

SIT ALUMNI MEETING

28 September

PARTICIPANT'S BOOKLET
Stockholm, Sweden

Social Innovation Tournament

2023

12TH Edition





The EIB Institute was created 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 pursue 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.



The Social Innovation Tournament (SIT) is the flagship initiative of the Social Programme of the EIB Institute. The final pitching competition in the SIT, which takes place in a different country every year, is meant to reward and sponsor European entrepreneurs whose primary purpose is to generate social, ethical or environmental impact.

In 2023, winning projects in the General Category and the Special Category will receive a first or second prize of €100 000 and €40 000, respectively, and an Audience Choice Award of €10 000. This year, the Special Category prizes will go to projects focusing on sustainable cities and communities.

Projects are typically related to combating unemployment, improving the environment, tackling the marginalisation of disadvantaged communities and promoting access to education in a wide range of fields, from healthcare to the natural or urban environment, through new technologies, new systems and new processes.



The SIT Alumni network brings together Europe's best social entrepreneurs. It helps connect all SIT finalists, and other selected social entrepreneurs, to more opportunities and more resources. It encourages them to grow and succeed by scaling their impact.

The SIT Alumni network helps you build connections across sectors, countries and ecosystems with no boundaries. As a member, you have the opportunity to expand your professional network. You benefit from numerous learning opportunities: You can participate in conferences and other events, learn about training and funding opportunities, share your successes with fellow SIT Alumni, apply for small grants to further your projects, and attend alumni events.

Becoming a member of the SIT Alumni network is only the beginning of a long journey packed with learning, networking, sharing, visibility and recognition!

CONTENT

- 3 IT ALL STARTED AT THE SIT. AND NOW WE ARE ALL WORKING TOGETHER FOR A BETTER FUTURE!**
- 4 YOUR SIT ALUMNI NETWORK AND RESOURCES**
- 6 AGENDA**
- 7 TRAINERS**
- 8 IF YOU CAN, YOU MUST.
12 YEARS CREATING IMPACT AND CELEBRATING HUMANKIND IN MOTION**
- 10 PARTICIPANTS**



IT ALL STARTED AT THE SIT.

And now we are all working together for a better future!

The SIT celebrates its twelfth anniversary this year.

It is the flagship initiative among the EIB Institute's social activities, bringing together social entrepreneurs from all over Europe and giving them a unique opportunity to improve their skills, strategies and business approaches.

There are now over 175 ventures in the SIT Alumni network. This network offers a wealth of experience, knowledge and expertise worth sharing and celebrating. Now, building on our history of successful SIT Alumni meetings, we would like to welcome you to the 2023 SIT Alumni Meeting!

The meeting takes place just after the pitching competition for this year's SIT, giving you a chance to meet like-minded individuals who've been through similar entrepreneurial experiences, and who share the will to make the world a more sustainable, fair and inclusive place.

We hope the SIT Alumni Meeting will allow you to connect, engage and collaborate fruitfully, both during the event and in the future. We hope this meeting will result in cooperation and partnership in overcoming your everyday challenges together, making your endeavours even stronger. Being a social entrepreneur is no easy task, and the EIB Institute is here to support you.



YOUR SIT ALUMNI NETWORK AND RESOURCES



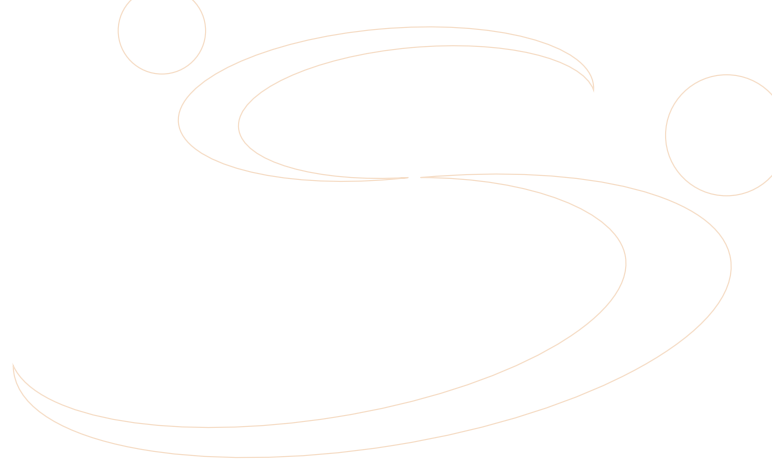
“Dear SIT Alumni,

Not so long ago, your impact venture was selected as one of the 15 successful finalists of the Social Innovation Tournament, and you started on a journey with us. More than money and prizes, your venture received membership in the SIT Alumni network. This means that everyone working within your project can (and, we hope, will) benefit from our initiatives.

The SIT Alumni network is here to help you build connections across sectors and countries, with no boundaries. It can also support you in your journey of scaling the impact of your project. As a member, you have the opportunity to expand your professional network, and can apply for small grants (SITolarships) to further develop your project. You are eligible to benefit from numerous learning opportunities, to participate in conferences and other events, to be alerted to funding opportunities, and to learn from the success stories shared by fellow SIT Alumni.

You can find out more about these opportunities on the SIT Alumni website. The website is updated frequently, so we advise you to consult it on a regular basis. The online catalogue of initiatives summarises and highlights all the opportunities you can still access this year. So sit back, relax and enjoy what your hard work has earned.”

LUISA FERREIRA
Head of Social, EIB Institute



Some of the resources that are within your reach:

- **EIB Experts**—Access to a network of experts from the EIB Group.
- **PARTNERSHIPS**—Together with its partners, the EIB Institute helps SIT Alumni to increase the visibility of their projects, improve their pitching and fundraising strategies, and connect with business angels and investors.
- **Trainings**—Among other opportunities with renowned academic programmes, SIT Alumni can apply to the **Scaling Impact Executive Programme** — a week-long, full-time executive training course that helps impact-driven entrepreneurs develop a scaling plan adapted to their initiatives, fine-tune strategies for engagement with key stakeholders, develop their marketing and communication strategy, build an investment case for financing, and prepare to pitch their scaling plan to an audience of investors. Selected participants will be invited to the annual event of the European Venture Philanthropy Association, where they can pitch their impactful solutions to impact investors and venture philanthropists.
- **Webinars**—In partnership with renowned international institutions, the EIB Institute organises numerous webinars on topics of interest for social entrepreneurs. The webinars are delivered by internationally oriented speakers with deep academic and practical expertise in social entrepreneurship, communications, leadership, fundraising and impact investing.
- **Access to events and conferences**—Every year, the EIB Institute invites SIT Alumni to speak or participate in various international conferences and seminars on topics of interest for social entrepreneurs.
- **SITolarship programme**—Access upon application to a small grants initiative that supports high-impact ventures in scaling their impact. Through this programme, SIT Alumni can receive funding to attend conferences and training programmes, participate in networking exercises, visit similar projects in different countries to exchange experiences, or procure consultancy services.

...and so much more!



Please do not miss the opportunities and resources that we have selected for you!

Access the full catalogue of initiatives on the EIB Institute website in the section for SIT Alumni:
<https://institute.eib.org/> >> Section "SIT Alumni",
"Opportunities": "SIT Alumni Catalogue of initiatives"



AGENDA

THURSDAY 28 SEPTEMBER: SIT ALUMNI MEETING

-
- | | |
|---------------|---|
| 09:30 – 13:00 | Choir with Gabriel Forss @Downtown Camper by Scandic |
| 09:00 – 13:00 | Improv with Noha Mousbah @Downtown Camper by Scandic |
| 09:00 – 13:00 | Urban Art with Projeto Trinsheira @Skärholmen |
| 16:00 – ∞ | Spark Moments followed by SIT Awards dinner @Fotografiska |
-

TRAINERS

IMPROV

Welcome to Enlantern's improv session!

If you've ever watched improv, the fascinating ability of improvisers to collaborate so tightly, creating a show from scratch before the audience's eyes, may seem like a magic trick. Now, get ready to look behind the scenes to see how it's done. You'll learn the basics of improvisational theatre, and will even get to improvise your own show with your peers.

We'll work on skills like spontaneity, creativity, collaboration, dealing with uncertainty, error recovery and more. There will be plenty of fun and laughter, along with lessons applicable to many areas of life.



About Noha and Helena

Noha Mousbah and Helena Lindegren are improvisers, improv teachers, actors and facilitators with experience both in Sweden and on the international scene, having performed and taught at numerous international improv festivals. Both have been teachers and members of the main ensemble at Stockholm's Improvisational Theatre, the largest and oldest improv theatre in the Nordic countries.

Choir

Welcome to an amazing and fun teambuilding activity together with Swedish singer Gabriel Forss

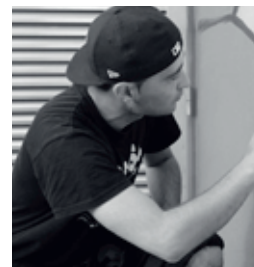
About Gabriel Forss

Gabriel is known as one of Sweden's foremost choir leaders. Every week he gathers more than two thousand singers in his choirs in Stockholm, Gothenburg and Malmö and goes by the name Happy Voices.



Urban Art

Focusing on community sharing through interactive and intergenerational co-creation, we'll be celebrating the SIT impact and promoting the exchange of experiences and knowledge between the SIT Alumni Network members and Swedish youngsters by creating an unique piece of urban art under the motto "Change Tomorrow Today".



About Projeto Trinsheira

Projeto Trinsheira seeks to answer the problem of vacant, vandalised or socially dead public spaces and equipment within the urban fabric of European cities. The 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).

IF YOU CAN, YOU MUST.

12 YEARS OF CREATING IMPACT AND CELEBRATING HUMANKIND IN MOTION

It is now twelve years since the EIB Institute held its first Social Innovation Tournament (SIT) final event in Luxembourg in 2012. The tournament's 12th edition will take place this year in Stockholm, with previous editions having been held in Budapest (2013), Madrid (2014), Milan (2015), Ljubljana (2016), Riga (2017), Copenhagen (2018), Dublin (2019), online due to the pandemic situation (2020) and Lisbon (2021). This year, 15 social innovation projects are competing in Stockholm, Sweden, and joining a growing community of over 160 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 pressing 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 theme 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 employs socially disadvantaged people.

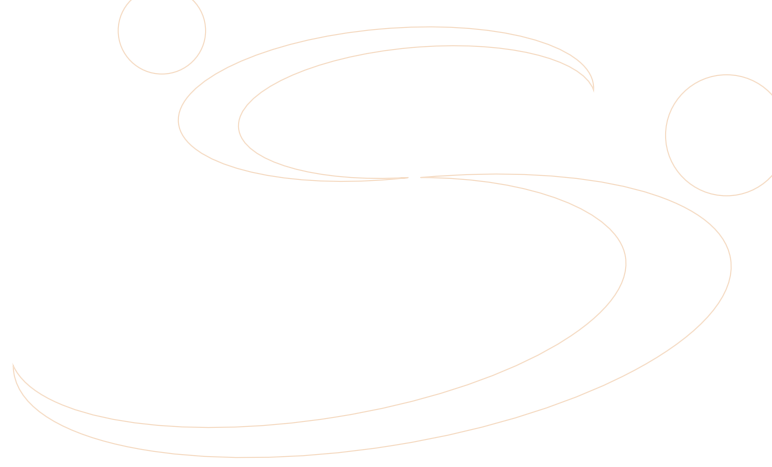
When the tournament was held in Madrid in 2014, the winner of the General Category was the French microfranchising initiative Adie. In the same year, the Special Category Prize for "urban and natural environment" was awarded to Blue Badge Style, a style website and app for disabled people recommended 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).

