

A glowing lightbulb is the central focus, set against a blurred background of warm lights. A large, semi-transparent blue geometric shape, resembling a stylized 'V' or a series of overlapping triangles, is superimposed over the lightbulb and extends across the left side of the page. The overall aesthetic is modern and professional.

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## Innovative startups and entrepreneurs and their support

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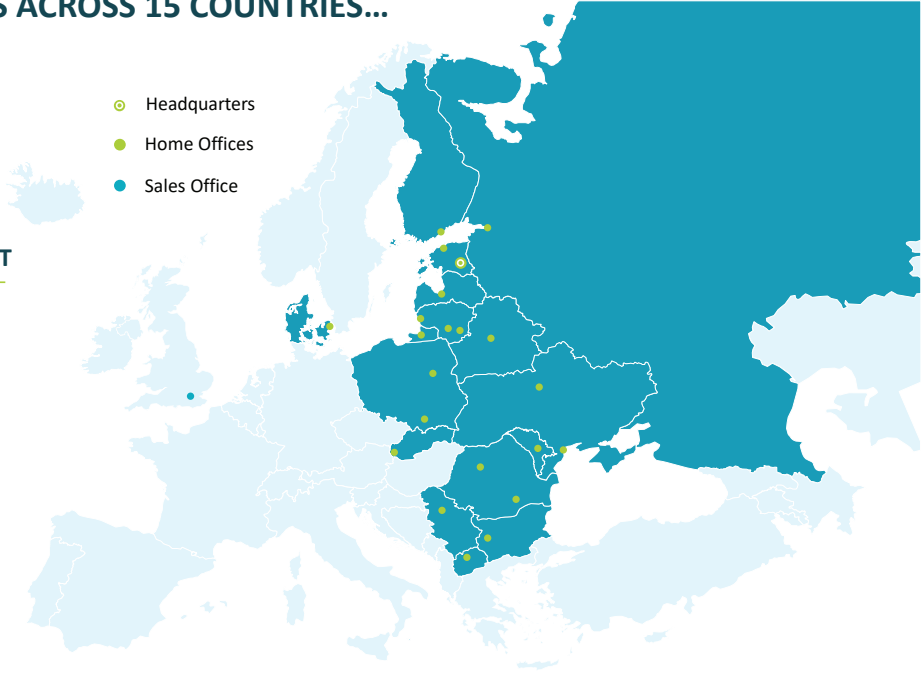
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## WE ARE A TEAM OF CHALLENGERS ACROSS 15 COUNTRIES...

- Headquarters
- Home Offices
- Sales Office

### OUR UNIQUENESS LIES IN CHALLENGER MINDSET

- Entrepreneurial DNA
- Innovative, flexible and practical
- Fair pricing of services
- Independent & partner owned



**15**  
COUNTRIES

**23**  
OFFICES

**350+**  
INNOVATORS

**150+**  
IT DEVELOPERS

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## EIT INNOENERGY IN SLOVAKIA

Overview of past projects and the history of the hub in Slovakia

## \ EIT INNOENERGY OPENED ITS SLOVAK HUB IN 2017

### 4 Primer pre-accelerators



### 3 PowerUp! Competitions



## \ EIT INNOENERGY OPENED ITS SLOVAK HUB IN 2017

**1** Innovation Project



**+** Countless connections made across and within the hubs leading to additional collaborations





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## ACCELERATION SCHEMES FOR ENERGY STARTUPS

Overview of present programmes targeting energy innovations

## \ CHALLENGER ACCELERATOR: CURRENT FLAGSHIP WITH TARGETED VERTICAL

# challenger

### IDEA VALIDATION AND PRODUCT-MARKET FIT

- Markets worth pursuing
- Product-market fit matters
- Product Development
- IP and Legal fundamentals

### GO-TO-MARKET AND SALES

- Distribution channels
- Pricing setup
- Marketing for tech startups
- Sales process

### FUNDRAISING AND SOFT –SKILLS

- Investable startups
- Pricing setup

**CLIMATE DAY**  
December 2, 2020

**DEMO DAY**  
February 10, 2021



*Snapshot from the virtual Bootcamp, October 9th*

## CHALLENGER ACCELERATOR: HOW DOES SUPPORT TO ENERGY INNOVATION WORK?

### FORMATS

<b>Workshop</b>	2-4h	Hands-on, interactive workshop, startups have to deliver and present outputs
<b>Startup Roast</b>	1-1,5h	Startups present in front of external jury of investors / industry
<b>Matchmaking</b>	1,5h	Matchmaking with investors / industry - <b>Close collaboration with the leading utility companies</b>
<b>Mentoring</b>	1h	Meetings with external mentors/experts
<b>Coaching</b>	1h	Regular meetings with your coach, opportunity to book office hours
<b>Talk + networking</b>	1,5h	Inspiration talk by founder/expert/investor - <b>Engaging local and energy experts</b>

challenger



## \ LET'S NOT FORGET ABOUT THE GREEN DEAL: SUPPORT IN BROKERAGE

- 1 CLEAN ENERGY**
  - Opportunities for alternative, cleaner sources of energy
- 2 BIODIVERSITY**
  - Measures to protect our fragile ecosystem
- 3 BUILDING AND RENOVATING**
  - The need for a cleaner construction sector
- 4 SUSTAINABLE MOBILITY**
  - Promoting more sustainable means of transport
- 5 SUSTAINABLE INDUSTRY**
  - Ways to ensure more sustainable, more environmentally-respectful production cycles
- 6 FROM FARM TO FORK**
  - Ways to ensure more sustainable food systems
- 7 ELIMINATING POLLUTION**
  - Measures to cut pollution rapidly and efficiently
- 8 CLIMATE ACTION**
  - Making the EU climate neutral by 2050

Brokerage event in collaboration with JIC Brno **"Smart and sustainable energy solutions"**  
<https://smartenergy2020.b2match.io/home>

## \ WHICH STARTUPS SHINE THE BRIGHTEST?

### **Espio**

Nanographene based sensors (winner of Grand Finale PowerUp 2019)

### **PowerEx**

Energy assets optimization platform (winner of Slovak finale of PowerUp! 2018)

### **GA Drilling**

Innovating plasma-based drilling for closing of wells and opening geothermal

### **Archee**

A mobile hydro power plant that generates electricity from flowing water.

### **Agevolt**

Simple plug and play EV chargers designed for small households, public parking lots and large complexes

### **Makers**

An IoT system optimizing energy consumption in buildings.

### **E-Vision Systems**

Devices to regenerate lost capacity of lead batteries in a noninvasive way.

### **Enerbank**

Minimizing heat and energy production and maximizing the use of waste heat via seasonal storage in buildings.

### **Tirn Technology**

Intelligent route planning service for EV drivers

### **Easy DC**

Patented non invasive DC electricity sensorics and measurement

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**THANK YOU FOR YOUR TIME**

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