IMPACT BOOTCAMP

28 – 31 May
Amarante, Portugal

8 – 11 October
Lisbon, Portugal

Social Innovation Tournament 2019
The **EIB Institute** was set up within the EIB Group (European Investment Bank and European Investment Fund) to promote and support social, cultural, and academic partnerships with European stakeholders and the public at large. It is a key pillar of the EIB Group’s community and citizenship engagement.

The **EIB Institute** supports social innovation and entrepreneurs with social, ethical or environmental goals or who 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.

### Fourth edition of the SIT Impact Bootcamp

The SIT Impact Bootcamp 2019 is organised jointly with Católica-Lisbon School of Business and Economics at its Lisbon campus and at the IRIS headquarters in Amarante, Portugal. This year’s edition welcomes SIT finalists and Irish entrepreneurs, with the latter selected in cooperation with Social Innovation Fund Ireland and Social Entrepreneurs Ireland. Thanks to a new partnership with the Degroof Petercam Foundation, it also welcomes for the first time a social entrepreneur finalist from their competition.

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, Dean of Católica-Lisbon and Full Professor and Chair of Social Entrepreneurship, 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 in Europe, placed 28th in the Financial Times Top European Business Schools ranking and rated as the 1st Business School in Portugal for more than 10 years according to the Global ranking. It is one of the pioneer schools in social entrepreneurship and impact investing in Portugal. It has a strong course offering in these areas (Building Impact Ventures; Impact Investing; Social Innovation), and 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.
It is now eight years since the EIB Institute held its first Social Innovation Tournament (SIT) in Luxembourg in 2012. The Tournament’s eighth edition will take place this year, with previous editions having been held in Budapest (2013), Madrid (2014), Milan (2015), Ljubljana (2016), Riga (2017) and last year in Copenhagen. This year, 15 social innovation projects are competing in Dublin, Ireland, and joining a growing community of over 120 projects from 23 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 it 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 of “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 500 tonnes of paper for recycling, leading to over 7,500 trees being saved from felling. Funding comes from customer fees, sponsorships, the sale of waste paper and state support. The cargo tricycles used to collect paper 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, which 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 for “urban and natural environment” was awarded to Blue Badge Style, a style website and app for disabled people, recommended by the Guardian and FT, which 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. Blue Badge Style won funding from The Design Council and the SPARK innovation programme and has produced the first of its inclusive accessories – a glass holder, which 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 Expo 2015 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. Three years after the final event, in 2018, its CEO Kristina Tsvetanova was selected 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. With each parcel received or shipped through KOIKI’s service, up to 0.42 kilograms of CO₂ is saved.

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. Since then, Aprendices Visuales has launched the first visual school in Spain, “Escuela Visual”, and BioCarbon Engineering was awarded a place on the 2018 Ones to Watch list. In addition, its co-founder Irina Fedorenko was invited to speak at the annual World Economic Forum (WEF) 2019 in Davos. 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 its Italian partners.

The sixth edition took place in Riga, Latvia in 2017. Heartstrings, formerly 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 for more than 1 500 members from 38 countries around the globe. Thanks to its pioneering service, the FreeBird Club was recently recognised by Globalia and the World Tourism Organization (UNWTO) as the project with the greatest sustainability impact.
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. Walk With Path had a strong start to 2019 by being granted approval to distribute within Canada and being selected as one of the winners of the Vodafone Techstarter Award and as the runner-up of the Innovating for Ageing competition.

Last year’s seventh edition took place in Copenhagen, Denmark on 23 October 2018. Glowee (France) won first prize in the General Category and SPEAK (Portugal) won second prize. Glowee offers a sustainable living light source powered by waste products and producing reusable biomass, in order to illuminate the world by harnessing the natural power of bioluminescence. SPEAK promotes the social inclusion of migrants and refugees by connecting them with locals through a language and culture exchange programme where everyone can apply to share their language and learn a new one. The Special Category had the theme of “Sustainable development with a special emphasis on the circular economy” for this edition. iNex Circular (France) won first prize in the Special Category and Chrysalix Technologies – BioFlex (United Kingdom) won second prize. iNex Circular allows one company’s waste to become the raw material of others through a platform that makes it possible in a few clicks to match companies able to exchange their waste locally. Chrysalix Technologies has developed the BioFlex solvent process that uses unwanted waste wood as a very cheap raw material to produce clean, low-cost chemicals, fuels and materials.

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 GrandParents (Spain) and Arborea (UK) – to enable the expansion of these two projects to Portugal, in particular to the Tâmega e Sousa Region. Adopt GrandParents 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, its 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. In 2018, the residency at IRIS was awarded to Sensovida (Spain) and QTrobot Autism Therapy Store (Luxembourg). Sensovida’s advanced telecare solution enables the elderly to live independently and enjoy life by automatically detecting risk situations, even without the need for any user’s intervention. QTrobot (QT) is an expressive social robot with an intuitive user interface and therapeutic application packages for children with autism.

