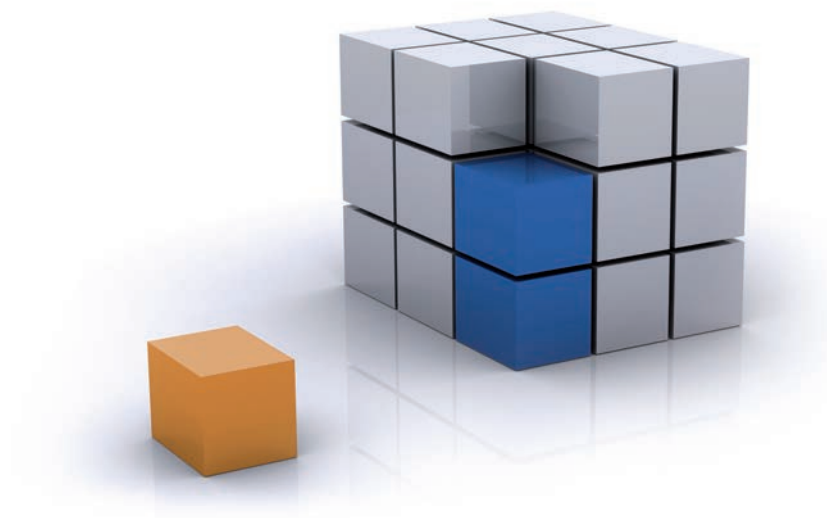




2016 SIT Impact Bootcamp

4-11 December 2016

Lisbon, Portugal





The **EIB Institute** was set up within the EIB Group (European Investment Bank and European Investment Fund) to promote initiatives for the common good in Europe mostly in EU Member States. This includes reducing inequalities, enhancing knowledge, innovation and competitiveness and ensuring cohesion throughout Europe.

The **EIB Institute** supports social innovation and entrepreneurs who target social, ethical or environmental goals or seek to create and sustain social value. This is typically related to unemployment, equal opportunities, the marginalisation of disadvantaged groups and access to education and other basic social services.

SIT Impact Bootcamp

The SIT Impact Bootcamp is a seven-day full-time executive training programme that provides social entrepreneurs with the necessary knowledge, frameworks and network with investors to scale up their social innovation and achieve a stronger impact. The programme enables three team members per project to assess their project's scaling potential and refine their scaling strategy, focusing on the skills necessary to engage productively with key stakeholders in order to mobilise resources. The programme closes with a pitch and networking session with social investors.



The SIT Impact Bootcamp 2016 is organised jointly with Católica Lisbon SBE on its Lisbon Campus. The programme is led by Professor Filipe Santos, Chaired Professor of Social Entrepreneurship at Católica-Lisbon and Visiting Professor of Social Entrepreneurship at INSEAD. All the programme faculties have extensive international experience with social entrepreneurship in both academia and practice.

Católica Lisbon is the top business school in Portugal, according to the FT, and in the top 20 for executive education in Europe. It is one of the pioneer schools in social entrepreneurship and impact investing in Portugal. It has a strong range of courses in these areas (Building Impact Ventures; Impact Investing; Social Innovation and Social Entrepreneurship), as well as a sound track record of developing award-winning global social innovations such as the Patient Innovation Project. Católica Lisbon is currently launching a Chair in Social Entrepreneurship to promote research and teaching innovations in this field. The SIT Impact Bootcamp is being developed with the EIB Institute in the context of this Chair.

Table of contents

| | |
|------------------------------|----|
| Programme | 2 |
| Faculty | 4 |
| Projects | 8 |
| Social Innovation Tournament | 20 |

Programme

4 December 2016 Marriott Hotel Geneve Room

| | |
|---------------|--|
| 16:00 | Opening Session Luisa Ferreira, EIB Institute Francisco Veloso, Dean of Católica Filipe Santos, Programme Director |
| 16:30 | Creating Social Change, Filipe Santos |
| 17:45 | Coffee break |
| 18:00 | Introduction and Opening Pitches |
| 19:30 - 21:00 | Networking Dinner |

5 & 6 December 2016 Católica Lisbon Room 536

| | |
|---------------|---|
| 09:30 - 13:00 | Scaling Bootcamp, Filipe Santos (Pitch videos available) 1. Scaling Challenge 2. Social Innovation 3. Business Modelling 4. Theory of Change 5. Impact Dashboard 6. Scaling Model 7. Capacity Building 8. Financing Growth |
| 14:30 - 18:00 | |

7 December 2016 Católica Lisbon Room 536

| | |
|---------------|---|
| 09:30 - 13:00 | The Art of Matchmaking, Kim van Niekerk 1. Introducing the Funders and Rules of Engagement 2. Understanding the Psychology of Investment and Philanthropy 3. Identifying, Researching, Prioritising & Approaching Funders 4. Demonstrating Impact & Maintaining Relationship |
| 14:30 - 18:00 | |

8 December 2016 Marriott Hotel Casablanca Room

| | |
|---------------|---|
| 09:30 - 13:00 | Preparing the Investment Case, António Miguel Developing Effective Communications – Pitch Content and Style for Teams, Kim van Niekerk |
| 14:30 - 18:00 | |

