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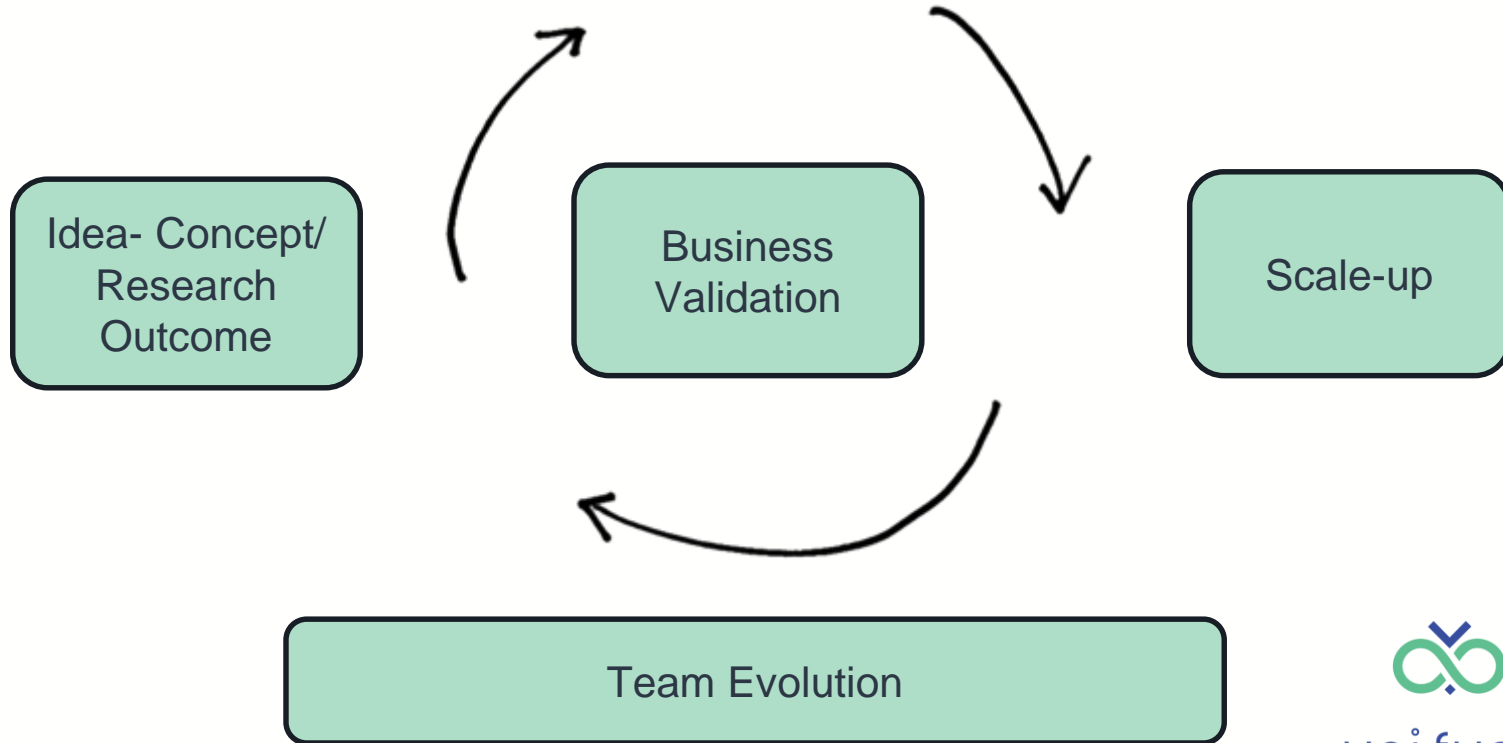
MAKE IT HAPPEN



“Ignite entrepreneurship and leverage the *hidden potential* that exists in the Greek Universities, R&D and Tech Space, by focusing on *people and team development*, implementation of successful *go-to-market strategies* and helping build the foundations of an *entrepreneurial ecosystem*”



# Acceleration Process



# The Team



Konstantinos  
Lafkas

*Corporate professional, serving for more than 20 years in high and C level managerial positions (Selonda, Sunlight, Alfa Laval, Maillis, Epa, Shell). Has led the aggressive global expansion of Greek companies abroad. He has lived in many countries and led businesses in all continents. Investor in ICT startups.*



Katerina Pramadari

*Assoc. Prof., Scientific Coordinator of ACEin, AUEB. Within ACEin, supporting various entrepreneurship support activities and teams. Extensive industry-entrepreneurial experience. She has widely published in the field of e-business, supervised various PhDs and research grants.*



Sotiris  
Papantonopoulos -  
Mantopoulos

*Co-founder of Insurancemarket.gr, the largest Greek insurance price comparison website and brokerage. Has overseen the sale of the family owned publicly listed company through the ASE. Started his career as an investment banker in USA and is currently a Business Angel and Endeavour entrepreneur.*