This year, 15 social entrepreneurs will meet in Dublin, Ireland, to compete for four prizes; all projects will compete in the General Category and projects focusing on sustainable consumption and sustainable production (including the circular economy) will also compete in the Special Category. A panel of judges from the academic and business communities will award the two first and second prizes of EUR 50 000 and EUR 20 000 in each category. The EIB Institute will once again partner with INSEAD Business School to offer two of the 2019 SIT Finalist projects the opportunity to attend the 2019 edition of the INSEAD Social Entrepreneurship Programme (ISEP). This year, EY Transaction Advisory services will once again offer business model fine-tuning to the General Category winner to help the entrepreneur with financing its business plan.
IRIS – AMARANTE

28 May 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00 – 09:30</td>
<td>Opening Session</td>
<td>Luisa Ferreira, EIB Institute; Filipe Santos, Católica-Lisbon</td>
</tr>
<tr>
<td>09:30 – 13:00</td>
<td>Scaling Workshop Part I</td>
<td>Filipe Santos, Católica-Lisbon</td>
</tr>
<tr>
<td>14:00 – 17:30</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17:30 – 18:00</td>
<td>Get to know WeChangers</td>
<td>Duarte Melo Ribeiro, WeChangers</td>
</tr>
<tr>
<td>18:30</td>
<td>Welcome Reception</td>
<td></td>
</tr>
</tbody>
</table>

29 May 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00 – 13:00</td>
<td>Scaling Workshop Part II</td>
<td>Filipe Santos, Católica-Lisbon</td>
</tr>
<tr>
<td>14:00 – 17:00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19:30</td>
<td>Welcome Reception</td>
<td></td>
</tr>
</tbody>
</table>

30 May 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00 – 13:00</td>
<td>Scaling Workshop Part III</td>
<td>Filipe Santos, Católica-Lisbon</td>
</tr>
<tr>
<td>14:00 – 17:00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19:30</td>
<td>Dinner</td>
<td></td>
</tr>
</tbody>
</table>

31 May 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00 – 12:30</td>
<td>Guidance for Next Steps</td>
<td>Filipe Santos, Católica-Lisbon</td>
</tr>
<tr>
<td>12:30 – 13:00</td>
<td>Farewell Cocktail</td>
<td></td>
</tr>
<tr>
<td>13:00 – 13:30</td>
<td>Shuttle to Porto Airport</td>
<td></td>
</tr>
<tr>
<td>Date</td>
<td>Time</td>
<td>Session Title</td>
</tr>
<tr>
<td>-----------------</td>
<td>---------------</td>
<td>----------------------------------------------------------</td>
</tr>
<tr>
<td>8 October 2019</td>
<td>09:00 – 09:30</td>
<td>Opening Session and Updates from All Teams</td>
</tr>
<tr>
<td></td>
<td>09:30 – 12:30</td>
<td>Social Investment for Scaling</td>
</tr>
<tr>
<td></td>
<td>13:45 – 17:30</td>
<td>Preparing the Investment Case</td>
</tr>
<tr>
<td>9 October 2019</td>
<td>09:00 – 12:30</td>
<td>Negotiations and Partnership Development</td>
</tr>
<tr>
<td>10 October 2019</td>
<td>09:00 – 12:30</td>
<td>Fundraising and Pitching Techniques</td>
</tr>
<tr>
<td></td>
<td>13:45 – 17:30</td>
<td></td>
</tr>
<tr>
<td></td>
<td>18:15</td>
<td>Pitching and Networking with Investors</td>
</tr>
<tr>
<td>11 October 2019</td>
<td>09:00 – 12:30</td>
<td>Digital Marketing and Communication for Social Ventures</td>
</tr>
<tr>
<td></td>
<td>13:45 – 17:30</td>
<td>Leadership and Team Management for Impact</td>
</tr>
<tr>
<td></td>
<td>20:00</td>
<td>Final Dinner and Certificate Delivery</td>
</tr>
</tbody>
</table>
Filipe Santos,  
**Dean, Programme Director, Católica-Lisbon**

Filipe is Dean of Católica-Lisbon and Chaired Professor of Social Entrepreneurship. He is a leading academic expert in social entrepreneurship and social innovation. He is an Economist and has a Masters in Management and a Ph.D. in Management Science and Engineering from Stanford University. Filipe is Visiting Professor of Social Entrepreneurship at INSEAD where he was a full-time faculty member from 2003 to 2014. Having created the INSEAD Social Entrepreneurship Initiative and directed the INSEAD Centre for Entrepreneurship, he co-founded the IES-Social Business School in 2009 and the Laboratory for Social Investment in 2013. He was the founding President in 2015-2016 of Portugal Social Innovation, a new public initiative to catalyse and finance social innovations in Portugal. He currently serves as Chair 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 6,700 citations in Google Scholar. His detailed faculty profile, research publications, case studies and teaching awards can be found at:


Kim van Niekerk,  
**Fundraising Coach, Trainer, Speaker, Adviser, Coffee House Initiative**

Kim is recognised as one of the leading educators in powerful communication, specialising in fundraising, and is a respected strategist, coach, trainer and speaker. She has spent 14 years working across the social enterprise, charity and corporate sectors.

Kim is currently lecturing in Fundraising at the Institute of Fundraising and has been part of the faculty for the European Investment Bank Institute’s Social Innovation Tournament Bootcamp Programme for three years. Kim is also a Visiting Strategist at global non-profit Oxfam, an Associate for Open Innovation experts 100% Open, Associate for bespoke incubation firm CommonRoomVentures and a Fellow of the Royal Society for Arts, Commerce and Manufacturing.

