



INNOVATION
NEST / TIRANA



Potentials Partners

(Main partners/Support partners)

Swiss Entrepreneurship
Programme - Albania



BASHKIA
TIRANË



Chamber
Investment
Forum



European Bank
for Reconstruction and Development



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INNOVATION NEST / Tirana

Innovation Nest is a **Balkan Business Angel Network** based in Albania, that aims in supporting, investing, incubating and helping develop a new-technologies ideas on **WB6** industries and enterprises in being innovative, competitive and internalized.

Innovation Nest is open call to **all entrepreneurs** who get engaged in the digital transformation process.

Innovation Nest is an influencer incubator for WB6 countries / entrepreneurs to launch, train, grow, raise money & networking to help business angel's network to improve their skills and change the world.

Innovation NEST will ensure the challenge of digital transformation of the enterprises increasing the level of cooperation between best **business ideas/startups/SME's** and **investors** as the main advantages of digitalization.



Why we came with Innovation NEST?

After a great experience of the 1st edition of Innovation Festival form Sept 18-20th, 2018, in Tirana.

After a great experience of the 1st edition of Innovation Festival form Sept 18-20th, 2018, in Tirana were presented 58 pitches SME's & startups ideas and over 500 attendees from more than 14 countries all over the world. More than 36 potential investors were attending the 3 days festival. More than 4 final agreements between startups ideas and investor, and their success story successfully goes on nowadays. 38 Entrepreneurs & 6 mentors in business development from across the Balkans region and beyond presented & talk through b2b process their best practices, ideas and innovative projects in ICT, Tourism, Energy, Agro industry, medtech, biotech, environment & health, creative industries and services.

www.innovationfest.al





Why us... Our mission, pushing on innovative ideas and further share the knowledge

- We are a team of young professionals that are passionate about executing projects, reaching our goals and fulfilling the mission.
- We are experienced in the local and international market
- We have built strong relationships with existing main IT actors in the Region and work daily on expanding our network
- Last but not least, last year we lead the first ever Innovation Festival in the Region.

Why invest in Innovation NEST?

- **Diversifying:** Investing in funds means your money is spread across multiple assets. As some investments will perform better and some worse over time, diversifying will, in theory, help spread the risk and smooth returns over time.
- **Investing for the long term:** We always recommend investing for at least 5 years – entrepreneurs, SME's have a better chance of riding out short term volatility and benefitting from greater returns.

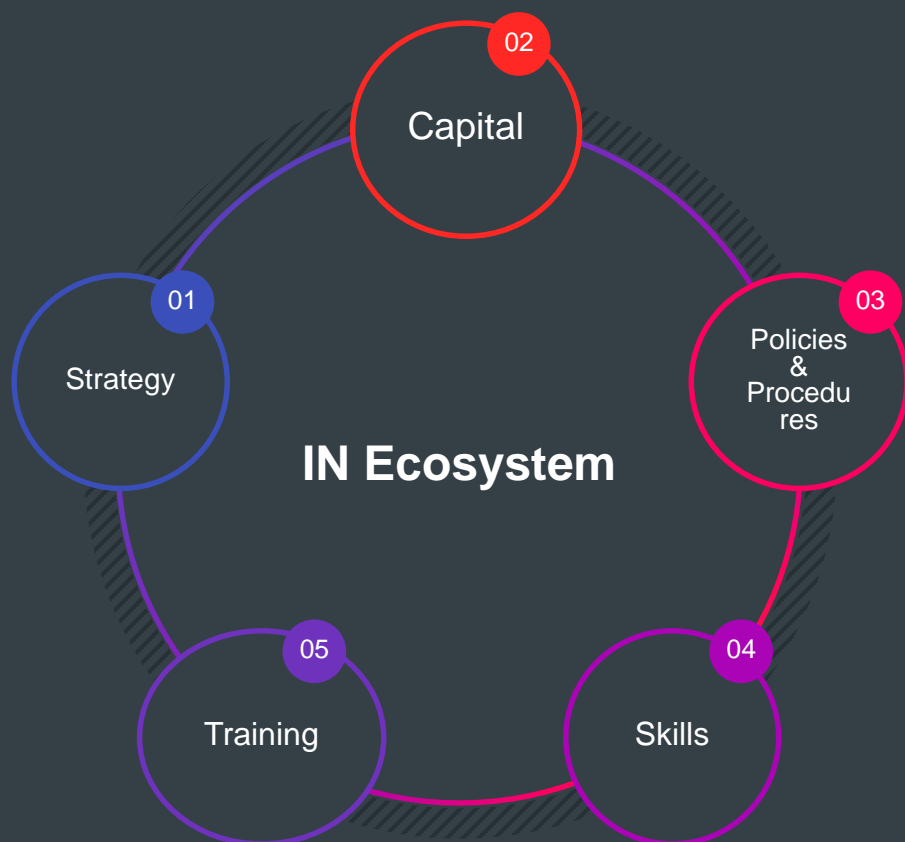
#expertise #skills #time #networking #money #share #strategy #solutions #manage #problems #acting #ingoodfaith

Why are we here?

