

SCALING IMPACT EXECUTIVE PROGRAMME

6 - 11 September 2021

Lisbon, Portugal

 **Social Innovation Tournament**

2021





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 initiatives 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 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.

Fifth edition of the Scaling Impact Executive Programme (SIEP)

The Scaling Impact Executive Programme (formerly SIT Impact Bootcamp) is organised jointly with Católica-Lisbon School of Business and Economics at its Lisbon campus. This year's edition welcomes SIT Alumni and, thanks to a partnership with the Degroof Petercam Foundation (DPF), a social entrepreneur finalist from the DPF competition. This year's cohort also includes one of the winners of the first Acceleration Programme organised by IRIS (Incubadora Regional de Inovação Social), the first regional social innovation incubator supported by the EIB Institute. Finally, in 2020, the Institute was a Major Corporate Donor of FEDORA. Thanks to this partnership, the FEDORA management team was given the opportunity to apply to the Scaling Impact Executive Programme and was selected as one of the impact ventures.

This one-week full-time executive programme 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 plan 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 Filipe Santos, Dean and Chaired Professor of Social Entrepreneurship at Católica-Lisbon. All the programme faculty members 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 31st in the Financial Times Top European Business Schools ranking, and has been consistently rated as the top business school in Portugal over the last 10 years according to the global ranking. It is one of the pioneer schools in social entrepreneurship and impact investing in Portugal, with 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. In 2017, Católica-Lisbon launched a Chair in Social Innovation to promote research and teaching innovations in this field, under which the Scaling Impact Executive Programme was developed in partnership with the EIB Institute.

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IF YOU CAN, YOU MUST: TEN YEARS OF CREATING IMPACT AND CHANGING TOMORROW TODAY WITH INNOVATION AND IMAGINATION!

It is now ten years since the EIB Institute held its first Social Innovation Tournament (SIT) pitching event in Luxembourg in 2012. The Tournament's tenth edition will take place in Lisbon this year, with previous editions having been held in Budapest (2013), Madrid (2014), Milan (2015), Ljubljana (2016), Riga (2017), Copenhagen (2018) and last year in Dublin (2019). Last year, because of the COVID-19 pandemic, we had to move online the event scheduled to take place in Lisbon. The fifteen social innovation projects competed on-line, and joined a growing community of over 115 projects from 31 different European countries (EU, EFTA and enlargement 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. In its first edition in 2012, the Hungarian project HandInScan won first prize for its hand hygiene system based on digital imaging technology for the direct control of handwashing effectiveness in medical environments.

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 employs 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 while also creating jobs. The 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. 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 the Financial Times that enables users to explore travel options, restaurants, theatres, sporting arenas and retailers.

The fourth edition of the Tournament was held in Milan in 2015. In the General Category, Koiki, based in Spain, won first prize for its initiative that enables people with intellectual or physical disabilities to work as postal delivery workers or messengers in Spanish neighbourhoods, delivering parcels or picking them up from their neighbours in an environmentally friendly way (either walking or cycling short distances). With 110 employees in 16 cities across Spain, Koiki had 100% growth in 2019 before the pandemic struck. Despite the current challenging times, the demand for Koiki's deliveries has increased 100% with e-commerce booming across Spain. With a very scalable business model, Koiki's goal is to expand to Portugal and other European cities.

The fifth edition of the Tournament was held in Ljubljana in 2016. First prize in the General Category went to Aprendices Visuales, a project based in France and Spain that aims to help children with autism access the tools they need to develop their full potential.



LUXEMBOURG 2012



BUDAPEST 2013



MADRID 2014



MILANO 2015



LJUBLJANA 2016



RIGA 2017



The sixth edition of the Tournament was held in Riga in 2017. For this edition, the Special Category theme was “ageing”, which saw the Freebird Club (Ireland) and Walk With Path (United Kingdom) share first and second prize. The Freebird Club is a travel-based social network for over 50s similar to Airbnb, with almost 5 000 members across 73 countries. Its goal is to reduce the social isolation often experienced by older people, while at the same time generating extra income for them. Walk With Path is a healthcare start-up focused on improving mobility and reducing the risk of falls for vulnerable individuals, including older people and those with chronic diseases.

At the seventh edition in Copenhagen, Denmark, the first prize in the General Category was awarded to Glowee (France) and the second prize to SPEAK (Portugal). Glowee offers a sustainable living light source powered by waste products and produces reusable biomass to illuminate our world by harnessing the natural power of bioluminescence. SPEAK is a social tech start-up that promotes the social inclusion of migrants and refugees by connecting them with locals through a language and culture exchange programme open to anyone who wants to share their language and learn a new one.