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

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.

At the seventh edition in Copenhagen, Denmark, the first prize in the General Category was awarded to Glowee (France). 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.



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.

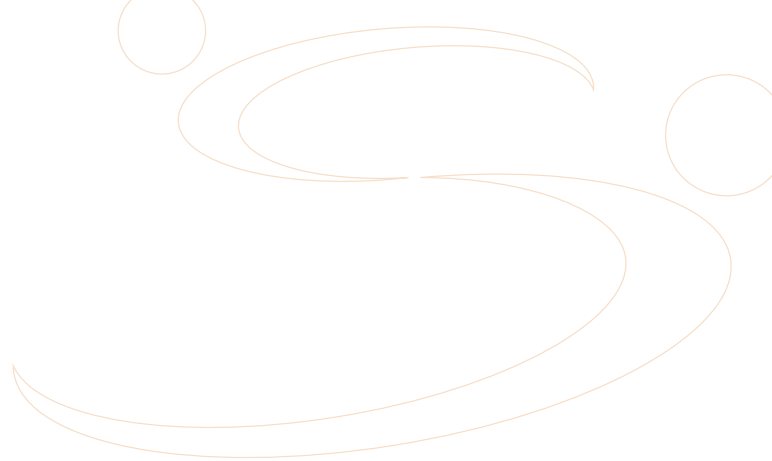
In 2020, the final pitching competition took place online due to the pandemic. NaviLens, (Spain) and BeeOdiversity (Belgium) won the first and second prize in the General Category, while Sponsh (Netherlands) and PlasticFri (Sweden) won the first and second prize in the Special Category for environmental projects with a strong focus on biodiversity and ecosystem conservation. HeraMobileApp (Turkey) was the winner of a new category, the Audience Choice Award.

In 2021, the tournament was held in Lisbon (Portugal). Magrid (Luxembourg), won the first prize in the General Category, Cellugy (Denmark), was awarded the first prize in the Special Category, dedicated to projects focusing on sustainable living. The Institute for Inclusive Education (Germany), won the second prize in the General Category and Orange Fiber (Italy), won the second prize in the Special Category as well as the Audience Choice Award.

In 2022, the tournament was held in Vienna (Austria). Dreamwaves (Austria) won the first prize for their App WaveOut guiding blind persons by using sounds to find their way independently through crowded cities. The special-category first prize, focusing on blue and green economy, went to ROSI (France). The second prize in the general category went to Newcy (France) and the special category to AlgaEnergy (Spain). The Audience Choice Award, with 10.000 €, went to Hale (Italy).

PARTICIPANTS

ORGANISATION	PARTICIPATION	REPRESENTATIVE		FUNCTION
		FIRST NAME	LAST NAME	
Angiodroid	SIT 2021 – Finalist	Michela	Bonagura	Marketing Specialist
Apps for Good	Scaling Impact Executive Programme 2016	Priscila	Andrade	Head of Communication & Marketing
Associação IRISocial	Scaling Impact Executive Programme 2018	Liliana	Ribeiro	Innovation Manager
Associazione Piano C	SIT 2012 – First Prize in Line B	Vanesa	Pelizza	General Manager & Community Manager
Beetle for Tech	SIT 2022 – Finalist	Vanesa	Pelizza	General Manager & Community Manager
Blue Badge Style	SIT 2014 – 1st Prize Special Category Scaling Impact Executive Programme 2017	Koime	Kouacou	CEO
Brake-Out - Konekt	SIT 2019 - Finalist	Koen	Deweer	CEO
Breeze Technologies	SIT 2020 - Finalist	Robert	Heinecke	CEO and Founder
Center Digital Inclusion	Scaling Impact Executive Programme 2018	Claudia	Lima	Project Manager
CM Fluids	SIT 2020 – Finalist	Lena	Friedmann	Co-Founder
Cokido	SIT 2020 - Finalist	Eefje	Cottenier	Founder
Dreamwaves	Scaling Impact Executive Programme 2023 SIT 2022 – 1st Prize General Category	Hugo	Furtado	CEO
EKUI	Scaling Impact Executive Programme 2016	Celmira	Macedo	CEO
		Liliana	Félix	Community Manager
ETHIKIS	SIT Finalist - 2022 Scaling Impact Executive Programme 2023	Elsa	Lomont	CEO and Founder
Eufonia	SIT Finalist - 2019 Scaling Impact Executive Programme 2023	Fernanda	Costa	Project Design Coordinator
Fazla	SIT 2019 – 1st Prize Special Category	Olçay	Silahlı	Co-Founder and CEO



ORGANISATION	PARTICIPATION	REPRESENTATIVE		FUNCTION
		FIRST NAME	LAST NAME	
FEDORA	Scaling Impact Executive Programme 2021	Edilia	Gänz	Director
FitforKids	SIT 2015 – Finalist	Pelle	Plesner	Founder
	SIT 2016 – 2nd Prize Special Category	Ditte	Gybel	CFO and Board Member
	Scaling Impact Executive Programme 2016			
Goodbag	SIT 2015 – Finalist Scaling Impact Executive Programme 2017	Noel	Orlet	Head of Business Development
Hale	SIT 2022 – Audience Choice Award	Vittoria	Brolis	COO and Co-Founder
HeHop	SIT 2019 - 1st Prize General Category Scaling Impact Executive Programme 2021	Sandy	Beky	Founder
HERA	SIT 2020 – Audience Choice Award	İhsan	Gömlüksiz	Digital Marketing Manager
Ithaca	SIT 2016 – Finalist	Dimitra	Kountourioti	General Director
		Katerina	Velliou	Fundraising and Finance manager
Junker App	SIT 2022 – Finalist	Paolo	Fornari	Communication and external relations manager
Koiki	SIT 2015 – 1st prize General Category Scaling Impact Executive Programme 2016	Aitor	Ojanguren	CEO and Founder
Lifeed	SIT 2020 – Finalist Scaling Impact Executive Programme 2022	Giacomo	Gallo	Head of Marketing
Lixea	SIT 2018 – 2nd Prize Special Category Scaling Impact Executive Programme 2022	Florence	Gschwend	CTO and Co-Founder
Mycare matters	SIT 2016 – Finalist	Zoe	Harris	CEO
	SIT 2017 – Finalist			

PARTICIPANTS

ORGANISATION	PARTICIPATION	REPRESENTATIVE		FUNCTION
		FIRST NAME	LAST NAME	
Omoguru	SIT 2019 – Finalist Scaling Impact Executive Programme 2021	Petar	Reić	CEO
Peppy Agency	SIT 2015 - Finalist Scaling Impact Executive Programme 2017	Rosie	Linder	Co-Founder
		Paulina	Olsson	Co-Founder
Pillio	SIT 2022 – Finalist	Muhammad	Ali Khan	CEO and Co-Founder
PlasticFri	SIT 2020 – 2nd Prize Special Category + INSEAD Social Entrepreneurship Programme Scaling Impact Executive Programme 2022	Max	Mohammadi	Co-Founder & Chairman
		Allen	Mohammadi	Co-Founder & Chairman
Recicleta	SIT 2013 – 1st Prize Special Category Scaling Impact Executive Programme 2016	Florin	Cîrnaru	Manager
Resortecs	SIT 2022 – Finalist Scaling Impact Executive Programme 2023	Rawaa	Ammar	Co-Founder and Managing Director
School4All	SIT 2014 – 2nd Prize General Category Scaling Impact Executive Programme 2016	Katalin	Nyitrai	Communication and Fundraising Manager
SEADS	SIT 2022 – Finalist	Fabio	Dalmonte	Co-Founder and Managing Director
SkillLab	SIT 2020 – Finalist Scaling Impact Executive Programme 2022	Christoph	Bretgeld	Co-Founder
SoLunch	SIT 2018 – Finalist Scaling Impact Executive Programme 2019	Luisa	Galbiati	CEO
The Freebird Club	SIT 2016 – Mentoring Voucher			
	SIT 2017 - 1st and 2nd Prize Special Category (shared) Scaling Impact Executive Programme 2017	Peter	Mangan	Founder & CEO
The Loop	SIT 2018 – Finalist	Miguel	Costa	Head of Smart Packaging
Vitamimos	SIT 2016 – Finalist Scaling Impact Executive Programme 2021	Ana	Quintas	CEO and Founder
		Vera	Esteves	Manager

ANGIODROID

SIT 2021 — FINALIST

Angiodroid SpA is an Italian innovative medical device company. Since 2013, it has developed and marketed Angiodroid The CO2 Injector, the first and only automated carbon dioxide injector for peripheral angiography. Peripheral angiography is a radiological imaging technique that clears contrast-induced nephropathy risk — the third most common cause of renal failure during hospitalisation worldwide. The goal of Angiodroid SpA is to bring their injector to every interventional and diagnostic radiology hospital room, guaranteeing its clinical method throughout Europe and worldwide. This will preserve the renal function and quality of life of patients undergoing angiographic and CT scans.

www.angiodroid.com

info@angiodroid.com

[@angiodroid](https://www.facebook.com/angiodroid)

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



ANGIODROID will be represented by:

Michela Bonagura

Marketing Specialist

Ambitious and motivated to live in a dynamic environment full of exciting challenges, Michela moved to Bologna, where she earned a degree in Modern Languages for communication and international cooperation. Shortly after graduating, Michela began her marketing journey with Angiodroid. There she was recruited for the company's most relevant projects, with the task of making Angiodroid's activity more impactful internationally.

✓ MAIN AREAS OF EXPERTISE

- Marketing, applied to the medical field

✓ MAIN AREAS FOR IMPROVEMENT

- Developing, implementing and improving impact measurement methods and tools
- Digital marketing and commercial development
- Product and service development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Share experiences with other participants

APPS FOR GOOD

SCALING IMPACT EXECUTIVE PROGRAMME 2018

Apps for Good is a global education programme that challenges both students and teachers to develop smartphone and/or tablet applications that help them use technology's full potential to transform the world and the communities they live in. Apps for Good intends to scale to every school in Portugal, and to all schools in Portuguese communities around the world, as well as to three additional countries.

<https://cdi.org.pt>

[@cdiportugal/](#)



Apps For Good will be represented by:

Priscila Andrade

Head of Communications and Marketing

Priscila Andrade has been Head of Communications and Marketing at Apps for Good since 2014. She has a degree in Communication Sciences from the Faculty of Social and Human Sciences at the New University of Lisbon, and a master's degree in Communication, Culture and Information Technologies from ISCTE. She is certified in Pedagogical Skills (CCP), and participated in the first SIT Impact Bootcamp — an executive training programme promoted by the EIB Institute in collaboration with the Católica Lisbon School of Business & Economics — and in other social impact programmes by IES - Social Business School and Impact Generator.

