



Re-UNITA project *Research for UNITA*

Deliverable n° 5.2 Report on the Spin-off Forums

Author: UNIZAR



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Zaragoza, August 2024

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Abstract

This document is the WP5 - D5.2 reporting document for Re-UNITA Spin-Off Forums held in 2022, 2023 and 2024.

Those annual events, coordinated by UNIZAR, has been developed with the participation of all the Re-UNITA´s partners, with the special cooperation of UPPA as coordinator of the project.

The UNITA ecosystem is rich of private and public actors aiming at promoting the innovation, and the creation of spinoffs/startups exploiting our researches results.

We are convinced that this Alliance is a fantastic opportunity to bring these players together around common projects. By sharing resources and tools, spinoffs and start-ups will be able to deploy their activities more broadly, and benefit from a wider market.

Complementing the guide of good practices dedicated to academic-private collaborations produced as part of Re-UNITA, the aim of these Spin-Off Forums was to bring together innovation players for a half or full day:

- start-ups from our universities
- accelerators
- incubators
- university departments involved in supporting innovation

During these days, we gave these players the opportunity to present their activities, tools and results, enabling rich discussions and initiating future collaborations. These events were open to the general public, but particularly aimed at researchers interested in innovation, and at our institutions' departments dedicated to bringing research to the private market.

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1. Re-UNITA SPINOFF FORUM 2022

Held on **22nd September 2022**, the first Re-UNITA - Spinoff Forum, was an online meeting created in order to show the SpinOff ecosystem of the UNITA Universities, presenting successful spinoffs, showing what they do and promoting their work.

The discussions focused also on the funding opportunities currently in place, with the European Innovation Council and SMEs presenting the support instruments for startups - EIRC, as well as some acceleration programs to which the various entrepreneurs present could apply. In addition, the Re-UNITA - Spinoff Forum also gave stage for investors (Business Angels, Venture Capital, etc.) to present their funding offers, seeking also a widening of the contact networks of all participants.



Figure 1 - 1st Edition - picture

The online activity which had the participation of all partners, started at 9:30 am (CEST Madrid time) and lasted until after 17:15 pm. 91 people registered and **66 attendants**.

Mr. Pedro Canto e Castro, policy officer at the European Innovation Council and SMEs, introduced the event explaining EIC instruments for backing visionary entrepreneurs.

Representatives from the start-ups Neurosov (UBI), JetCycle (USMB), Dive Medical (UNIZAR), Kither Biotech (UNITO) and AIA (UPPA) explained how to create and maintain a successful SpinOff.

A special time was planned for specific SpinOffs linked with UNITA's topics (circular economy, cultural heritage and renewable energy): Rhizomex, (USMB) 3Dscanner technologies (UNIZAR) and Enforce (UBI).

During the Investor's time, Pertinence Invest, Savoie Mont Blanc Angels and BeAble Capital explained the opportunities they offer. To know what is the mission of Accelerators, BGI-Building Global Innovators, InnovX and La Terminal explained how they work.

Moreover, in order to promote common actions between various European Projects InnoUnita project (EIT funded project) supported the SpinOff Forum with the presentation of the UNITA Entrepreneurship Training Program.

6 people answered the **evaluation questionnaire** and the overall satisfaction about the workshop is **9.1 (average score)**.

When we asked for the outcome from the workshop experience that can benefit you most, the results were:

- Diverse company profiles
- Example of financial support from private structures for start up

ReUNITA SPINOFF FORUM 2022

Desde 22-09-2022 Hasta 22-09-2022

Online

Organizado por Vicerrectorado Internacionalizacion y Cooperacion

Teléfono de contacto: 876553693

Inicio
Fechas
Asistentes
Documentación ▾
Programa

Programa

09:30 Inauguration (CEST - Madrid time)

By RE-UNITA Coordinator in the University of Zaragoza, Francisco Beltrán and Coordinator of RE-UNITA, Frédéric Marias (UPPA)

09:45 Inaugural talk.