365 grade process.

It's not just about ideas, but what you can build on top of them that really counts in business.

IN is an active actor in promoting the competitiveness of the Enterprise sector and the ICT industry.



- 01 Improve of cooperation at a strategy level between all the stakeholders
 - 02 Further improvement in both soft and hard infrastructure.
 - 03 Increase of available funds (venture capital, seed funding, angel investors)
 - 04 Capacity building and respective training focusing in pointing out the most skilled when talking about ICT though coaching and mentoring.
- Formation → Validation → Growth
- 05 Focus on specific programs in order to foster the culture among youth on entrepreneurship and technology

Organigram of INNOVATION NEST

20 selected best ideas from the Board Members (3) of the best ideas

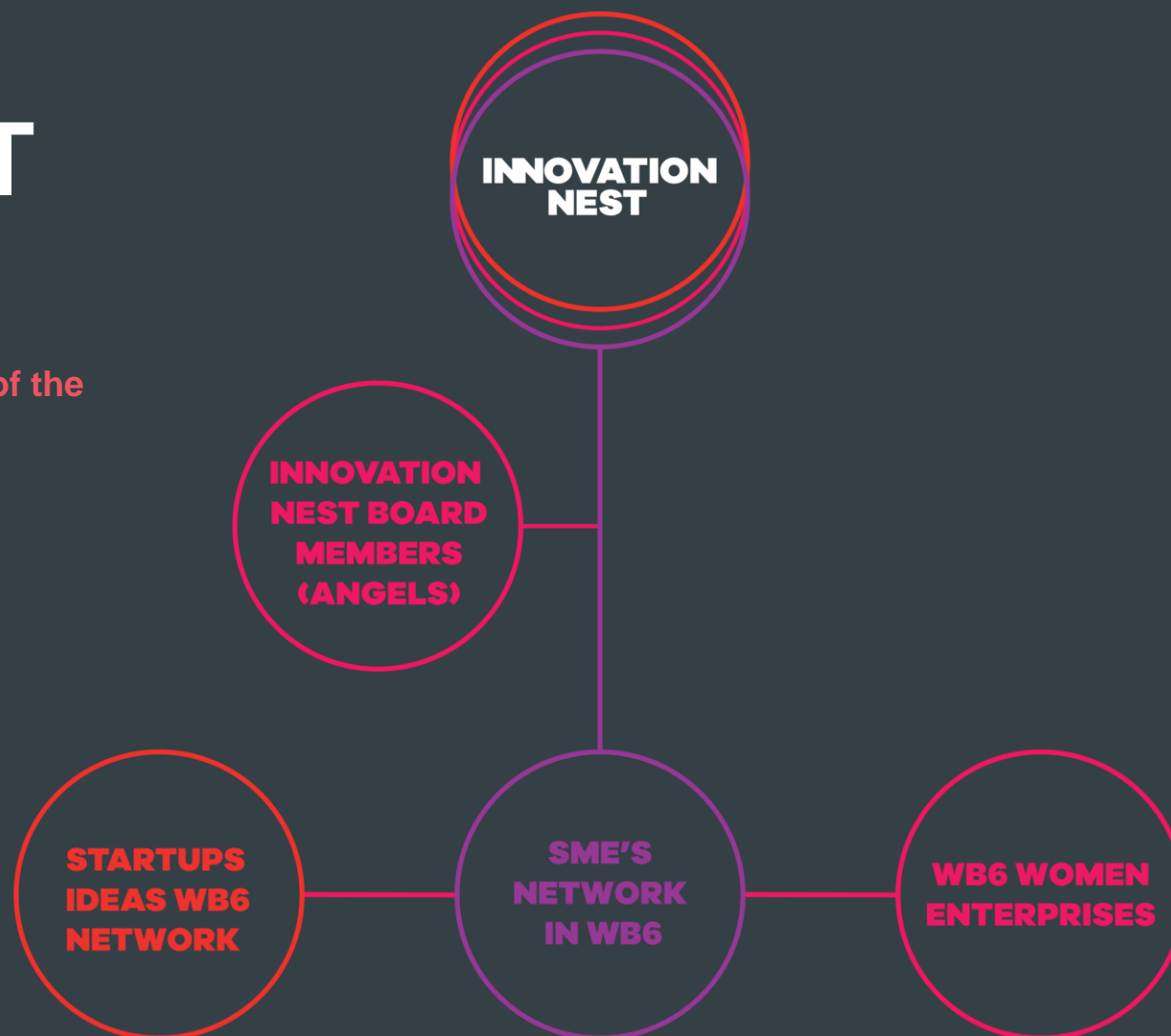
- 8 start ups ideas –in all the sectors
- 7 SME's best ideas – mainly in ICT, Agro-culture and tourism
- 5 women enterprises & youngest best ideas – in all the sectors