✓ MAIN AREAS OF EXPERTISE

- Communication plans, social media, event organisation, training

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors / Fundraising
- Digital marketing and commercial development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Strategic management
- Project management
- Effective communication with the public and investors

ASSOCIAÇÃO IRISOCIAL INCUBADORA REGIONAL DE INOVAÇÃO SOCIAL

SCALING IMPACT EXECUTIVE PROGRAMME 2018

IRIS is an incubator that supports social entrepreneurs and develops specialised training programmes in social innovation. Its strengths are its dedicated team and recognition within the ecosystem. Its weakness is the difficulty in defining a business model that ensures future sustainability. In the future, IRIS would like to be able to maintain continuity projects that generate impact and increase the forward-looking sustainability of their non-profit organisation.

www.pianoc.it

[@dillo@pianoc.it](mailto:dillo@pianoc.it)

[PianoC.Milano](https://www.facebook.com/PianoC.Milano)



Associação IRISocial will be represented by:

Liliana Ribeiro

Innovation Manager

Liliana Ribeiro is the executive director of IRIS – Social Innovation Incubator, a non-profit association that helps create, develop and accelerate innovation initiatives and social entrepreneurship. Liliana has a background in psychology and more than seven years of experience as a trainer in social entrepreneurship. She is the Founder of the *mudaromundo.pt* project, which allows children to discover social innovation. She was named one of the Top 100 Women in Social Enterprise for 2022.

✓ MAIN AREAS OF EXPERTISE

- Creation and development of social innovation projects
- Impact measurement
- Partnership management
- Specialised training (like acceleration programmes) to promote social innovation

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Product and service development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Business model related to incubation
- Financial sustainability in the impact area

ASSOCIAZIONE PIANO C

SIT 2012 – FIRST PRIZE IN LINE B

Piano C is the Italian leader in supporting women's active participation in the employment market and increasing their rates of employment. Piano C seeks to empower women, and to enhance their talent and leadership opportunities. It works to re-engage and re-energise people in search of work, those who are under employed and those who have become demotivated.

Piano C has developed and tested the Work Design method. This method helps people — mainly women — to focus on their talents, to design and build a professional identity that reflects their whole self, and to create greater awareness of personal-professional resources and opportunities. In the last year, Piano C redesigned their website, transforming it into a learning platform where women from across Italy can find the right training solution for them.

Piano C is also active in advocacy around women and work-related issues, delivers various training courses and offers consultancy services to companies on diversity, work-life balance, smart working and welfare.

 www.angiodroid.com

 info@angiodroid.com

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

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



Associazione Piano C will be represented by:

Vanesa Pelizza

General Manager & Community Manager

Born in Argentina, Vanesa Pelizza has been living in Milan for the last 20 years. She has worked with Piano C since 2018 — beginning as a Community Manager, then as a Project Manager, and now in the role of General Manager. She coordinates the work team, projects and training. In her previous professional experience, she worked as a project manager at for-profit companies in fashion, events and catering.

✓ MAIN AREAS OF EXPERTISE

- Diversity and inclusion issues, with a focus on women and the labour market, and design thinking

✓ MAIN AREAS FOR IMPROVEMENT

- Product and service development
- Pitching to investors / Fundraising
- Attracting the right talent

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Listening other participants' stories and experiences with the same target
- Online training and career services
- Commercial development experiences

BEETLE FORTECH

SIT 2022 - FINALIST

Beetle ForTech provides advanced technology solutions that guarantee deforestation-free sourcing of forest products. Their solutions empower companies to make informed decisions, preserving intact forests for future generations while ensuring the legality and quality of their products. Beetle ForTech's utilisation of satellite data and GNSS-based in-situ tracing technologies is unparalleled, offering substantial advantages for harvest planning, forest management and timber traceability. Their work received the Copernicus Masters AUT 2021, the Galileo Masters AUT 2021, as well as the Galileo Incubation Prize 2021. Beetle ForTech's strengths include a talented team, innovative capacities with successful patent applications, close collaborations with a diverse network, and substantial receipts of grants. Weaknesses have so far encompassed limited market penetration, business model dependencies on strict timber market regulations and capital-intensive developments. Beetle ForTech envisions itself as a leader in biomass traceability services with a global market presence, and with a strong customer base that includes major players in the forestry and lumber industries.

[www https://beetlefortech](https://beetlefortech)

[in Beetle-fortech](#)



Beetle ForTech CDI will be represented by:

Koimé Kouacou

CEO

As co-Founder and Co-CEO of Beetle ForTech, Koimé Kouacou is dedicated to advancing responsible wood sourcing practices using cutting-edge technology. Drawing on his background in the pulp and paper industry, Koimé lends valuable insight into the challenges faced by the sector, and understands the critical role that traceability plays in ensuring sustainability. His foundation in biomass engineering has shaped his vision for a sustainable future. Moreover, Koimé's proficiency in English (refined through extensive international business exposure), and his fluency in both German and French, enable him to engage effectively with a wide range of stakeholders.

✓ MAIN AREAS OF EXPERTISE

- Fields of supply chain management, bioeconomy, biomass engineering, IP management
- Effective stakeholder communication and grant writing

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Product and service development
- Developing, implementing and improving impact measurement methods and tools

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Venture capital, business modelling, product market fit, environmental lobbying and collaborations between startups and corporates

BLUE BADGE STYLE LTD

SIT 2014 – 1ST PRIZE SPECIAL CATEGORY
SCALING IMPACT EXECUTIVE PROGRAMME 2017

Blue Badge Style runs a website and app that provide information for disabled people on what venues to patronise, what to buy, and other ways to cultivate their sense of style. The core product of the business is the Access Gallery, sold to venues as a photographic journey that informs clients with disabilities about the venue and its accessibility in an aesthetically pleasing way. Blue Badge Style also has an online shop that sells inclusive equipment. Their main weakness is lack of growth, and that other companies are imitating their offering. They now have a new strand to the business: an access consultancy for venues. Their Blue Badge Access Awards celebrate exceptional venues that have thoughtful, design-led approaches to accessibility. This is a global initiative and generates business for their consultancy. They are also developing a Metaverse version of their Access Gallery so that disabled people can experience unknown places accurately and with their loved ones.

<https://bluebadgestyle.com>

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

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



Blue Badge Style will be represented by:

Fiona Jarvis

CEO and Founder

Fiona Jarvis previously worked as a sales executive and manager, successfully selling multi-million-pound software systems to the financial sector. Becoming progressively disabled, she made sure when taking clients to the latest cool restaurant or bar that venues offered appropriate accessibility and facilities. Fiona soon realised that this information would be useful to other people with disabilities, and so it became the basis of the website www.BlueBadgeStyle.com.

✓ MAIN AREAS OF EXPERTISE

- Software, web design, sales
- General business practices
- Everything to do with accessibility

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Attracting the right talent
- Digital marketing and commercial development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- How other business have grown and diversified
- Use of AI in business and recommendation of technology partners

BRAKE-OUT BY KONEKT

SIT 2019 – FINALIST

Brake-Out is a learning programme that helps young people discover their talents, gain learning experiences and shape their futures connected to society. Brake-Out brings innovation to the care system for people with ID (intellectual disability) or ASD (autism spectrum disorder). They support people, helping them to stand in their power and take control. Like most people, people with ID find meaning in their lives by taking on meaningful roles, and by taking care of others. The impact of the Brake-Out programme is life changing for participants and their networks. By 2027, Brake-Out hopes to be an integral part of the lives of young people transitioning into adulthood. Since it began, the number of young people enrolled in the programme has quadrupled: Now, Brake-Out is not just offered by Konekt — numerous care providers and schools have also implemented the programme. Konekt's goal is to change the system, one step at a time.

www.konekt.be

info@konekt.be

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

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



Brake-Out will be represented by:

Koen Deweer

CEO

Koen Deweer is helping to build an inclusive world where people with disabilities can live life to the fullest. He questions the existing support systems for people with disabilities, and creates alternatives that give people the chance to discover their strengths, and take up visible, meaningful roles in society based on their talents. He does this with a passion for entrepreneurship: He is the Founder of Platform-K Vzw, Konekt Vzw and Brake-Out Vzw, which together form the growing Konekt group.

✓ MAIN AREAS OF EXPERTISE

- Developing a winning strategy
- Change processes and rapid growth
- BHAG-development, Theory of Change and business modelling

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors / Fundraising
- Attracting the right talent
- Developing, implementing and improving impact measurement methods and tools

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Replication strategies
- Massification by digitalisation of services

BREEZE TECHNOLOGIES

SIT 2020 – FINALIST

Breeze Technologies helps cities and other organisations to monitor, understand, improve and communicate about air quality. The company develops its own air quality sensors, and provides a cloud analytics platform for air quality data and an ecosystem of stakeholders to leverage the collected datasets. Breeze has customers in 11 countries on three continents, and partners with internationally acclaimed corporates such as Microsoft, NTT, SAP and others.

<https://www.breeze-technologies.de>

[breezetechnologies](#)

[projectbreeze](#)



Breeze Technologies will be represented by:

Robert Heinecke

CEO and founder

Robert Heinecke is an entrepreneur, futurist thinker and smart city expert. He is the Founder and CEO of the German air quality startup Breeze Technologies. Robert previously worked in strategy and digitalisation consulting. He is a Forbes 30 Under 30, Capital 40 Under 40, and Young GreenTech Entrepreneur of the Year. He holds several advisory positions, for instance at the French NGO Urban AI. Robert is also a European Climate Champion.

✓ MAIN AREAS OF EXPERTISE

- Bootstrapping
- International business development

✓ MAIN AREAS FOR IMPROVEMENT

- Attracting the right talent
- Developing, implementing and improving impact measurement methods and tools

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Recruiting
- Team building
- Facilitating team development

CENTER FOR DIGITAL INCLUSION

SCALING IMPACT EXECUTIVE PROGRAMME 2018

Although we live in a technological society, there's a labour market mismatch: 51% of companies have problems hiring professionals with digital skills, while 59% find it difficult to hire professionals with the appropriate soft skills. The Centers of Digital Citizenship established by the Center for Digital Inclusion are collaborative spaces providing digital tools, in which people of different age groups and backgrounds are invited to identify innovative solutions for the day-to-day problems they and their communities face. These spaces are founded on the belief that technology has a transformative potential, and can mobilise and change lives and communities. This innovative proposal aims to create a new concept of smart and human cities. It is a vision of technological and human urban development, seeking to improve quality of life in a community by using technology to create a new generation of problem solvers and digital makers: independent, aware and connected people capable of reprogramming their reality. The Center for Digital Inclusion promotes the use of technology by people while developing social projects to solve community problems, thus encouraging more active citizenship. This is a form of social and digital inclusion.

<https://cdi.org.pt>

<https://www.facebook.com/cdiportugal>



The Center for Digital Inclusion will be represented by:

Cláudia Lima

Project Manager

Cláudia Lima has a post-graduate degree in People Management from Porto Business School (Porto University) and is a participant of the executive programme promoted by the EIB Institute and Católica Lisbon School of Business & Economics. She is a certified trainer and a visiting professor at ISEP - Polytechnic Institute of Porto.