Before working freelance, Kim was a founding Director of the FSI, a foundation building the capacity 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 raise over GBP 16 million for the protection of children.
João Santos,  
**Investment Principal, Maze**

João leads MAZE’s capital advisory services and is a Senior Principal at its impact venture capital, Mustard Seed Maze. Previous experience includes at the MaRS Centre for Impact Investment (Toronto, Canada), where he was seconded to design impact investing portfolios, as Head of Onsite at Zalora (Rocket Internet, Singapore) and as Account Manager at Ericsson (Lisbon, Portugal). João taught Social Entrepreneurship at UEM (Mozambique) and has a BSc in Economics and an MSc in Management from NOVA SBE.

Nuno Delicado,  
**Founder, PLURIS**

Nuno Delicado is a founding Partner of Pluris and a Lecturer at INSEAD and at the Lee Kuan Yew School of Public Policy (LKYSP) (Singapore). He provides negotiation and conflict resolution training, facilitation, and consulting to the public, private and social sectors. At INSEAD, he co-developed the negotiation module and has been teaching on the INSEAD Social Entrepreneurship Programme since 2011. At LKYSP, he teaches negotiation, facilitation, consensus building and social entrepreneurship for executive courses and Master’s programmes. Examples of Nuno’s projects include supporting state-to-state boundary negotiations, negotiating oil and gas acquisitions and fiscal regimes, facilitating multi-stakeholder state budget discussions, coaching a management team to negotiate a new collective bargaining agreement with the employees’ union, and helping a biotech startup merge with another company. Previously, Nuno was a management consultant with Bain & Company, and earlier with McKinsey & Company. Nuno is also a social entrepreneur, founder of SportImpact, a youth empowerment initiative promoting human development through sport in Asia and Africa.
Joana Santos Silva,  
**Assistant Professor (adjunct),**  
**Católica-Lisbon**

Joana was distinguished with the Dona Antónia Adelaide Ferreira award in 2008, which is presented 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 efforts related 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 Pensa. com). 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. An MBA from Católica-Nova and Undergraduate 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 at the Kellogg School of Management.

Kátia Almeida,  
**Director,**  
**Girl Move Academy**

Kátia is a Director of BELIEVE & LEAD @ Girl Move Academy. She is a former General Director and founder of Pressley Ridge Portugal for 23 years. Kátia is a Member of the Board of Directors of ESlider. Since 1997, Kátia has developed and implemented many innovative programmes for kids and families, trained, coached and supervised staff in those programmes and in similar organisations worldwide. She was involved in several focus groups in Portugal that have influenced legislation and procedures concerning programmes for kids and families. Kátia has taught postgraduate classes in several universities in Portugal and was a bootcamp leader and mentor at IES-SBS.

Kátia is a licensed clinical psychologist, has an MBA, a Master’s Degree in Sports Psychology and completed a post-graduate course in psychosocial intervention with kids and families. She is specialised in leadership (Harvard Kennedy School of Government; United Nations University for Peace, THNK School of Creative Leadership) and is certified in social entrepreneurship by the INSEAD powered by IES-SBS. She is a senior trainer in therapeutic crisis intervention (Life Space Crisis Intervention Institute) and a LEGO Serious Play facilitator.
<table>
<thead>
<tr>
<th>Project name</th>
<th>Sector</th>
<th>Country</th>
<th>Origin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bayes Impact</td>
<td>Employment</td>
<td>France</td>
<td>SIT Partner</td>
</tr>
<tr>
<td>BioCarbon Engineering</td>
<td>Climate and environment</td>
<td>United Kingdom</td>
<td>SIT 2016</td>
</tr>
<tr>
<td>Feelif</td>
<td>Inclusion</td>
<td>Slovenia</td>
<td>SIT 2016</td>
</tr>
<tr>
<td>Ithaca</td>
<td>Inclusion</td>
<td>Greece</td>
<td>SIT 2016</td>
</tr>
<tr>
<td>Jobiri</td>
<td>Employment</td>
<td>Italy</td>
<td>SIT 2018</td>
</tr>
<tr>
<td>Konexio</td>
<td>Inclusion</td>
<td>France</td>
<td>SIT 2018</td>
</tr>
<tr>
<td>Matter</td>
<td>Circular Economy</td>
<td>Portugal</td>
<td>SIT 2018</td>
</tr>
<tr>
<td>MyMind</td>
<td>Health</td>
<td>Ireland</td>
<td>Irish Entrepreneur</td>
</tr>
<tr>
<td>Piano C</td>
<td>Employment</td>
<td>Italy</td>
<td>SIT 2012</td>
</tr>
<tr>
<td>Planetiers</td>
<td>Consumption</td>
<td>Portugal</td>
<td>SIT 2018</td>
</tr>
<tr>
<td>SoLunch</td>
<td>Inclusion</td>
<td>Italy</td>
<td>SIT 2018</td>
</tr>
<tr>
<td>Trinity Access 21</td>
<td>Education and youth</td>
<td>Ireland</td>
<td>Irish Entrepreneur</td>
</tr>
</tbody>
</table>
Paul Duan, *Founder and President*

Paul is a social entrepreneur using technology to empower people at scale. As the Founder and President of Bayes Impact, Paul is one of the pioneers of leveraging algorithms for social good. In 2014, Bayes Impact was one of the first non-profits to be admitted to Y Combinator. Since then, Paul has led Bayes Impact to accomplish multiple projects in the fields of employment, healthcare, and criminal justice in the US and in France.