9 December 2016 Católica Lisbon Room 536

| | |
|---------------|---|
| 09:30 - 18:00 | How to Prepare and Deliver Win-Win Negotiations, Nuno Delicado |
|---------------|---|

10 December 2016 Católica Lisbon Room 536 + 537 & Dinner Pousada de Lisboa

| | |
|---------------|--|
| 09:30 - 14:30 | Final Pitch Practice, Kim van Niekerk & Filipe Santos Impact Venture's Fair |
| 15:00 - 19:30 | |
| 20:00 - 22:45 | Celebratory Dinner with Investors/Guests Certificate Delivery |

11 December 2016 Marriott Hotel Geneve Room

| | |
|---------------|---|
| 09:30 - 12:30 | Learning and Next Steps for Each Team, Filipe Santos |
| 12:30 - 14:30 | Closing Lunch |

Faculty



Kim van Niekerk



Filipe Santos



Nuno Delicado



António Miguel

Faculty



Filipe Santos

*Católica Lisbon,
Programme Director*

Filipe is a leading academic expert in social entrepreneurship and social innovation. He holds a Ph.D. in Management Science and Engineering from Stanford University and is currently Professor and Chair of Social Entrepreneurship at Católica Lisbon; he is also a Visiting Professor of Social Entrepreneurship at INSEAD. From 2007 to 2015, he was the Academic Director of the INSEAD Social Entrepreneurship Initiative and Director of the INSEAD Social Entrepreneurship Programme. He co-founded IES-Social Business School in 2009, chaired the academic council of the Mapping of Social Innovation in Portugal in 2011 and co-founded the Laboratory for Social Investment in 2013. He was the founding President of Portugal Social Innovation in 2015-2016, a new public initiative to catalyse and fund social innovation in Portugal. He is also a Board Member of the European Venture Philanthropy Association.



Nuno Delicado

*PLURIS,
Founder*

Nuno Delicado is a Founding Partner of Pluris and a Lecturer at the Lee Kuan Yew School of Public Policy and at INSEAD. He provides negotiation and conflict resolution training, facilitation, and consulting for both the private and the public sectors. At INSEAD, he co-developed the negotiation module and teaches on the INSEAD Social Entrepreneurship Programme. At LKYSPP, he teaches negotiation, dialogue, facilitation and consensus building for executive courses and Master programmes. Examples of Nuno's projects include facilitating state budget discussions in view of economic scenarios for a country in Southeast Asia, supporting a global NGO resolving conflict between member organisations, a management team negotiating a new collective bargaining agreement with the employees' union, and a biotech start-up merger with another company. Previously, Nuno was a management consultant with Bain & Company, and earlier with McKinsey & Company.

António Miguel

Social Investment Lab, Managing Director

António is the Managing Director of the Social Investment Lab, a Lisbon-based social investment intermediary that advises financial and non-financial mechanisms on unlocking capital for social change. António led the structuring of the first Social Impact Bond in Portugal, provided technical advice for the creation of Portugal Inovação Social and leads the technical work of the Portuguese Social Investment Taskforce. Previously, António was an Associate of Social Finance UK where he played different roles relating to Social Impact Bonds. António is a Professor at NOVA SBE where he teaches the course "Microfinance and innovative social finance instruments". He holds an MSc in Business Administration from Católica-Lisbon. He is a Global Shaper of the World Economic Forum.



Kim van Niekerk

Fundraising Coach, Trainer, Speaker, Adviser

Recognised as one of the leading educators in fundraising and a respected coach, trainer and speaker, Kim has spent 11 years working across the social enterprise, charity and corporate sectors.

Kim is currently a lecturer for the Institute of Fundraising's Diploma, a Fellow of the Royal Society for the Encouragement of Arts, Manufactures and Commerce, Trustee of the charity Sail 4 Cancer and an Associate of the open innovation experts, 100% Open. She is also completing the International Advanced Diploma in Fundraising Leadership.

Before becoming a coach, Kim was a Founding Director of FSI, a foundation for building the capacity of small charities by delivering free expert fundraising and communications training. During its initial three years, Kim worked with over 400 non-profit organisations across the UK.

Prior to the FSI, Kim was engaged in fundraising with the UK's largest businesses, high net worth individuals and foundations as a Campaign Manager for the NSPCC's FULL STOP Campaign. In three years, Kim was promoted twice to co-ordinate lead gifts and major events in the UK and Russia and raise over GBP 16 million for the protection of children.

Kim has trained, mentored and coached over 800 fundraisers of every shape, size and sector in the non-profit world.