✓ MAIN AREAS OF EXPERTISE

- Implementing training projects and pedagogy-related issues
- Managing social projects and people management

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors / Fundraising
- Product and service development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Business models
- Pitching to investors

CM FLUIDS

SIT 2022 – FINALIST

CM Fluids develops projects for regional Bio-LNG production (a climate-positive fuel) and offers an upcycling kit for old diesel city buses. The kit makes the buses more efficient and able to run on this fuel made from regional wastes and residues. All 60 000 city buses in Germany could be using climate-positive fuel with only around 15% of the existing biogas. CM Fluids' strengths are the will to stick to its vision, and an age-diverse team with experience in the biogas sector and fresh spirit. Its weaknesses are also the age diversity, and needing to run two business units (fuel and drive) with a small team.

www.cm-fluids.de

info@cm-fluids.de



CM Fluids will be represented by:

Lena Friedmann

Co-Founder

Lena is passionate about nature and holds a bachelor's degree in Physics and a master's degree in Biophysics. On her quest for meaningful work, she participated in a societal innovation programme run by the Social Entrepreneurship Akademie in Munich, where she was familiarised with means of connecting social impact and profit. In a student consulting project for a non-profit organisation in Munich, she and her team created an impact measurement tool for their customer. On the search for a business model that could protect forests, she researched the topic with the Chair of Forest and Environmental Policy at the Technical University of Munich. Not reaching a viable business case with desired impact, she left to pursue another opportunity: a business idea with the potential to reduce the world's CO2 emissions by 12%. That is where she is now, doing whatever she can to help grow it.

✓ MAIN AREAS OF EXPERTISE

- Renewable fuels
- European and German legislation on decarbonising fuels and the transport sector
- Greenhouse gas balancing, and how to make a project business case attract funding

✓ MAIN AREAS FOR IMPROVEMENT

- Attracting the right talent

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Leading without knowing the way
- How to find a good lawyer or legal consultant

COKIDO

SIT 2020 – FINALIST

Cokido is a solution for parents seeking affordable childcare that can be implemented in different contexts and solve various problems, including cohesion, inclusion and parental stress. The solution is systemic. The challenge with systemic solutions is that they tend to solve multiple problems at once, and are often not recognised in all the right areas. If these solutions are financially sustainable, they do not need to fit into the system — they just have to fit the needs of families, neighbourhoods and schools. Family welfare is also often a government responsibility, so these solutions either need safe investment (safe money), or for the government to adopt the methodology (time/lobbying). The weakness of Cokido is building the capacity to majorly scale its impact. There is interest all over the world for the concept, but the growth strategies haven't worked as planned; too much money would have been needed for scaling. Now, Cokido is partnering up with different sectors to adopt a better distribution method. By stepping in with the Cokido venture, five organisations are now creating the necessary capacity (this process is underway). The company's next steps are related to scaling internationally; they are currently talking with several different countries about expansion.

www.cokido.org

[@hallo@cokido.org](mailto:hallo@cokido.org)

[Cokido.org](https://www.facebook.com/Cokido.org)

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



Cokido will be represented by:

Eefje Cottenier

Founder

Eefje Cottenier is a social entrepreneur and social architect. A great purpose driver with a track record in consultancy, Eefje decided to switch to social entrepreneurship in 2013. She established De Stuyverij, an innovative social project creating both mental and physical space for experimenting in society. Cokido is an example of the impactful concepts that have been created in De Stuyverij. Eefje is always designing and facilitating innovations to empower more vulnerable people. She graduated from "the school of life". In addition to this diverse learning journey, Eefje has also completed several programmes for social entrepreneurs, including Sociale Innovatie Fabriek's grow your social enterprise programme (Belgium, 2018).

✓ MAIN AREAS OF EXPERTISE

- Community management
- Building ecosystems for impact

✓ MAIN AREAS FOR IMPROVEMENT

- Digital marketing and commercial development
- Expansion to other markets
- Business model development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Scaling with no money
- Smart partnerships

DREAMWAVES

SCALING IMPACT EXECUTIVE PROGRAMME 2023 SIT 2022 – 1ST PRIZE GENERAL CATEGORY

Dreamwaves helps blind people, urban bike riders and elderly people find their way by following sounds, with no need to look at a screen. They use spatial audio and advanced augmented reality technology to create the best audio navigation experience. They offer a B2B solution that allows any company to include audio navigation in their product, or easily create their own white label apps using Dreamwaves' SDK. Their strengths are excellent user involvement in product design and very strong technical skills. Their weaknesses include the heavy competition in the navigation space, finding the proper business model, and the extreme stakes of the go-to-market strategy.

www.dreamwaves.io

[dreamwaves.io](https://www.facebook.com/dreamwaves.io)

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



Dreamwaves will be represented by:

Hugo Furtado

CEO

Hugo Furtado studied electrical engineering at the Technical University of Lisbon and has a PhD in Augmented Reality for minimally invasive cardiac surgery. While working on his dissertation, he realised the enormous potential of augmented reality to make complex tasks easy. Hugo is also a hobbyist sound engineer — this combination led to the founding of Dreamwaves, where he uses augmented reality audio to help blind people have a better life. After moving through different professional roles, he feels that social entrepreneurship is the perfect balance between personal development and helping the community.

✓ MAIN AREAS OF EXPERTISE

- Product development
- Team building
- Public funding

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors / Fundraising
- Attracting the right talent
- Digital marketing and commercial development
- Developing, implementing and improving impact measurement methods and tools

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Fundraising for impact startups
- Financial planning
- Go-to-market strategy

EUFONIA

SIT 2022 – FINALIST
SCALING IMPACT EXECUTIVE PROGRAMME 2023

Eufonia is an interdisciplinary platform that explores the relationship between art, science and culture through the medium of sound. With its latest project Sub_Bar, it wants to revolutionise the music ecosystem. Sub_Bar invites d/Deaf people to experience music in a way in which not hearing no longer represents a limitation. Through the use of subfrequencies and the sense of touch, Sub_Bar creates a new art form and creative language that allows d/Deaf people to exploit their full creative potential. Sub_Bar is an integrated solution for event production and music management. It produces and franchises Sub_Bar events, managing a music catalogue and booking d/Deaf and hearing artists, as well as systematically exposing the hearing audience to sign language. After a successful pilot phase in Berlin and Lisbon, its interdisciplinary team is now working on scaling the project and its impact.



www.eufonia.io



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



Eufonia will be represented by:

Fernanda Costa

Art Direction

A senior master's student at the university of Lisbon pursuing a degree in Architecture and Urbanism, Fernanda Costa is currently writing her thesis on the topic of ephemeral cities. This research involves a probing exploration of utopia through the adaptable utilisation of public, abandoned spaces for the purpose of sociocultural events. Fernanda has a passion for design, painting and natural construction. She believes that culture plays a pivotal role in developing transformative communities.

✓ MAIN AREAS OF EXPERTISE

- Business models in the field of circular economy
- Certification and trademark protection

✓ MAIN AREAS FOR IMPROVEMENT

- Developing, implementing and improving impact measurement methods and tools
- Business model development
- Pitching to investors / Fundraising

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Financing strategies and tools
- Partnership strategies and links with institutions

EKUI

SCALING IMPACT EXECUTIVE PROGRAMME 2016

EKUI is an inclusive learning methodology that makes learning literacy accessible to everyone, particularly people with special needs. It provides a set of 26 cards that include four forms of communication: graphical (handwriting and grapheme), tactile and visual Braille, the alphabet of the Portuguese Sign Language and the International Phonetic Alphabet. The EKUI methodology reaches schools through training programmes for teachers, educators and therapists. EKUI sometimes faces resistance from teachers and institutions demanding a “brand new” approach. EKUI’s main strength comes from its scientific validation, and its efficiency and efficacy.

www.ekui.pt

info@ekui.pt

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

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



EKUI will be represented by:

Celmira Macedo

CEO

Celmira Macedo has founded several award-winning social innovation projects, and is a social entrepreneur at heart. She started her career as a teacher in 1992 and continued as a professor between 2003 and 2014. She has a PhD in Special Education from Salamanca University. She has received several awards and participated in many events, including the Portuguese Volunteering Award (2014), Personality of the year – Prize in Social Area (2017), the Impact Generator Bootcamp – Maze (2018) and ISEP – INSEAD (2018). Celmira has been an Ashoka fellow since 2021 and was named a Top Woman in Social Enterprise 2023.

✓ MAIN AREAS OF EXPERTISE

- Education

✓ MAIN AREAS FOR IMPROVEMENT

- Product and service development
- Digital marketing and commercial development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Digital marketing and commercial development

ETHIKIS (LONGTIME)

SIT 2019 – FINALIST
SCALING IMPACT EXECUTIVE PROGRAMME 2023

LONGTIME® is the first certification for products designed to last. It was created to offer impartial and impactful information to consumers, to help them choose products that are reliable and repairable. For manufacturers, it's a way to improve practices and get the most value out of their efforts. This virtuous system aims to reduce waste and preserve resources. LONGTIME® is in line with European ambitions and regulations, which is one of the label's main strengths and offers excellent opportunities for growth. Another strength is the community of label-holders, who are highly committed and satisfied with the label's ability to drive improvements in practices. The current weakness is a lack of notoriety and financial capacity to create maximum impact. The team is now looking to grow on a European scale, so that LONGTIME® becomes a popular consumer tool as quickly as possible. They are also looking to put into practice all the exchanges initiated with manufacturers and distributors, in order to maximise impact.

www.longtimelabel.com

[f LongtimeEthikis](https://www.facebook.com/LongtimeEthikis)



Ethikis will be represented by:

Elsa Lomont

CEO

Co-founder of LONGTIME® label and current CEO of the social enterprise Ethikis, Elsa Lomont has been an entrepreneur since she earned her master's degree in Management. Animated by projects that make sense, she created and managed a social leisure establishment for eight years before devoting herself to the environmental cause.

✓ MAIN AREAS OF EXPERTISE

- Business models in the field of circular economy
- Certification and trademark protection

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Attracting the right talent
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Financing strategies and tools
- Partnership strategies and links with institutions

FAZLA

SIT 2019 – 1ST PRIZE SPECIAL CATEGORY SCALING IMPACT EXECUTIVE PROGRAMME 2021

Fazla is a pioneering waste management company that provides technology-based, holistic solutions to reduce waste and the carbon emissions it generates. Fazla's AI-based system calculates the financial, social and environmental impact of surplus according to data collected, and categorises all products with the best-fit solution — such as resale, donation, animal feed or biogas production. Placing technology at the heart of the crucial issue of waste, and working as an ERP system, Fazla creates unique technologies that allow each business to manage all their surplus inventories and get data analysis, all in one place.



www.wholesurplus.com



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



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



Fazla — Help for Hope will be represented by:

Olçay Silahlı

Co-Founder and CEO

Olçay Silahlı is the co-founder and CEO of Fazla. He graduated from the Management Engineering department at Istanbul Technical University. Before Fazla, Olçay spent six years as a Brand Manager at Unilever. He also managed several food waste responsibility projects there. Observing that social entrepreneurship was not well understood in Türkiye and that there were no sustainable initiatives to reach SDGs, Olçay decided to create his own social enterprise offering holistic solutions to waste problems. He wanted to show young people that you can make a living doing good things for people and the world.