Fully support the Start-up Initiatives in their early stages through

- Mentoring
- Funding
- Workspaces

Key people you'll meet during the Innovation NEST 2019 process

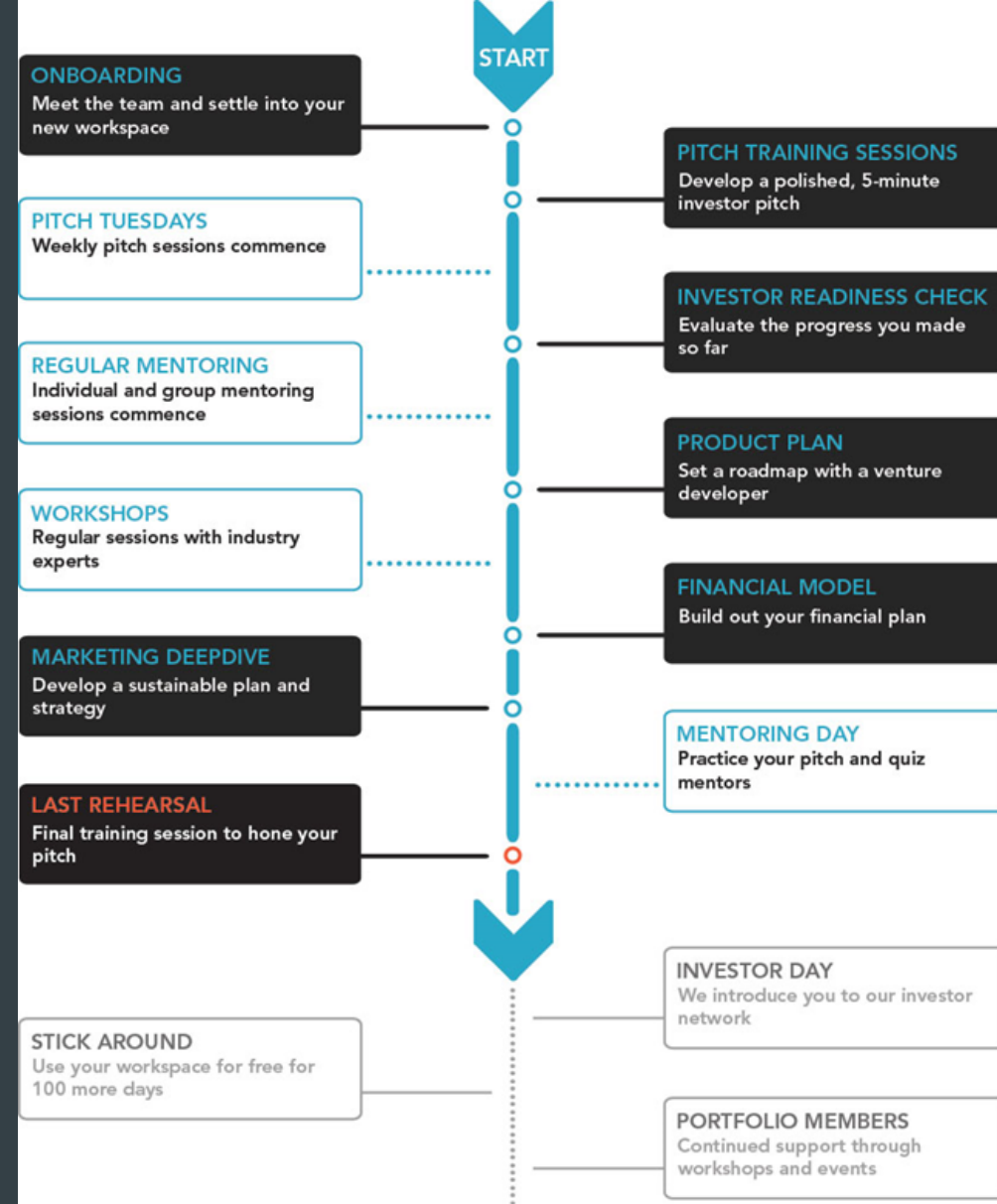
Investors
SME's
Startups
Partners
Mentors
Experts