Stelios Eliakis

*Co-founder of sleed.gr, an e-business and digital agency in Greece, among the 20 best performance agencies in EMEA region according to Google. Co-founder and investor in other three startups. Has helped more than 30 e-business SMEs reach their first EUR 1m in turnover. Winner of the Young Entrepreneurship Award 2016.*



Panos Lioulis

*Panos Lioulis: CEO of a Venture Capital company attached to a university. Achieved triple digit returns. Was number 1 in the UK in its sector in the UK. Managed a portfolio of 43 companies from seed to development stage, revenues £120M and 1123 employees. Since joining, 2 IPO, 6 Trade sales, 2 MBOs, 1 MBI, various restructurings.*



George Saperas

*15+ years of experience in financial management, transactions advisory & corporate development. Diversified industry exposure gained in large organizations, dynamic SMEs, consulting environment and Private Equity settings. Finance Director at TANEO (New Economy Development Fund)*



# Targeted Sectors



## ICT/e-Business

E-Business  
ICT  
Fintech  
Insure-tech  
Health-tech  
IoT



## Market Innovation

Retail  
Supply chain  
Creative Industries  
Tourism  
Maritime

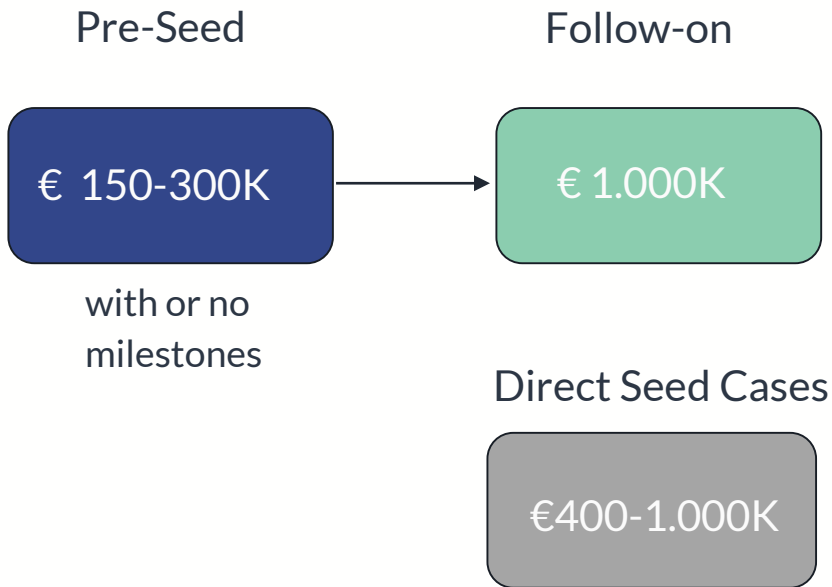


## Broader Tech Space

Hard-science  
Energy informatics  
Bio-tech  
Materials  
Environment



# Investment Strategy



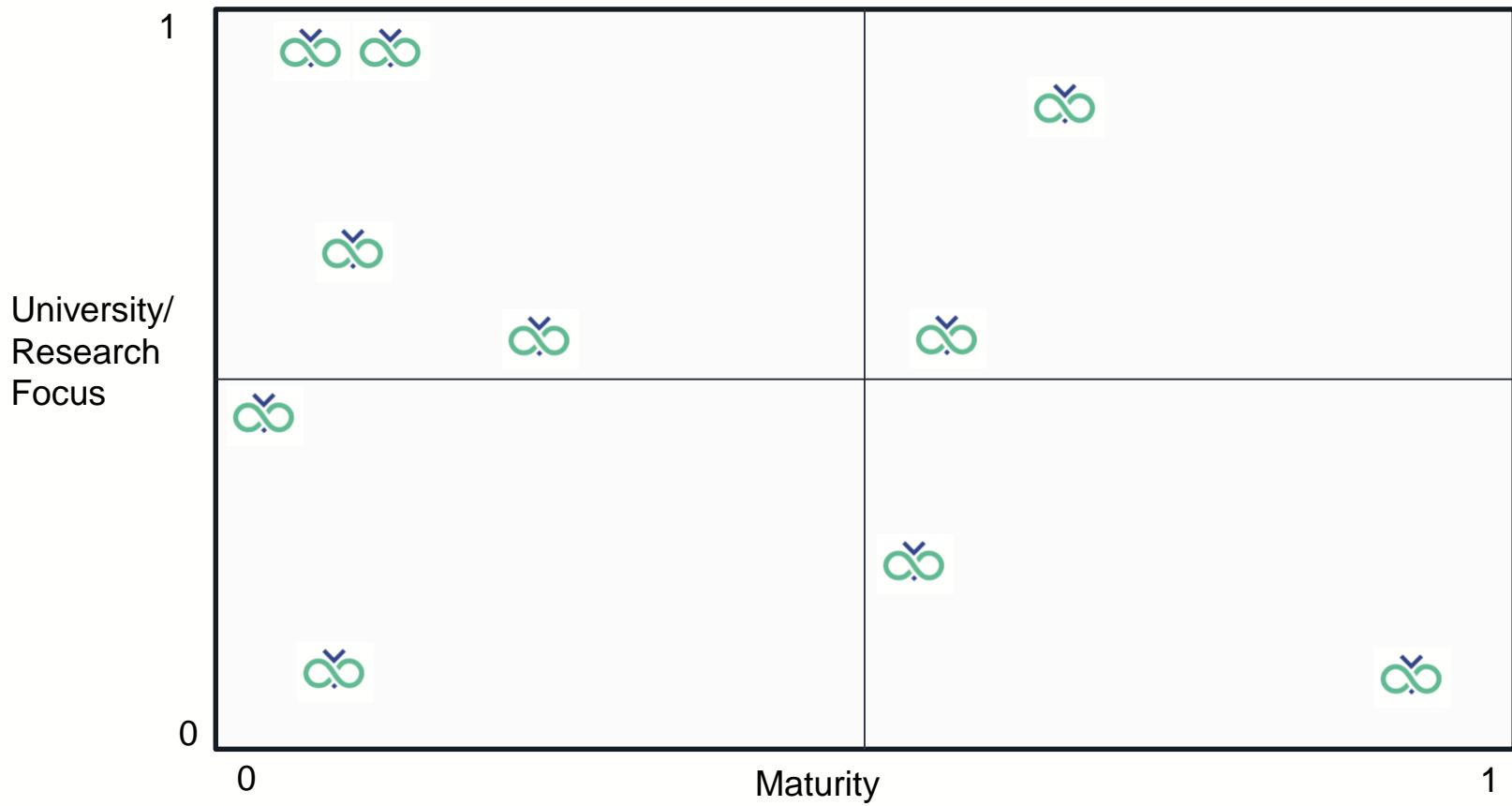
## Terms:

