Potentials Partners
(Main partners/Support partners)

Swiss Entrepreneurship Programme - Albania

BASHKIA TIRANE

Chamber Investment Forum

European Bank for Reconstruction and Development

U.C.C.I.A.L

TOK/ DGTL
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 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.
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.
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)
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.
Enterprises have 2 Keys to Success with Innovation NEST

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.

IN Involvement
- Start Ups/SME’s
- Lead Investors
- Advisor /coach / mentor
- Enterprises / Corporate’s
- Board member
INNOVATION NEST
Developing System

INNOVATION NEST
Summit

Pre phase Selection Jan-March 2019

Ideas / Mentors

Providing Services / Company Advices / Board members

Companies / Team

Business Development

Fund Raising

January / March 2019

March / May 2019

May / September 2019

Startup 1

Startup 2

SME

Woman’s Entrp.

Business Ideas
INNOVATION NEST
Developing System

Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec

INNOVATION NEST

Pre - Launch/Post launch in IN incubator phase in promotion context

Accelerator program - Capacity Building Managing Program Accelerate the 2 & 3 and the staff itself

Investors bilateral meetings/proposals

Due Diligence Program

Investors bilateral meetings/proposals

Due Diligence Program
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 form 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
Thank You!