List of Projects

| Project name | Sector | Country |
|----------------------|-------------------------|--------------------------------------|
| A.C.U. | Climate and environment | SIT Finalist 2014, Romania |
| Apps for Good | ICT and e-economy | Social Entrepreneur, Portugal |
| Code for All | ICT and e-economy | Social Entrepreneur, Portugal |
| ColorADD | Inclusion | Social Entrepreneur, Portugal |
| EKUI | Education and youth | Social Entrepreneur, Portugal |
| Entrepreneur Factory | Employment | Social Entrepreneur, Portugal |
| JuntoSalimos | Employment | SIT Finalist 2014, Spain |
| KOIKI | Inclusion | SIT Finalist 2015, Spain |
| Progetto QUID | Employment | SIT Finalist 2015, Italy |
| RECICLETA | Climate and environment | SIT Finalist 2013, Romania |
| School4All | Inclusion | SIT Finalist 2014, Hungary |
| Speak Social | Inclusion | Social Entrepreneur, Portugal |

Projects



Stefan Sava

Maria Grădîsteanu

João Baracho

Alexandru Sebastian Dumitru

Priscila Andrade

Domingos Guimarães

Zoe Ford

Matilde Buisel

João Magalhães

Luís Amado da Silva

Ricardo Morete

Sandra Bernardo

Diana Nunes

Celmira Macedo

Marina Costa

Joana Lomba

Inês Pinto Machado

Frederico Cruzeiro Costa

Susana Ferreira

Ana Rita Rodrigues

Javier García Rodrigo

Alejandro Macho Aroca

Mariana Brilhante

Isabel Ortiz Travado

Anna Fiszale

Lisa Guerra

George Ciulacu

Pietro Venturi

Henrietta Kovács

Tela Ciulacu

Zsuzsa Serege

Tamás Füzesy

Gabriela Iordan

A.C.U. (RO)

Stefan Sava, “Idea man” guru

Stefan likes to think of himself as an innovation-aholic. He really likes to challenge himself to solve problems. He graduated in Bioengineering from the Medical University of Iași, Romania, and obtained a Master's degree in Advanced Materials and Techniques for Experimental Analysis.

He developed several prototypes and products ranging from a medical actuator bed to waterproof soft-foam solutions and other furniture applications.

He fell in love with the circular economy several years ago when he founded Inotech NGO and since then has developed a series of products and solutions such as bricks from recycled plastics, refurbishing low-cost office chairs, smart miniature compactors for a recycling network for residential use, smart garbage cans that empty themselves autonomously and return virtual coins, clothing from recycled bags, recycled softfoam, etc.



Maria Gradisteanu, “Make things happen” guru

Ana Maria is studying Communications and Public Relations at SNSPA Bucharest. She has always been proactive: in middle school she applied for projects, did a lot of volunteer work and has had many jobs until now. She started working when she was 12 in her mother's company, learning every trick in the book related to business. She has already been involved in such a great variety of activities in her lifetime (she is 21) that she could write an essay. At present, she collaborates with her friends in A.C.U. business and hopes that they will achieve great things and really change something.



Alexandru Sebastian Dumitru, “Tech” guru

Alex is from Bucharest, Romania. He is studying System Engineering at the Automatic Control and Computer Science Faculty of the Polytechnic University of Bucharest. He is passionate about programming and enjoys tinkering with technology. When performing mundane tasks, he often finds himself thinking about small inventions and solutions that could make a difference. At A.C.U, he has found a good place where ideas come to life and no project is considered undoable.



#Climate and environment

Project in: Romania

A.C.U. is a group of talented people with a passion for innovation tackling a broad concept of designing products for the circular economy. It focuses on tackling the general problem of global warming and the unsustainable model of linear production by designing and producing “an uber-eco version” of products.

atelierlecreativeunite.ro



atelierlecreativeunite

savastefand@gmail.com

Apps for Good (PT)



João Baracho, Managing Director

João Baracho began his professional career as an officer in the merchant navy, where he remained for five years, specialising in the transportation of chemical products. After this period, he moved into the management field, serving as an administrator for national companies operating in the technology sector, such as Datacomp, Digidoc and Megamedia. He was also responsible at the national level for multinational business units, such as Siemens Computers and Compaq, and for 12 years he was a member of the staff of Portugal Telecom, where he held the position of Sales Director in the Public Administration area. Currently, in addition to being the Executive Director of CDI Portugal, he is an Advisor to the Board of Directors and a Member of the Fiscal Council of Electronic Commerce and Interactive Advertising Association (ACEPI), where he was the Coordinator of PME Digital, a programme of the Ministry of Economic Affairs promoted by the Institute of Support for Small and Medium Enterprises and Innovation (IAPMEI) with responsibility for promoting the adoption of the digital economy by SMEs.



Priscila Andrade, COMMS Manager CDI Portugal

Priscila studied Communication Sciences at the Faculty of Social Sciences and Humanities of Nova University of Lisbon, specialising in journalism. After that, she worked in radio for three months and then went back to study a master's degree in Communication, Culture and Information Technologies at ISCTE – University Institute of Lisbon. After a brief experience in an EDP Social Impact Project, Priscila began her professional internship at CDI Portugal, where she still remains as COMMS Manager.



Matilde Buisel, Impact Analyst and Trainer

Matilde has a Master's Degree in Clinical Psychology. She carried out a one-year internship at Clinical CAD In and is currently enrolled in the order of psychologists. She completed her professional internship at CDI Portugal, where she is currently a trainer, psychologist and coordinator of Apps for Good in Portugal.