Innovation NEST

Planned Operational Structure/Staff & Workflow

- Director of the program/NEST (full time 120%)
- Program Manager 2 (full time)
- Facilitator (full time or 50% /part time)
- CFO
- Community manager (full time and training processing by learning /doing and adopt process through IN experiences in services, startups meetings, investors, corporate's



INNOVATION NEST Summit
October 2019

Sectors & Goals

- 01 ICT & Multimedia
- 02 Tourism & Agriculture Industry
- 03 MedTech, Biotech & Health
- 04 Environment, Energy
- 05 Creative Industries
- 06 Manufacturing through Digitalization
- 07 Food industry & its Processing
- 08 Retail & Services.

And all sector linked with digitalization progress & dealing with our future!

- 01 **Connecting**
Connecting and promoting the developing ecosystem
- 02 **Long Term Social Impact**
Create social impact in long – term through supporting early stage high tech start-ups thrive & support employment of youngsters in a growing ICT industry.
- 03 **Targeting**
Drive success on targeting key people/key sectors.
- 04 **Support & improve**
Support the Digital Skills & Talent through develop more & better skilled graduates. Encourage entrepreneurship as a career choice. Improve research skill development.
- 05 **Local & Global Markets**
Brings commercially viable technologies and business to local & global market;
- 06 **Research & Development**
Create incentives that foster R&D investment and reduce burdens for growing new businesses.



INNOVATION Europe Overview

Source: Talent Garden Innovation Report 2018

855,432 tweets about innovation were posted in the last year from **167,922 unique users** (64% men and 36% women) featuring hundreds of hashtags.

The word innovation, seen from the Twitter conversation observatory, is connected to themes strictly linked to enabling technologies and tech startups while seeing them as an engine for economic growth