The eighth edition took place in Dublin, Ireland, and HeHop (France) and Jelly Drops (United Kingdom) received first and second prize in the General Category. Fazla Gıda (Turkey) and Zouri Shoes (Portugal) received first and second prize in the Special Category for projects focusing on sustainable consumption and production. HeHop seeks to break the

circle of violence. The app will gather legal evidence essential to tackling all kinds of abuse (physical, sexual, emotional and verbal) in professional, private and public life. Less than 10% of such attacks result in a formal complaint as victims fear that without proof they will not be believed. Fazla Gıda is a waste management platform that provides holistic solutions, enabling the reduction of waste at source.

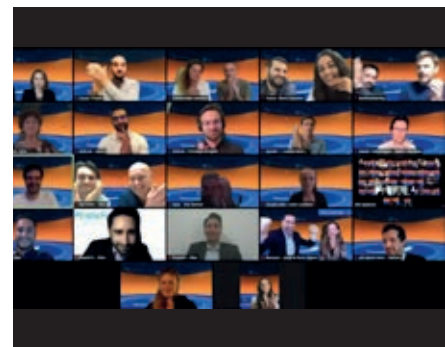
Last year, the ninth edition was held online due to the COVID-19 pandemic. Navilens (Spain) and Sponsh (Netherlands) won the first prize respectively in the General Category and the Special Category for projects focusing on the environment and with a strong focus on biodiversity and ecosystem conservation, while BeeOmonitoring (Belgium) and Plasticfri (Sweden) received the second prize. HeraMobileApp (Turkey) was the winner of this year’s new Audience Choice Award. Navilens wants to make cities smarter and more inclusive by empowering visually impaired people with a cutting-edge technology based on a proprietary computer vision algorithm more powerful than a QR code. Available in 24 languages, it replicates the concept of using a mobile phone camera to read signage information for visually impaired people allowing them to be more independent in unknown spaces. Sponsh, developed a temperature-sensitive smart material that produces water from air, using the natural cycles of day and night.



COPENHAGEN 2018



DUBLIN 2019



ONLINE 2020

PROGRAMME

5TH EDITION – 2021

CATÓLICA – LISBON

6 September 2021

Filipe Santos, Católica-Lisbon
João Cotter, Católica-Lisbon

09:00 – 11:30	Introduction
11:30 – 12:30	Scaling Challenge Part I
12:30 – 14:00	Lunch
14:00 – 15:30	Scaling Challenge Part II
15:30 – 18:00	Social Innovation
19:30 – 22:30	Welcome Dinner

7 September 2021

Filipe Santos, Católica-Lisbon
João Cotter, Católica-Lisbon

09:00 – 11:00	Business Modelling
11:00 – 12:30	Theory of Change
12:30 – 14:00	Lunch
14:00 – 15:30	Impact Dashboard
15:30 – 18:00	Scaling Model
18:00 – 20:00	Talk on Language and Persuasive Communication with Investors Networking Cocktail Reception

8 September 2021

Filipe Santos, Católica-Lisbon
João Cotter, Católica-Lisbon

09:00 – 11:00	Capacity Building
11:00 – 13:00	Financing Growth
13:00 – 14:30	Lunch
14:30 – 18:00	Integration and Action Plan
18:30 – 20:00	Visit Casa do Impacto

CATÓLICA - LISBON

9 September 2021

João Matos, Católica-Lisbon

09:00 – 12:30	Negotiations and Partnerships Development Part I
12:30 – 14:00	Lunch
14:00 – 18:00	Negotiations and Partnerships Development Part II

10 September 2021

António Miguel, MAZE

09:00 – 12:30	Preparing the Investment Case Part I
12:30 – 14:00	Lunch
14:00 – 18:00	Preparing the Investment Case Part II

11 September 2021

Kim van Niekerk

09:00 – 12:30	Pitching Techniques Part I
12:30 – 14:00	Lunch
14:00 – 18:00	Pitching Techniques Part II
19:30 – 22:30	Final Dinner

FACULTY



Filipe Santos

Dean and Chaired Professor of Social Entrepreneurship
Católica-Lisbon School of Business & Economics

Filipe is a leading academic expert in social entrepreneurship and social innovation. He has a PhD in Management Science and Engineering from Stanford University and is a Visiting Professor of Social Entrepreneurship at INSEAD, where he was a full-time faculty member from 2003 to 2014. He launched the INSEAD Social Entrepreneurship Initiative in 2007, and co-founded IES Social Business School in 2009 and the Laboratory for Social Investment in 2013. From 2015 to 2016, he served as the founding President of Portugal Social Innovation, a new public initiative to catalyse and finance social innovations in Portugal. He also served as Chair of the European Venture Philanthropy Association from 2019 to 2020 and has been a Board member since 2016. A widely published and well-cited author in the fields of organisation theory, entrepreneurship and social entrepreneurship with more than 9 000 citations in Google Scholar, he has received several teaching and research awards, including the Schwab Foundation Social Innovation Thought Leader of 2019 award. He also leads the Scaling Impact Executive Programme in partnership with the EIB Institute. A detailed faculty profile and information on his research publications, case studies and teaching awards can be found at:

www.clsbe.lisboa.ucp.pt/person/filipe-santos



João Cotter Salvado

Assistant Professor of Strategy and Entrepreneurship
Católica-Lisbon School of Business & Economics

