2018 SIT Impact Bootcamp

27 October - 03 November 2018
Amarante and 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.

Third edition of the SIT Impact Bootcamp

The SIT Impact Bootcamp 2018 is organised jointly with Católica-Lisbon SBE at its Lisbon campus and at IRIS headquarters in Amarante, Portugal. This year’s edition welcomes SIT finalists and Portuguese and Spanish entrepreneurs, with the latter selected in cooperation with Bolsa Escola.

This one-week full-time executive training course will help participants develop a scaling plan adapted to the needs of their initiatives, fine-tune their strategy of engagement with key stakeholders, develop their marketing and communication plans, prepare an investment case for financing the plan and, finally, prepare to pitch their scaling plan to an audience of investors. 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 in social entrepreneurship, both in academia and in practice.

Católica-Lisbon is a prominent Business and Economics School at a European level, ranked 23rd in the Financial Times Top European Business Schools ranking. It is a pioneer school in social entrepreneurship and impact investing in Portugal. It has a strong course offering in these areas (Building Impact Ventures; Impact Investing; Social Innovation), as well as a track record of developing award-winning global social innovations such as the Patient Innovation Project. Católica-Lisbon has launched 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 the Chair.
# Table of contents

- Social Innovation Tournament .................................................. 4
- Programme .............................................................................. 8
- Faculty ................................................................................... 9
- List of 12 projects .................................................................. 12
- Projects .................................................................................. 13
- Bolsa Social ........................................................................... 26
It is now seven years since the EIB Institute held its first Social Innovation Tournament (SIT) in Luxembourg in 2012. The Tournament’s seventh edition took place this year, with previous editions having been held in Budapest (2013), Madrid (2014), Milan (2015), Ljubljana (2016), and last year in Riga. This year, 15 social innovation projects competed in Copenhagen, Denmark, and joined a growing community of over 100 projects from 22 different European countries working to create societal impact. It is just the beginning of a long journey packed with learning, networking, and creating opportunities to solve some of modern society’s most concerning problems. The SIT started yesterday, so today we are working with the best innovators in Europe to change tomorrow!

In its first edition in 2012, the Hungarian project Hand-in-Scan won first prize for its hand hygiene system based on digital imaging technology for the direct control of hand washing effectiveness in medical environments. Today, Hand-in-Scan has more than 20,000 individual users and is present in over 20 countries worldwide; its hand hygiene systems are sold globally in Europe, Asia, and North America. Hand-in-Scan is working together with the WHO to reach more users and continues to develop its system to meet the requirements of new segments, including biotech, hospitality, and food production.

In 2013, the Special Category Prize was introduced with the topic “environment”. The prize was awarded to the Romanian-based paper-recycling project Recicleta, which collects small quantities of waste paper from offices for recycling using cargo bicycles and employing socially disadvantaged people. In Romania, standard commercial companies will generally only collect waste material in excess of 150 kg. This scheme enables substantial amounts of paper to be recycled instead of being added to landfills, and jobs are created. So far, Recicleta has collected over 420 tonnes of paper for recycling, leading to over 6,000 trees being saved from felling. Funding comes from client fees, sponsorships, the sale of waste paper and state support. The two cargo bicycles used are an efficient and eco-friendly means of transport with zero CO2 emissions.

When the Tournament was held in Madrid in 2014, the winner of the General Category was the French micro-franchising initiative Adie. Adie aims to launch social micro-franchise networks designed to offer turnkey business models to low-income entrepreneurs. It is a microcredit pioneer in France with more than 165,000 microloans disbursed and 120 branches around the country. Adie helps over 18,000 micro-entrepreneurs every year and generates 225 self-created jobs every week. In the same year, the Special Category Prize “urban and natural environment” was awarded to Blue Badge Style, a style website and app for disabled people, recommended by the Guardian and FT, that enables users to
explore travel options, restaurants, theatres, sporting arenas and retailers. Blue Badge Style is currently developing the BBS Butler System – a series of accessories for wheelchair, rollator, scooter or buggy users. The system’s first accessory is a glass holder and will be followed by a smartphone and tablet holder and other products for the disability market.

The fourth edition of the Tournament was held in Milan in 2015, at the same time as the Universal Exhibition. The Special Category Prize was on the topic of “equal opportunities, with a special emphasis on people with disabilities,” and was shared by Marioway (Italy), which created an innovative hands-free, two-wheeled, self-balancing, verticalising electric wheelchair for paraplegics, and BLITAB (Austria), which is introducing the world’s first tactile tablet for reading and writing for blind and visually impaired people. Two years after the final event, in 2017, CEO Kristina Tsvetanova was recognised as the best woman entrepreneur in Europe under 30, and has just recently been nominated as a laureate of the 2018 Cartier Women’s Initiative. In the general category, KOIKI, based in Spain, won first prize for its initiative that enables people with intellectual or physical disabilities in Spanish neighbourhoods 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. After winning the EIB Institute’s grant, KOIKI raised EUR 900 000 in a venture round.