- Equity and Quasi Equity (Convertible debt or convertible preferred-stock equity)
- Best practices  
Transparent  
Fair





# Investment Strategy - Mapping



# Hands-on support to portfolio companies



## Tech Transfer

IP Management &  
Legal Advice

## Venture Development & Scaling

### Strategic Advice and Services

Teambuilding /  
Recruiting

Branding and  
Digital Marketing

Go-to-market  
strategy and  
global expansion

## Global Networking & Exit

Global  
Networking

Financing /  
Licensing /  
Exit  
Transactions





# IP Management



**Shulamit Hirsch**

Director, Intellectual Property @Ramot, Tel-Aviv University



## TOP 50 UNDERGRADUATE

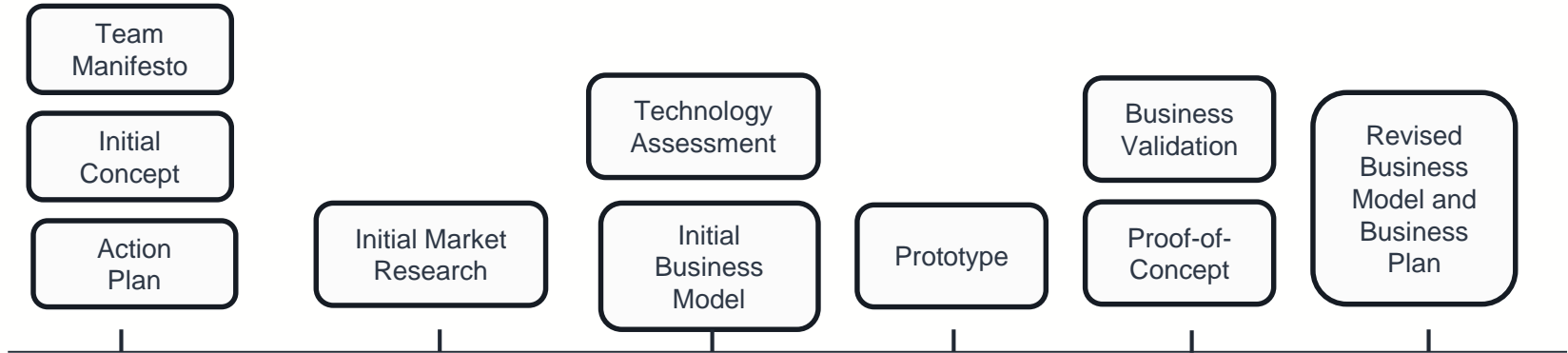
		entrepreneur count	company count	capital raised (\$M)
1	Stanford	561	472	\$5,896
2	UC Berkeley	536	468	\$4,107
3	MIT	435	369	\$4,555
4	Harvard	404	359	\$4,955
5	University of Pennsylvania	393	351	\$3,047
6	Cornell	323	291	\$3,220
7	University of Michigan	312	272	\$1,948
8	University of Texas	293	266	\$2,005
9	Tel Aviv University	250	204	\$1,754
10	University of Illinois	239	217	\$2,061

DATA: PITCHBOOK



Funded by the Horizon 2020 Framework Programme of the European Union

# Virtual Acceleration Process





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