João has been an Assistant Professor at Católica-Lisbon since September 2019. He holds a PhD in Strategy and Entrepreneurship from London Business School. His research interest lies at the intersection of strategy and organisation theory, with an additional interest in entrepreneurship. In his dissertation, he investigates how top managers and entrepreneurs communicate strategy to external stakeholders, being recognised with grants from the Deloitte Institute of Innovation and Entrepreneurship and the Strategic Management Society (SRF Programme).

His teaching experience includes as a Teaching Assistant, Tutor and Grader at London Business School (2013 to 2018) on topics such as Developing Entrepreneurial Opportunities, Strategies for Growth, Strategic Analysis, Strategic Innovation, and Developing Strategy for Value Creation. Before joining London Business School, he was Research Director at IES – Social Business School, and in 2007, he was an Invited Teaching Assistant at Nova School of Business and Economics (Nova SBE). In the past, he was a Research Assistant at the Portuguese Competition Authority and is a co-founder and former member of the board of two international NGOs that currently work in Mozambique and São Tomé and Príncipe.



FACULTY



João Matos

Assistant Professor (Adjunct)

Católica-Lisbon School of Business & Economics

João is an Invited Assistant Professor at Católica-Lisbon where he teaches Programme and Negotiation, Communication, Change Management, Intercultural Management and Time Management in various Executive Education programmes.

He holds a degree in Business Administration and an MBA with specialisation in Organisational Behaviour from UCP. He also completed post-graduate studies in Research Methods for Business at the Aston University (UK), as well as programmes in Negotiation at the Harvard Law School and Kellogg School of Management.

He was formerly a business journalist at Executive Digest (Portuguese management magazine) and an executive at Abrinício (advertising company, subsidiary of J. Walter Thompson) and Entrepосто Group.



António Miguel

Managing Director

Maze – Decoding Impact

António is the Managing Director of Maze – Decoding Impact, a Lisbon-based social investment intermediary he co-founded in 2013 that implements financial and non-financial mechanisms to unlock capital towards social change in Portugal. António is a Partner at Maze and leads the work of a €30 million impact venture capital fund – one of the largest funds in Europe – under an impact tech accelerator programme called MAZE-X, also overseeing four social impact bonds.

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. From 2011 to 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 School of Business and Economics (Nova SBE) where he teaches the courses “Microfinance and innovative social finance instruments” and “Impact investing”.

He holds an MSc in Business Administration from Católica-Lisbon and is a Global Shaper of the World Economic Forum.

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

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 a lecturer at the Institute of Fundraising (IoF) and has been part of the faculty for the EIB Institute's SIT Bootcamp Programme for three years. Kim is also a Visiting Strategist at global nonprofit Oxfam, an Associate for open innovation experts 100% Open, an Associate for bespoke incubation firm CommonRoom Ventures and a Fellow of the Royal Society for Arts, Manufactures and Commerce.

Before going freelance, Kim was a founding director of the Foundation for Social Improvement (FSI), which aims to build 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 United Kingdom.

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 just three years she was promoted twice to coordinate lead gifts and major events in the United Kingdom and Russia, raising over £16 million for the protection of children.



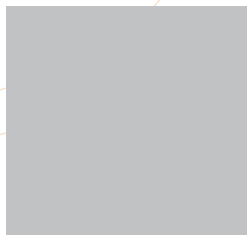
PROJECTS

Project name	Sector	Country	Origin
Brake-Out	Education and Youth	Belgium	SIT 2019
Fazla Gıda	Circular Economy	Turkey	SIT 2019
FEDORA	Inclusion	France	Partnership with the FEDORA Platform
Health Chefs	Health	Portugal	SIT 2016
HeHop	Inclusion	France	SIT 2019
MIWA	Circular Economy	Czech Republic	SIT 2018
More Than One Perspective	Employment	Austria	SIT 2017
Oficina Criativa do Futuro	Urban Development	Portugal	IRIS prize
Omoguru	Health	Croatia	SIT 2019
Positiv Learning	Education and Youth	Finland	SIT 2019
Ticket For Change	Employment	France	Partnership with the Degroof Petercam Foundation