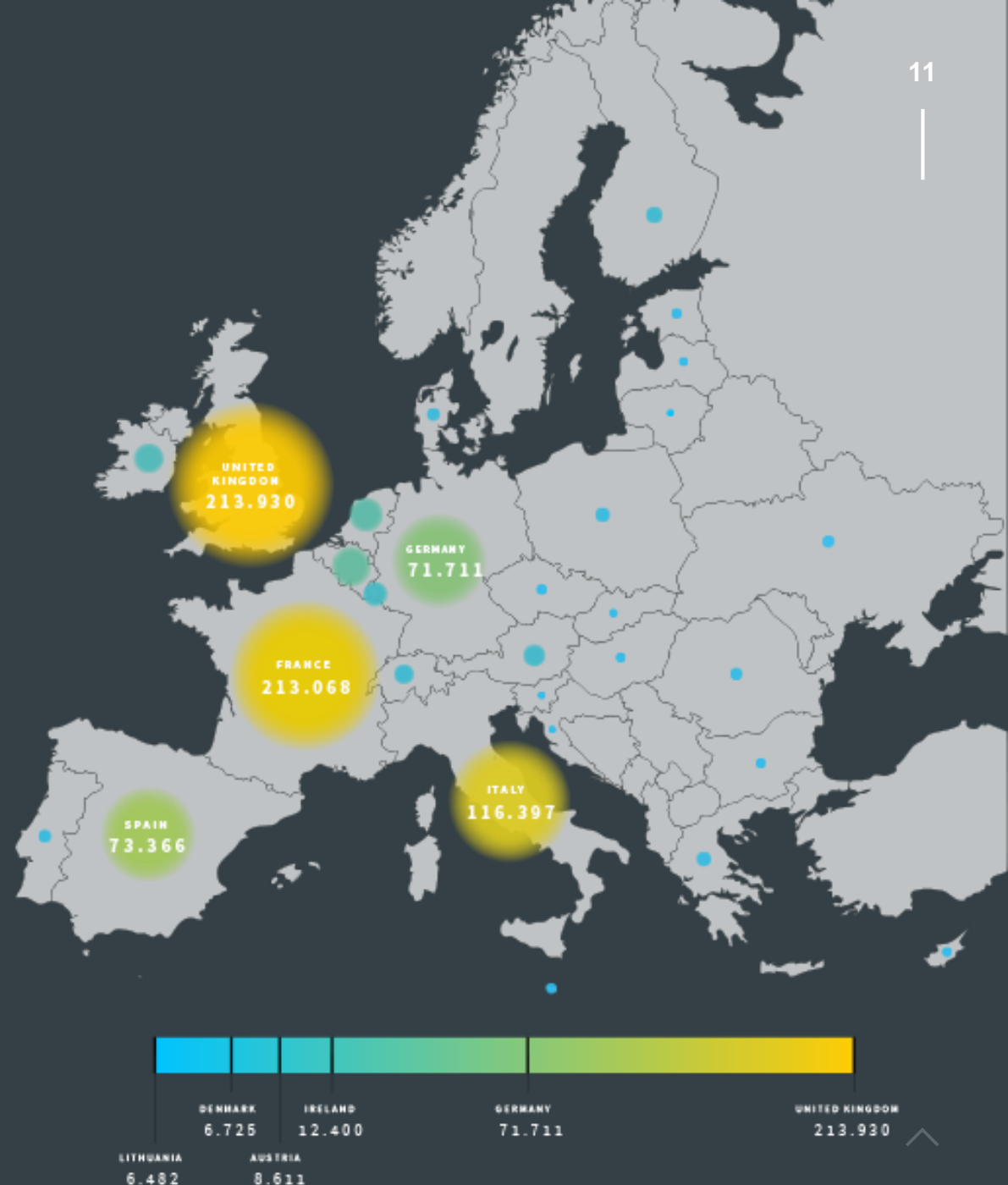
MAN

#AI	46.335
#IOT	38.713
#BIGDATA	29.523
#DIGITALTRANSFORMATION	27.794
#BLOCKCHAIN	25.762
#FINTECH	20.222
#DIGITAL	16.041
#MACHINELEARNING	15.879
#ARTIFICIALINTELLIGENCE	14.362
#BUSINESS	11.314

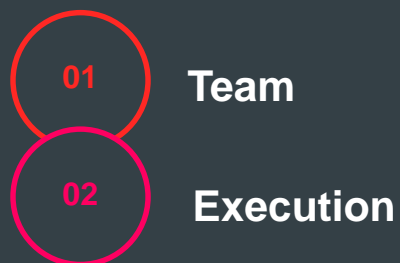


