

HIGH-TECH INCUBATORS

> BEST PRACTICES



Maciej Sadowski
CEO & Founder of Startup Hub Poland



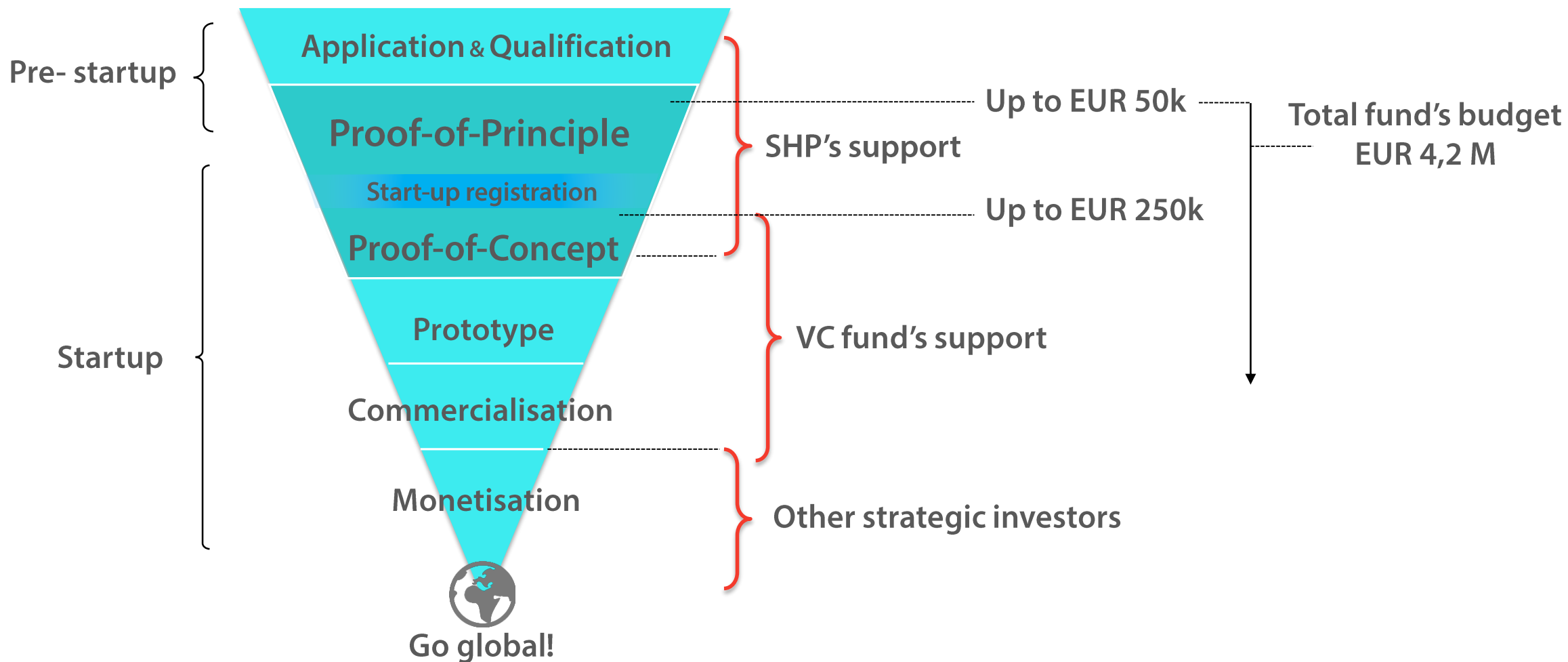
INCUBATOR: **START VENTURE@POLAND**

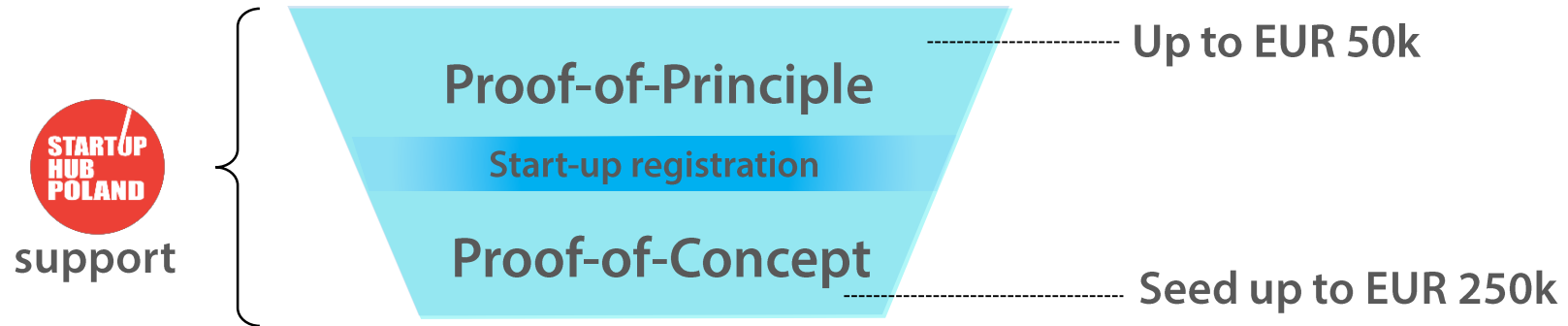
StartVenture@Poland Incubation Program, Bridge Alfa NCBiR, 2014-2015



640+ applications,
34 Proof of Concept,
8 startups seeded in Poland
(overall support per startup apx. PLN 1M)







1 Proof of Principle

- initial verification of the idea
- the due diligence analyses

2 Early Proof of Concept

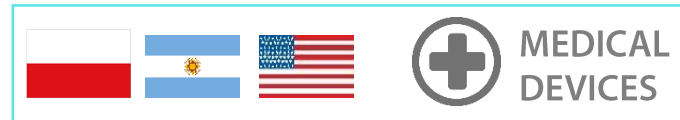
- critical technology functions verification
- industrial research
- development planned
- extended market analysis

3 Proof of Concept

- patenting procedure
- development of the prototype/near-prototype

4 Final Proof of Concept

- industrial research
- preparation for the strategic investment
- full scale manufacturability



www.holosurgical.com

Total amount of cash contributed: **PLN 2,8M**

Software for 3D navigation (using augmented reality) in spine surgery applications.

- ✓ World-class healthcare solution developed in Poland and the US.
- ✓ Polish-American team focused on the promising augmented reality applications in healthcare (computer-aided surgery procedures).
- ✓ Technology developed with targeted multi-use in selected surgical treatment areas.



www.vpplant.pl

Total amount of cash contributed: **PLN 6M**

Fully fledged DSR (Demand Side response) IT tool, which allows to shift electricity consumption off the daily peaks in energy demand.

- ✓ First advanced Energy demand management company in CEE (demand side response).
- ✓ Well-targeted customers base and growing sales' pipeline.
- ✓ Energy efficiency - consumption reduced by 25%



ACCELERATOR: **STARTUP HUB WARSAW**



*Startup Hub Warsaw Acceleration Program, 2016
Project financed by the City of Warsaw*