Prior to Bayes Impact, Paul was the first data scientist at Eventbrite, where he built industry-leading fraud detection algorithms. He studied a mixture of mathematics, economics and political science at Berkeley, the Sorbonne University, and Sciences Po. Paul served as a member of Action Publique 2022, the French government reform group headed by Prime Minister Edouard Philippe.

Paul is a Forbes “30 under 30” recipient, an MIT Innovator Under 35 Europe 2018, and the youngest Ashoka Fellow in France. Paul speaks French, English, German and Chinese.

Florian Dautil, *Partnerships and Impact Manager*

Florian’s work focuses on supporting the NGO’s scale and sustainability, in France and abroad.

Before joining Bayes Impact, Florian worked with various international organisations on the monitoring and evaluation of development projects, and in a public policy consulting and investment boutique headed by Jacques Attali, founder of the EBRD, where he advised governments on policy reform strategies, notably in the fields of innovation, human capital and governance. Florian was also in charge of the venture capital arm of the company and led over a dozen investments in tech startups, notably in the fields of food and med tech.

Florian holds a dual Master’s degree in international relations from Sciences Po Paris and Columbia University, New York, focusing on economic and political development. He speaks French, English and Spanish.

#EMPLOYMENT

At Bayes Impact, we build digital public services. Our main project currently, Bob, is in the field of employment.

Millions of job-seekers are hampered in their job search by their lack of access to labour market information. This complicates job recovery, generates frustration and strongly decreases their chances to find the right job for their skills and aspirations. Bob is an AI-driven employment counsellor accessible online that provides an automated assessment of job-seekers’ job search and offers strategies and resources to improve their employability.

Unlike traditional in-person counselling, our solution driven by data analytics is highly replicable and adaptable to specific labour market conditions. We aim to combine the agility of a small structure and the scale of a state organisation with the cost efficiency and low marginal cost of tech-driven solutions.

Bob is currently deployed in France, where it has helped over 170,000 unemployed individuals. 90% of our users report being helped by Bob’s coaching, with more than 40% of beneficiaries attributing their job placement to Bob’s advice.

We are in the process of replicating Bob in other countries, such as Belgium, the UK and Morocco, in partnerships with local public employment services, which perceive Bob as a driver for their digital transformation.

www.bayesimpact.org/en/  
@bayesimpact  
bayesimpact
Irina Fedorenko, Co-Founder

Irina is a recent graduate of Oxford University where she completed her PhD in Environmental Policy. She is a co-founder of BioCarbon Engineering and responsible for partnerships and media relations. Irina is also a Managing Director of Caux Dialogue on Land and Security, a Swiss-based forum for discussing and instigating environmental innovation.

Eman Hamdan, Partnership Associate

Eman helps BioCarbon Engineering in developing partnership strategies with organisations, governments and companies internationally, evaluating project opportunities and reporting to the executive team. Eman is a World Economic Forum Global Shaper, interested in innovation and sustainability.

BIOCARBON ENGINEERING
(United Kingdom)

#CLIMATE #ENVIRONMENT

Project in: Myanmar, Australia and the UK

BioCarbon Engineering enables global scale land restoration through automation and ecosystem intelligence. Our unique drone platform provides advanced remote-sensing solutions with a convenient online-accessible platform to help monitor projects and enable planting capabilities for a wide range of tree species across the world.

www.biocarbonengineering.com/  
@biocarboneng  
biocarbonengineering
Rebeka Žerovnik, *International Business Developer*

Rebeka is the new asset to the Feelif team. After years of practice in multimedia, design, event planning and marketing, she took over the new challenge of business development in Feelif, which is specialised in devices for blind and visually impaired people. Rebeka is graduating in graphic and interactive communication in the University of Ljubljana. Her greatest strengths are her creativity, focus and leadership. She is fluent in English and German and thrives on new challenges, especially those that expand the company’s reach.

Željko Khermayer, *CEO*

Željko Khermayer is a successful entrepreneur and innovator from Slovenia. In his 20 years of experience, he has founded multiple well-known companies, including the digital agency 4WEB and the Feelif company with its eponymous Feelif product line.

Besides Željko Khermayer being named “Name of the day” and “Person with the best business idea,” the New Europe 100 journal listed him as one of the 100 best leaders and innovators in Central and Eastern Europe.

---

**FEELIF**
(Slovenia)

Rebeka Žerovnik, *International Business Developer*

Rebeka is the new asset to the Feelif team. After years of practice in multimedia, design, event planning and marketing, she took over the new challenge of business development in Feelif, which is specialised in devices for blind and visually impaired people. Rebeka is graduating in graphic and interactive communication in the University of Ljubljana. Her greatest strengths are her creativity, focus and leadership. She is fluent in English and German and thrives on new challenges, especially those that expand the company’s reach.

Željko Khermayer, *CEO*

Željko Khermayer is a successful entrepreneur and innovator from Slovenia. In his 20 years of experience, he has founded multiple well-known companies, including the digital agency 4WEB and the Feelif company with its eponymous Feelif product line.

Besides Željko Khermayer being named “Name of the day” and “Person with the best business idea,” the New Europe 100 journal listed him as one of the 100 best leaders and innovators in Central and Eastern Europe.