WOMAN

#STARTUP	34.533
#CYBERSECURITY	8.676
#INSURTECH	4.615
#HEALTHCARE	4.082
#FUTUREOFWORK	4.076
#SMM	3.998
#VIVATECH	3.938
#BITCOIN	3.438
#ENTREPRENEUR	3.317
#CX	3.136



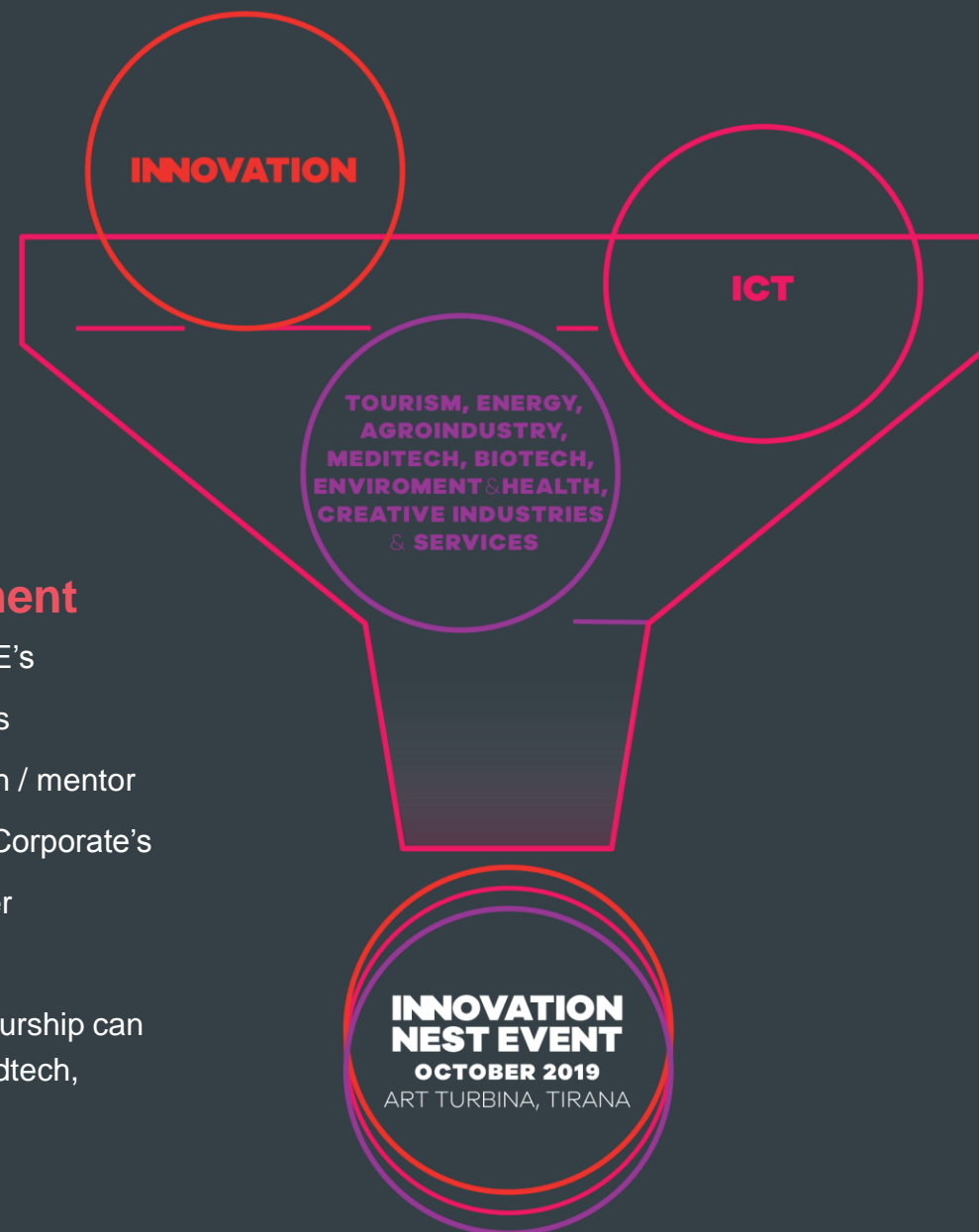
Enterprises have 2 **Keys to Success** with Innovation NEST