PROJECTS

				
TIM MAENHOUT		KOEN DEWEER		
				
OLCAY SILAHLI		SEVİM AYDIN	ULAŞ KAYIR	
				
EDILIA GÄNZ	FRANÇOIS GRENET		MÜGE NAZ ALTAY	ANA QUINTAS
				
	VERA ESTEVES		MARIA SANTOS	

PROJECTS



**SANDY
BEKY**



**JEAN-LOUIS
CARVÈS**



**NINA
POXLEITNER**



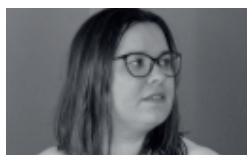
**ANNA
BODENSEHER**



**LISA-MARIA
SOMMER**



**NÉLSON
SOARES**



**MARIANA
MARTINS**



**VANJA
ANDRIĆ**



**ZORAN
BIRIMIŠA**



**MAJA
KNEŽOVIĆ**



KAISA VUORINEN



**LOTTA
UUSITALO**



**SERGIO
PALOMO**



**ANNE-MARYSE
VAN DER SLIKKE**



**CÉLINE
VIENNE**



**ELODIE
TURPIN**

BRAKE-OUT (France)

Tim Maenhout CEO

Tim is an outspoken networker who, after a career as director of two healthcare institutions, is now a social entrepreneur for Brake-Out. Lifelong learning by doing and finding the right connections to create impact are what motivate him. He speaks Dutch, English and French.



Koen Deweer Founder

Koen has been the CEO of the Konekt group for six years and is the founder of various organisations that offer solutions to social problems. He makes quick connections and achieves strategic added value under the motto "dare to continue". He speaks Dutch, English and French.



#health

Project in: Belgium

The daily lives and school experiences of young people with disabilities tend to be focused mainly on their limitations and how to compensate for these. This results in them not believing in themselves and not knowing their own talents or strengths. Right now, more than 900 young people over the age of 21 are still in the final years of high school waiting to start their future, even though the normal school-leaving age is 18. They have no aspirations and cannot find a regular job, and most of them get stuck in support systems, which leads to higher welfare costs and longer waiting lists.

Brake-Out focuses on personal growth; really getting to know the strengths and talents of young adults and developing a skillset that fits with their talents. In the current system, there is no focus at all on developing 21st century skills required for the workplace. Our participants are challenged to learn how to contribute in different contexts and thus create durable, mutual relationships. We are a high school for special people with special talents and dreams. Over three years, they plan and shape their futures, adding value to society rather than requiring support.

www.brake-out.be  @konektvzw  vzwkonekt  Konekt vzw

PROJECTS

FAZLA GIDA (Turkey)



Olçay Silahlı

Co-founder and CEO

Olçay graduated from the Management Engineering department at Istanbul Technical University and entered business in 2011. He started his working life at Deloitte as a consultant. Before Fazla Gıda, he worked at Unilever as a Brand Manager for six years. He also managed several food waste responsibility projects at Unilever.



Sevim Aydın

Customer and Process Development Manager

Sevim has a B.S. in Mechanical Engineering from Koc University in Istanbul and an M.S. in Industrial Engineering from New York University Tandon School of Engineering in New York. Before joining Fazla Gıda she worked at Arcelik and Unilever where she managed innovation and value improvement projects as a Product Development Engineer.



Ulaş Kayır

Partner Development Manager

Ulaş is responsible for managing and building new clients and partners. He has participated in many conferences and courses organised by the Food and Agriculture Organisation (FAO) and Chamber of Food Engineers. Before Fazla Gıda, Ulaş worked at Unilever as a process development engineer. He has a bachelor's degree in food engineering from Istanbul Technical University.

#circulareconomy

Project in: Turkey

Fazla Gıda aims to create the greatest financial, social and environmental value out of surplus food by connecting corporations through digitalisation to eliminate the technical and managerial barriers of surplus management for food businesses. Placing technology at the heart of a crucial issue such as food waste, Fazla Gıda delivers holistic solutions to any type of food waste that is eligible for human consumption, animal feed, recycling or landfilling in line with the Food Recovery Hierarchy. Our aim is to reduce our partners' food waste-related carbon emissions by 50%. By working with sector-leading companies such as Metro C&C, Migros, Nestle, Danone and others, more than 19 000 tonnes of food has been saved, more than 1.1 million people in need have received food donations, and over 63 000 tonnes of carbon emissions have been prevented. In total, TRY 300 million worth of surplus food has been put back into the economy thanks to 70 000 transactions through the platform.

www.fazlagida.com



@FazlaGida



fazlagida



InstaFazlaGida



Fazla Gida

FEDORA (France)

Edilia Gänz

International Business Developer

Edilia was involved in the non-profit organisation's launch in 2014 and has been responsible for its growth and management ever since. In 2019, she was nominated by Forbes Magazine as one of the most promising European cultural managers and was featured among the Forbes 30 under 30 Europe in Art & Culture. Prior to her work at FEDORA, she was a project manager at the AROP, the Association for Friends & Donors of the Paris National Opera, and interned at international management consulting companies. Edilia holds a bachelor's degree in business administration from the University of Mannheim in Germany and a master's degree in marketing & creativity from ESCP Europe Business School in London and Paris. She is fluent in English, German and French, and understands Italian.