---

**#INCLUSION**

*Project in: Slovenia*

Feelif products help the blind to start to see digitally.

Feelif uses its own software, which offers the blind the following opportunities among others: browsing the internet independently with the help of AI, tactile feeling of photos, learning, playing games and boosting creativity.

In previous years, Feelif has been recognised at the global level for innovation, winning awards in many competitions, most notably best social innovation in Europe and WSA best innovation in the world. Feelif products was listed by UNESCO as one of the 150 best innovations globally.

In 2018, we launched three products, a smartphone and two tablets. Our current main activity is building up a strong global distribution network and seeking partners that could upgrade their products with Feelif and by doing so make their products more accessible. Feelif has already been localized into five languages, with the Chinese translation in progress.

[www.feelif.com](http://www.feelif.com)  
[@FeelifOriginal](https://twitter.com/FeelifOriginal)  
[@FeelifOriginal](https://www.facebook.com/FeelifOriginal)  
[@feelif_official](https://www.instagram.com/feelif_official)
Dimitra Kountourioti, **Director**

Dimitra is a sociologist with years of working experience in management and HR, while in the last few years she has been actively involved in supporting people from vulnerable social groups. Dimitra is responsible for everyday operations, managing employees from vulnerable social groups and supporting them during their reintegration, developing new partnerships, fundraising and enhancing communications among other things. She speaks English fluently, while for the past year she has been learning Spanish.

Konstantina Gkeka, **Development Coordinator**

Konstantina is the Development Coordinator at Ithaca Laundry, and has been an active volunteer for the organisation since 2016. As a graduate in International Relations and Law with an interest in engaging with the humanitarian sector and minority issues, she has work experience in humanitarian organisations such as the Danish Refugee Council. She speaks English and German and has been learning Spanish for the past year.

Natasa Asimakopoulou, **Development and Marketing Coordinator**

Natasa is a Political Science and International Relations graduate with a specialisation in the Mediterranean region. Natasa has worked and gained research experience in organisations such as Amnesty International – Greek Section, the Hellenic Red Cross and the Institute of International Relations in Athens. She is responsible for fundraising and marketing activities along with administrative tasks. She speaks English and Spanish fluently, and for the past year she has been learning Arabic.

#INCLUSION

Ithaca has been operating the first mobile laundry unit in Greece and Europe for homeless people since April 2016. We were founded with a goal to diminish the social exclusion of people coming from vulnerable social groups. Our goal is twofold: to raise homeless people’s hygiene standards and restore their dignity, as well as create opportunities for them towards their social reintegration. As far as the first component of our goal is concerned, we operate the laundry van (equipped with two washing machines and two tumble dryers) in different but fixed spots within the Attica region in order to serve as many people as needed. At the same time, we manage to achieve the social and professional reintegration of people coming from vulnerable social groups by creating job positions for them within the organisation for a period of up to 12 months. During this time, the employees are provided with job counselling and psychological support by our external network of partners, which will later help them find a full-time job position. Since the beginning of our operation, we have managed to deliver 9 329 washes, which amounts to more than 46 tonnes of clean clothes for 2 179 individual beneficiaries, while five people from vulnerable social groups have worked with us.

[www.ithacalaundry.gr](http://www.ithacalaundry.gr)  [ithacalaundry](http://www.ithacalaundry.gr)  [@ithacalaundry](http://www.ithacalaundry.gr)
Margherita Vigo, Project Manager
After the co-founders, Margherita is the first team member who joined Jobiri. She is responsible for fundraising, strategic activities and the development of partnerships with clients and partners. Margherita graduated in International Economics at the University of Pavia, where she was also an Academic Tutor. Passionate about labour economics and female entrepreneurship, she is involved at SheTech, an Italian association that supports women in the technology, digital and startup fields. Italian is her mother tongue, but she also speaks English and French.

Davide Medina, Software Engineer
Davide is Software Engineer at Jobiri, who recently designed and developed the platform’s Job Board while supporting the CTO on data analysis and algorithms development. He is a former Capgemini Business Intelligence Consultant with strong expertise in large multinational projects on Business Intelligence, Web Development, Big Data, Machine Learning and Data Mining. He holds a Computer Science degree and a Master’s degree in Business Intelligence and Big Data Analytics, and has a passion for gamification applied in the learning and training fields.

Edoardo Zorzi, Video Maker and Content Developer
Edoardo is a Video Maker and Content Developer at Jobiri. He is responsible for the development, preparation and editing of communication and multimedia content. This can include sales copy, blog posts, presentations, animations, web graphics, videos and social media content. Edoardo studied art and audio-visual communication at the IULM University of Milan, where he graduated in 2017. He worked as Art Director for the Piccolo Teatro in Milan, and alongside his job at Jobiri, he collaborates with an important Italian fashion magazine. He is now directing his first own short movie. Edoardo is a passionate solo traveller and speaks Italian, English and Spanish.

Francesca Martinelli, Social Media Specialist
Francesca works as a Social Media Specialist at Jobiri. She takes care of the company’s blog and creates content for social media channels. She is a passionate copywriter who loves Italian literature. She usually reads two books per month to develop and maintain her creativity and freshness of ideas. Her mother tongue is Italian, but she studied languages in secondary school, so she also speaks English, Spanish and French. In addition to teaching reading and writing, since 2013 she has also been coaching kids aged 5 to 15 in artistic roller skating.