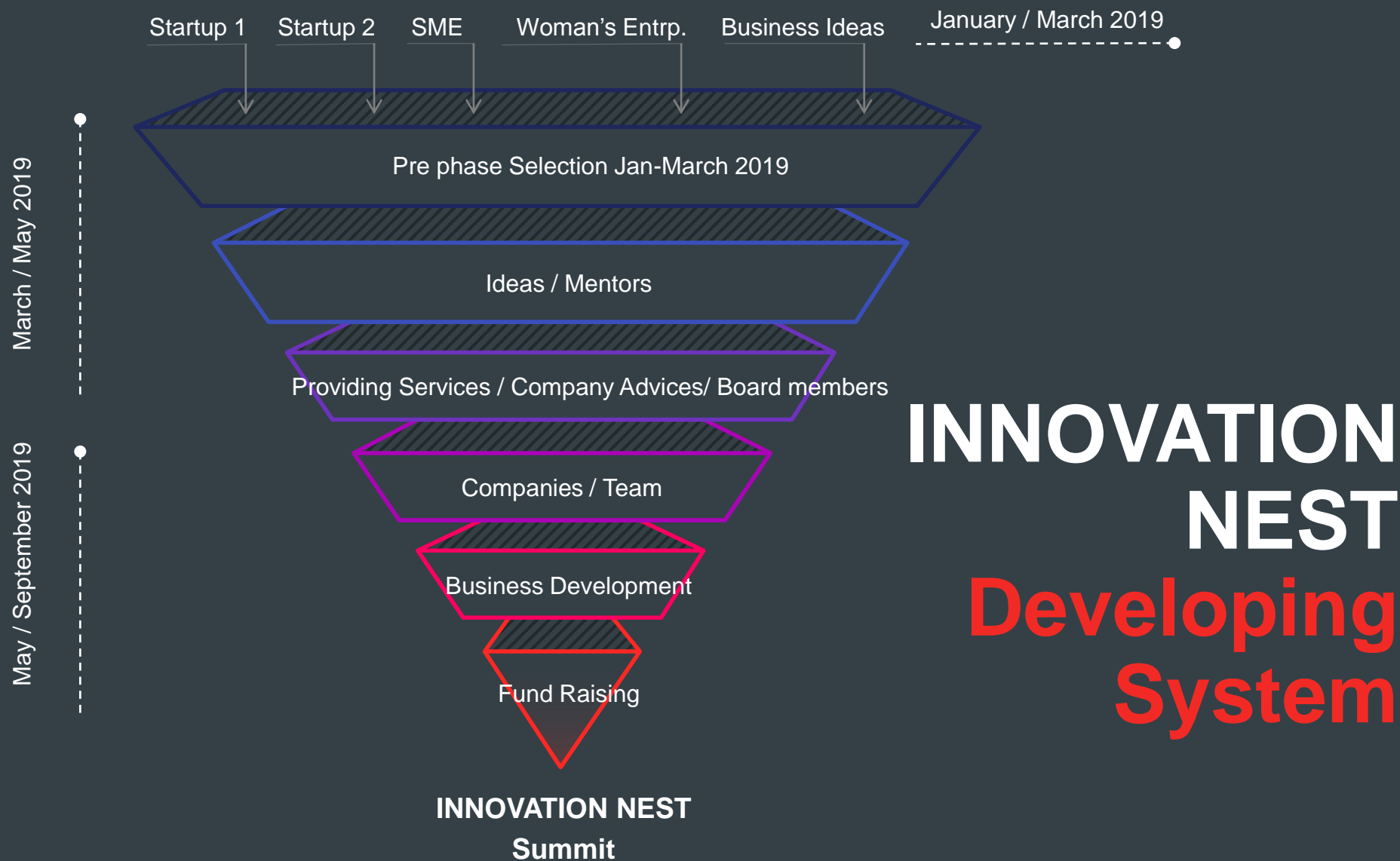


IN Involvement

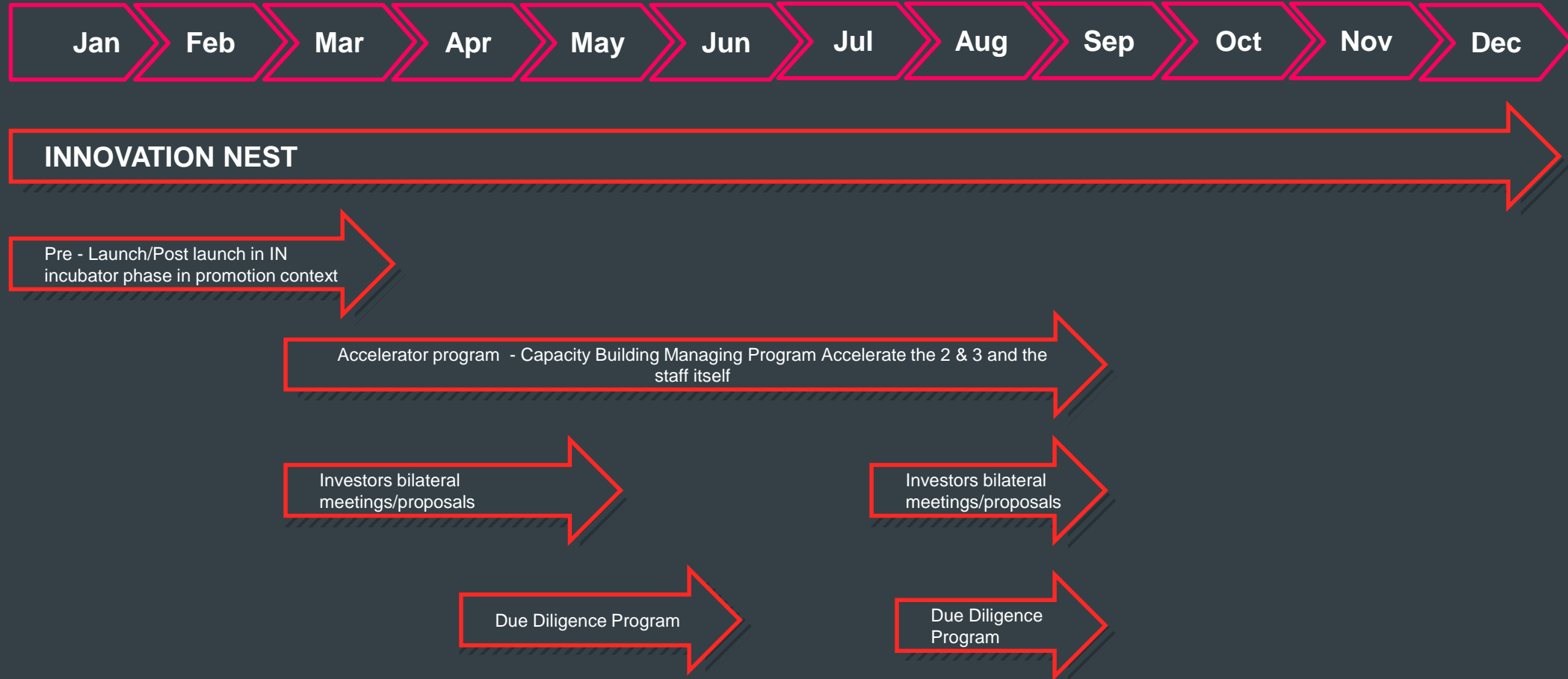
- Start Ups/SME's
- Lead Investors
- Advisor /coach / mentor
- Enterprises / Corporate's
- Board member

INNOVATION through ICT as a core of technology innovation and entrepreneurship can have a direct impact on the main sectors; Tourism, Energy, Agro industry, medtech, biotech, environment & health, creative industries & services potential sector.