EIC instruments - Pedro Canto e Castro
Policy Officer - European Innovation Council and SMEs

10:30 Successful SpinOffs around UNITA

- Neurosov (<https://neurosov.com/>), Ana Cristóvão, CEO & founder (UBI)
- JetCycle (<https://jetcycle.fr/>), Christophe Depres, CTO (USMB)
- Dive Medical (<https://dive-medical.com/es/>), Marta Ortín, CTO (UNIZAR)
- Kither Biotech (<https://kitherbiotech.com/>), Emilio Hirsch, Scientific Co-founder (UNITO)
- AIA (<http://www.ai-analysis.com/>), Sylvain Berail, CEO (UPPA)

12:00 Break time

12:15 Investors time (Venture Capital/Business Angels/Others)

- PERTINENCE INVEST (<https://www.pertinence-invest.com/Accueil/>), Nicolas Penet, Investment Director (France)
- Savoie Mont Blanc Angels (<https://samba-investisseurs.fr/>), Emmanuel Arnould, Investor and General Delegate (France)
- BeAble Capital (<https://beablecapital.com/>), Alberto Díaz González, Partner (Spain)

13:15 Lunch time/ BtB time

15:00 InnoUNITA Entrepreneurship Training Program presentation

15:15 Accelerators in UNITA regions

- BGI - Building Global Innovators - (<https://www.bgi.pt/>), Gonçalo Amorim (Portugal)
- InnovX (<https://innovx.eu/>) x CoworkTM, Andrei Munteanu (Romania)
- La Terminal (<https://la-terminal.es/>), Isabel Gallizo (Spain)

16:15 SpinOffs UNITA Topics session

- Rhizomex (<https://www.rhizomex.com/la-societe/>), Circular Bioeconomy. Luc Jager, Founder and CEO (USMB)
- 3DSCANNER TECHNOLOGIES (<https://3dscanner.es/>), Cultural Heritage. Joan Cano, Engineer (UNIZAR)
- Enforce (<https://www.enforce.pt/en/>), Renewable Energy. Paulo Cohen, IDI - Investigação Desenvolvimento e Inovação (UBI)

17:15 Wrap up and closing time

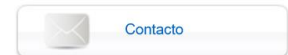


La inscripción ha finalizado.



Estadísticas

2738 visitas
91 asistentes (91 confirmados)



Diffunde tu evento poniendo el siguiente código en tu sitio

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Figure 2 - First edition - Agenda and attendance



YOU ARE INVITED

RE-UNITA SPINOFF FORUM



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 101019714.

One-day online meeting to know part of the UNITA Universities' SpinOff ecosystem and look for networking and funding opportunities.

2022 September 22nd

Agenda

(all times CEST - Madrid time)

09:30 Inauguration

By RE-UNITA Coordinator in the University of Zaragoza, **Francisco Beltrán** and Coordinator of RE-UNITA, **Frédéric Marias** (UPPA)

09:45 Inaugural talk.

EIC instruments - **Pedro Canto e Castro**

Policy Officer - European Innovation Council and SMEs

10:30 Successful SpinOffs around UNITA

- **Neurosov** (<https://neurosov.com/>), **Ana Cristóvão**, CEO & founder (UBI)
- **JetCycle** (<https://jetcycle.fr/>), **Christophe Depres**, CTO (USMB)
- **Dive Medical** (<https://dive-medical.com/es/>), **Marta Ortín**, CTO (UNIZAR)
- **Kither Biotech** (<https://kitherbiotech.com>), **Emilio Hirsch**, Scientific Co-founder (UNITO)
- **AIA** (<http://www.ai-analysis.com/>), **Sylvain Berail**, CEO (UPPA)

12:00 Break time

12:15 Investors time (Venture Capital/Business Angels/Others)

- **PERTINENCE INVEST** (<https://www.pertinence-invest.com/Accueil>), **Nicolas Penet**, Investment Director (France)
- **Savoie Mont Blanc Angels** (<https://samba-investisseurs.fr/>), **Emmanuel Arnould**, Investor and General Delegate (France)
- **BeAble Capital** (<https://beablecapital.com>), **Alberto Díaz González**, Partner (Spain)