The fifth edition of the Tournament was held in Ljubljana in 2016. Aprendices Visuales, based in France and Spain, a project that aims to help children with autism to access the tools they need in order to develop their full potential, and BioCarbon Engineering (UK), which wants to counter industrial-scale deforestation using drones, won the first and second prizes in the general category. Early this year (2018), Aprendices Visuales launched the first visual school in Spain, “Escuela Visual”, and BioCarbon Engineering has received a seed investment of USD 2.5m from SYSTEMIQ. The Special Category Prizes on the topic of “health, with a special emphasis on childhood obesity” went to Silent Secret (UK), currently known as Cypher, and to FitforKids (Denmark). Cypher developed an application that enables teenagers (11 to 19 year-olds) to share secrets, thoughts, news and their lifestyle anonymously, thus creating a social community. FitforKids developed a programme specifically designed for obese children and their families promoting healthy eating habits and an active lifestyle. In 2017, FitforKids reached 3 000 children in 25 municipalities throughout Denmark and is planning to deploy an Italian language version together with their Italian partners.

Last’s year sixth edition took place in Riga, Latvia on 21 September 2017. Heartstrings (former Complex Disease Detector) (Sweden) won first prize in the general category and ColorADD (Portugal) won second prize. Heartstrings is an accurate, non-invasive and affordable technology for screening and early diagnosis of heart disease. ColorADD is a
unique, universal, inclusive and non-discriminative language that enables the colour-blind to identify colours, with a wide infinite spectrum of use in companies/entities whenever colour is a factor of identification, orientation or choice. For this edition, the special category had the theme of “Ageing”. The FreeBird Club and Walk With Path shared first prize. The FreeBird Club is a travel-based social network for older adults, currently offering experiences in 33 countries around the globe. Thanks to its pioneering service, FreeBird Club was selected as one of the world’s 15 most innovative travel and tourism start-ups. Walk With Path is a healthcare company aiming to improve mobility and reduce the risk of falls for a range of individuals, including the elderly and people with chronic diseases.

For the first time in 2017, the EIB Institute also financed a residency at the IRIS Incubator (Incubadora Regional de Inovação Social) for two finalist projects – Adopt Grand Parents (Spain) and Arborea (UK) – to enable the expansion of these two projects to Portugal, in particular to the Tâmega e Sousa Region. Adopt Grand Parents is an intergenerational company for the elderly aiming to make people feel heard, accompanied and loved, while the young acquire values and experience. So far, it has reached 27 residencies in 20 cities, and impacted the lives of 500 adolescents and 250 seniors. As for Arborea, their mission is to accelerate the global transition to sustainable food by producing the best and most sustainable healthy food ingredients through the most advanced organic cultivation system, driven by nature’s power.

This year, 15 social entrepreneurs met in Copenhagen, Denmark, to compete for four prizes; all projects competed in the General Category and projects focusing on sustainable development with a special emphasis on the circular economy also competed in the Special Category. A panel of judges from the academic and business communities awarded the two first and second prizes of EUR 50,000 and EUR 20,000 in each category. The EIB Institute once again partnered with INSEAD Business School to offer up to two members of the 2018 SIT Finalist projects the opportunity to attend the 2018 edition of the INSEAD Social Entrepreneurship Programme (ISEP). This year, EY Transaction Advisory services again offered business model fine-tuning to the General Category winner to help the entrepreneur with financing their business plan. In order to support the project’s expansion, the EIB Institute will also finance a residency at the IRIS Incubator (Incubadora Regional de Inovação Social) in Portugal for up to two members of the selected project(s).
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Session Details</th>
</tr>
</thead>
</table>
| 27 October 2018   | IRIS – Amarante   | 09:30 – 09:45 **Opening Session**  
                               Luisa Ferreira, EIB Institute  
                               Filipe Santos, Católica-Lisbon  
  
                               09:45 – 13:00 **Scaling Workshop Part I**  
                               14:30 – 19:00 Filipe Santos, Católica-Lisbon  
                               19:15 **Welcoming Reception**  
| 28 October 2018   | IRIS – Amarante   | 09:30 – 13:00 **Scaling Workshop Part II**  
                               14:30 – 19:00 Filipe Santos, Católica-Lisbon  
                               19:15 **Dinner**  
| 29 October 2018   | IRIS – Amarante   | 09:30 – 13:00 **Scaling Workshop Part III**  
                               14:30 – 19:00 Filipe Santos, Católica-Lisbon  
                               19:15 **Dinner**  
| 30 October 2018   |                  | 09:30 **Trip to Lisbon + Half Day for Local Visits**  
| 31 October 2018   | Católica-Lisbon   | 09:30 – 13:00 **Marketing and Communication for Social Enterprises**  
                               14:30 – 19:00 Joana Santos Silva, Católica Lisbon  
| 01 November 2018  | Impact Hub, Lisbon| 09:30 – 13:00 **Preparing the Investment Case**  
                               14:30 – 19:00 António Miguel, Maze  
| 02 November 2018  | Católica-Lisbon   | 09:30 – 13:00 **Negotiations and Partnership Development**  
                               14:30 – 19:00 Nuno Delicado, Pluris  
| 03 November 2018  | Católica – Lisbon | 09:30 – 13:00 **Fundraising and Pitching Techniques**  
                               14:30 – 18:00 Kim van Niekerk, Coffee House Initiative  
                               18:00 – 19:00 **Closing Session: Key Learnings and Next Steps**  
                               Kim van Niekerk, Coffee House Initiative  
                               Filipe Santos, Católica-Lisbon  
                               19:10 **Closing Dinner** |
Faculty