INNOVATION NEST Developing System



2019 Calendar

Upcoming Trainings/Events

(Dates/Months/Year)

- **Training Modules** (March – October)

Training in the following areas:

- Leader of a due diligence
- Digitization process
- How to make a pitch
- Being a champion – SMEs's/ startups/ Womens enterprises
- Investment vehicles - Investors – Accelerator program

- **October 2019 Innovation NEST summit (two days event) Evaluation of process; A comparison of approaches surveyed for all the modules.**
- **December 2019: Final Reports& Innovation team will summarize, board meets & plans the 2020+ agenda on new aims of Innovation NEST progressing the near future for WB6.**

October 2019 INNOVATION NEST Summit

Venue: Turbina

Date / Time: 24-25 October 2019

Guest speakers: More than 17 speakers are going to present their success model, from international and regional big companies and EU & Balkan officials representatives, from Booking.com, Netflix, What's Up App, Shell, Soft Mogul, Samsung , etc. (in process).

Process: Selected & trained the most powerful ideas/business plans (≥ 20) of the best pitches/presentations from all the SME's, startup & enterprises from the Balkan region, will be selected from a professional partners board members, to gets concrete opportunity to be in Top3 and get invested from the Founds, Grants, A2F programs and Angels.

Media/PR: Local, national, Balkan and international media representatives & journalists are sensitized to increase publications on entrepreneurial topics and success stories presented on Innovation NEST Festival.

Business Internalization of all the key actors in B2b, G2B, C2B meeting in 2 days event.



IN Evaluation Attributes

- Cost
- Quality
- Time
- Scope
- The performance of the project
- Satisfaction of stakeholder
- Project efficiency
- The effectiveness of the product
- Project goal
- Project management success
- Product (Agreements) success
- Risk management success
- The year of approach surveyed





Innovation NEST long term future skills providing.

1. Mental elasticity
2. Critical thinking
3. Creativity
4. STEM
5. SMAC
6. Interdisciplinary knowledge

How we call the WB enterprises to be part of IN. WB CIF represents the voice of over **350,000 companies**, mostly small and medium-sized enterprises from the region.



Why IN ecosystem is here...

Provide a voice for and coordinating entity that can orchestrate ecosystem development initiatives though

1. Invest in mind set/education
2. Tech, tech, tech
3. Smart city development
4. Promote & facilitate entrepreneurship
5. Prepare for new skills
6. Move away from manufacture
7. Intense PPP on future local economy
8. Change labor markets system
9. Make people employable



IN long and ongoing impact 2019-2022

2019 \geq 3 winners

2020 Doubling effect

2021 Tripling effect

2022

2022 -2025 IN CAPITAL INVESTMENT FUND



Innovation NEST Expected Results

Being in the 2nd industrial revolution & transition to a more digitalized and modernized into smart Western Balkan that relies heavily on renewables will lead to the creation of hundreds of jobs, finding new solutions for all the challenges for our near future and growing the cities and regions through innovation.

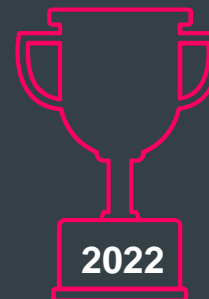
Innovation NEST Near Future



Champions ≥ 3 new business entity
Applying ideas ≥ 150 - 200
Best ideas ≥ 20 pitches
Investors ≥ 11
Summit involvements ≥ 500 key people
Mentors ≥ 15



Champions ≥ 10 new business entity
Applying ideas ≥ 600
Best ideas ≥ 60 pitches
Investors ≥ 33-50
Summit involvements ≥ 1500 key people
Mentors ≥ 45-50



Champions ≥ 30 new business entity
Applying ideas ≥ 1800
Best ideas ≥ 180 pitches
Investors ≥ 150
Summit involvements ≥ 4500 key people
Mentors ≥ 150



Several abstract, flowing shapes in shades of pink and purple are scattered across the slide, creating a dynamic and artistic background.

Thank You!