✓ MAIN AREAS OF EXPERTISE

- Technology
- Partnership ecosystem
- Circular economy
- Consultancy

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Developing, implementing and improving impact measurement methods and tools
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Expansion operations
- European market

FEDORA

SCALING IMPACT EXECUTIVE PROGRAMME 2021

FEDORA - The European Circle of Philanthropists of Opera and Ballet is a non-profit association committed to supporting and building the future of opera and dance in Europe. The association was founded in 2013 in Paris, under the presidency of Jérôme-François Zieseniss, in homage to Rolf Liebermann. FEDORA's main objective is to encourage emerging artists to renew the genres of opera and dance, making them more accessible while fostering the emergence of new business models. In order to achieve this goal, FEDORA raises funds to stimulate innovation in the sector — not just on the stage, but also behind the scenes and beyond — fostering its sustainable, inclusive and digital transformation. FEDORA's strengths are its decade-old European network and platform with a proven track record and strong partners. Its weaknesses are the need to scale up fundraising activity and a lack of visibility.

www.fedora-platform.com

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

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



FEDORA will be represented by:

Edilia Gänz

Director

Edilia Gänz has worked in cultural management and philanthropy for the last ten years. Since the FEDORA platform was launched in 2013, she has become the organisation's director, responsible for its growth and impact. Today, FEDORA manages the world's largest competition for innovation in opera and dance, with the backing of private support and co-funding from the European Union. In 2019 Forbes Magazine named Edilia one of the most promising European cultural managers, among the Forbes 30 under 30 Europe in Arts & Culture. She was also featured in the #EUwomen4future-Campaign by Mariya Gabriel, European Commissioner for Innovation, Research, Culture, Education & Youth.

✓ MAIN AREAS OF EXPERTISE

- Cultural entrepreneurship
- EU funding
- Fundraising
- Network creation and management
- Competition management
- Intercultural management
- Recruitment

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Developing, implementing and improving impact measurement methods and tools
- Digital marketing and commercial development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- How to boost PR and digital marketing
- Impact measurement and management
- Business model development regarding endowment funds

FEELIF

SIT FINALIST - 2016

SCALING IMPACT EXECUTIVE PROGRAMME 2019

Feelif has invented technology that provides a multi-sensory experience for the blind and visually impaired, allowing them to feel and recognise pictures on standard touch screens. Feelif's main strength is that their patented technology is a real leap forward for the blind and their digital inclusion. The problems Feelif is facing stem primarily from the small size and specialised nature of their market. Fortunately, over the last few years Feelif has established that multi-sensory content is also highly interesting to normally sighted people, and to some other groups with special needs. Now the focus has grown to encompass elderly people with typical ageing problems. In the near future, Feelif would like to take the next step and develop an inclusive multi-sensory experience for all people, with content that can be explored on any smartphone or tablet, and on personal computers as well.

www.feelif.com

[f FEELIFORIGINAL](https://www.facebook.com/feeliforiginal)



Feelif will be represented by:

Željko Khermayer

Director

Željko is an entrepreneur and innovator. He has been running 4WEB, a successful digital agency, for more than 23 years. In order to improve payment discipline, he invented the website Stop neplačniki, which has more than 750 000 visitors per month. To give blind people better access to digital content, Željko invented Feelif, which enables them to feel shapes on touchscreens. Feelif was declared the best European social innovation, and the best digital solution in the world in the category Inclusion & Empowerment at the World Summit Awards, while Unesco listed it as one of the 150 best innovations globally.

✓ MAIN AREAS OF EXPERTISE

- Business development and management
- Website planning
- How to approach a patent process

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Digital marketing and commercial development
- Attracting the right talent

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Hearing other people's experience in business development and management

FITFORKIDS

SIT 2015 – FINALIST

SIT 2016 – 2ND PRIZE SPECIAL CATEGORY

SCALING IMPACT EXECUTIVE PROGRAMME 2016

FitforKids is a hybrid family health programme offering physical training in small local teams combined with a digital health platform with personal live coaching and modules for goal-setting, learning, community and self-development. As a non-profit delivering free services, they are eager to learn how to attract and engage users and how to market and commercialise their offering.

 www.fitforkids.dk

 info@fitforkids.dk

 [fitforkids.dk](https://www.facebook.com/fitforkids.dk)



FitforKids will be represented by:

Pelle Plesner

Founder

Pelle Plesner holds a master of laws degree from Copenhagen University, with specialisation in IPR from Amsterdam University and Stockholm University. In 2007, Pelle founded FitforKids, a research-based and scientifically tested childhood obesity programme combining physical training with an online health platform. FitforKids is supported by the Danish Health Authority, the Ministry of Social Affairs and the Crown Prince's Foundation, and won second prize at the SIT in 2016. FitforKids runs in Italy, Portugal, Bulgaria, Türkiye and Denmark. Pelle is responsible for the development of the FitforKids online platform, FamPower.



Ditte Gybel

CFO and Board Member

Ditte Gybel has been part of FitforKids since 2009, as both an instructor and a member of the management. She has over 25 years of experience working in finance, reporting and controlling at international companies (such as Siemens and Configit), at management level and with financial responsibility for multiple projects worth over €10 million, as well as foreign subsidiaries. She has optimised and implemented corporate processes across borders. Ditte is fluent in Danish, English and German.

✓ MAIN AREAS OF EXPERTISE

- Target group behaviour
- Optimisation of hybrid health interventions

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors / Fundraising
- Digital marketing and commercial development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Digital transformation
- Fundraising and commercialisation

GOODBAG

SIT 2015 – FINALIST

SCALING IMPACT EXECUTIVE PROGRAMME 2017

Bgood is a platform that rewards consumers whenever they act sustainably or buy sustainable products. With goodbag, bgood has developed the world's first smart shopping bag that lets customers plant trees and remove plastic from the ocean every time they use their bag. After reaching product market fit with goodbag, bgood is now expanding the platform to allow brands to reward their customers with points — called Seeds — whenever they buy a sustainable product. The Seeds accumulated can be donated to social and environmental projects.

www.goodbag.io

[goodbag.io](https://www.facebook.com/goodbag.io)

[@goodbag7](https://twitter.com/goodbag7)



Bgood will be represented by:

Noel Orlet

Business Developer

Austrian, Brazilian and Filipino in origin, Noel Orlet is a 26 year-old global citizen. After obtaining a Bachelor of Law from UFPA, he became a social entrepreneur, founding the social business Amana Katu to apply rainwater harvesting technologies in the Brazilian Amazon. Noel is an alumnus of Enactus, 3DS, the ProLider Program, EO-GSEA Brazil and SABF, as well as a Ford Foundation Fellow, Youth Advisor for the EU Horizon project FLOW, and proud Business Development goodbagger at bgood GmbH.

✓ MAIN AREAS OF EXPERTISE

- Working together with corporates as a social impact venture
- Gamification
- Internationalisation

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Developing, implementing and improving impact measurement methods and tools
- Attracting the right talent

HALE

SIT 2022 – AUDIENCE CHOICE AWARD

One in four women suffer from chronic pelvic pain (CPP), a condition of persistent pain in the pelvic area lasting more than three months. Patients with chronic pelvic pain suffer from severe psychological health issues at a disproportionately high rate compared to their healthy peers, resulting in a reduced quality of life. Hale is a mobile app providing personalised digital therapy to live peacefully with this condition. The Hale online community also aims to break down the strong stigma that is often associated with these conditions, by making people more aware and connected. The app is designed to be a “care everywhere” tool, which creates monthly personalised plans using AI to help people better manage pain interference. The project was born from the personal experiences of the Founders, who ultimately want to dismantle taboos about chronic pelvic pain and help people live better and more consciously. Combining sound scientific knowledge with patients’ experiences can lead to products that are both clinically valid and truly useful for people. Hale believes this to be a new frontier in the digital healthcare innovation system.

Hale’s strengths are a strong vision and sense of purpose that make the company very resilient to challenges. They also have a very good understanding of their target customer, and have a first mover advantage in entering an almost unserved market. This could also be seen as a double-edged sword, as Hale does not have functioning models to draw inspiration from. Another point that is proving to be a weakness for the company is its drive to put very high-quality products on the market — which can sometimes lead to perfectionism that slows down processes that the startup world typically achieves more quickly.



www.halecommunity.com



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



Hale will be represented by:

Vittoria Brolis

COO and Co-Founder

Vittoria Brolis studied economics and social sciences, and started a master’s programme in Entrepreneurship and Innovation to further explore the application of social impact to real-world industries. She has held several project management roles in different industries, ranging from agritech, to research projects, to the creative industry. Vittoria has a creative and networking mindset, which is the baseline for her activities as a COO: She is in charge of community management and growth, of impact and sustainability measurement and reporting, and of relationship management with Hale’s scientific advisors and all other stakeholders or partners on the science side.

✓ MAIN AREAS OF EXPERTISE

- Experience in creating a brand that works with a B2C model with an active community of customers
- Understanding of both the Italian and the German markets

✓ MAIN AREAS FOR IMPROVEMENT

- Product and service development
- Business model development
- Developing, implementing and improving impact measurement methods and tools

HEHOP – HELP FOR HOPE

SIT 2019 – IST PRIZE GENERAL CATEGORY
SCALING IMPACT EXECUTIVE PROGRAMME 2021

HeHop Help for Hope is a non-profit organisation that contributes to SDG 5 and SDG 16. They are the first organisation to provide a mobile application allowing survivors and witnesses to capture media of the violence they endure and turn it into immutable evidence, thanks to the blockchain and data encryption. HeHop currently has nearly 17 000 users and +3 900 blockchained and secured files in France. The main challenge remains securing core funding to recruit permanent staff in order to scale up the organisation. Their future ambitions are to reinforce the technical solution and sell it as an embedded plug-in for apps provided by other companies in sectors like delivery, transportation, sports and leisure, etc.

www.hehop.org

[HeHop-103950034598949](https://www.facebook.com/HeHop-103950034598949)

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



HeHop Help for Hope will be represented by:

Sandy Beky

Founder

Sandy Beky spent 15 years in the IT industry 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. The dearth of women in tech combined with her relentless drive to change justice attitudes towards victims of abuse led her to start HeHop in 2019, and the blockchain-embedded app was launched a year later. Sandy is certified in developmental psychology, circular economy and corporate social responsibility. She lives in Paris, France.