**Filipe Santos, Católica-Lisbon, Programme Director**

Filipe is a leading academic expert in social entrepreneurship and social innovation. He is an economist with a master’s degree in Management and a PhD in Management Science and Engineering from Stanford University. Filipe is Full Professor and Chair of Social Entrepreneurship at Católica-Lisbon, where he is also Senior Associate Dean for Faculty. He is Visiting Professor of Social Entrepreneurship at INSEAD where he was a full-time faculty member from 2003 to 2014. From 2007 to 2014, 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 innovations in Portugal. He currently serves as Board Member of the European Venture Philanthropy Association. He is a widely published and well-cited author in the fields of organisation theory, entrepreneurship and social entrepreneurship. He has received teaching and research awards and has more than 4,850 citations in Google Scholar. His detailed faculty profile, research publications, case studies and teaching awards can be found at [https://www.clsbe.lisboa.ucp.pt/person/filipe-santos?parent-page=247](https://www.clsbe.lisboa.ucp.pt/person/filipe-santos?parent-page=247).

**Kim van Niekerk, Fundraising Coach, Trainer, Speaker, Adviser**

Recognised as one of the leading educators in creating fundraising mindsets and a respected coach, trainer and speaker, Kim has spent 14 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 and an Associate for Open Innovation experts, 100% Open and Faculty Member of the European Investment Bank Social Innovation Tournament Bootcamp at Católica University in Lisbon.

Kim has previously worked as a pitch coach on the UBS Future of Finance competition and the NESTA Innovation in Giving Fund and as a funding coach for the UK Cabinet Office investment in Small Charities through the Institute of Fundraising. Before freelancing, Kim was a founding Director of the FSI, a foundation improving the skills of small charities by delivering free expert fundraising and communications training. In its first three years, Kim worked with over 400 non-profit organisations across the UK. Prior to the FSI, Kim was 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 coordinate lead gifts and major events in the UK and Russia and raised over GBP 16m for the protection of children.

Kim has trained, mentored and coached over 1,000 individual organisations of every shape and size (and from most sectors!) in communication and relationship techniques and has just started the Honestly Speaking podcast.
Faculty

**António Miguel, Maze, Managing Director**

António is Managing Director at MAZE, a Lisbon-based impact investment firm that he co-founded in 2013 which develops financial mechanisms and acceleration programmes to unlock 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. In 2011-2012, António was an Associate of Social Finance UK where he played different roles relating to the development of Social Impact Bonds. António is a Visiting Assistant Professor at NOVA SBE where he teaches the “Microfinance and innovative social finance instruments” course. He holds an MSc in Business Administration from Católica-Lisbon. He is a Global Shaper of the World Economic Forum.

**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 has been a Lecturer at INSEAD since 2012. He provides negotiation and conflict resolution training, facilitation, and consulting for both the public and private 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’s programmes, as well as social entrepreneurship courses. Examples of Nuno’s projects include facilitating state budget discussions in view of economic scenarios for a country in Southeast Asia, and 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. Nuno was previously a management consultant with Bain & Company, and earlier with McKinsey & Company. He is also a social entrepreneur developing the youth sports initiative Sports Impact in Asian and African countries.

**Joana Santos Silva, Católica-Lisbon, Invited Assistant Professor and Director for Digital Business**

Joana received the Dona Antónia Adelaide Ferreira award in 2008, which is attributed annually to a Portuguese woman who has shown outstanding entrepreneurial and managerial skills. This award reflects a successful and diversified career, including managerial positions as a Director of a multinational pharmaceutical company and Director of Strategic Development at Católica-Lisbon. Joana has dedicated significant effort to social projects. In particular, she led a team that won a national contest concerning a community outreach campaign against smoking and mentored a project that aimed to increase education related to food waste (Founder of Pensacome project). Recognised as a leading lecturer in master’s Programmes in Strategy, Marketing and Digital topics at Católica-Lisbon, she coordinates several programmes in Executive Education, such as Leading Brands, Digital Transformation, Digital Marketing and Leading Pharma, as well as several custom programmes. Holding an MBA from Católica-Nova and undergraduate degree in Pharmaceutical Sciences from the University of Coimbra, she is a PhD candidate in Management with a specialisation in Strategy and has completed several postgraduate education programmes, including at the Kellogg School of Management.
# List of Projects

