.



### ULLA HUDINA

Deputy head, European Commission, Representation in Slovenia, Economic advisor, Slovenia

#### EU Venture Financing Day Workshop 2 (12 Nov) - Speaker

#### HORIZON 2020 AND COSME EQUITY INSTRUMENTS

#### Short Bio

Ulla Hudina has been for more than 10 years working on SME access to finance issues, particularly venture capital as increasingly important alternative source of finance. Prior to her joining to the European Commission Representation in Slovenia in 2012, she was working on venture capital policies and instruments in the European Commission Directorate-General for Enterprise and Industry. She was also working for international syndication department in a commercial

bank. Ulla holds a Master's degree in European Economic Studies and a Master's degree in Macroeconomic Policy and Financial Markets; as passionate as she is about venture capital she is also fluent in six language

**Company description**



The European Commission represents the interests of the EU as a whole. It proposes new legislation to the European Parliament and the Council of the European Union, and it ensures that EU law is correctly applied by member countries.

The European Commission is also supporting SMEs with relevant policy initiatives and financial instruments (e.g. equity and debt financial instruments in COSME and Horizon 2020).



**JAKA LINDIČ**

CEO, Xooltime, Slovenia (Skydeck Berkeley)

**Discussion panel II (13 Nov) - Panelist**

**WHAT CAN STARTUPERS EXPECT FROM AN ACCELERATOR?**

**Short Bio**

Jaka Lindič is a serial entrepreneur, business angel, professor and researcher specializing in lean approaches to innovation and in business model innovation. He is a professor at Faculty of Economics, Ljubljana and a visiting scholar at Berkeley University. He also works with Berkeley's SkyDeck start-up accelerator. Some of the companies from his portfolio: Danu (largest regional network of parenting portals), eSchool (SAAS systems for primary and secondary schools), Xooltime (Bridging K-12 achievement gap through parent engagement), Doctrina (Online platform for pharmacists) and others.

**Company description**



At Xooltime, we're on a mission to make K-12 education fun, efficient and accessible to all. Xool360 is our answer to one of the biggest challenges of the US school system - the achievement gap. It is the first educational platform that improves education by building on the teacher-parent-student triangle.



**MATIC BITENC**

CEO, Toshl, Slovenia (500 Startups)

**Discussion panel II (13 Nov) - Panelist**

**WHAT CAN STARTUPERS EXPECT FROM AN ACCELERATOR?**

**Short Bio**

Matic Bitenc is the co-founder and CEO of Toshl, a company whose mission it is to bring fun and joy into the world of personal finance. He graduated from the Faculty of Social Sciences in European Studies and developed his user experience skills at 3fs where the Toshl story first began. Likes koalas, Triple Karmeliet and the Nabucco pipeline.

**Company description**

Toshl is a company whose mission it is to bring fun and joy into the world of personal finance. They help more than 2 million people around the world keep



on top of their money flows with their mobile and web apps. Winner of the 2013 Europas award for best commerce, finance or payments startup. Member of the 500 Startups family.



### MATEVŽ PETEK

CEO, Povio, Slovenia (Y Combinator)

#### Discussion panel II (13 Nov) - Panelist

#### WHAT CAN STARTUPERS EXPECT FROM AN ACCELERATOR?

#### Short Bio

Matevz has been a professional athlete and an entrepreneur for more than 12 years. He is the founder of Povio, a simple photo communication app that lets users ping their friends, and let them reply with a snapshot. When it launched, the app took off like wildfire in its home market of Slovenia, hitting over half of the Slovenian Twitter user base. Povio then applied for Silicon Valley startup accelerator Y Combinator's 2014 winter batch and set about moving out to the West Coast. Next up was seeding the app in the US, which Povio managed to do in Santa Clara University, right in the middle of Silicon Valley. Inside 4 weeks, 30% of the University's students signed up for Povio and half of them are using it daily. And 55% of all registered Povio users in the United States are coming back every single day.