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François Grenet

Communications Coordinator

François overviews strategy, planning and execution of communications around the associations and its members' activities while supporting opera houses, festivals and dance companies throughout the various phases of the FEDORA Prizes Competition. François holds a bachelor's degree in Political Sciences and a master's degree in Cultural Policy Management from Sciences Po Paris as well as a bachelor's degree in Modern Literature from the Sorbonne University — Paris IV. He is fluent in French and English, has an advanced level of Spanish and an elementary level of Arabic.



© Tristan Piechocki

Müge Naz Altay

Platform Coordinator

Müge manages public funding applications and prepares activity, impact and financial reporting. She also coordinates capacity building and university research and development programmes while supporting 26 cultural organisations from 14 countries throughout the year. Müge holds a bachelor's degree in Political Science and International Relations from Yildiz Technical University in Turkey, and a master's degree in Economics and Management in Arts, Media, Culture and Entertainment from Bocconi University in Italy. She is fluent in Turkish, English and French and has a moderate level of Italian.



#inclusion

Project in: France

FEDORA - The European Circle of Philanthropists of Opera and Ballet is a non-profit organisation that was created in Paris in 2014. FEDORA is committed to supporting and contributing to the future of opera and ballet. It advocates for new complementary funding models for opera, festival and ballet companies, and audience development.

Since 2015, the FEDORA Prizes have matched cutting-edge innovative projects with international funding opportunities, enabling different people to reach the stage.

FEDORA harnesses the digital shift to showcase artistic works in progress on its European Platform, thereby reaching out to a new generation of people and allowing them to promote and support new operas and ballets online.

The FEDORA Education Prize, created in 2019, supports innovative educational opera and ballet projects targeting new and wider audiences while fostering social integration among the participants. The prize advocates for new access to the art forms of opera and ballet while encouraging the involvement of local communities and underprivileged audiences to boost social emotional learning, mutual understanding and respect in today's society.

www.fedora-platform.com



@FEDORA_Platform



Fedoraplatform



fedoraplatform



FEDORA Platform Puna Social

PROJECTS

HEALTH CHEFS (Portugal)



Ana Quintas
Founder and CEO

Ana has a degree in geography from the University of Lisbon and a post-graduate degree in education. In 2011, she opened Vitamimos, a food education centre located in a public garden that aims to tackle obesity. Since then, Ana has designed several award-winning projects to promote healthy eating habits, such as EcoChefs, Mission Nutrition, Growing Healthy and Health Chefs.



Vera Esteves
Project Manager

Vera has been a project manager at Vitamimos since 2017. However, her relationship with Vitamimos started much earlier when she participated in the activities at the age of 13. Vera has attended several courses at IES – Social Business School and was part of the team in the Impact Generator. Vera holds a bachelor's degree in information management and a master's degree in business intelligence from Nova Information Management School.



Maria Santos
Dietitian

Maria is a dietitian and has been a part of the Vitamimos team since 2019. Maria holds a bachelor's degree in nutrition science from Egas Moniz Higher Institute of Health Sciences. She has also completed a graduate programme in paediatric nutrition at Católica Porto and an executive programme in management for dietitians at Católica-Lisbon School of Business & Economics. Maria is responsible for implementing the Vitamimos programmes in schools.

#health

Project in: Portugal

Health Chefs is a programme developed by Vitamimos – Food Education Centre (Cascais, Portugal) that makes children responsible for their own health – like true chefs. It implements hands-on cooking and nutrition education programmes for children aged six to 12. The cooking classes introduce them to the fun of preparing and enjoying healthy food that is both nutritious and delicious, which is essential for tackling obesity. Students become empowered as agents of change who prefer to cook and eat healthy meals. The proposed solution aims to work with families via a school-based approach. Creating a positive food environment in school classes motivates children – the adults of the future – to prepare their own meals.

www.vitamimos.pt/health-chefs



Vitamimos



vitamimos



Vitamimos

HEHOP (France)

Sandy Beky *Co-founder*

Sandy spent 18 years in the corporate world as a learning and change management professional. In 2015, she founded KyoSei Solutions Lab to promote new levels of consciousness in the way leadership and governance are driving business decisions. In 2017, she created a Leadership Lab and a mentoring programme within a business school to explore new leadership practices with future leaders. Sandy is also active in promoting female entrepreneurship and has been a member of the French ministerial delegation at various editions of the Global Summit of Women (Paris, São Paulo, Warsaw, Tokyo and Basel).