<table>
<thead>
<tr>
<th>Project name</th>
<th>Sector</th>
<th>Country</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>AdoptGrand Parents</td>
<td>Ageing</td>
<td>Spain</td>
<td>SIT Finalist 2017</td>
</tr>
<tr>
<td>Auara Social Enterprise</td>
<td>Consumption/Water</td>
<td>Spain</td>
<td>Spanish Entrepreneur</td>
</tr>
<tr>
<td>Centers of Digital Inclusion (CDI)</td>
<td>Inclusion</td>
<td>Portugal</td>
<td>Portuguese Entrepreneur</td>
</tr>
<tr>
<td>Farmidable</td>
<td>Consumption</td>
<td>Spain</td>
<td>Spanish Entrepreneur</td>
</tr>
<tr>
<td>GiveVision</td>
<td>Accessibility</td>
<td>United Kingdom</td>
<td>SIT Finalist 2017</td>
</tr>
<tr>
<td>Goodbag</td>
<td>Climate and Environment; ICT and e-economy</td>
<td>Austria</td>
<td>SIT Finalist 2015</td>
</tr>
<tr>
<td>Heartstrings (former Complex Disease Detector)</td>
<td>Health</td>
<td>Sweden</td>
<td>SIT 2017 Prize Winner – General Category</td>
</tr>
<tr>
<td>ImpacTrip</td>
<td>Climate and Environment; Inclusion; Education and Youth</td>
<td>Portugal</td>
<td>Portuguese Entrepreneur</td>
</tr>
<tr>
<td>IRIS</td>
<td>Social Innovation; Incubator</td>
<td>Portugal</td>
<td>Portuguese Entrepreneur</td>
</tr>
<tr>
<td>Ultraspecialisti</td>
<td>Health</td>
<td>Italy</td>
<td>SIT Finalist 2017</td>
</tr>
<tr>
<td>Walk With Path</td>
<td>Health; Ageing</td>
<td>United Kingdom</td>
<td>SIT 2017 Prize Winner – Special Category</td>
</tr>
<tr>
<td>Whatscine</td>
<td>Inclusion</td>
<td>Spain</td>
<td>Spanish Entrepreneur</td>
</tr>
</tbody>
</table>
Alberto Cabanes Pérez de Madrid, CEO and Founder
Alberto Cabanes Pérez de Madrid (Ciudad Real, 1988) has a bachelor’s degree in Business Administration. He completed internships in Human Resources, Banking and Treasury departments. He then worked in KPMG’s audit department for three and a half years before leaving his job in order to focus on Adopt Grand Parents in 2016. In 2017, he was included in Forbes’ 30Under30 list.

Rebeca López Hermoso, COO
Rebeca is the COO of Adopt Grand Parents. She started her career in Zena Group’s Business Development department before joining the Adopt Grand Parents team in 2017 as COO, coordinating all of its operations. She holds a bachelor’s degree in Commerce.

Casilda Ramos López-Quesada, Coordination
Casilda started her career as an Account Manager at Groupon and as an Intern in Avas Media’s Marketing Department. She joined the Adopt Grand Parents team in 2018 as Head of Marketing and Clients.

#Ageing Project in: Spain and Portugal
Adopt Grand Parents is an intergenerational company programme whose goal is to mitigate loneliness in care homes. It contacts young volunteers and connects them with elderly people through an app.

Adopt Grand Parents is currently present in 40 cities in Portugal and Spain, and has more than 8 000 applications on its waiting list.
**Luis de Sande, CFO**
Luis is passionate about new business developments that improve the world. He manages AUARA’s Finance Department.

He studied Mining Engineering at the Polytechnic University of Madrid, and holds an MBA from IESE and a master’s degree in Taxation from IE. He has worked in the financial sector at Chase Manhattan Bank, Santander Bank, and project finance at Iberdrola, as well as a freelancer in launching start-ups.

Luis speaks Spanish, English and Portuguese.

**Antonio Espinosa de los Monteros, CEO**
Antonio is the CEO and face of AUARA. He studied Architecture at the Polytechnic University of Madrid, and is a member of the Young Talent Programme MBA at IESE.

He has experience in start-ups such as La Grieta and as a volunteer in cooperation projects in Peru, Cambodia and Ethiopia.

Antonio speaks Spanish, English, Portuguese and Italian.

**Pablo Urbano, Operation Manager**
Pablo is AUARA’s Operations Manager. He studied Industrial Engineering at the Polytechnic University of Madrid.

He completed an internship in social enterprise IntegraE and was also a volunteer in cooperation projects in Ethiopia.

Pablo speaks Spanish and English.

---

**#Consumption #Water**

AUARA is a social enterprise that supports projects facilitating access to safe drinking water in areas of extreme poverty. Access to clean water makes social, economic, educational, and cultural development possible. Clean water helps to limit the spread of disease, and enables year-round farming to provide food and reduce the risk of famine.

AUARA finances these projects by selling water bottles in Spain, allocating 100% of the returns to these projects. AUARA develops a personal and professional relationship with the local partners implementing the projects (which have confirmed experience in water initiatives), and obtains a firm commitment that they will remain part of the project, with checks taking place every six months for five years. This means that the local partners focus on carrying out the projects and not on seeking financing. For consistency, AUARA uses 100% recycled material for the bottles, to reduce its consumption of natural resources and environmental impact.