#EMPLOYMENT
In the EU about 4.7 million graduates, 16.3 million unemployed and 15.8 million NEETs require an accelerated path towards employment. JOBIRI – the first AI-based digital career advisor – is the first solution able to digitalise employment services and make them self-service through artificial intelligence technologies. This results in two important benefits: it overcomes traditional services limits while offering a personalised, flexible and tech-based solution tailored to specific users’ needs. Our solution is an integrated ecosystem of career tools tailored for both individuals and career support institutions that through proprietary artificial intelligence algorithms provides personalised suggestions and services helping job-seekers to land a job faster. JOBIRI has been available on the market since September 2017 among 20 Italian institutions and four Portuguese institutions, supporting about 16 000 job-seekers.

www.jobiri.com @Jobiriofficial Jobiriofficial
Jean Guo, **CEO**

Jean founded Konexio based on her research as a Fulbright Fellow investigating migrant policy at the Paris School of Economics. She graduated from Stanford with dual degrees in economics and human biology. A recent Rubenstein Fellow at the Harvard Center for Public Leadership, she was recently listed in Forbes as one of the top 92 women to follow who are disrupting tech in France.

Agathe Roujou, **Programme Coordinator**

Agathe is currently a Programme Coordinator at Konexio, with a background in International Development and an MSc in Migration Studies and Inter-cultural Mediation. She is specialised in migration studies and has done a thesis on exiled students’ integration at the University of Lille. Agathe speaks French, English and Spanish.

#INCLUSION

Konexio is a France-based non-profit that tackles refugee integration through tech and innovation. Our objectives include (1) teaching fundamental concepts of computer literacy, web development and programming through interactive methods promoting knowledge exchange between students, and (2) empowering our participants with professional opportunities, and building a supportive community of individuals passionate about supporting each other and who are engaged in the tech community.

www.konexio.eu  @Konexio_eu  konexio.eu
Ana Lima, **Founder and Product Specialist**

Ana is the founder of Matter and has always been passionately curious about the natural and processed materials that surround us. She gained valuable international experience as an architect in the offices of Herzog and de Meuron (Switzerland) and Issho Architects (Japan). In her work, she found a lack of beautiful sustainable products on the market, and since 2013 has been developing research about agro-industrial by-products as raw materials for design and architecture. With Matter, she has received a number of awards.

Miguel Fernandes, **Marketing Development**

Miguel is a creative individual that has been working with video and audio his whole life. He recently joined Matter to help develop and market the brand.

#CIRCULAR ECONOMY

Matter is an award-winning manufacturing business that upcycles the production process of your most beloved products – like coffee, wine and beer – into materials that extend the life-cycle of existing products and reduce demand for raw materials.

Our mission is to create innovative, aesthetic and sustainable products, pursuing new forms of using daily waste to create unique design experiences that transform physical environments and tell a story. We are excited to be able to bring new and meaningful materials into the market and to understand the waste that our most beloved daily products produce, but also to work with the companies that make them.

Our vision is to reshape the narrative around waste.

Matter has received multiple awards. In 2015, it was one of the top finalists in Carlsberg’s “Cheers to Green Ideas” competition. In 2016, it won the Spanish Climate Launchpad in the European final and was recognised as one of the ten best business ideas in the area of climate change. In 2017, it won the Crédito Agrícola Entrepreneurship and Innovation Award and more recently, in 2018, won the Novo Verde Packaging Enterprise Award. Its products have been showcased at the Stockholm Furniture and Lightning Fair, and were chosen by Chanel for their wines.

[www.matter.eco](http://www.matter.eco)  @matter.eco
Krystian Fikert, *CEO*

Krystian is an award-winning social entrepreneur, CEO and founder of MyMind, the largest multilingual and blended mental health service in Ireland.

Krystian received an MA in Clinical Psychology from Adam Mickiewicz University in Poland in 2004.

Krystian has been named an Ashoka Fellow (2011) and he has received multiple awards from the Social Entrepreneurship Sector in Ireland. Krystian has undergone further training from INSEAD. In 2010, Krystian completed executive education in its social entrepreneurship programme, and in 2011 in its European health leadership programme. In 2015, he was made Social Entrepreneur in Residence for INSEAD.

His areas of expertise are technology in mental health, lean process of mental health services, health informatics, and psychology. He speaks English and Polish.

Cesar Sugita, *Senior Operations Manager*

Cesar is an Irish citizen of Brazilian/Japanese heritage, who is a highly adaptable, experienced, reliable and hardworking professional. Cesar has a Bachelor’s Degree in Social Communication – Advertising and Publicity from University Centre of Maranhão – São Luís, Brazil. Cesar joined MyMind in 2012. His areas of expertise are marketing, finance management, and administration.

---

#HEALTH

**Project in: Ireland**

MyMind has created a unique movement for community-based mental health services that work towards giving every person in Ireland equal access to mental health support early, affordably, directly, without stigma or delay. Through MyMind, we have built a network of early intervention mental health services that offers quick, affordable and effective support to children, young people, adults, couples, families, groups and in the workplace.