She has co-authored seven books and white papers on mentoring, networking, well-being at work, circular HR, social media and relational intelligence, social media and innovation, and climate change. Her next book about finding and living one's purpose will soon be published in the United States. Sandy is certified in developmental coaching, circular economy and corporate social responsibility. She speaks English, French and Italian.



Jean-Louis Carvès *Strategic Partnership*

Jean-Louis is a seasoned Diversity and Inclusion (D&I) leader with 30+ years of experience in a global organisation, with various roles from Technical to Sales, Marketing, R&D and the last 13 years in HR.

He has a proven ability to engage in various layers of stakeholders including board level sponsors, heads of business units (HR, CSR, communications, legal, sales, etc.), employee resource groups, customers and business partners while nurturing strong ties with a breadth of institutional and non-governmental players.

He envisions his mission as a catalyst for corporate and society cultural change through education, technology, unbiased leverage of all talents and capturing every move in the ecosystem as an opportunity for innovation and progress.

Jean-Louis speaks English and French.



#inclusion

Project in: France

HeHop (Help for Hope) is a non-profit organisation based in Paris, France, that contributes to SDG 5 and SDG 16. In April 2020, it received an endorsement from UN Women as an effective solution that countries can use to "make the prevention and redress of violence against women a key part of national response plans for COVID-19," as stated by UN Secretary-General António Guterres.

Our ambition is to bring back hope for victims of violence, restore faith in the judiciary system and advance human rights in society by: (i) contributing to the reduction of violence behind closed doors; (ii) being the technological arm of that fight and helping capture tangible, highly secure and immutable evidence and proof; and (iii) serving the law and order system by providing tamper-proof evidence to enable proper investigations, increase case prosecution and ensure reparation and compensation.

HeHop provides a blockchain-integrated application with a secured and automated three-step process which: (i) enables victims to capture photos, audio and video files using their mobile devices (manual activation at the moment); (ii) automatically sends the files to an encrypted server and makes them tamper-proof by sealing them on the blockchain; and (iii) automatically generates a digital key for the police forces to request access to the data.

The application launched in France on 17 June 2020. We want to secure funding and extend our reach to other countries in the EU and around the world.

hehop.net/  @_HeHop  HeHop  HeHop

MORE THAN ONE PERSPECTIVE (Austria)



Nina Poxleitner

Co-founder and Managing Partner

Nina studied international business at the Vienna University of Economics and Business with exchange semesters in Sweden, Mexico and Spain.

She worked in consultancy and marketing before applying to Teach For Austria (TFA). As a TFA fellow, she worked as a teacher in a low-income inner-city high school for two years.

This is when Nina, Lisa-Maria and Julian met. Determined to show the huge potential of integration, the MTOP vision was born.

At MTOP Nina works mainly with companies and executives to help them leverage diversity and overcome prejudices. She is also responsible for business development, marketing and impact measurement. She is also co-managing MTOP's newest impact venture – the Learning Circle.



Anna Bodenseher

Key Account Manager

Anna completed her master's degree in International Management at ESADE Business School in Barcelona and has gained international experience in Seville, Barcelona and Berlin.

After working in the supply chain sector in Vienna for three years and volunteering as an English teacher in Peru, she started a new adventure with MTOP at the beginning of 2019.

Since then, Anna has taken over the responsibility of MTOP's company network and connects highly skilled refugees with suitable employers. Being passionate about diversity and inclusion, she is determined to make a small contribution to more inclusive workplaces in Austria.



Lisa-Maria Sommer

Co-founder and Managing Partner

Lisa-Maria holds a bachelor's degree in economics from the Vienna University of Economics and Business. She also studied public administration at Hertie School, with a major in inter-sectoral management, focusing on social innovation and social policy.

Before co-founding MTOP, Lisa-Maria worked as an analyst for Erste Group and as a TFA fellow.

Lisa-Maria leads our newest project, the Culture School. Excited to bring some of our ideas and learnings back into the education system, she works with teachers, principals, students and parents to create a more positive learning environment for everybody. Lisa-Maria is also responsible for funding and PR.

#employment

Project in: Austria

More Than One Perspective (MTOP) is a portfolio of social businesses striving for equal opportunities for everybody and a society shaped by humanity. In a six-month training programme we support highly skilled refugees and migrants in planning their next career steps in Austria.