AUARA began selling 50 cl bottles of mineral water in September 2016. Since then, more than 3 million bottles have been sold, 90 000 kg of plastic has been reused and, most importantly, access to clean water has been provided to 18 000 people in 13 countries including Ethiopia, Cambodia, India, South Sudan, Uganda, Benin and Cameroon. Clean water is the most basic of rights. Water is health, equality, progress, education and life.

auara.org  @AUARA_H2O  AUARAoficial
Centers of Digital Inclusion (Portugal)

Márcia Batista, Project Manager
Márcia is currently working on project management and training. She has a bachelor’s degree in Sociology and a master’s degree in Human Resource Management and Development. She has worked in the retail sector and the management of training and projects. She can speak and write in English with few limitations and has some basic knowledge of German. Márcia really appreciates working in a team and creating impact in the community with her work.

Mariana Mendes, Business Developer
Mariana has a master’s degree in Clinical Psychology and is currently working as a Business Developer at CDI. While studying, she took part in an exchange programme to Brazil and did volunteer work in Turkey; these experiences contributed to her personal growth. She has experience in clinical psychology, project management and training with different types of population (ethnic minorities, refugees, prisoners). Mariana has good skills in English, basic French and is currently learning Spanish. She believes that teamwork is essential to achieving progress and innovation. She likes to be challenged every day and to have opportunities to be creative!

Cláudia Lima, Pedagogic Coordinator
With a postgraduate degree in People Management from Porto Business School (UP), Cláudia has been developing human resources consulting and training for more than 15 years in several contexts, including the social economy. She collaborates with several organisations including AEP, AEBA, ANJE and EAPN (European Anti-Poverty Network), among others. She is CDI Portugal’s pedagogical coordinator and an invited assistant teacher at ISEP – IPP Porto, teaching organisational behaviour and people management.

#Inclusion

Centers of Digital Inclusion (CCDs) promotes technology as a means of empowering people to change their communities and solve their problems. The technological revolution has made digital literacy vital to surviving in the modern world and the key to citizenship education. Technology is a foundation of knowledge and info-exclusion may become the illiteracy of the 21st century. Dropping out of school, low education levels, and unemployment perpetuate digital and social exclusion. Exclusion is especially threatening in the social neighbourhoods where young people are demotivated and not prepared for the world of work and social relations. Technology is moving forward and while people need to keep up with it, they also need to develop skills in order to be part of the community.

CDI has an innovative approach to tackling this issue. Centers of Digital Inclusion (CCDs) works on the development of skills and digital training in a community model, where people identify problems in their community and design the solutions. It seeks to create a new generation of autonomous, conscious and connected people, able to reprogramme the system. CCD is a collaborative space where digital tools are available for citizens to act in a democratic and participative way in order to develop digital solutions that improve lives in their neighbourhoods. This project has already been implemented in 15 countries, namely Brazil, Chile, Colombia, Spain, the United States, Mexico, Portugal, Venezuela, England, Wales, Ireland, Scotland, Poland, Romania and Latvia. In Portugal, CCDs has been implemented in Marvila, São Domingos de Benfica, and now in Valongo.

cdi.org.pt  cdiportugal
Pablo Stürzer, Co-Founder

Pablo has more than 25 years of international experience in R&D, marketing and e-commerce at telecoms and IT multinationals. After acquiring wide-ranging experience in digital start-up projects and e-commerce, in 2004 he founded 4One, one of the first online digital agencies in Spain, and sold it after 12 years to focus on social impact, creating Farmidable. He is a naturally optimistic motivator who speaks Spanish, German and English fluently and loves sports and nature; he is convinced that recovering our connection with nature will heal the world.

Ignacio Hernández, Shareholder

Ignacio developed his career in telecommunications, digital security and software development in the banking sector. He started being active in entrepreneurship 15 years ago when he bought an ISP and then started a security software company. He understands technology as an important part of life, but knows that responsible usage of natural resources is the way to go.

#Consumption Project in: Spain

Farmidable is the first platform to connect consumers with local producers, through Natural Consumer Communities – schools, companies and other day-to-day places called FarmiHubs – and become points of convenience to make life easier. This solution facilitates access to fresh, local and seasonal products directly from the producer, providing healthy and quality food through a sustainable and environmentally responsible model. As comfortable as ordering online and collecting a purchase on the way to pick up your children from school or en route to the gym, or as receiving it at home or at the office via the sustainable delivery service.

FarmiHubs are not only convenient points to collect products, but also offer an integration opportunity for people at risk of social exclusion (who work handling picking and logistics), enable children at schools to recover their connection with nature, and promote sustainable production and responsible consumption.

With over 1 000 families and more than 40 tonnes of local produce served in 18 months in Madrid, Spain, this disruptive food distribution model is just getting started.

farmidable.es    @farmidable_esn    farmidable
GiveVision (United Kingdom)

Sandra Starke, Chief Scientific Officer (CSO)
Sandra comes from a science background with a BSc in Biomimetics obtained in Germany before specialising with an MSc in Biomechanics with distinction. She then moved on to complete a PhD in Clinical Decision Making at the Royal Veterinary College UK, working where visual perception and biomechanics meet. Following research roles at the Royal Veterinary College that included leading an e-learning project (www.lamenesstrainer.com), she came to the University of Birmingham in 2014 as a Research Fellow in Visual Analytics and Decision Making in the School of Engineering. She then decided to leave academia and move into industry to achieve bigger real-life impact. She joined GiveVision in 2017 and is their Chief Scientific Officer. Sandra is passionate about developing technology that improves the lives and well-being of people around the world. Her goal is to transform scientific knowledge into direct patient impact. She is fluent in German (her native language) and English.