#ICT and e-economy

Project in: Portugal

Apps for Good believes that technology can be a great equaliser and a massive force for good, transforming lives and communities throughout the world. We aim to create a new global generation of problem-solvers and tech entrepreneurs – both boys and girls – who create apps, i.e. small software programmes that change their world and challenge the status quo. In 2014/2015 we had 16 schools with 300 students; in 2015/2016 we had 64 schools with 1166 students; 40% of the students taking part in Apps for Good are girls and 44% of the students want to pursue a tech career.

cdi.org.pt

[@AppsforGood_PT](https://twitter.com/AppsforGood_PT)



[cdiportugal](https://www.facebook.com/cdiportugal)

joao.baracho@cdiglobal.org

Code for All (PT)

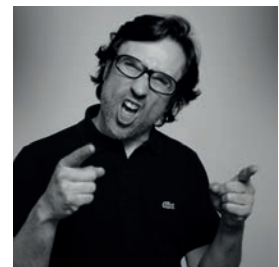
João Magalhães, Co-Founder and CEO

João has 10 years of experience in Corporate Finance and Management Consulting, working with entrepreneurs, small and medium-sized enterprises and private equity firms. He worked for Ernst&Young and Banco Privado Português before taking the International MBA at IE Business School. He is an entrepreneur and business angel.



Domingos Guimarães, Co-Founder and Chairman

He studied cinematography both in London and Madrid and, for more than five years, he attended IESE Business School New York and worked in the entertainment and film industry as a producer, partner and manager. He is the Portuguese Digital Champion for the EU, a mentor, business angel and founder of Live Content.



Diana Nunes, Marketing and Community Manager

Diana obtained her Master's degree in Biomedical Engineering from Instituto Superior Técnico, where she was a researcher in Mathematical Modelling and Simulation. She worked as a CRM consultant before moving to the marketing area.





#ICT and e-economy

Project in: Portugal

We are code down to the bone and we will do whatever it takes to reach our goal. Our motto? Code Ergo Sum: helping the universe to ride the digital tsunami, teaching children and grown-ups to programme the present, looking to the future.

Code For All focuses on two main areas:

- Adults: we were born out of the observation of a contemporary paradox: on one hand an extremely high youth unemployment rate, and on the other hand an enormous employment opportunity in the information technology sector. Over 14 weeks, we're transforming unemployed people into junior developers and putting them back on the job market.
- Juniors: we want to show all the children of the world the marvellous world of programming, teaching them how to code, to think and solve problems. We have developed a personalised computer science learning platform with content based on the United Nations Sustainable Development Goals that is used by both teachers and students in the classroom.

codeforall.io  [@academia_codigo](https://twitter.com/academia_codigo)  [academiadecodigo](https://www.facebook.com/academiadecodigo)
joao.magalhaes@academiadecodigo.org



Luís Amado da Silva, Consultant

Luís has been collaborating with ColorADD for two years. He graduated in Biotechnology from FCT/UNL and he holds a PhD in Plant Genetics from ISA/UTL. He also holds an MBA from AESE/IESE and has attended the IES/INSEAD Social Entrepreneurship Course.

Luís has more than 12 years' experience in innovation projects, namely managing start-up projects in the energy and life sciences, over two years' experience supporting the creation of social business start-up projects and experience in business development, management and consulting. He is a member of the Board of a PSI-20 energy company.



Ricardo Morete, Finance & Business Development

Ricardo has been working in Finance & Business Development at ColorADD, since 2013. He graduated in Finance from Universidade Católica Portuguesa (UCP), concluding his thesis in Accounting and Management Control at Faculdade de Economia do Porto. He holds a Degree in Management from Universidade Lusíada do Porto. He has over 15 years of experience in finance, management and business development.



Inês Pinto Machado, Volunteer

Inês holds a Master's degree in Clinical Psychology from the Catholic University of Portugal (UCP). She has professional experience in the psychological treatment of children, young people, single mothers and VIP (Voluntary Interruption of Pregnancy). She has been working as a volunteer with ColorADD Social on school initiatives with children since 2015.


#Inclusion

Project in: Portugal

ColorADD is a unique, universal, inclusive and non-discriminative language that allows colour blind people to identify colours, with a wide infinite spectrum of use in companies/entities whenever colour is a factor of identification, orientation or choice. It is estimated that 350 million people (about 10% of the male population worldwide) are colour blind!

The ColorADD code is based on three graphic symbols representing the three primary colours. Through the acquired knowledge of "Colour Addition Theory" taught in the early years at school, the symbols can be related and the entire colour pallet graphically identified. Black and white appear to indicate dark and light tones. Symbols that include colours, becomes "a mental game" easy to memorise and apply in daily life.

"When I volunteered to create a colour identification system for the colour blind, I had no idea of the impact it would have all around the world but I knew it was an ambitious challenge. I tried to follow a sustainable, transparent path, together with those whose life was being made easier by a tool capable of including without discriminating!" - Miguel Neiva, ColorADD creator and project mentor.

coloradd.net  [@coloraddoficial](https://twitter.com/coloraddoficial)  [coloradd](https://www.facebook.com/coloradd)®-sistemadeidentificaçãodecoresparadaltónicos coloradd@gmail.com

EKUI (PT)

Celmira Macedo

Celmira graduated in Preschool Education from the Polytechnic Institute of Bragança in 1992. In 2003, she graduated in pre-school Education from the Polytechnic Institute of Portalegre. She obtained her post-grad degree in Special Needs from the Polytechnic Institute of Bragança in 2005 and her PhD in Special Education from Salamanca University in 2013.