✓ MAIN AREAS OF EXPERTISE

- Digital marketing
- Social media
- Partnerships with public sector

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Attracting the right talent
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Access to European funding
- International expansion

HERA

SIT 2020 – AUDIENCE CHOICE AWARD

HERA Mobile Health is a health mobile app that pregnant women and mothers with children under two years of age can use to track their pregnancy and vaccinations. One of the most pressing problems of displaced communities is that people cannot access their health records in their host countries. One of the most powerful aspects of HERA is that it lets you carry your health records with you, with high confidentiality and reliability. The team now seeks to further develop this mission. One of the weaknesses with respect to HERA is that their primary target audience is not technologically literate and may have difficulty accessing the internet. They plan to overcome these challenges by continuously developing new technologies to improve their value proposition and make it actionable. In the near future, they want to see HERA as an app that many people use to keep their health records with them.

www.heradigitalhealth.org

[f HeraDigitalHealth](https://www.facebook.com/HeraDigitalHealth)

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



Hera will be represented by:

İhsan Gömleksiz

Digital Marketing Manager

İhsan Gömleksiz is a Digital Marketing Manager and Growth Manager. He develops and executes the online visibility and advertising campaign strategies of the Medical Search and Rescue Association (MEDAK) and HERA. He is also involved in the development and execution of newly developed technological products and services.

✓ MAIN AREAS OF EXPERTISE

- Mobile application development and dissemination processes
- Map development for disasters
- Information verification processes
- Developing online advertising strategies

✓ MAIN AREAS FOR IMPROVEMENT

- Product and service development
- Digital marketing and commercial development
- Developing, implementing and improving impact measurement methods and tools

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Business model development
- One-to-one deployment of products and services
- Storytelling

ITHACA

SIT 2016 – FINALIST
SCALING IMPACT EXECUTIVE PROGRAMME 2019

Since 2015, through its innovative projects and activities and the strong experience of the team, Ithaca has been providing services to reduce the social exclusion of the homeless and vulnerable people in Greece. These include:

- Hygiene services, through the operation of Europe’s first mobile laundry unit for the homeless.
- Reintegration: Ithaca employs people from vulnerable groups and offers job counselling, empowerment and liaison programmes with companies, as a permanent solution for the target group’s multiple problems.
- Awareness raising and advocacy toward both the public and the government around the issue of homelessness. To date, Ithaca has helped 9 058 vulnerable people, providing them with 172 185 kilos of clean clothes, completing 1 564 social service requests and 396 job counselling sessions, and helping 45 beneficiaries reintegrate into the labour market.

In the near future Ithaca would like to expand their services to remote areas of Greece and abroad, as well to focus on enhancing the job reintegration of vulnerable women.

<https://ithacalaundry.gr>  [ithacalaundry](https://www.facebook.com/ithacalaundry)

Ithaca will be represented by:



Dimitra Kountourioti

General Director

Dimitra Kountourioti, Ithaca’s general director, studied sociology at Panteion University and has also received specialised training in the field of vulnerable groups, focusing on psychoactive drug use and prevention. Following many years of experience in sales and retail management in managerial positions, she has now been working at Ithaca for five years. Starting as operations manager in 2017, she currently leads the organisation, as well as the team ensuring efficiency at all levels.



Katerina Velliou

Fundraising and Finance Manager

Katerina Velliou, Ithaca’s Fundraising and Finance Manager, studied law at the Democritus University of Thrace. After completing her studies, she was active in volunteering and worked for various non-profits in Greece, supporting their work for the homeless, people with intellectual disabilities, vulnerable groups, sports and environmental protection — but also for education and empowerment in the NGO ecosystem. In addition, she worked for two years on the innovative project THALES – Evaluation of Greek non-profit organisations (NGOs), and was also a member of the Executive Committee of the Greek National Special Olympics Games Loutraki 2022.

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Impact measurement
- Fundraising
- Internationalisation
- Communication and marketing strategy

✓ MAIN AREAS FOR IMPROVEMENT

- Digital marketing and commercial development
- Expansion to other markets

✓ MAIN AREAS OF EXPERTISE

- Partnerships
- Impact measurement and tools
- Human resources

JUNKER

SIT 2022 – FINALIST

Giunko is specialised in offering cloud-based solutions for the greentech sector, both to public administrations and private companies. They have created various innovative solutions — among them the Junker app — dedicated to waste separation and collection, to help people sort waste better and to help municipalities and waste disposal companies disseminate accurate information on the subject. These highly replicable solutions are supported by robust technology, and have been adopted by 1 800 Italian municipalities throughout the country, counting more than 2.8 million downloads of the Junker app. Building on the work done for Junker, Giunko recently launched a new solution called the Digital Environmental Label to help companies comply with the new legislation (in Italy) concerning environmental labelling of consumer products. Their goals are to expand and strengthen their network in Italy, and to launch a pilot of the Junker app in other EU countries.

www.junkerapp.it

[f junkerapp](#)



Junker will be represented by:

Paolo Fornari

Communication and External Relations Manager

In charge of social media and external relations for the Junker app, Paolo Fornari has been member of the team for four years, and took part in the SIT 2022 Final in Vienna. Before joining Giunko, he earned a bachelor's degree in Foreign Languages from Rome University in Italy, a master's degree in European Studies from Fulda University of Applied Sciences in Germany, and a professional master's degree in Green Management and Sustainable Businesses from Bologna Business School in Italy. Back in 2017, Paolo was selected as a Blue Book Trainee for the European Commission in Brussels. He speaks Italian, English, German and French.

✓ MAIN AREAS OF EXPERTISE

- Sustainability field, with a focus on waste separation and circular economy
- Social media management
- Content creation

✓ MAIN AREAS FOR IMPROVEMENT

- Digital marketing and commercial development
- Product and service development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Environmental communication
- Digital marketing

KOIKI

SIT 2015 – 1ST PRIZE GENERAL CATEGORY SCALING IMPACT EXECUTIVE PROGRAMME 2016

Koiki is a social entrepreneurship company founded in Spain in 2015 that took home first prize at the EIB Institute's SIT in Milan that year. It operates in the fast-growing last mile delivery sector, which is a huge job generator. Koiki addresses three issues simultaneously: (1) unemployment within disadvantaged communities (e.g. the intellectually disabled, people with mental health problems, long-term unemployed, etc.); (2) pollution coming from urban parcel distribution — Koiki delivers in a sustainable way (walking, biking, electric vehicles); and (3) the inefficiencies within the last mile delivery sector that harm not only the e-commerce industry, but also cities and their inhabitants. Koiki's main strength is that its business model has already been tested and approved by customers, suppliers and shareholders. Its challenge is that its business model needs critical mass to break even.

www.koiki.es

info@koiki.eu

koiki.home

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



Koiki will be represented by:

Aitor Ojanguren

CEO and Founder

Aitor Ojanguren is a social entrepreneur and industrial engineer. He holds a master of business administration from the University of Houston, and has attended executive courses at IESE (Barcelona) and IE Business School (Madrid).

✓ MAIN AREAS OF EXPERTISE

- Job generation within the social sector, and how to find funding from the early stages to new rounds with social impact funds

✓ MAIN AREAS FOR IMPROVEMENT

- Digital marketing and commercial development
- Developing, implementing and improving impact measurement methods and tools
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Any business case that takes into account impact first (social or environmental)

LIFEED

SIT 2020 – FINALIST
SCALING IMPACT EXECUTIVE PROGRAMME 2022

Lifeed is the education technology company that has been creating innovative solutions for the development and sustainability of human capital since 2015. Through a proprietary self-coaching platform, Lifeed transforms life experience into opportunities for learning and development of soft skills, generating well-being, engagement and professional efficacy. As strengths, we have technology, brand value identity and 100 top clients in Italy and abroad. As weaknesses, we have the need to make innovation understood in a market resistant to it, and positioning that is still too strong on legacy solutions for parenting and caregiving (market niche).

<https://lifeed.io/en/>

lifeed.io



Lifeed will be represented by:

Giacomo Gallo

Head of Marketing

Giacomo Gallo is a marketing manager with experience rolling out marketing programmes with a focus on digital and sustainability strategies for enterprises in different industries. In over 15 years at companies ranging from small startups to large enterprises, Giacomo has been able to build and manage different teams, and get his hands dirty in areas like product marketing, growth marketing, customer marketing and customer success.

✓ MAIN AREAS OF EXPERTISE

- Product narrative
- Structure processes on an industrial scale

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors / Fundraising
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Fundraising and dealing with scaling phase to other markets

LIXEA

SIT 2018 – 2ND PRIZE SPECIAL CATEGORY SCALING IMPACT EXECUTIVE PROGRAMME 2022

Currently, our society is heavily reliant on the use of crude oil, and products are often discarded at the end of their useful lives. To change that, Lixea is developing the Dendronic process: a sustainable chemical process that uses waste wood, agricultural by-products and sustainably grown biomass to produce a greener alternative to today's petrochemical industry, while giving a new purpose to unwanted waste materials. Lixea has received numerous awards and grants, including €4.3 million from the European Innovation Council, which financed the construction of its Dendronic pilot plant. They are now looking to fund their next steps — continued commercial and technical development, and ultimately a demonstration-scale plant. It's been challenging to find funding for this, as the capital investment required is significant.

www.lixea.co [@LixeaNews](https://twitter.com/LixeaNews)



Lixea will be represented by:

Florence Gschwend

CTO and Co-Founder

Florence Gschwend is Co-Founder and CTO of Lixea. During her PhD at Imperial College's Chemical Engineering Department, she co-invented the Dendronic process, which uses an environmentally friendly solvent called ionic liquids to separate the different components of wood and agricultural residues. These components can then be used to produce new chemicals and materials, shifting us away from reliance on petroleum. Florence is passionate about using her skills to make a lasting difference to the environment and society.

✓ MAIN AREAS OF EXPERTISE

- Scale-up of process technology

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Attracting the right talent

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Technical recruiting
- Fundraising

MYCAREMATTERS

SIT 2016 – FINALIST

SIT 2017 – FINALIST

Mycaremmatters develops products and services to improve people's experience of care in any care setting, whether in hospital, hospice, a care home or their own home. This includes online tools to record and share people's preferences when they are unable to communicate those things for themselves (<https://profile.myfuturecare.org/>), as well as a mix of online and offline resources to help people identify and meet their goals around later life and future care planning (<https://www.myfuturecare.org/>).

The strength of Mycaremmatters is the simplicity of our products and services: They are easy to explain and simple to implement. The challenges are the small size of the team, and the resource constraints preventing us from refining current resources and developing new ones

 mycaremmatters.org

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

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



Mycaremmatters will be represented by:

Zoe Harris

CEO

Zoe Harris was inspired to set up Mycaremmatters by her husband's experience of living with dementia. She has worked with UK care homes, and community and acute hospitals, developing both physical and online tools to help staff build relationships with residents and patients, empowering them to provide empathic and dignified care. Zoe's work has won a number of awards. Mycaremmatters' latest project, My Future Care, supports people in making plans for later life and end of life. They work with support groups and other organisations, training staff and volunteers to support their clients and members in using the My Future Care Handbook as an information source and guide for dialogue.