Matevz started his snowboarding career pretty late, when he was 18, but was able to become a multi-time Freestyle Snowboarding World Cup Winner within just a couple of years. He built his own ramp on a lake in his home town, so that he was able to practice during the summer and repeat the jumps hundreds of times, until he got them right. At the same time, his better-funded competitors would go to practice at high elevation slopes on the other side of the world. Nowadays, the technique he used is widely adopted, because it's simpler and cheaper.

Matevz strives for simplicity. He loves making things simpler, easy to use and easy to understand.

#### Company description

Povio is mobile app for sharing casual everyday point-of-view photos on demand. That means that user ask or ping their friends what they are doing? They reply with their point of view photo.



### DAVID BEATTY

Entrepreneur, Angel Investor, New York, USA

#### Closing Keynote Speech (12 Nov) - Speaker

#### EAST COAST OR WEST COAST – WHERE IS EASIER TO FUNDRAISE SMART MONEY IN THE US?

#### Short Bio

David is an entrepreneur and Angel investor. David is currently co-founder and Vice President of ProSeeder Technologies, an enterprise funding platform

enabling financial firms to collaborate, syndicate and execute private equity and debt transactions. Born in Ireland, David started his career in 1985 as a headhunter in London and after joining IMI Computing was transferred to the USA in 1990. David is Chairman of Empire Messaging, Inc., a company he started in 1993 and ran until 2004, which provides enterprise messaging solutions to corporate clients. David has co-founded 5 companies, 3 of which have exited. David is an active angel investor and is a Managing Director of Golden Seeds, an angel investor group in New York where he is co-head of the Golden Seeds institute, leading workshops for angel investors and entrepreneurs in the US and overseas. David sits on a number of boards, including emozia, technology to assess a users emotional state and MIS, a radiology services company.

Company description



ProSeeder is a customizable financial technology platform empowering companies, investment networks, funds, family offices, and individual investors to conduct their operations related to private securities transactions.

#### Company

ProSeeder develops, customizes and licenses a SaaS-based enterprise platform for the private securities marketplace. The system enables financial organizations, individual investors, and private companies to conduct and manage all aspects of investment (pre and post financing) and corporate operations on a single fully integrated system. ProSeeder's technology is private labeled and easily customizable for each organization and individual company based on business workflows and other specifications upon implementation. All activities conducted on the platform are recorded in a detailed audit trail for compliance and reporting.

#### Products

For financial firms, family offices, and individual investors, the ProSeeder solution efficiently manages deal and investor processes and empowers them to vet more opportunities, conduct compliant transactions, reduce the cost of capital and achieve greater ROI. The technology enables collaboration in the deal process and facilitates participation in additional follow-on rounds. These efficiencies are achieved through configurable deal workflows, document management, syndication capabilities, permission modules, member and contact management, task and event management, and more.

For companies, the platform efficiently manages funding partners, board members, and advisors, stock register, cap tables, investor CRM, and reporting to all relevant parties. Just like the organizations, companies also receive a private-label customizable site, enabling them to have a more organized and professional approach to fundraising and corporate management.



#### JAMES BURNHAM

former EVCA External Affairs Director, UK

**Keynote Speech (13 Nov) - Speaker**  
**HOW TO FUNDRAISE IF YOU ARE VC?**

**Short Bio**

James is an independent investor relations and communications consultant. From 2010 to 2014 James served as the External Relations Director for the European Private Equity and Venture Capital Association and was responsible for political advocacy campaigns, policy formation and association management. Prior to joining the EVCA James was Head of Marketing and Communications at Climate Change Capital and was responsible for fund raising campaigns across a number of asset classes including venture capital, growth equity, carbon emissions, property and renewable energy infrastructure. Before working in the investment management industry James held a number of positions in the commercial conference and research sector.