She has held various teaching positions from 1992 to 2014, notably in special education since 1992.

Celmira is Founder, Chairman, Project and Team Coordinator of Leque Association since 2009 and Founder and CEO of EKUI (Brand) since 2011. In 2011, she was the Winner of the II BootCamp of Social Entrepreneurship (IES, 2011) and she received in 2014 the Portuguese Award for Volunteering.



Marina Costa

Mariana graduated as a Speech Language-Pathologist in 2012 from the Porto Health Polytechnic Institute. She holds a Post-grad degree in Augmentative and Alternative Communication (2015). She worked in rehabilitation clinic from 2013 to 2014 and since 2014 she works in early intervention with special needs children. She holds a diploma in Portuguese Sign Language and is a lecturer of EKUI Inclusive Methodology at Leque Association since 2016.



Joana Lomba

Joana graduated as Psychomotor Therapist in 2011 from the Lisbon University. She holds a Post-grad degree in Early Intervention from Minho University (2015). She has worked in Clinics from 2011 to 2014 and was a volunteer at School Center of Barcelos. Since 2015, she is Team Coordinator at Care and Rehabilitation Center at Leque Association and until June 2016, she was a lecturer of EKUI Inclusive Methodology at Leque Association.



#Education and youth

Project in: Portugal

EKUI Methodology (Brand) describes itself as the first solution in Portugal for teaching literacy skills in an inclusive manner. Its first product, EKUI CARDS – Alphabet, is a set of 26 cards with the letters of the alphabet, that combine the spelling of common Portuguese, Braille, Portuguese Sign Language (PSL) and the international phonetic alphabet (IPA) in paper and digital form. By including four different strategies for everybody's literacy, the EKUI CARDS are an excellent alternative to existing material. This methodology is already accepted among school and scientific communities as an enabler in the early acquisition of reading/writing skills, since it stimulates hearing discrimination, sequential and visual memories, figure-ground discrimination and phonetic skills. In the health area, both children and adults in speech/communication rehabilitation can also benefit from this material, which promotes an inclusive attitude.

leque.pt



[lequeapapne](https://www.facebook.com/lequeapapne)

geral@leque.pt

ekui.pt



[ekuipt](https://www.facebook.com/ekuipt)

info@ekui.pt

Entrepreneur Factory (PT)



Frederico Cruzeiro Costa, Founder and President

Frederico holds a Master's in Social and Solidarity Economy from ISCTE-IUL, a degree in HR Management and a Post-Graduate Diploma in Strategic Brand Management and has completed post-graduate studies in Social Entrepreneurship, Experiential Marketing at Columbia Business School (NY).

In 2013, the BMW Foundation selected him as a member of the International Young Leaders Community and in 2014 he won an "Our Heroes" award, promoted by the Portuguese magazine Visão. He is an expert in the professional integration of unemployed young people and adults, entrepreneurship and social entrepreneurship and empowering of underprivileged people.



Susana Ferreira, Director of Marketing and Communications

Susana holds a Master's degree in Marketing Management and a post-graduate diploma in Customer Relationship Management from ISCTE-IUL in Lisbon. She has extensive experience, gained mostly in top Lisbon advertising agencies, leading projects for large multinational accounts such as L'Oréal, Danone, Volvo and Novartis Consumer Health and, with her entrepreneurial spirit, she is a co-founder of a natural cosmetics retail company.



Ana Rita Rodrigues, Coordinator of Agualva-Cacém Entrepreneur Factory

Ana obtained a Degree in Economics from the Faculty of Economics and Management of the Universidade Católica Portuguesa. She is an expert in entrepreneurship with more than ten years of experience in supporting entrepreneurs and social entrepreneurs in the creation of their projects.

She is also an entrepreneurship trainer for various entities such as IEFP, Rumo and ACM (formerly ACIDI), and a Portuguese representative for several European projects in the areas of entrepreneurship, social entrepreneurship and social innovation.

#Employment

Project in: Portugal

The Entrepreneur Factory operates in several areas through its five offices located in several municipalities in the Lisbon region. The first was opened in 2009 and the last in 2016, with the aim of creating innovative solutions and a high social impact consistent with a social and solidarity economy. It offers free support to individuals and NGOs in the areas of employment, training and qualification, promotion of entrepreneurial skills, and mentoring and consulting for inclusive entrepreneurship. It has supported over 5 000 people in a social inclusion situation, of which 1 090 have been integrated into the labour market, 441 in soft-skills training and 391 into hard-skills training, and 328 micro entrepreneurs have received assistance.

seagency.org



fabricadoempendedor and socialentrepreneursagency

frederico.costa@seagency.org

JuntoSalimos (ES)

Javier García Rodrigo, COO

Javier graduated in Electrical Engineering and Computer Science from Universidad Politécnica de Madrid and holds a dual master in Innovation Management from Universidad de Barcelona and EAE Business School. In February 2015, Javier was selected to represent Spain in the "Social Innovation Fellowship".