MyMind has developed an innovative and comprehensive system to manage interactions between clients and mental health professionals in a face to face and online setting. Key success factors of MyMind model are (i) accessibility, (ii) affordability (value for money); and (iii) transparency. The diversity of our team, which is both multidisciplinary and multicultural, sets us apart from other mental health organisations. With our mental health professionals providing face to face and online services in 15 languages, MyMind is able to support a broad variety of clients.

Technology, structure and knowledge is enabling us to scale up rapidly in Ireland without sacrificing quality of services. In 2019 so far we have noted 46% growth in first four months compare to 2018.

[myMind website](http://www.mymind.org)  [myMind on Twitter](http://twitter.com/MyMindCentre)  [myMind on Facebook](http://facebook.com/myMind.org)  [myMind on Instagram](http://instagram.com/myMindcentre)
Sofia Borri,
President
A graduate in Philosophy - Anthropological Studies, Sofia has a Master’s in Training Methods. She has lengthy experience as coordinator for the non-profit sector in several fields: cooperation, social cohesion, cultural promotion, integration, female employability. Since 2003, she has been working in the field of social research including training projects with young people, immigrants and women.

Cristina Coppellotti,
Empowerment and Professional Development Manager
Cristina graduated in Psychology of Work and Organizations and she has a Master’s degree in selection, training and development of human resources. She has more than 10 years’ corporate experience in human resources, and she is an expert in guidance and training for women who are unemployed or in low-paid jobs, providing counsellor and orientation services and support in active job research.

Lucilla Tempesti,
Communication and Advocacy Manager
Lucilla graduated in Law. She has more than 10 years’ experience in communication and event organisation: she has been involved in the design, implementation and management of events, public meetings, festivals and advocacy campaigns for local authorities, foundations and associations in the third sector. Lucilla is also a content writer for profit and non-profit realities and a communication consultant.

Vanesa Pelizza Tricarico,
Project Manager
Vanesa has worked over the years as a project manager for for-profit businesses (fashion, catering and events). She also has experience in project-related financial reporting for non-profit entities. Since 2018, she has been collaborating with Piano C as a project manager, monitoring the development and implementation of projects.

PIANO C
(Italy)

Piano C has developed “Work Design”, a training method that has been recognised as very effective at individual and group levels. It combines design thinking methodology, empowerment theories and storytelling and has a holistic and lifelong approach. A recent evaluation by the Università Cattolica del Sacro Cuore, conducted through counterfactual analysis with 100 people in 2017/2018, showed that there was a statistically significant progression for 70% of participants within almost all the items observed (i.e. employment outcomes, self-esteem, networking, vision of own talent, etc.).

www.pianoc.it @PianoC_Mi PianoC.Milano

#EMPLOYMENT Project in: Italy
Pedro Carreira, Chief Operating Officer

As a boy scout, Pedro learned the importance of “making the world a better place than the one we found”. As a Mining and Geological Engineer he became aware of the biggest problems in our society and with a background in several entrepreneurship projects, environmental consulting and finally Planetiers, Pedro has found a fitting way to become part of the solution.

Diogo Lourenço, Chief Marketing Officer

Diogo is a Communication and Digital Marketing Graduate with work experience in Advertising and Communication for Development. After a variety of work experiences and strong efforts to dodge the traditional marketing corporation structures, he decided to be part of the start-up world and join Planetiers. Very passionate about writing, nature, music and travelling, Diogo is also a freelance copywriter for several Portuguese brands and blogs. He has visited more than 15 countries and has lived in three of them, speaks fluent English, basic Spanish and knows a few words of Turkish and Georgian. Right now, he is part of the Planetiers team, handling every aspect of marketing and communication, strategy and growth.

Maria Vasconcelos, Communications Intern

Maria is currently an intern at Planetiers, as blog manager. Before that, she served as an intern for three months at Jervis Pereira – a communications and marketing agency – focusing on promotion of the Tourism Authority of Thailand (she was a social media page editor and managed marketing databases). Maria has a Bachelor’s degree in Journalism from Escola Superior de Comunicação Social and a Certificate of Proficiency in English (C2) – Cambridge-Michigan ECPE. She also speaks Spanish at intermediate level.

#CONSUMPTION

The purpose of PLANETIERS is to promote awareness, accelerate and implement sustainability. Customers (consumers and companies) in a single platform can choose from a diverse portfolio of eco-friendly products catering to their needs. PLANETIERS’ Sustainable E-Commerce Marketplace curated by a multi-criteria sustainability algorithm provides a platform where companies and consumers can buy and sell green products and help to reduce individual carbon footprint.

www.planetiers.com @Planetiers_ planetiersofficial

Planetary Project in: Portugal
Luisa Galbiati, **CEO**

Luisa is a serial entrepreneur. After graduating in Business and Economics, obtaining an M.Sc. in Communication and Direct Marketing, and collaborating with Italian governance, Confcommercio Professioni, Biz Club MilanoN and Associazione Vivaio, to bring about change in local civil society, she decided to dedicate her work to social impact while attending her M.Sc. course in Social Innovation, Social Business and Social Startup. She launched SoLunch to which she contributes her expertise in business development, marketing, communication, social innovation, grants and public funding.