**NICHOLAS BARLETT**

Internet Entrepreneur, Angel Investor, New Zealand

**Keynote Speech (13 Nov) - Speaker**

**HOW TO SELL SOFTWARE TO SME'S (AND LITTLE ABOUT MY 3 EXITS)**

**Short Bio**

Nicholas is a serial entrepreneur and angel investor from New Zealand. His most recent success was the listing of his software company GeoOp on the New Zealand stock exchange. Prior to this, Nicholas owned and operated successful e-commerce ventures both in New Zealand and Australia. Nicholas is now based in Slovenia and is using his first hand experience to assist startups in the region with their go to market planning.



**MAJA TOMANIČ VIDOVIČ**

Director, Slovene Enterprise Fund, Slovenia

**Introduction (13 Nov) – Speaker**

**PITCHING SESSION INTRODUCTION (SLOVENE ENTERPRISE FUND)**

**Short Bio**

The life path of Maja Tomanič Vidovič is from early on closely intertwined with entrepreneurship. She began her career as a journalist in the field of economy at RTV Slovenia, continued as adviser to the government in the former Ministry of Small Business and Tourism, then as Secretary of State for Small Business and State Undersecretary for the promotion of entrepreneurship. In 2002 she took the position of Assistant of Director at Slovene Enterprise Fund and in 2007 became director of Slovene Enterprise Fund. As a lecturer she also lectured at Gea College and at DOBA Faculty of Applied Business and Social Studies Maribor in the field of entrepreneurship and financial management of companies.

**Company description**

Slovene Enterprise Fund (SEF) is a public financial fund in 100% ownership of Republic of Slovenia, a financial institution specialized in effective financial incentives for small, and medium-sized enterprises (SME) following the world's best practices.



### **CHRISTOPHER YVON**

Charge d’Affaires, The British Embassy, Ljubljana

#### **Overview (12 Nov) – Speaker**

#### **HOW POLICY MAKERS CAN STIMULATE STARTUPS – UK EXPERIENCE**

#### **Short Bio**

Prior to his posting to Ljubljana, Christopher Yvon served as the British Ambassador to Macedonia. Before that he was Deputy Head of International Organisations Department in London from 2007 to 2010. He has particular experience of multilateral work, especially in UN issues. His experience includes areas such as human rights and UN Security Council work. Christopher began his career in the Foreign and Commonwealth Office in 1989. He has been posted to Prague, Bangkok, Riyadh and Port Louis.

#### **Company description**



British Embassy  
Ljubljana

The British Embassy in Ljubljana is working in Slovenia to implement UK policies on Europe and the single market, building trade for mutual growth. We are improving the strong relationship between our two countries and work together to promote stability and prosperity in the European Union and Western Balkans.



### **MOSHE SARFATY**

Founder and Co-owner, Krypton VC, Israel

#### **Keynote Speech (13 Nov) – Speaker**

#### **“KIM” AS A GAME-CHANGING INVESTMENT METHOD IN VC INDUSTRY**

#### **Short Bio**

Founder and co-owner of Krypton VC – with a Dual degree in Economics & International Studies from Yale University. Mr. Sarfaty has accumulated years of experience in investment banking, trading, business valuation & strategy and equity funds. He is the former Group President of a multinational financial group with more than 300 employees and 6 branches worldwide. Prior to that he co-founded and managed a company in Belize which recognized the promise of river logging in the country and its “Green” potential. He oversaw the project in its pilot stage while forming business relationships with the highest echelon of Belizean officials and its business community. He guided the project until it made an exit. Before that he was an Investment Banker in Bank of America Merrill Lynch in NYC a part of investment grade capital markets division. As part of his job there, he conducted financial and market analysis for corporate clients with investment grade ratings, focusing on their debt structure and overall market performance. In addition he developed ideas and solutions for clients, using a broad array of capital market products and used peer comparison analysis to help clients raise capital and choose their preferred financing alternatives. He was a part of various transactions teams, including TLGP secured offerings, strategic capital raisings, debt restructures and recapitalizations He now uses his large skill set, experience and qualities to invest, mentor and transform small



promising businesses into independent profitable ones.