Eugenie Golubova, Head of Quality/Data Analyst
Eugenie joined GiveVision in 2017 as a user Data Analyst. Since 2018, she has also been working as a Head of Quality for the newly implemented quality management system. Eugenie has over seven years of work experience in evaluation and research in all sectors: private, public and non-profit. Her experience encompasses a unique range of analytical work: from policy consultancy for the European Commission and a review of performance systems for government departments, to development of a digital strategy for UK higher education. Her impact assessment of adult education has been quoted in a UK House of Lords’ debate. During her career, Eugenie has greatly developed quantitative and qualitative research methods, particularly statistics (SPSS, STATA). She has an MSc with merit from the London School of Economics in Government and Politics with a strong statistical background. She speaks five languages (Russian, Lithuanian, English, French and Spanish) and she was a 2009 universities world debate champion in the English as a foreign language category.

Stanislav Karpenko, CEO
Stan is the Co-Founder of GiveVision, currently in charge of product development and investment. Previously a GoogleGlass Pioneer, he is a self-taught software engineer with particular focus on AR and quantified-self. He is fluent in English.

#Accessibility
Project in: United Kingdom

Globally, 191 million people suffer from moderate to severe visual impairment, which heavily impacts on their daily lives. Many of the underlying conditions cannot be treated. However, despite being classed as sight-impaired or even blind, most patients still see to a certain degree – the image is just very blurry or compromised. These people require a step change in low vision aids to retain their independence.

For the visually impaired, digital image enhancements can restore their ability to see sufficiently, e.g. to read, to do everyday activities or to recognise faces. GiveVision is developing a market-leading wearable sight enhancement device with the form factor of glasses suitable for a large range of activities. This builds on our previous success with VR solution SightPlus, which was tested by 300 sight-impaired people and kept by 48 for almost daily home use. Our aim is to develop not only for adults, but also for children: we want to be the world’s first company to release a paediatric sight aid.

givevision.net  @givevision_net  givevision
Goodbag (Austria)

**Christoph Hantschk, CEO**

Christoph is a serial entrepreneur with a passion for social impact start-ups. After finishing his degree in Economics and working for several corporates and start-up companies, he decided that the best way to tackle social and ecological challenges was to found his own company. Since then it has been a rollercoaster ride with lots of ups and downs, but always moving forward.

**Todor Lazov, CTO**

Todor studied Computer Science with a focus on Human-Computer Interaction and Innovation at the Vienna University of Technology. He is currently responsible for backend and mobile development at goodbag, as well as DevOps. Todor is fluent in English, German and Bulgarian, and also speaks Russian and Spanish. His earlier endeavours include launching the first digital menu tablet-based restaurant in Vienna, as well as coding chatbots for events and conferences.

**Tobias Hofmann, Business Developer and Sales**

While finishing his bachelor’s degree in Environmental and Bio-resource Management, Tobias completed an internship at goodbag. During this internship, it became clear that his will to be a part of a positive change resonated very well with the company’s ethics and goals. That is why it was obvious that the only choice was to keep Tobias in our team, and we are happy he is now still working for goodbag while continuing his university education.

---

**#Climate #Environment #ICT #e-economy**

Goodbag is a smart and reusable shopping bag that rewards users for making the sustainable choice to bring their own shopping bag. Every goodbag has a small NFC chip that users can scan in stores using contactless. Every time a user brings and scans their goodbag in a store, they receive exclusive discounts as rewards. In addition, we plant trees to combat climate change for every goodbag that we sell, and users can plant more trees with every scan. On their smartphone, users receive real-time gamified feedback on their environmental footprint, see what discounts are available to them and see how many trees they and all other goodbag users have planted together.

After successfully launching goodbag in over 100 stores in Vienna, our interdisciplinary team is now working on bringing goodbag to other European cities to reduce overall plastic bag consumption.

goodbag.io  goodbag.io  @goodbagofficial
Heartstrings (Sweden)

Max Mohammadi, Co-Founder and Chief Technology Officer

Max is a value-driven leader and visionary inventor who was selected by Forbes magazine as one of its most influential entrepreneurs and was featured on the prestigious Forbes 30Under30 list. As an innovator, he has received many awards despite his young age. Some examples include Social Innovation Tournament winner, Leader of the Year Award, Alfred Nobel Diploma, European Youth Award, Gold Medal and Best Inventor Award. As an entrepreneurial leader, he has started three companies and sold his first company at the age of 19.