✓ MAIN AREAS OF EXPERTISE

- Setting up and running a small business
- Liaising and networking with potential partners
- Public speaking
- Preparing project delivery plans and budgets

✓ MAIN AREAS FOR IMPROVEMENT

- Product and service development
- Attracting the right talent

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Any experience or knowledge helpful to reach more beneficiaries for our service

OMOGURU

SIT 2019 – FINALIST

SCALING IMPACT EXECUTIVE PROGRAMME 2021

Omoguru is a team of speech therapists, designers, typographers and IT professionals, dreamers, innovators and enthusiasts. They have developed a number of solutions to facilitate reading and learning for people with dyslexia and other reading difficulties. Omoguru has collected a pool of data on the reading habits of people with reading difficulties. We are well recognised and successful in Croatia, but are struggling to enter other markets.

 www.omoguru.com

 [OmoLabVizual](#)



Omoguru will be represented by:

Petar Reić

CEO

Petar Reić, designer and communications specialist, is a Founder of the visual communications lab OmoLab and the startup Omoguru. Petar obtained master's degrees in Journalism and Graphic Arts from the University of Zagreb and University of Zadar, respectively. He has over 15 years' experience in visual communications, product development, sales and publishing

✓ MAIN AREAS OF EXPERTISE

- Digital accessibility
- Solutions for reading improvement

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Digital marketing and commercial development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Business development and marketing in English-speaking markets

PEPPY AGENCY

SIT 2015 – FINALIST

SCALING IMPACT EXECUTIVE PROGRAMME 2017

Peppy Pals is a collection of award-winning apps, books and television series teaching children aged 2 to 6 about social and emotional learning through play. In 2018 LEGO Ventures invested in Peppy Pals, and in June 2022 Peppy Pals was fully acquired by Zcool, a Swedish game-based learning company. Today, Peppy Pals is available worldwide, including in the United States.

In the near future, Peppy Agency will continue its brand awareness growth in the Nordics, along with the integration of its products into Zcool's offering. They need to continue their journey towards a sustainable business model, and with the new owner they hope to achieve that.

[www https://www.peppyagency.com](https://www.peppyagency.com)

[in peppy-agency](https://www.linkedin.com/company/peppy-agency)

Peppy Pals will be represented by:



Rosie Linder

Co-Founder

Rosie Linder, Founder of Peppy Pals and Co-Founder of Peppy Agency, was frustrated to see so much emphasis on academic skills like math, reading and language, while people often failed to realise that these skills must go hand in hand with social and emotional learning (SEL). SEL is a cornerstone for future success and well-being. Rosie founded Peppy Pals in 2013 to teach children about SEL in a playful way. The Peppy Pals apps, books and television series quickly gained success among children, parents and teachers. Rosie is also an economist from the University of Stockholm and has won several entrepreneurship awards in Sweden.



Paulina Olsson

Co-Founder

Paulina Olsson, Co-Founder of Peppy Pals and Peppy Agency, is a young, inspiring entrepreneur with a strong vision to change the education system for children to go beyond ABC and 123 and focus on educating the whole child — both mind and heart. She holds a master of science degree in International Business from Copenhagen Business School. At the age of only 25, Paulina was awarded by the Swedish King for her work with Peppy Pals and her leadership skills. Paulina is also a member of Six Seconds Advisory Board, one of the largest EQ-organisations in the world working for children's well-being.

PLASTICFRI

**SIT 2020 – 2ND PRIZE SPECIAL CATEGORY + INSEAD SOCIAL ENTREPRENEURSHIP PROGRAMME
SCALING IMPACT EXECUTIVE PROGRAMME 2022**

PlasticFri is a greentech company from Sweden with a vision to end the plastic pollution catastrophe. By 2050, the oceans could have more plastic than fish. We are on a mission to change that, by transforming renewable resources including agricultural waste into eco-friendly products that can replace plastics. For its ground-breaking work, PlasticFri has been named Impact Company of the Year in the Nordics and Baltics, and was selected as the World's Most Innovative Sustainability Startup from among 1 400 companies worldwide.

PlasticFri was also selected as one of the winners of the SIT 2020.

 www.plasticfri.com

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

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

PlasticFri will be represented by:

Max Mohammadi

Co-Founder and Chairman



Max Mohammadi is a value-driven leader and visionary social entrepreneur who has been named one of the most influential entrepreneurs by Forbes magazine, and featured on the prestigious Forbes 30 Under 30 list. He has an extensive educational background in engineering, bio-business, sustainability, entrepreneurship and innovation management from KTH Royal Institute of Technology in Sweden and Stanford University in the United States. Max has received numerous awards, including an Alfred Nobel Diploma, Gold Medal, Best Inventor Award and European of the Year.

Allen Mohammadi

Co-Founder and CEO



Allen Mohammadi is a value-driven leader, engineer and co-inventor of PlasticFri. As a visionary social entrepreneur, he has been selected by Forbes magazine as one of the most influential entrepreneurs, and featured on the prestigious Forbes 30 Under 30 list. As an innovator, Allen has received several awards and accolades, including a scholarship from the Audi Environmental Foundation, the Alfred Nobel Innovation Prize, Leader of the Year Award, European Youth Award, Gold Medal and Best Inventor Award. As a researcher, his extensive academic background includes work in mechanical engineering, energy technology engineering, innovation and entrepreneurship performed in Sweden, Germany, Portugal, China and France.

✓ MAIN AREAS OF EXPERTISE

- Strategy
- Research commercialisation

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Market access
- Funding

PILLIO

SIT 2022 – FINALIST

Pillio is the digital co-pilot for healthcare practitioners working in elderly care. Pillio eliminates the administrative burden from care, enabling practitioners to spend more time with patients and less on paperwork.

Strengths:

- **User experience:** Practitioners love the Pillio experience. No other competition can say the same.
- **Interoperability:** Pillio works at the intersections, to connect patient journeys. We enhance collaboration while reducing the back-and-forth between overworked practitioners.

Weaknesses:

- **Long sales cycles and IT requirements:** Care homes and nursing units have lengthy sales cycles when it comes to procuring software.
- **Integration needs:** Pillio will need ERP integration with primary systems post-MVP.

Vision: Pillio is aiming to create an end-to-end integrated care journey for all use cases at care homes.



www.pillio.de



[pillio.de](https://www.facebook.com/pillio.de)



Pillio will be represented by:

Muhammad Ali Khan

CEO and Co-Founder

Muhammad Ali Khan is the Co-Founder of Pillio, with a decade of experience in international M&A and tech strategies in healthcare across the Middle East and Europe. He has advised Y-Combinator companies and German unicorns on strategy, fundraising and pricing. He holds a master of business administration degree from INSEAD, along with CFA and CPA certifications.

✓ MAIN AREAS OF EXPERTISE

- Business model development
- Pitching to investors and fundraising
- Developing, implementing and improving impact measurement methods and tools

✓ MAIN AREAS FOR IMPROVEMENT

- Sales and marketing strategies, targeting care homes and the elderly care market
- Data monetisation strategies, exploring ways to leverage healthcare data for business growth and improved patient outcomes

RECICLETA

SIT 2013 – 1ST PRIZE SPECIAL CATEGORY
SCALING IMPACT EXECUTIVE PROGRAMME 2016

Recicleta is an authorised collector for the transport of recyclable materials. It is a social economy initiative launched in 2009 by the sustainable development association Viitor Plus. Recicleta is a unique service for transporting recyclable materials in volumes of up to 150 kilograms/1 cubic metre using cargo tricycles and an electric car, which do not cause traffic pollution and which create green, legal and steady jobs. They collect over 100 tonnes of paper waste, most of which would otherwise end up in landfills. Recicleta's weaknesses are related to the price of their service in the context of weak institutional performance; companies' failure to comply with recycling obligations, and the low price of unseparated municipal waste collected. They also have high costs related to infrastructure and the small scale of operations. In the next period, they want to develop collection capacity by purchasing an electric car, and become certified as an authorised protected unit.

 www.recicleta.ro

 [recicleta.vp](https://www.facebook.com/recicleta.vp)



Recicleta will be represented by:

Florin Cîrnaru

Manager

Currently, Florin Cîrnaru is a final year master's student at the University of Bucharest, majoring in Business Consulting. He has a degree in Business Administration from the Nicolae Titulescu University in Bucharest. Florin has nine years of experience in sales and retail, working in different coordination positions in different regions of the country.

✓ MAIN AREAS OF EXPERTISE

- Collecting non-hazardous recyclable materials using 100% electric transport
- Working with vulnerable groups
- Sales of services for the collection of recyclable materials

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Product and service development
- Developing, implementing and improving impact measurement methods and tools

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Sale of services and products
- Labour market integration of people from vulnerable groups

SOLUNCH

SIT 2018 – FINALIST
SCALING IMPACT EXECUTIVE PROGRAMME 2019

With its matching platform, SoLunch promotes offline relationships and earnings between individuals, by encouraging people already cooking for themselves to open their kitchens to others. In partnership with associations, the platform supports people in vulnerable positions who find free food products that they use to support their families, helping them to offer a free meal to other vulnerable groups. Their impact on social innovation focuses on saving social and health costs, and on nurturing the community with offline events, partnerships, courses and publications. These in turn encourage more responsible food consumption focused on lower environmental and climate impacts, and help promote inclusive gender policies through training, guidance and education aimed at social and occupational inclusion with a view to equal opportunities.

www.solunch.it

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

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



SoLunch will be represented by:

Luisa Galbiati

CEO

Luisa Galbiati is a serial entrepreneur with a degree in Business and Economics, as well as a master of science degree in Communication and Direct Marketing. She has experience collaborating with associations and national institutions to bring about change in local civil society. She devoted her work to social impact while attending a master of science course in Social Innovation, Social Business and Social Startup. Since then, Luisa has founded SoLunch and has been involved in projects to bring the SDGs and gender equality into practice.

✓ MAIN AREAS OF EXPERTISE

- Service design
- Grants and funding

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Sharing value propositions
- Expertise about SDGs 2, 4, 5 and 11

RESORTECS

SIT 2022 – FINALIST

SCALING IMPACT EXECUTIVE PROGRAMME 2023

Resortecs leads the circular transition in fashion, with heat-dissolvable stitching threads and thermal disassembly systems that make recycling easy. Through targeted innovations in the way clothes are assembled and disassembled, their solutions empower fashion and workwear brands to rise to today's environmental challenges at the pace and scale that planet Earth needs. All without compromising the creativity, design and quality of clothing. Resortecs' globally patented thermal disassembly solution is five times faster than traditional disassembly methods, processing up to 4 million garments a year with low emissions and no material damage, so that fabrics can be used repeatedly. This makes it possible to recycle up to 90% of the original fabric and reduce carbon footprint by 50%. Resortecs is striving not only to close the loop for circularity in the textile industry, but also to rise to the logistical challenges by creating a systematic change to link brands, garment makers and recyclers. Resortecs aspires to become the standard stitching thread.

www.resortecs.com

[resortecs](https://twitter.com/resortecs)



Resortecs will be represented by:

Rawaa Ammar

Co-Founder and Managing Director

Rawaa Ammar is an environmental scientist specialising in climate risk management, and works at Resortecs as Chief Sustainability & Impact Officer, crunching social and environmental numbers to drive circularity in the textile industry. She is passionate about nature, social equity, human rights, sustainability and circularity. She is also a life cycle assessment expert with over 10 years of experience. Rawaa holds a PhD in Earth and Environmental Sciences from ULB in Brussels, and is a former visiting professor at The Lebanese University in Beirut. She speaks Arabic, English and French, and is currently mastering Dutch.