13:15 Lunch time/ BtB time/

15:00 UNITA Entrepreneurship Training Program presentation

15:15 Accelerators in UNITA regions

- **BGI - Building Global Innovators** - (<https://www.bgi.pt/>), **Gonçalo Amorim** (Portugal)
- **InnovX** (<https://innovx.eu/>) x CoworkTM, **Andrei Munteanu** (Romania)
- **La Terminal** (<https://la-terminal.es>), **Isabel Gallizo** (Spain)

16:15 SpinOffs UNITA Topics session

- **Rhizomex** (<https://www.rhizomex.com/la-societe/>), Circular Bioeconomy. **Luc Jager**, Founder and CEO (USMB)
- **3DSCANNER TECHNOLOGIES** (<https://3dscanner.es>), Cultural Heritage. **Joan Cano**, Engineer (UNIZAR)
- **Enforce** (<https://www.enforce.pt/en/>), Renewable Energy. **Paulo Cohen**, IDI - Investigação Desenvolvimento e Inovação (UBI)

17:15 Wrap up and closing time

Interested? Please REGISTER at <https://eventos.unizar.es/87032/detal/reunita-spinoff-forum-2022.html>



Figure 3 - First edition - Agenda

2. Re-UNITA SPINOFF FORUM 2023

Held on **22 June 2023**, the Re-UNITA - second Spinoff Forum was an online meeting organized in order to show in detail the SpinOff ecosystem of the UNITA Universities, presenting successful spinoffs, showing what they do and promoting their work.

During the inaugural talk, we introduced the European perspective of innovation, knowledge transfer and SpinOffs.



Figure 4 - 2nd edition - Speaker picture

DeepNeuronic, EpicPower, WillBe, Institutul e-Austria, Hélicity and MindtoMove were the successful SpinOffs participants in this second edition.

The discussion was also focused on the funding opportunities currently in place, giving stage for Support Services for SpinOffs around UNITA, to present their funding offers, seeking also a widening of the contact networks of all participants. Linksium, CEEI Aragón, Draper Startup House, Growceanu Angel Investment and ESG&Start Lab Italy explained the different opportunities they are offering to SpinOffs.



Figure 5 - 2nd edition - Flyer



Figure 6 - 2nd edition - Agenda

The activity, which had the participation of all partners, started at 9:30 am (CEST Madrid time) and finished at 14.30 p.m. 79 people registered and 70 attendants.

ReUNITA SpinOff Forum 2023 [Publicado]

Salir Ver evento

Listado de asistentes Imprimir / Exportar a Excel

Utiliza la lista de selección superior para filtrar los asistentes en sus diferentes estados. También puedes aceptar o rechazar a los asistentes pendientes de confirmación.

Estado de la inscripción: Todos | Ordenar asistentes por: Nombre | Ascendente

Filtrar por permisos:

Filtrar asistentes por nombre: **Buscar**

Hay 79 inscritos (confirmados o pendientes) en total
Hay 79 asistentes que coinciden con el criterio de búsqueda

ReUNITA SpinOff Forum 2023
From 06/22/2023 To 06/22/2023
Online

Home Dates **Schedule** Attendees

Schedule

9.30h. Welcome
9.45h. Inaugural conference
10.30h. Successful SpinOffs

- Vasco Lopes, DeepNeuronic (UBI): <https://deepneuronic.com/>
- Pilar Molina, EpicPower (UNIZAR): <https://epicpowerconverters.com/>
- Aurelie Launay, WillBe (UPPA): <https://willbe-vision.com/>
- Dana Petcu, nstitutul e-Austria (UVT): <https://ieat.ro/>
- Léon Gaillard, Hélicity (USMB): <https://www.helicity.io/>
- Fabio Broglio, MindtoMove (UNITO): <https://www.mindtomove.it>

12.00h. Coffe-break
12.20h. Support services for SpinOffs

- Luc Oba, Linksium: <https://www.linksium.fr/>
- Concepción Ramos, CEEI Aragon: <https://www.ceeiaragon.es/>
- Henrique Pereira, Draper Startup House: <https://draperstartuphouse.com/>
- Andrei Munteanu, Growceanu Angel Investment: <https://growceanu.com/>
- Francesca Perrone, ESG&Start Lab Italy-UniCredit: <https://www.unicreditgroup.eu>

14.00h. Award ceremony for Proof of Concept winners
14.15h. Closing

The registration has finished.