In 2016, MTOP started with connecting highly skilled refugees with suitable companies in the Austrian labour market. So far, MTOP has worked with 380+ participants that have a refugee or migration background and supported them in continuing their careers in Austria. This year MTOP is turning five and its mission has expanded. The business grew horizontally and new impact ventures complete the MTOP portfolio. Together with the Perspectives team, LANA- a community of women with and without migration background that meet regularly for one year; the Culture School and the Learning Circle are the four impact initiatives at MTOP.

www.mtop.at



morethanoneperspective



More Than One Perspective

OFICINA CRIATIVA DO FUTURO (Portugal)

Nélson Soares

Project Founder

Born in Espinho, he studied at the Faculty of Economics of Porto. With his combined experience in managing projects and teams in local public administration, Movijovem and Instituto Padre António Vieira, he has more than a decade of work experience in developing talents with children and young people, as a certified trainer and digital storyteller.



Mariana Martins

Project Founder

Born in Gondomar, she is the vice-president of Projeto Trinsheira. She has an enthusiasm for new challenges and a capacity for empathic communication, and is creative and enjoys working in a team. She believes in mutual learning and always values the growth potential of the individual, particularly in the social and work context, which are full of challenges.



#urbandevelopment

Project in: Portugal

The Oficina Criativa do Futuro seeks to answer the problem of vacant, vandalised or socially dead public spaces and equipment within the urban fabric of European cities. Our methodology works through urban mapping (signalling and choice of priority of urban areas or equipment intervention), community activation (collective participation and inclusive decision-making tools in the leadership of the transformation process) and market connection (liaison and involvement of public, private and university agents in the intervention territory).



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PROJECTS

OMOGURU (Croatia)



Vanja Andrić *Business Development*

For the past year, Vanja has led OmoLab's efforts to reach as many dyslexics as possible and provide support for their reading difficulties. He has over 10 years of experience in innovation and start-up marketing, business development and communication and five years as local director of the Founder Institute, and has helped over 10 companies survive their early-stage phase.



Zoran Birimiša *COO, Business Operations and EU*

Zoran is responsible for coordination, compliance, finance, and preparing and executing EU projects. Zoran has more than 20 years of experience in marketing, sales support, project management, EU expert roles in banking, SMEs, National Research and Education Network (NREN), media and EU consultancy. Over the last five years he has worked on several projects, including ICT in education and eLearning development (Croatian NREN, Maldives University), education assistance for disabled children (40 schools in Zagreb County) and social entrepreneurship (Omolab, Reach for Change, People's University).



Maja Knezović *EU Projects and Business Operations Assistant*

Maja is a final-year economics student at the Faculty of Economics and Business in Zagreb. Over the past six months at OmoLab, she has been assisting Zoran in the drafting and implementation of projects and vouchers funded by the European Union. Maja speaks Croatian and English.

#health

Project in: Croatia

Omoguru makes reading easier and improves dyslexic people's reading skills. The Omoguru Reader mobile app offers a set of specific tools that facilitate reading for dyslexics. The tools have been developed by our specialised team that has over 10 years of experience in the field and in scientific research. The core of the system is the proprietary OmoType font system shaped to satisfy the specific needs of dyslexics. We offer Android and iOS mobile apps that optimise the use of OmoType and enable its modular usability to provide benefits to users through individual adjustments. Specific font adjustments (size, spacing, mirror letters differentiation) make text more readable for users and improve their reading ability. The project is implemented in Croatia and English-speaking countries (United States, United Kingdom, Ireland, Australia and Canada).

www.omoguru.com



@omoguru_reader



omoguru



omoguru_reader



Omoguru

POSITIVE LEARNING (Finland)

Kaisa Vuorinen CEO

Kaisa Vuorinen is Founder and CEO of Positive Learning Ltd. Positive is an award-winning and science-based education innovation aimed at teaching 21st century skills and strengths in all students. Kaisa is an expert in positive education and strength-based learning. She holds a Master of Education degree, is a special education teacher and is currently finishing her PhD on character strength interventions among mainstream and SEN students at the University of Helsinki. She has published studies in well-being and school-related happiness in mainstream students as well as in students with various special needs. She has pioneered bringing the wellness-centred approach to both initial and in-service teacher training and she is an experienced speaker in diverse international forums.



Lotta Uusitalo Head of Impact

Lotta Uusitalo is an expert in positive education and strength-based learning. She works in the Special Education section of the Faculty of Educational Sciences at the University of Helsinki. She has published studies in well-being, school-related happiness, and depression in mainstream students as well as in students with various special needs. She has pioneered bringing the wellness-centred approach to both initial and in-service teacher training and she is an experienced speaker in diverse international forums. In addition to scientific papers, Lotta has published a multitude of practical material for early and K-12 educators.. See www.uusitalomalmivaara.com, www.positive.fi.



Sergio Palomo Designer

Sergio is Head of Design at Positive Learning Ltd. He has a long history of Product Design in a wide set of sectors including digital health, VR, robotics and fintech. He has done this for companies such as Nokia and Facebook. He always looks for elegantly simple designs that provide useful solutions to people. He earned a master's degree in Computer Science from the Åbo University in Finland and has been an associate professor in Human Computer Interaction at the Open University of Catalonia.