Max has an extensive educational background in Engineering, Medicine bio-business, Sustainability, Entrepreneurship and Innovation Management from the Royal Institute of Technology (KTH) in Sweden, Vrije University Medical School in the Netherlands and Stanford University in the USA. As one of the youngest ever candidates, Max has been honoured as “European of the Year 2018” together with other brilliant personalities including President Emmanuel Macron and Chancellor Angela Merkel.

Allen Mohammadi, Co-Founder and Chief Executive Officer

Allen is a visionary social entrepreneur who was selected by Forbes magazine as one of its most influential entrepreneurs and was featured on the prestigious Forbes 30Under30 list. His educational background includes Engineering, Public Health, Business, Innovation and Entrepreneurship from Uppsala University (Sweden), KIT (Germany) and Shanghai-Jiao-Tong-University (China). He is a true entrepreneur who sold his first company at the age of 15. As an innovator, he has performed extraordinarily well, receiving several awards such as the Social Innovation Tournament prize, Alfred Nobel Diploma and European Youth Award.

In recognition of his positive social impact, Allen received the “European Change Award” and was honoured as the “Young entrepreneurial talent of the year 2016” in Europe by the European Commission. As one of the youngest ever candidates, Allen has been honoured as “European of the Year 2018” together with other brilliant personalities, including President Emmanuel Macron and German Chancellor Angela Merkel.

#Health

Heart disease is the number one killer all around the world. In fact, somebody dies from heart disease every two seconds! This causes more deaths than all forms of cancer combined. According to the World Health Organisation, the cause of death in many cases is the LATE detection of the disease. Effectively, many people do not know they are sick until it is too late, or even die without knowing they had the disease. This necessitates the NEED for early diagnosis of heart disease. But the current screening tools are not accurate enough, are invasive, expensive and not easily accessible to general public.

HeartstringsTM is an accurate, non-invasive and low-cost technology for screening and early diagnosis of coronary heart disease. By using a person’s standard medical data and applying a unique artificial intelligence technology, we provide a clinically validated decision support tool to doctors. This solution helps many patients to find out if they suffer from heart disease, even if they have no obvious symptoms, which leads to saving millions of lives!

We are not only providing a disruptive technology, but also improving the availability of high quality diagnostics even in poor locations, thanks to the product’s low-cost and ease of scalability. It has already been tested and validated with more than 700 patients through two successful clinical trials, 46 000+ tests in two countries and several refugee camps. It has reached more than 500 000 direct and indirect beneficiaries so far.

info@hippogriff.se  @HippogriffAB  heartsstrings.se
ImpacTrip (Portugal)

Diogo Areosa Ribeiro, CEO
Diogo is a social entrepreneur who discovered what he was destined to do at the age of 30. He has studied and worked in the tourism industry all around Europe, but found out that meaningful travel experiences gave a new purpose to his professional career when he launched his first social travel business. A fearless salesman, a patient team leader and a dedicated father of two little girls, Diogo is as much a jack-of-all-trades as he is a problem solver.

Rita Marques, CEO
Rita is a social entrepreneur with a background in International Management who lived in three different countries before she came back to Portugal to launch her own social business together with Diogo. Passionate about social impact but also nature and sports, she tries to manage her time to dedicate enough of it to all her passions, family and friends.

#Climate #Environment #Inclusion #Education #Youth

ImpacTrip is a social enterprise that promotes responsible experiences in Portugal. Founded in 2013, ImpacTrip has provided thousands of volunteer programmes to people of over 50 different nationalities and contributed over 30 000 hours to support a network of 300 non-profits.

impactrip.com  impactrip; impactteam; impact house  @impactripEN
IRIS (Portugal)

#Social Innovation #Incubator

IRIS is the acronym of Social Innovation Regional Incubator. We are located in Amarante (northern Portugal) and our mission is to establish a powerful action-driven ecosystem furthering community growth. We believe that social innovation is key to creating a strong global economy and building a better world. We therefore seek out and support the development and rise of cutting-edge activities and social entrepreneurship.

iris-social.org  @IRIS_social  IRISIncubadora

Liliana Ribeiro, Chief Executive Officer

Liliana is from Porto. She has more than 12 years of experience in community intervention and the development of social projects. She completed her academic training in Psychology, and is specialised in entrepreneurship and social innovation, being a trainer and mentor in this area since 2014. Her main interests are the development of social projects, capacity building, impact assessment, impact economics and positive psychology. She speaks Portuguese and English.

Diana Silva, Head of Educational Program

Diana graduated in Basic Education and holds a master’s degree in Pre-School Education and Teaching in the 1st Cycle of Basic Education. With experience working in educational environments, she has been the Head of Educational Program in IRIS since 2018. Putting enthusiasm and positivity into everything she does, her main passions are people and the development of their potential.