Enroll Contact

Spread this event embedding this code at your site

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```

Figure 7 - 2nd edition - Attendance

7 participants answered the evaluation questionnaire and the **overall satisfaction** about the workshop is **9.71 (average score)**.

When we asked for the outcome from the workshop experience that can benefit you most, the results were:

- The talks provided by the facilitators are of extreme value for my startup and the incubator I manage.
- CEEI Aragón and generally support services for Spin-offs

3. Re-UNITA SPINOFF FORUM 2024

The 3rd edition of the Re-UNITA Spinoff Forum was held on **6th June 2024**. It started at 9:30 am (CEST Madrid time) with the Introduction of Francisco Beltrán, Vicerrector of Cooperation and Internationalization (UNIZAR) and Clément Bardoux (UPPA), project manager of ReUNITA.



Figure 8 - 3rd edition - agenda

There were **73 people registered** and **51 attendants**.

ReUNITA SpinOff Forum 2024 [Publicado]

Salir Ver evento

Estadísticas
Contenido
Diseño
Herramientas
Difusión
Doc Científica

Listado de asistentes Imprimir / Exportar a Excel

Utiliza la lista de selección superior para filtrar los asistentes en sus diferentes estados. También puedes aceptar o rechazar a los asistentes pendientes de confirmación.

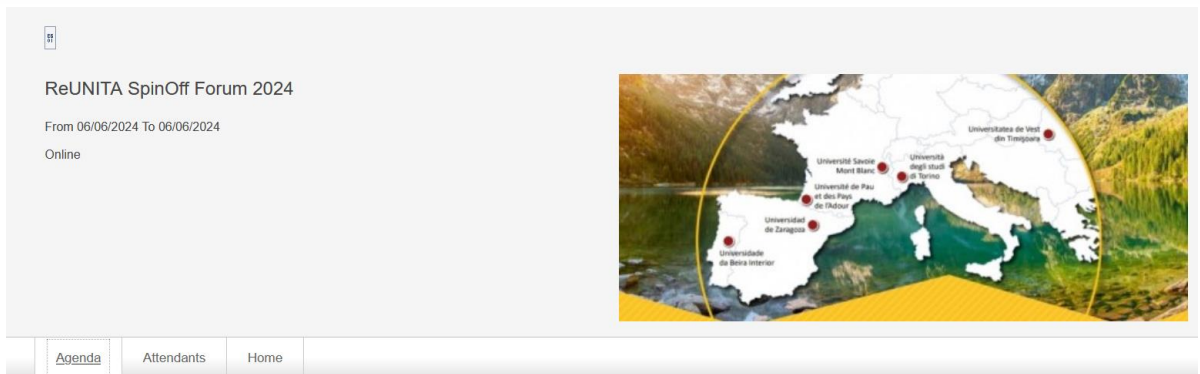
Estado de la inscripción: Todos
Ordenar asistentes por: Nombre
Ascendente

Filtrar por permisos
Filtrar asistentes por nombre

Buscar

Hay 73 inscritos (confirmados o pendientes) en total
Hay 73 asistentes que coinciden con el criterio de búsqueda

Figure 9 - 3rd edition - Attendance

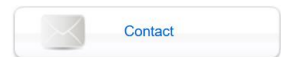


Schedule

- 9.30h Welcome and introduction**
Francisco Beltran and Clement Bardoux
- 9.45h Inspirational Speech.** Hugo Condesa.
- 10.15h Services/Investors**
 - 10.15h SpinUP programme in Unizar for the creation and acceleration of Spin-offs. Camille Bertrand
 - 10.30h Startup Portugal. Marila Santos
 - 10.45h Adour Business Angels - ABA. Denis Palluat de Besset
 - 11.00h Co- Timisoara. Andrei Munteanu
 - 11.15h Questions
- 11.30h SpinOffs**
 - 11.30h Sensomatt (UBI). Mohammad Mohammad Amiri
 - 11.45h Kampal (UNIZAR). Javier Fernandez
 - 12.00h Biomim'Gel (UPPA). Laurent Billon
 - 12.15h Institutul e-Austria (UVT). Dana Petcu
 - 12.30h Questions
- 12.45h Announcement of the ReUNITA's Seeding Proof of Concept 2024 winner**
- 13.00 h Clausure of the meeting.** Ignacio Garces