500+ applications

20+ countries covered by the recruitment

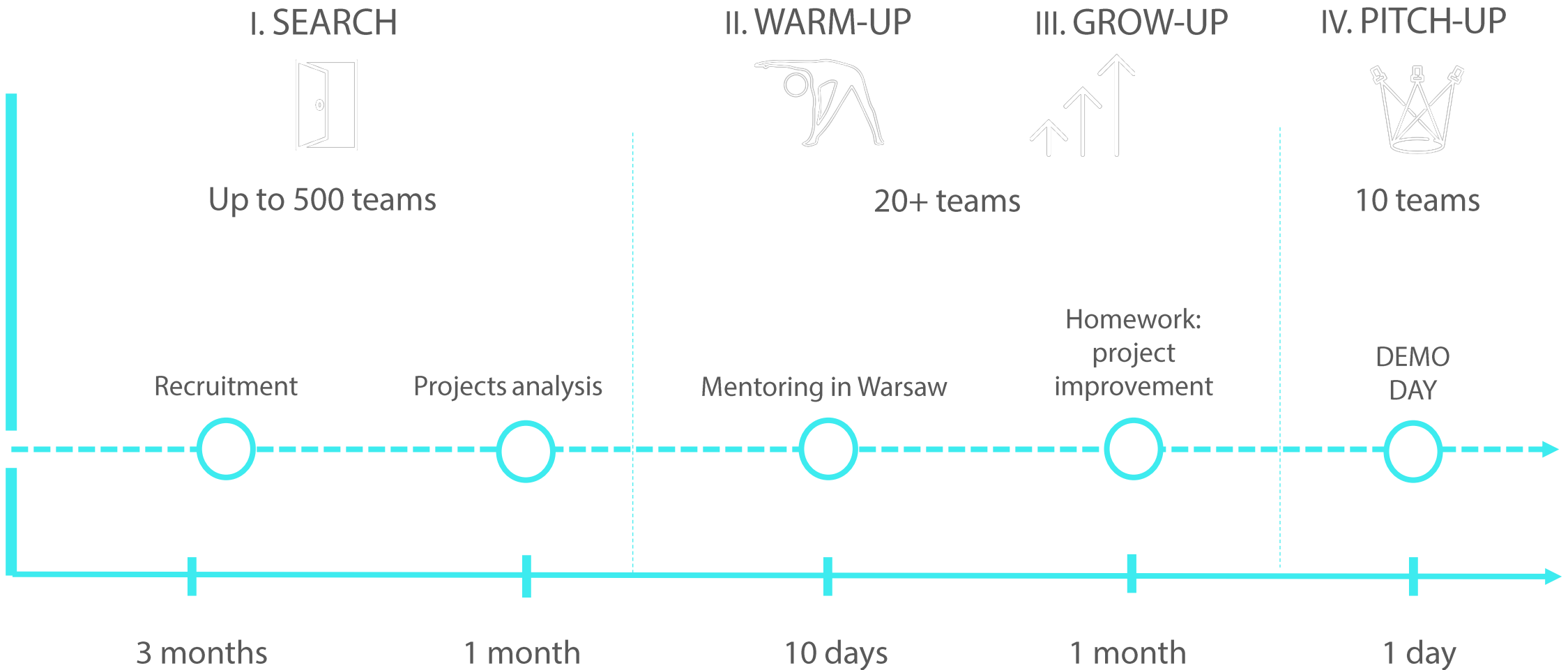
30 international teams

35 mentors

26 training sessions

10 finalists







ACCELERATED COMPANY: **WINNER**



wandlee



www.wandlee.com

Prize won: **PLN 30k**

B2B solution providing business chatbots based on artificial intelligence to talk with clients on Facebook.

- ✓ Automating services like booking, ordering, marketing or customer care 24/7
- ✓ No programming skills required
- ✓ Integrates with most of the services like Versum, Google Calendar, Pyszne.pl, Magento etc.

The broadest network in the CEE region:



2000+ high-tech startups



120+ seed, VC,
Business Angels networks



60+ startup-supporting
organizations



Monitoring of **120+**
startup & tech events



35+ research Institutions



14+ diaspora organizations
supporting Polish
scientists & inventors



60+ incubators
& accelerators

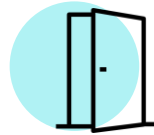


80+ startup & tech
journalists & bloggers

Foundation specializes in **recruitment & analysis** of the high-tech projects from the CEE region.



Tech-based projects then
marketing driven



Very broad, international
recruitment



Complicated and discouraging
application form



Pre-selected, carefully
interviewed VCs



Multi-step **due diligence**
analytics and **selection**



Milestones related
support and a **cash drop**



Physical space for startup:
nice to have, not a must-have



Presence of **big industry**
mentors/experts



Equity free award is a promotion
magnet, not a real need of startup



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Connect with #StartupHubPoland