Javier is also an independent advisor to the European Commission on innovation research under the Marco H2020 Programme and currently leads the strategic policy for the coordination and development of innovation projects at Telefónica.

Passionate about innovation, Javier has taught more than 20 international workshops in this area, and was selected at the beginning of 2016 by Yuzz (the entrepreneurship initiative of Banco Santander) as an expert lecturer for its community.



Alejandro Macho Aroca, Manager of Innovation Ecosystems

Alejandro holds a degree in Electronics Engineering from UCLM and a Master's degree in Electronics Engineering from UNED. He works at Deloitte as a Senior Technology Consultant, leads a national association for the university environment, Qubic.es, and recently joined JuntoSalimos as Manager of Innovation Ecosystems. Pursuing his interest in technology and education, he is also a PhD Candidate in Electronics and Education and has worked with Microsoft in these fields.

At JuntoSalimos, Alex is in charge of the different ecosystems and he is the contact point for the mentors and entrepreneurs of the JS network. He is in touch with each participant, establishing their needs and challenges in order to offer the "perfect match" and the best way to achieve their goals.



#Employment

Project in: Spain

Launched in April 2015, JuntoSalimos (<http://juntosalimos.org>) is a network that brings entrepreneurship ecosystems to life. Through its online platform, it helps founders to grow their ventures by matching them with the right mentor for each of their specific challenges. Additionally, the platform enables entrepreneurship communities (e.g. universities, incubators, accelerators) to manage their online community, provide support to their entrepreneurs and assess activity and impact.

In over a year since its beta was launched, JuntoSalimos has helped over 300 founders and has built a community of over 150 mentors and over 1 000 observers (i.e. people who join the network and consume content). Moreover, JuntoSalimos is already working with communities such as Stanford University, Angel Ventures Mexico (one of the main VC funds in Mexico and Latin America) and Agora Partnerships (main impact accelerator in Latin America).

juntosalimos.org



@juntosalimos



juntosalimos

felix@juntosalimos.org



Isabel Ortíz Travado, Marketing and Business Development Manager

Isabel is the Marketing and Business Development Manager at Koiki. She also founded Mumumío, a marketplace based on the best artisan food producers throughout Spain, selling more than 100 000 orders over the last 5 years. She has experience in e-commerce, banking and auditing.

#Inclusion

Project in: Spain

Koiki is a mobile app for a last-mile delivery service that enables people from your neighbourhood to pick up and deliver parcels at the time specified by you. Koiki is a social and environmental service in the sharing economy, which improves cities and the life quality of its citizens.

koiki.eu



@koiki_home



koiki.home isabel@koiki.eu

Progetto QUID (IT)

Anna Fiscale, Founder and President

Anna Fiscale, 28, is the founder and President of Progetto QUID. Anna graduated in Management from Bocconi University and in Political Science from Sciences Po Paris and founded QUID in 2013.



Lisa Guerra, International Sales Development

Lisa Guerra, 34, graduated in Modern Languages for Tourism and International Commerce and joined Progetto QUID's team in 2015. She is now responsible for international sales development.



Pietro Venturi, Responsible for Storage and Distribution of Products

Pietro Venturi, 30, is an architect. After obtaining his degree in Architecture and gathering experience in Africa and in the United States (at Peter Eisenman studio), he now supports Progetto QUID's activities.



#Employment

Project in: Italy

Quid is a social enterprise that assists the rehabilitation and re-employment of disadvantaged women with a troubled past through the recovery of high-quality textile waste materials from selected established fashion partners. It then creates beautiful and unique hand-crafted garments and accessories (100% made in Italy). Today, QUID employs 50 people. The majority of them belong to vulnerable groups.

progettoquid.it



@Progettoquid



Progetto QUID anna.fiscale@progettoquid.it



Teia Ciulacu, Founder and General Manager of ViitorPlus

Teia leads the ViitorPlus (FuturePlus) association for sustainable development, an NGO that she founded in 2006 in Romania. Previously, she managed a new department on Strategic Planning for Sustainable Development within the Ministry of the Environment, in charge of national strategy revision, approval and implementation. Before that, she worked on integrating environmental and social considerations in the business operations of ABN AMRO Bank. In Amsterdam, she was responsible for a pilot project on sustainable behaviour among employees which was later implemented.



Gabriela Iordan, Project Manager

Gabriela attended the Academy of Economic Studies and has eight years of marketing experience in corporations. She has been working for eight years for the NGO ViitorPlus, as a volunteer, Human Resources Manager, fundraising 2% campaign coordinator, REGENESYS project coordinator, and now as the Project Manager for RECICLETA, helping every day with the growth of social entrepreneurship projects, since their launch in 2009. In 2016, Gabriela was invited to be part of the new board of ViitorPlus; she believes that she can contribute to a real change around her through her daily input and most of all through what she puts into practice in her personal life.