#education and youth

Project in: Finland

Across the globe, people lack knowledge of how to find their strengths and how to utilise them. Most of all, strengths in character (such as perseverance, self-regulation and courage) and social-emotional skills play a crucial role in coping with the challenges of life. This pertains to finding the right career and navigating in the world as a whole. There is a lack of teaching about and documenting of versatile capabilities. This leads to loss of potential in many ways. Social exclusion, wrong career choices, unemployment and personal problems are only some of them.

We have a research-based service to teach, earn and document versatile skills in character. This includes educators' step-by-step materials on how to teach character strengths. Our Positive CV won first prize at the "Ratkaisu100" (Solution100) social innovation tournament, organised by The Finnish Innovation Fund Sitra to honour Finland's 100th year of independence. Our books and cards have been best-sellers. Our digital platform is used in several countries. Our See the Good! tool is a concrete way to map strengths in use by taking photos and labelling them with a digital sticker. We have a well-validated system to teach people about the skills that can be the true game-changers in all fields of life.

www.positive.fi  @positiivinenpedagogiikk

TICKET FOR CHANGE (France)

Anne-Maryse Van der Slikke

Finance and Human Resources Manager

From the beginning of her studies, Anne-Maryse chose to focus on social entrepreneurship, wanting to contribute to the development of a more sustainable and fair world by attending ESCD 3A University. She first worked at French impact investor France Active before joining Ticket for Change, where she is in charge of finance and human resources and contributes to the social impact assessment. She particularly believes in the power of the workplace to solve our societal challenges and is therefore fully engaged in helping Ticket for Change to scale up in the best conditions. Anne- Maryse speaks French, Dutch, English, German and Spanish.



Elodie Turpin

Development and Partnerships

After completing a master's degree in Archaeology, Elodie added a master's course in Disaster Risk Management to her educational repertoire. She worked in the Philippines for more than five years, where she led the 2014 governance project of the French Embassy in the Philippines to assess and evaluate the work of French/French-Filipino NGOs following the disaster caused by Typhoon Haiyan. She then worked as the Director of the Foundation of the French Chamber of Commerce where she contributed to developing CSR programmes for French companies. She joined Ticket for Change in September 2019. Elodie is fluent in French, English and Spanish.



Céline Vienne

Development and Partnerships

Passionate about social innovation, Céline has been involved in this sector ever since her studies at Neoma Business School. After multiple work experience placements in this sector such as with Enactus, business partnerships at Ashoka and CSR at Klesia (a French social protection group), she joined Ticket for Change in 2019. There she works on both development and partnerships as well as the transformation of organisations through Corporate for Change. She deeply believes in the power of people, work and collaboration to tackle environmental and social issues. Céline is fluent in French, Spanish and English.



#employment

Project in: France

As a movement and school for changemakers, we at Ticket for Change aim to help everyone use the 80 000 hours of our lives we spend at work to have a positive impact on ourselves and on society through an "impact-driven career". Every one of us, whoever we may be, can do something. Everyone can use their talents to make the world a better place, especially through our jobs.

We help people to take action and use their professional life to make a positive difference, in France and beyond. We have three main activities to help change the system: (i) a movement to raise awareness and change mindsets about "impact-driven careers" (the media, events, advocacy); (ii) training courses to raise a new generation of changemakers (seven-week MOOC, two-day programme to become a changemaker, six-month programme for social entrepreneurs); and (iii) tailored programmes to change the system from the inside, for corporations, the public sector and schools (social intrapreneurship programmes in companies, learning expeditions for leaders, adaptation of our tools, open source).

We have developed a unique pedagogy to help individuals discover their talents and how they can use their professional life to have a positive impact on the world. We create transformational experiences, accessible to as many people and organisations as possible. Our goal is to provide them with the mindset, energy, tools and communities to change the world through work.

www.ticketforchange.org



ticketforchange



ticketforchange



Ticket For Change



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. 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.



Associação IRISOCIAL Incubadora de Inovação Social

To foster regional development through social innovation, we launched IRIS in 2017 as Portugal's first regional social innovation incubator, with funding from Partnerships for Impact (Portugal 2020 funds) and support from other partners.

In June 2020, IRIS became a non-profit association, powered by the EIB Institute. This change of structure and its new partners, including the Institute as an honorary member, will enable IRIS to further develop its impact mission, ensure the continuity of this successful project and continue the work towards strengthening the Portuguese impact entrepreneurship ecosystem.

IRIS focuses on the incubation of impact projects and training for purpose-driven organisations. Since 2018, IRIS has been developing a pioneering educational programme that encourages social innovation in children and young people.

NOTES



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