✓ MAIN AREAS OF EXPERTISE

- Increasing the value of impact
- Theory of change
- Talent acquisition

✓ MAIN AREAS FOR IMPROVEMENT

- Product and service development
- Digital marketing and commercial development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Business models
- Marketing and finance

SEADS

SIT 2022 – FINALIST

SEADS has developed the most effective specific solution for collecting plastic from rivers: Blue Barriers. They're simple, they work, and they don't impact river wildlife or navigation. They can also resist normal flooding conditions, and thus remain operative in the wet season. Blue Barriers stop plastic under the water's surface at depths of up to a metre. They are equipped with a security system that allows them to be opened safely in the event of exceptional flooding. Blue Barriers ensure that plastic is recycled, creating value for local communities and governments. SEADS' main strength is their technology, which is the most effective on the market. Their main weakness is the lack of a robust business model and a structured pipeline that would allow them to generate a more reliable forecast of future results. In three years, SEADS is looking to include revenue streams from waste recycling in its business model as well, and to build a structured pipeline.

<https://www.seadefencesolutions.com>

[SEADSSeaDefenceSolutions](#)



SEADS will be represented by:

Fabio Dalmonte

Co-Founder and Managing Director

Fabio Dalmonte is the managing director of SEADS - Sea Defence Solutions. He is in charge of developing the Blue Barriers project with the SEADS team, and for managing the technical and operational activities to deliver river plastic collection solutions. Fabio is an engineer specialised in environmental and waste management and company sustainability. He has worked in environmental sustainability and waste management in the United Kingdom, and as a company sustainability consultant in Italy.

✓ MAIN AREAS OF EXPERTISE

- Product development engineering and production
- Waste and environmental management
- IP protection
- Search and application for European funding

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Product and service development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Strategies to find project sponsors
- Dealing with public administration

SCHOOL4ALL (HIDDEN TREASURES DOWN ASSOCIATION)

SIT 2014 – 2ND PRIZE GENERAL CATEGORY
SCALING IMPACT EXECUTIVE PROGRAMME 2016

The School4All programme was launched in 2009 to make space for kids with disabilities in the mainstream education system. In essence, the concept is to take children with mild and moderate disabilities to mainstream educational institutions where they can socialise and learn together with children without disabilities, aged from kindergarten up to fourth grade. Participants visit the schools once or twice a week for 10 weeks, and are accompanied by a special education teacher. The programme ran successfully in 13 cities until 2017 — 3 780 typical children met 101 special educational needs children in 140 classes. Unfortunately, lack of resources and COVID-19 prevented further work. The Hidden Treasures Down Association has the requisite network, professionals and experience, but they need money to restart the programme. The organisational constraint is the need to adapt to each school year, which takes four to six months of preparation. In addition to the relaunch, the association wants to further develop the School4All programme and offer inclusive workplaces for adults with intellectual disabilities (Job4all).

www.downgyesulet.hu

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



The Hidden Treasures Down Association will be represented by:

Katalin Nyitrai

Communication and Fundraising Manager

With a master of business administration degree in Economics, Katalin Nyitrai spent six years in the field of marketing communication at multinational companies trading in fast-moving consumer goods, before founding her own company. Katalin has participated in numerous campaigns (B2C, B2B) in cooperation with a wide variety of companies. In the meantime, she has become the mother of two boys. She also co-owned and ran a bouldering gym for three years. Katalin joined the non-profit sector in 2018, starting at a company implementing priority EU projects. In 2021 she came to the Hidden Treasures Down Association, where she is responsible for communication and fundraising.

✓ MAIN AREAS OF EXPERTISE

- Early childhood development and inclusion

✓ MAIN AREAS FOR IMPROVEMENT

- Business model development
- Pitching to investors and fundraising
- Digital marketing and commercial development

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Best practices in building and motivating a volunteer base in civil organisations

SKILLLAB

SIT 2020 – FINALIST
SCALING IMPACT EXECUTIVE PROGRAMME 2022

SkillLab empowers people to harness and express their skills. On the basis of a detailed skills profile, users can meaningfully match their skills with positions in work and education. Career services use SkillLab's tools to enhance their offerings. Their solutions can be applied broadly across industries and geographies.

<https://skilllab.io/en-us>  skilllab



SkillLab will be represented by:

Christoph Bretgeld

Co-Founder

Christoph is SkillLab's Director of Strategy, and has a background in management. Before co-founding SkillLab, he worked as Director of Digital and New Business at a subsidiary of Bertelsmann, a major media company. Christoph studied at University College Maastricht and the London School of Economics. He speaks German, English and Spanish.

✓ MAIN AREAS OF EXPERTISE

- Setting up an impact-driven organisation
- European labour markets
- Employment affairs
- Delivering software

✓ MAIN AREAS FOR IMPROVEMENT

- Digital marketing and commercial development
- Developing, implementing and improving impact measurement methods and tools
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Sales and marketing, specifically in the public space

THE FREEBIRD CLUB

SIT 2016 – MENTORING VOUCHER
SIT 2017 – 1ST PRIZE SPECIAL CATEGORY (SHARED)
SCALING IMPACT EXECUTIVE PROGRAMME 2017

The Freebird Club is a peer-to-peer social travel and homestay club for older adults. At the intersection of travel tech and age tech, where the silver economy meets the sharing economy, Freebird empowers and enables members to travel, connect, meet and stay with each other as part of a trusted over-50s community. It offers a new mode of travelling for older adults, a means to earn extra income, and a fun and accessible way to meet new people and enjoy social and cultural interaction in later life. Freebird addresses three problems facing our ageing society: (1) loneliness and isolation, (2) financial insecurity and (3) a lack of travel options for seniors. Freebird's mission is to connect and enrich the lives of older adults through meaningful travel and social experiences. Freebird Club offers a customised social and economic solution for the burgeoning "silver market". Working with age-related organisations and travel and tourism sector partners, it aims to build a critical mass of users, create a real "silver movement" and ultimately become the world leader in social travel for the 50+ market.

www.thefreebirdclub.com @ hello@thefreebirdclub.com  TheFreebirdClub
 @Thefreebirdclub



Freebird will be represented by:

Peter Mangan

Founder & CEO

With bachelor of commerce and master of business studies degrees from University College Dublin, Peter's career has spanned finance, arts and academia. Following a stint in banking, he joined Ireland's Music Network as Finance & Resourcing Manager. From there he became Business & Finance Manager for the UCD Conway Institute of Biomedical Research, and subsequently Senior Manager, UCD Research & Innovation. He left this role in 2016 to found the Freebird Club. With Freebird, Peter is a previous winner of the EIB SIT, the EC European Social Innovation Competition and the UNWTO Global Tourism Startup Impact Award. Peter is a passionate social entrepreneur who wants to use the sharing economy to improve the lives of older adults.

✓ MAIN AREAS OF EXPERTISE

- Business model development
- Validating ideas
- Winning grants and awards
- Pitching and preparing a good pitch deck
- PR and media coverage
- Communicating social impact

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- New funding sources and investor links
- Tech development
- HR – building the right team
- Networking
- Potential partners and collaborations
- Opportunities for scaling within Europe
- Social impact optimisation

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors / Fundraising
- Attracting the right talent
- Expansion to other markets

THE LOOP

SIT 2018 – FINALIST

The Loop is a venture aiming to provide affordable, healthy food to vulnerable populations in Portugal. Its strengths lie in tailoring solutions to specific needs, facilitating bulk sales and leveraging a growing trend. With an estimated reach of 53 500 people, the venture shows promising potential. Challenges include reliance on assumptions and securing initial strong investment. Looking ahead, the focus should be on scaling the venture, expanding the network and establishing partnerships with small producers to support local economies and pursue sustainability. Success will be measured on the basis of improved well-being, inclusivity and economic growth.

www.theloop.pt

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



The Loop will be represented by:

Miguel Costa

Head of Smart Packaging

Miguel Costa is a Portuguese entrepreneur based in Lisbon. He is married, and a proud father of one. With management training from several universities in Portugal, including a strong background in retail, Miguel is dedicated to developing innovative solutions in the field of circular economy. Currently, his focus is on smart packaging, leveraging technology and identifying sustainable practices to create packaging solutions that minimise waste and environmental impact. Through his retail experience, Miguel understands the importance of consumer behaviour and the role of sustainable packaging in enhancing the customer experience. He is committed to driving positive change and helping businesses embrace circular economy principles for a more sustainable future.

✓ MAIN AREAS OF EXPERTISE

- Circular economy principles and practices
- Circular business models
- Designing eco-friendly packaging solutions
- Optimising supply chain processes
- Consumer behaviour and integrations of sustainable practices into retail operations

✓ MAIN AREAS FOR IMPROVEMENT

- Pitching to investors and fundraising
- Developing, implementing and improving impact measurement methods and tools
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Emerging technologies and innovations in smart packaging
- Waste management and recycling systems
- Successful circular economy initiatives and case studies
- Sustainable design, material science and environmental impact assessment

VITAMIMOS

SIT 2016 – FINALIST

SCALING IMPACT EXECUTIVE PROGRAMME 2021

Health Chefs is a programme developed by Vitamimos – Food Education Centre (Cascais-Portugal) that helps each child take responsibility for their own health, by teaching them to be a true chef! Health Chefs implements hands-on cooking and nutrition education programmes for young people aged six through 12. The cooking classes introduce children 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 spread impact to families through a school-based approach: Creating a positive food environment in school classrooms motivates children (the adults of the future) to prepare their own meals for life. Health Chefs gets good results, and the feedback from teachers, participants and families is overwhelmingly positive. The main difficulties are related to obtaining funds to serve more children from socially disadvantaged families, which are at higher risk of obesity.



www.vitamimos.pt



info@vitamimos.pt



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



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

Vitamimos will be represented by:



Ana Quintas

CEO and Founder

Ana Quintas 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 with the mission of tackling obesity, located in a community garden. Since then, Ana has designed several prize-winning projects to promote healthy eating habits: EcoChefs, Mission Nutrition, Growing Healthy and Health Chefs.



Vera Esteves

Manager

Vera Esteves has been a project manager at Vitamimos since 2017 — but her relationship with Vitamimos started much earlier, when she was only 13 and a participant in the programme herself. Vera has completed several courses from IES, and was part of the team in Impact Generator. Her academic qualifications include a bachelor of science degree in Information Management and a master's degree in Business Intelligence from Nova IMS.

✓ MAIN AREAS OF EXPERTISE

- Implementing projects targeting schools, children and families
- Health promotion and creativity
- How to scale up projects in Portugal

✓ MAIN AREAS FOR IMPROVEMENT

- Digital marketing and commercial development
- Expansion to other markets

✓ TOPICS WE WOULD LIKE TO KNOW MORE ABOUT

- Measuring impact
- Fundraising
- Internationalisation
- Communication and marketing strategy



98-100, boulevard Konrad Adenauer
L-2950 Luxembourg
+352 4379-75000
institute@eib.org
institute.eib.org
<https://institute.eib.org/sit-alumni/>