George Ciulacu – Logistics Manager of ViitorPlus

George is from Transylvania-Sibiu, where he lived and studied (economics – trade and tourism). He worked for 13 years with different banks as a cash officer, relationship manager and customer services representative. In 2014, George decided to make a change and get involved in something more meaningful, so he joined the ViitorPlus association, first as volunteer and then as employee, in charge of logistics for all the organisation's projects.

#Climate and environment

Project in: Romania

Recicleta is a social enterprise developed by FuturePlus – the association for sustainable development. We offer a solution for companies or households generating small quantities of recyclable waste (from 5-150 kg or 1m³). We provide them with collection bins and come to collect the materials. We guarantee their waste is recycled and we offer educational materials to raise awareness about protecting the environment. Our concept is innovative due to the pollution-free transportation: cargo bicycles operated by people from vulnerable groups subject to high unemployment. We currently have contracts with over 300 company clients and 150 blocks of flats in Bucharest (Romania), i.e. about 30 000 people who send over 7 000 kg of materials.

viitorplus.ro



ViitorPlus teia.ciulacu@viitorplus.ro

recicleta.ro



recicleta.vp

School4All (HU)

Henrietta Kovács, Fundraising Manager

Henrietta obtained her university degrees in pedagogy. She has worked for 15 years in education, teaching in high schools and at the University of Applied Sciences in Budapest. Through personal experience, she has learnt the importance and the benefits of differentiation in pedagogy. Although Henrietta enjoyed the life of a young mother with three normally developing sons, she knew many parents who were bringing up children with disabilities. Her attitude changed and she joined the civil sector where her professional experience in pedagogy could be put in use to help families with disabled youngsters.



Zsuzsa Serege, Marketing and PR

Zsuzsa is an NGO marketing and communication professional with experience in areas including PR, communications strategy, brand image, social media management, event management and change management, together with several years of teaching and journalism.



Tamás Füzesy, COO

Tamás believes that the time he spent as leader in the non-for-profit sector would bring lasting value to any non-for-profit organisation. His social sensitivity, global mindset, business approach, leadership, optimism and international experience helped him a lot. As an athlete, he acquired endurance and combat skills, which help him in his professional and civic life.

Charitable activities have always been present in Tamás' personal life. He has taught hundreds of children to swim over the last 25 years, healthy as well as handicapped children. It is such a joy to share the knowledge of how to swim with these children and to help strengthen their health. This knowledge will accompany them for the rest of their lives.



#Accessibility

Project in: Hungary

In Hungary, children with disabilities, especially those with learning difficulties are routinely sent to special schools. Most of them never have a chance to participate in education programmes with normally developing peers. School4All is an integrative programme that allows and invites children with learning difficulties to participate in mainstream education, visit classes and accomplish artistic projects with their normally developing peers. School4All tears down the massive wall of prejudices by providing opportunities to get to know each other, to build friendships and to experience the benefits of cooperation and sharing. It points forward and provides a solid base for autonomous living and workplace integration.

downegyesulet.hu



[downegyesulet](#) henrietta.kovacs@downegyesulet.hu

Speak Social (PT)



Mariana Brilhante, Growth and Community Manager

Mariana is a Community Growth Manager at SPEAK. She is an MBA student at TLMBA. She is also a Board Member of the Lisbon MBA Entrepreneurship Club. She worked as a consultant at IES-SBS where she supported companies with their sustainability strategy and helped the implementation of an international movement in Portugal. She has gathered work experience on four different continents where she managed projects and developed key relationships with stakeholders at all levels. She is also part of the mentor network at Yunnus Social Business.



Zoe Ford, Support and Marketing Assistant

Zoe is a Marketing and Support Assistant at SPEAK. She is currently studying for a BA in Spanish and Portuguese at the University of Southampton in England and she has been working with SPEAK for nine months. She has previous experience in customer service and promotions.



Sandra Bernardo, Support Expert

Sandra is a Specialist of Centralised Support at SPEAK. She coordinated a project on emotional intelligence, leadership and productivity for university students. She has experience in customer service and sales. She implemented a branch of Associação Fazer Avançar, a non-profit organisation focused on youth, in Coimbra. Sandra has a degree in Psychology and is a consultant psychologist.

#Inclusion

Project in: Portugal

SPEAK connects migrants, refugees and locals in the cities where they live through a language and culture exchange program, where anyone can apply to learn a language in an informal and effective way while meeting new people and making friends.

speak.social/pt/



speaksocial

mariana@speak.social



Five years supporting the best European social entrepreneurs

This year the EIB Institute is celebrating five years of supporting the best European social entrepreneurs, with 15 social entrepreneurs meeting in Ljubljana, Slovenia, to compete for four prizes. This year's finalists join a growing community of 62 projects from 20 different countries working to combat social exclusion.

Many things have changed since the first edition took place in Luxembourg in 2012: the overall prize money available has been increased, new prizes have been added (e.g. second prize in the special category, with prizes now including mentoring vouchers with top-class institutions such as INSEAD Business School and EY Transaction Advisory Services). Finalists are also offered many opportunities to attend mentoring bootcamps. This year, for the first time, the Institute is organising an impact bootcamp, an innovative one-week executive education programme to be held in Lisbon in December. This programme is for social entrepreneurs whose projects have already been launched and validated and who are looking to maximise their impact. The Institute also organises a regular "Investor's Fair" where social entrepreneurs pitch their projects to investors and build bridges for future investment deals.