Tatiana Mendonça, Community Manager

Tatiana is from Lamego. With a background in the environmental domain, she has always been linked to causes in the areas of education, citizenship and social and community intervention, and has been developing her professional activity in this field. With a postgraduate qualification in Social Entrepreneurship and Territory Development, she specialises in Social Economy. She is moved by challenges that contribute to the promotion of the dignity of a person through capacity and bridge building. She is especially fond of teamwork and learning from peers! She speaks Portuguese, French, English, Spanish and German.
Antonio Sammarco, CEO - Founder
Antonio is CEO and Founder of Ultraspecialisti, a start-up with a strong social impact. He holds a degree in Business and Economics, and a master’s degree in Sales Management from the Business School Il Sole 24 ore. Antonio gained long-term and solid professional experience in the business environment of renowned multinational companies from 2000 to 2015, in roles with an increasing level of responsibility in retail (B2C), e-commerce, B2B for the Italian and foreign markets, and managing key accounts and sales networks (both domestic and foreign). He has dealt with consumer products (including high-end) for retail, gross and mass-market channels. Antonio has built up extensive professional experience in the business field by working for renowned multinational companies and has gained strong entrepreneurial expertise.

Graziana Sammarco, Customer Care & Executive Assistant
Graziana is the contact person for Ultraspecialisti’s customer care. She supports patients throughout the consulting request process, helping them in case of problems using the platform, and in choosing the right doctor for their case. She also manages the relationships with the doctors in the Ultraspecialisti team and with those who may ask to join it.

Graziana graduated in International Relations and then completed an internship at the Italian Chamber of Commerce in Tel Aviv, Israel. She dealt with the promotion of economic relations between the two countries by implementing initiatives aimed at facilitating the access of Italian companies to the Israeli market. She dealt with market research and research of business partners for Italian companies, and the assistance and provision of services to Italian and Israeli companies. She was also in charge of the promotion and organisation of events, and organised and coordinated the missions of delegations from Italy. She has also worked in a hotel, dealing mainly with commercial back office and customer care.

#Health
Ultraspecialisti (US) is an innovative Italian start-up with strong social impact. It is Italy’s first online health service centre connecting patients and health professionals through telemedicine solutions.

Ultraspecialisti recognises the great value and promotes the excellence of the Italian National Health Service. It has the mission to help patients obtain the best possible health solutions, diagnosis or treatment, no matter where they live. US helps patients/caregivers to obtain a highly qualified medical consultation or second opinion quickly, avoiding useless travel, costs and stress. An advanced technological system, supported by the management team, enables patients and/or caregivers to rapidly identify the right medical area/specialist for their specific case; share their medical data, including heavy diagnostic images (CT, RM, DICOM, etc.), with the selected doctor via a highly protected and secure digital environment; and receive the opinion of a medical specialist within five business days.

ultraspecialisti.com  @ultraspecit  ultraspecialisti
Walk With Path (United Kingdom)

Lise Pape, Founder
Lise is the founder of Walk With Path. She has experience across a range of industries including finance, advertising, product management, design and engineering.

Florian Puech, Lead Engineer
Florian is the lead engineer at Walk With Path. He has experience in footwear design and mechanical engineering.

#Health #Ageing
Project in: Europe
Walk With Path is a health-tech company focused on improving mobility for people with chronic diseases and the elderly. Walk With Path operates across Europe.

walkwithpath.com  @walkwithpath  walkwithpath
José Ramón Riera Gómez, CEO

José Ramón, President and Founder of Whatscine and CEO of Whatsmedia (Whatscine’s American subsidiary), is 64 years old and has a long career in the ICT world, both as a senior manager in companies like General Electric Capital, Zenith (Bull Group), DINSA (Banesto Group) and Informatica El Corte Inglés, and as an entrepreneur since 2002. He combines the experience and knowledge of a senior manager with the vision of starting new innovative projects.

Ignacio Basco Domínguez, COO

Ignacio Basco is in charge of Operations Management. He has been a manager in various Spanish and international companies since 2010, and has excellent change adaptation and analytical capacities. His experience in the management of multidisciplinary teams in different areas of the company is complemented with financial, HR and ICT knowledge. Passionate about technology, he has always been on the lookout for a project where people are at the centre of technological change.

#Inclusion

Whatscine is an audio-visual accessibility app for movie theatres and TV that enables blind and deaf people to enjoy any audio-visual content. It is the only system in the world that offers three accessibility systems simultaneously – audio-description, sign language, and subtitles – and provides the option to choose any of them during the movie. This inclusive technology does not disturb people without disabilities sitting nearby.

This solution makes it possible to reduce the digital divide, encourage inclusion, share entertainment, and provide equal access to cultural events for everyone. The project has been implemented in Spain and the USA.
Bolsa Social aims to fund the growth of companies with positive social and environmental impact and fostering the development of ethical and participative finance among impact investors. Bolsa Social was the first equity crowdfunding platform authorised in Spain by the CNMV (securities regulator) in 2015.

Bolsa Social’s community is made up of more than 4,000 impact investors that have channelled EUR 2.2m to ten social enterprises in Spain. Bolsa Social conducts a rigorous selection process, exhaustively analysing both the positive impact and the business potential of the projects.

Projects financed:

- Whatscine received EUR 300,000 from 67 investors through Bolsa Social in January 2016.
- AUARA received EUR 212,000 from 62 investors in May 2017.
- Farmidable completed two investment rounds in Bolsa Social in 2017 totalling EUR 340,000 from 92 investors.