Manolo Macchetta, **Chief of Marketing Operations and Growth**

Since his graduation at the Università Bocconi with a dissertation on E-commerce in 2001, and studies at the Copenhagen Business School, Manolo has been working with ITC and SME to integrate digital marketing in their strategies. He has previously worked as temporary Digital Marketing Manager and he is a Product Launch enthusiast and a Certified Master Coach. For that reason, he was fascinated by SoLunch where he contributes his experience to effect change using digital strategies to create social impact.

---

**SOLUNCH**

(Italy)

#INCLUSION

SoLunch is the “Airbnb for lunch break”: a matching platform that promotes offline relationships and earning between people not working who already cook at home and people who work nearby by creating an ecosystem of lunchtime consumption that connects people in a “cucina diffusa” (social eating).

SoLunch uses a digital platform to ensure a profit for the home chefs and new relationships by simply opening millions of kitchens already active during lunch break to match offline people with limited relations and workers. The project achieves economic results and a strong social innovation impact thanks to savings in social and health costs and through the creation of a community. Offline events, advocacy and partnerships, courses and publications are organised to nurture stronger social relationships and prompt more responsible food consumption with less invasive impacts on the environment and climate, and reduce the amount of food waste.

[www.solunch.it](http://www.solunch.it)  @so_lunch  solunchcucinadiffusa

---

Project in: Italy
Cliona Hannon, *Director*

Cliona is responsible for strategic priorities relating to access and diversity in Trinity College, the University of Dublin. Cliona has a 25-year track record in developing, adapting and scaling evidence-based educational innovations focused on diversifying access to higher education. In 2018, 25% of Trinity’s first year cohort is made up of students from under-represented groups. Cliona is co-director of the multi award-winning Trinity Access 21 project. Trinity Access models are currently being adapted by both Oxford and Cambridge Universities.

Kevin Sullivan, *Bridge 21 Education Manager*

Kevin leads the Bridge21 student programmes and is responsible for the TA21 teacher community of practice. He is a PhD candidate in Trinity College Dublin where his research focuses on assessing the long-term impact of short-term educational interventions. He completed the M.Sc. in Technology and Learning in Trinity College Dublin and a B.Sc. in Applied Science from Dublin Institute of Technology.

Rónán Smith, *School and Community Outreach Manager*

Rónán is the head of outreach for the Trinity Access Programmes (TAP). He represents Trinity College Dublin on the national practitioners group for the Higher Education Access Route and teaches on the TAP foundation course for young adults and mature students.

He studied general science in Trinity College Dublin specialising in experimental physics and completed a Ph.D. in Nanoscience in 2013 focusing on the fabrication of two-dimensional materials and their use in green energy applications.

---

**#EDUCATION #YOUTH**

Trinity Access 21 (TA21) aims to transform the education system, through work at student, school and system level, so that every young person can reach their full potential. TA21 breaks down barriers to post-secondary progression by partnering with schools to develop strong ‘college-going cultures’ and innovative approaches to teaching and learning through three ‘core practices’: Pathways to College, Mentoring and Leadership in Learning. Since 2014, we have tracked project impact on a longitudinal cohort of students in TA21 Leader schools, and students are showing positive changes in comparison to control schools. 74% of those mentored aim to progress to higher education. 79% of those who have been involved in six or more Pathways to College activities aim to progress to higher education. 82% of those who have engaged in 21st century pedagogies and out-of-classroom leadership projects show increased 21st century skills, along with higher self-worth, voice and active engagement with education.

[www.tcd.ie/Trinity_Access](http://www.tcd.ie/Trinity_Access)  @AccessTCD  TrinityAccessProgrammes
Social Innovation Fund Ireland
Social Innovation Fund Ireland was created by the Government of Ireland to fill the gap on funding innovation in the non-profit sector. It looks for and backs innovative solutions to critical social issues in the country, driven by the belief that innovation is crucial to solving Ireland’s social problems. Social Innovation Fund Ireland supports the best non-profits, charities and social enterprises in Ireland so that they can grow and reach more people who will benefit from their crucial work.

Social Entrepreneurs Ireland
Social Entrepreneurs Ireland was the first organisation in Ireland dedicated to supporting social entrepreneurs and their innovative solutions to address the social and environmental challenges of the country. The organisation is entirely privately funded by a wide range of prominent entrepreneurs, business leaders and corporates in Ireland, the UK and the USA. It connects Ireland’s leading business people and experts with social entrepreneurs to help them achieve maximum social impact.

Degroof Petercam Foundation
The Degroof Petercam Foundation (DPF) was created 10 years ago with the intention of helping fellow citizens, who are not in a position to do so themselves, take ownership over their lives and futures. DPF focuses on solutions that provide skills, entrepreneurship, and job market support in Belgium, France and/or Luxembourg. The DPF award celebrates and supports one new laureate every year for a 5-year commitment with a EUR 1m grant, non-financial support and networking opportunities.

IRIS - Regional Social Innovation Incubator
To foster regional development through social innovation, the Institute has launched IRIS, the first Regional Social Innovation Incubator in partnership with EMPIS (Estrutura de Missão Portugal Inovação Social) and Portus Park, and with the support of other partners.

Based in Amarante (Northern Portugal), this European pilot project helps local social businesses to start-up, test and grow by offering them all the necessary conditions for accessing knowledge, networks of partnerships and social investors.

It provides them with intensive support enabling them to take advantage of investment opportunities and networks. It also provides synergies and complementarities with the growing community of social entrepreneurs supported by the Institute.