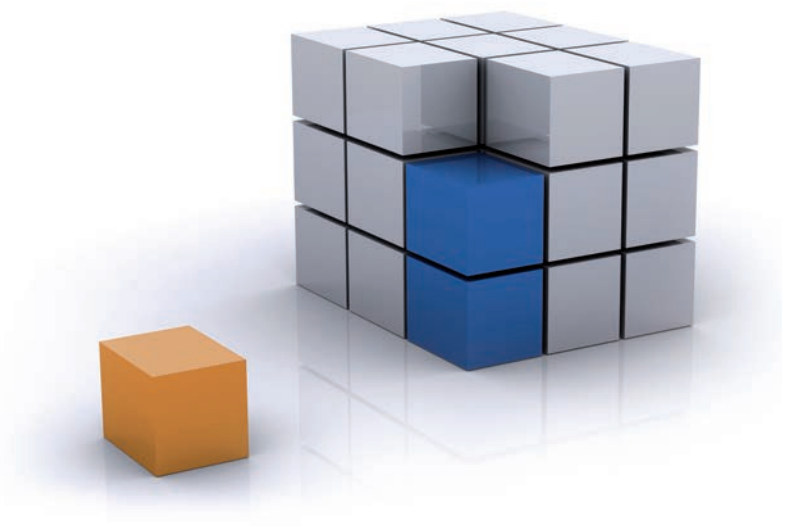
Luxembourg 2012



Budapest 2013



Madrid 2014



What do finalists compete for?

Every year the 15 finalists compete for the prizes and mentoring vouchers in a different city and in a different country. Special category prizes were introduced with the second edition of the SIT. In 2016 the special category was “health, with a special emphasis on childhood obesity” after “natural and urban environment” (2013-2014) and “equal opportunities with a special emphasis on people with disabilities” (2015). A panel of judges from the academic and business community awarded the two first and second prizes of EUR 50 000 and EUR 20 000 in each category. This year the EIB Institute partnered with INSEAD Business School to offer up to two members of a 2016 SIT Finalist projects the opportunity to attend the 2016 edition of the INSEAD Social Entrepreneurship programme (ISEP). EY Transaction Advisory services for the second time offered business model fine-tuning to the general category winner to help the entrepreneur to finance their business plan. As was the case last year, the jury also awarded several mentoring vouchers to help the projects extend their reach.



Milano 2015



Ljubljana 2016

Hand-in-Scan

HU, 2012 First Prize Winner

Hand-in-Scan designed a hand hygiene system based on digital imaging technology for direct control of the effectiveness of hand washing in medical environments. They now have 20 000 individual users and are present in 17 countries. Their hand hygiene systems are sold globally in Europe, Asia and North America and they are working together with WHO to reach more users.

Recicleta

RO, 2013 Special Category Prize Winner

Recicleta won the first Special Category Prize, introduced in 2013. In Romania, standard commercial companies generally only collect waste material in excess of 150 kg. Recicleta collects small quantities of waste paper from offices for recycling using cargo-bicycles and employing socially disadvantaged people. Thanks to this scheme, substantial amounts of paper are recycled instead of being added to landfills and jobs are created. Funding comes from client fees, sponsorship, the sale of waste paper and state support. Moreover, the two cargo-bicycles that are used are an efficient and eco-friendly means of transport with zero CO₂ emissions.



ADIE & Blue Badge Style

ADIE FR, 2014 General Category Winner

Blue Badge Style UK 2014 Special Category Prize Winner

ADIE offers turnkey business models to low-income entrepreneurs via social microfranchise networks. ADIE helps over 15 000 micro-entrepreneurs every year and generates 225 self-created jobs every week.

Blue Badge Style is a style website and app for disabled people that allows users to explore travel options, restaurants, theatres, sporting arenas and retailers. The app now has 250 downloads and 80 000 web visitors per month.

Marioway, BLITAB & KOIKI

Marioway (IT), BLITAB (A) and KOIKI (SP) laureates in 2015

In 2015 Marioway and BLITAB shared the Special Category Prize under the theme of “equal opportunities with a special emphasis on people with disabilities.” Marioway (Italy) has created an innovative hands-free, two-wheeled, self-balancing, vertical electric wheelchair for paraplegics. BLITAB has designed the world’s first tactile tablet for reading and writing for blind and visually impaired people. BLITAB was also awarded the Dean’s Circle Prize by a popular audience vote.

KOIKI won first prize for its initiative that enables people with intellectual or physical disabilities to work as postmen/postwomen or messengers, delivering parcels or picking them up from their neighbours, walking or biking very short distances from their homes or local stores.





European Investment Bank - Institute

98-100, boulevard Konrad Adenauer

L-2950 Luxembourg

☎ +352 4379-75000

institute@eib.org

institute.eib.org

 [EIBInstitute](#)

 [@EIBINSTITUTE](#) [#SIT16impact](#)