Athens Center for Entrepreneurship and Innovation (ACEin)

The Incubation Center of
Athens University of Economics and Business

Dr. Angeliki Karagiannaki
Managing Director, ACEin
www.acein.aueb.gr
ACEin Celebrating Five Years
Positioning a University Incubator

- **Inspiration & Entrepreneurial Education**
  - Team Development, Education, Competitions

- **Startup Incubation & Acceleration**
  - Coaching, Mentoring, Consulting Services, Technology Transfer

- **Open Innovation & Growth**
  - Bridging Industry with the Innovation Space, Market Validation
Positioning a University Incubator

**Inspiration & Entrepreneurial Education**
- Team Development,
- Education,
- Competitions

**Startup Incubation & Acceleration**
- Coaching,
- Mentoring,
- Consulting Services,
- Technology Transfer

**Open Innovation & Growth**
- Bridging Industry with the Innovation Space,
- Market Validation
Support to streamline the process of venture creation

A structured growth roadmap with intensive coaching and mentoring
5 years of operation

- 70+ teams incubated
- 20+ teams with paying customers
- 9 Teams funded
- 60+ new job positions
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**a University Competition on Entrepreneurship and Innovation**

Voluntary collaborative effort supported by 20+ Universities in Greece and Cyprus with the coordination of ACEin

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<th>University Name</th>
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Innovation at a glance...

11 years, Founded in 2008
By Athens University of Economics and Business, International Hellenic University, University of Nicosia

100+ Entrepreneurial Ventures formed and participated

300+ Participants (Students and Researchers)

20+ Universities actively involved

€15K Awarded in Innovation Finals

30% Research Teams wishing to take their research results to the market
Not just a Competition but a Learning Process

4-month Virtual Acceleration Process

June
Idea Submission Deadline – Phase 1

September
Start of Phase 2
Launch event

December
End of Phase 2

January
Phase 3: Final Pitching Event

Team Manifesto
Market Research
Business Validation
Rapid Prototype
Financials
Deadline Phase 1: 30\textsuperscript{th} June 2019
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Open Innovation

A win-win collaboration between large corporates and the diverse and creative crowd of tech talents, scientists, entrepreneurs, nascent ventures, startups
ACEin as a bridgemaker

Alignment of goals, Closing the cultural gap, Maintain a level of quality and trust, Scouting

6-month structured process

- Phase A: Call to Action
- Phase B: Business Model Innovation and Design Thinking
- Phase C: From Vision to Execution

Large Corporates

Innovation Space (Startups, Research Teams)
Open Innovation Programs

- Digital Gate
  - Innovation in the Airport Environment
    - in collaboration with Athens International Airport
      - (2 rounds)

- Imagine
  - Innovation in Health and Insurance
    - in collaboration with Interamerican
      - (2 rounds)

- Ignite Ideas
  - Innovation in the Food Industry
    - in collaboration with Nestle

- VivaWallet
  - Innovation in Financial Technologies
    - in collaboration with VivaWallet
Best Practice:
How to **crowdsource** solutions and build **Proof of Concepts (PoCs)** in 6-8 months

in collaboration with the
**Athens International Airport**
(2 rounds)

**Innovation in the Airport Environment**

- 15 pilot implementations on AIA’s premises
- 5 strategic corporate-startups **partnerships**
Synergy:

Innovation Procurement and Co-Creation

Tactical startup and AIA decided to enter into a commercial supplier-buyer agreement where a procurement contract was signed among the two. AIA uses Tactical technology to streamline its operations.

...involves the effective planning, monitoring and managing of daily personnel work in large rooms, as well as emergency management...
Best Practice:
How to **create entrepreneurial culture** and build **Proof of Concepts (PoCs)** in 6-8 months

Ignite Ideas
in progress...

in collaboration with Nestle

Innovation in the
Food Industry

30+ executives actively involved

6 pilot implementations on Nestle’s premises
As κάνουμε μαζί την επιχειρηματική σου ιδέα πράξη

Δήλωσε συμμετοχή έως τις 03/05/2019

#Imagine #OpenInnovation2019
Towards an Entrepreneurial University

...is not merely an assembly line for the creation of new companies...

...it values both innovation and execution...

...it encourages partnerships between the academia and industry...


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Useful Links

http://acein.aueb.gr
http://www.ennovation.eu
http://www.thedigitalgate.gr
http://www.igniteideas.gr
https://www.imagineprogram.gr
http://yes.aueb.gr