He also served as the first ever Israeli varsity captain at Yale University and earned 4 varsity letters as part of the Yale Squash Ivy League Champion (2006) team. Moshe is a former president at Shabtai Society (formerly the Eliezer / Chai Society) and active member since 2006.

## Company description



Here in krypton we invest by using a self-developed process called "KIM". Our Krypton Investment Mechanism is a revolutionary game-changing method in the venture capital investment funds world, which sets a new unprecedented standard.

We believe that the new online BtoC (Business to consumer) startup world and its potential cannot be investigated, evaluated and estimated by well-dressed investment bankers as it used to be in the traditional VC world, but rather only the real outside world can determine start ups' potential and success.

Krypton specializes in smart investments in B to C PC - Business to consumer - personal computer products. The sole purpose of the fund is to quickly launch the startup to the outside world without wasting precious time and capital on unproven and costly due diligence processes. In the Start-up world you are in the ring facing heavyweight champions. Other VC funds want you to exchange swings for 12 rounds to see if you make it out. We provide you iron gloves to throw a haymaker.

Like many funds we use our capital to help startups finance and build a healthy profitable business in the long run.

What sets us apart from many funds is that Krypton, due its ownership structure, controls over one percent of the global internet marketing traffic, an immeasurable value, when startups join our fund.

### **LUKA PEČAVAR**

CEO, Sqwiz, Slovenia (Wayra)

**Discussion panel II (13 Nov) - Panelist**

**WHAT CAN STARTUPERS EXPECT FROM AN ACCELERATOR?**

### **TORBY JORGENSEN**

Chairman of the Board, Federation X and the Ten Legions, Sweden

**Morning Keynote Speech (13 Nov) - Speaker**

**DISRUPTING DIGITAL ENTERTAINMENT INDUSTRY**

### **MARK TURRELL**

THNK, Germany

**Keynote Speech (12 Nov) - Speaker**

**SCALING STARTUPS**

**BAYBARS ALTUNTAS**

EBAN, Turkey

**Keynote Speech (12 Nov) - Speaker**

**CONVERTING PUBLIC MONEY TO SMART MONEY FOR THE EARLY STAGE  
MARKETS IN SOUTH EAST EUROPE**

**YANN GIRARD**

Deutsche Telekom, Hubraum, Germany

**Keynote Speech (12 Nov) - Speaker**

**VALIDATION CANVAS**

**SAMO OMERZEL**

Lastinski, Slovenia

**Closing Keynote Speech (13 Nov) - Speaker**

**BUILD AND DISTRIBUTE PRODUCTS FOR THE INTERNET OF THINGS**

**BRANISLAV VUJOVIĆ**

President, New Frontier Group, Austria

**Discussion panel I (12 Nov) – Moderator**

**OPEN INNOVATION IN CORPORATIONS: INTERNAL STARTUPS**

**JANA BABNIK GOMIŠČEK**

Advisor to CEO, ELES, Slovenia

**Discussion panel I (12 Nov) – Panelist**

**OPEN INNOVATION IN CORPORATIONS: INTERNAL STARTUPS**

**KSENIJA ŠKRLJ**

Cloud Competence Center, TAG, Austria

**Discussion panel I (12 Nov) – Panelist**

**OPEN INNOVATION IN CORPORATIONS: INTERNAL STARTUPS**

**URAŠ MENIH DOKL**

Gorenje, Slovenia

**Discussion panel I (12 Nov) – Panelist**

**OPEN INNOVATION IN CORPORATIONS: INTERNAL STARTUPS**

**MELITA BALAŠ RANT**

Faculty of Economics Ljubljana, Slovenia

**Discussion panel I (12 Nov) – Panelist**

**OPEN INNOVATION IN CORPORATIONS: INTERNAL STARTUPS**

**ARGYRIOS SPYRIDIS**

Innovation Farm, Greece

**Discussion panel II (13 Nov) – Moderator**

**WHAT CAN STARTUPERS EXPECT FROM AN ACCELERATOR?**