The registration has finished.



Spread this event embedding this code at your site

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Mr. Hugo Condesa, CO-founder and CEO at WeTek SA / CBO at Agile Content (BME:AGIL), was in charge of the inspirational speech to introduce the section of Services/investors. In this third session of the SpinOff Forum, the services involved were: SpinUp programme in Unizar for the creation and acceleration of SpinOffs, StartUp Portugal, Adour Business Angels and Co-Timisoara.

The specific part for SpinOffs was dedicated to know the experiences of Sensomatt (UBI), Kampal (UNIZAR), Biomim'Gel (UPPA) and Institutul e-Austria.

The last part of the event was dedicated to the announcement of the winner project in the 2024 ReUNITA's Seeding Proof of Concept.

|| Thank you!

Inma Martín Burriel
minma@unizar.es

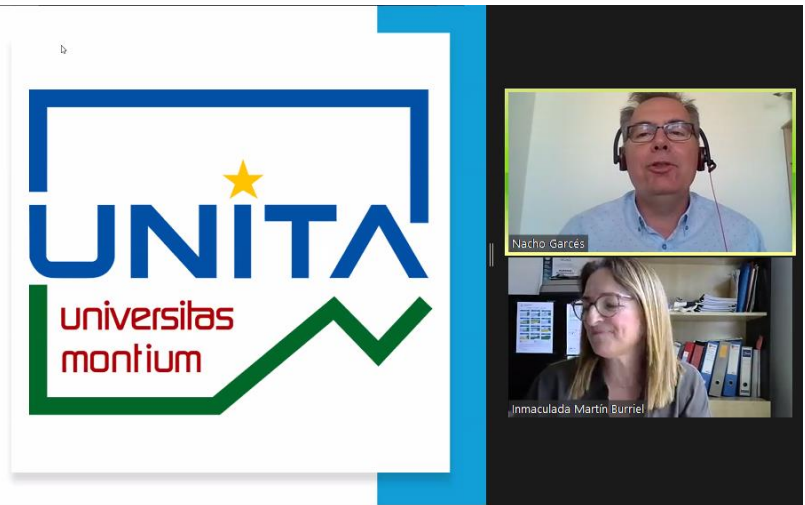


Figure 10 - 3rd edition Screenshot

11 people answered the evaluation questionnaire and the **overall satisfaction** about the workshop is **8.72 (average score)**.

Conclusion

In total, the three spin-off forums brought together 18 spin-offs/start-ups and 15 services dedicated to innovation from UNITA institutions and local partners.

A total of 187 people attended the forums and discussions, and participant satisfaction was measured at 9.20/10, thanks to a questionnaire sent out to all participants (19 responses).

We found that the presentations made by the participants provoked rich discussions and exchanges, enabling us to explore potential avenues of collaboration together.

Notable, some departments dedicated to innovation and research transfer/valorization were able to meet during these events, and initiate a collaboration that has continued ever since.

These events were also an opportunity to present the Re-UNITA project and the UNITA Alliance as a whole to participants and guest speakers.

In concrete terms, they were able to see the richness of our Alliance, and the diversity of research and innovative projects carried out in our institutions, rooted in our territories and able to respond to the challenges we face today and in the future.

As a conclusion, we can emphasize that these events were a first step towards building a network of players in the field of technology transfer, including spinoffs and support services.

This network is set to expand and intensify within the UNITA Alliance, creating the right conditions to build new responses to the current challenges faced by our societies and territories, based on the results of our research.