



EIT Awards 2015

Celebrating innovation and entrepreneurship

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The EIT is a body of the European Union



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Putting entrepreneurs and innovators in the spotlight

“The EIT Awards are a very special occasion for the EIT as they are a great reminder about how all the hard work and effort going into the KICs is paying off. They put the innovators in the spotlight and reward the most promising ones.

Let us think of the definition of an innovator. An innovator can be defined in many ways, but basically it’s a person who introduces new methods, ideas or products to the market. And innovators are a necessity for the success of our societies, which is why EIT activities are designed to turn students into entrepreneurs and to bring successful ideas from laboratories to market.

The best innovators are those who are able to help tackle societal challenges and turn them into opportunities – this is really the DNA of the EIT and the KICs. Several of our previous award nominees and winners are now successful entrepreneurs and that means they, as a continuum of the EIT and the KICs, are climbing up the ladder. They are moving out from the incubators towards the market.

And this is why I would like to congratulate all 17 EIT Award nominees this evening. Tonight is to celebrate you and your impressive achievements. Our juries have been deliberating since the pitch session this afternoon and I have heard – and, by the way, experienced – that coming to a final decision on the winners was not an easy task. We will soon, very soon, find out who the winners of the EIT CHANGE Award, the EIT Venture Award and the EIT Innovators Award will be, and until then, sit back and enjoy the evening.”



Peter Olesen, Chairman of the EIT Governing Board, speaking at the EIT Awards Celebration dinner

EIT CHANGE Award nominees

The EIT CHANGE Award celebrates graduates from EIT-labelled education programmes that boost innovation and entrepreneurship, and bring about change in the thematic areas addressed by the EIT and its KICs.

This year, five outstanding entrepreneurs were nominated from across the EIT's first three KICs, with ideas ranging from heat-powered refrigeration systems to software that creates multi-sensory, music-based experiences...



Arno Zimmermann
Coolar

Sustainable, anywhere fridge
www.coolar.co

"Cooling is something that poses a crucial environmental challenge in developing and industrialised regions alike"



Govinda Upadhyay
LEDsafari

Low-cost, do-it-yourself, solar LED lamp
www.ledsafari.com

"Innovation is a smart way to solve a certain problem"



Jelmer van Veen
AQGRI+ Station

Wastewater as a resource
www.agriplus.org

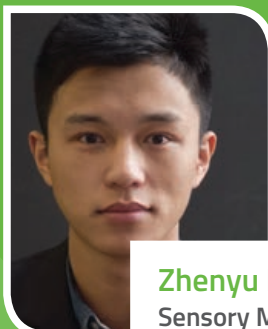
"Next for us is building our first AQGRI+ station in Vietnam!"



Steven Tait
Favour Exchange

Sharing, neighbours, community
www.mobileterritoriallab.eu/solutions/favour-exchange

"I have become increasingly interested in how technology is quickly changing our economy and the way we do business"



Zhenyu Lin
Sensory Media

Affective interaction, Internet of Things, big data analysis
www.sensorymedia.co

"I want to create an ecosystem of products that connects information from all the senses"

For more information about the 2015 nominees, simply visit the INNOVEIT 2015 website: eit.europa.eu/innoveit#awards

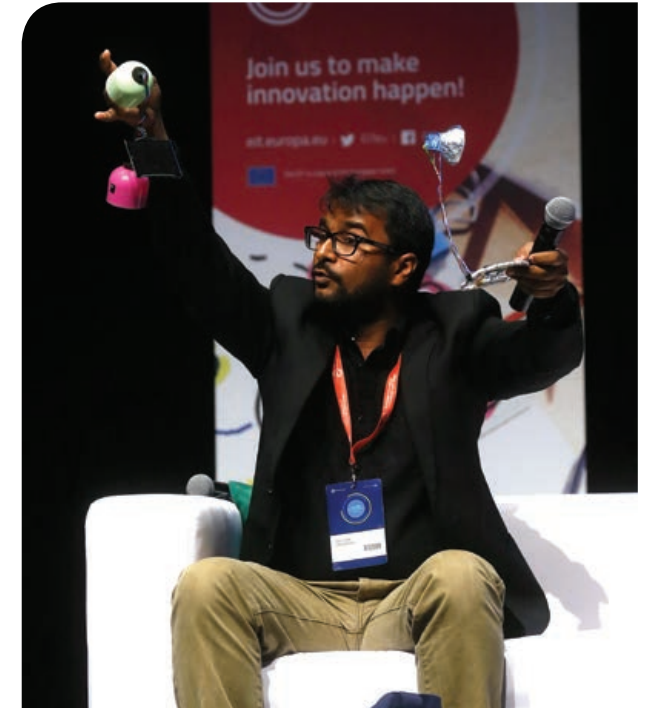
EIT CHANGE Award winner 2015... Govinda Upadhyay for LEDsafari

While he's always been interested in sustainable technologies, it was a personal experience that inspired Govinda Upadhyay to begin developing LEDsafari. "While I was travelling in Indian villages a couple of years back, I realised they don't have electricity and they use kerosene lamps, which are toxic and bad for your health," he shares. "But existing solutions like solar lamps are expensive. Plus, if things break at the village level, no one is there to repair them. This gave me the idea to create the world's cheapest solar lamp, which can be made by anyone."

LEDsafari's lamp consists of five electrical components that are locally available in the communities the company wishes to help. Not only that, but the lamps can be assembled by anyone, without any prior technical knowledge, and repaired at village level after basic training. As Govinda explains, "LEDsafari has developed this extremely innovative approach to training. When they make the lamp, people not only learn how to build it but also the basic physics behind it."

Giving people the knowledge to build and maintain a product themselves is innovation at its finest, but it's one thing to have a great idea and another to turn it into a successful business. For this, Govinda looked to the EIT. "The EIT Community helped me in three ways. [Firstly] during my Master programme in KIC InnoEnergy, I was involved in a KIC project that gave me insight into how real-life challenges work. Secondly, LEDsafari is a direct consequence of my Master thesis, where my professors and programme directors really supported and encouraged me. Thirdly, LEDsafari is currently supported by Climate-KIC with grants and business coaching."

Govinda's aim – to reach 500 million students with his lamp by 2020 – is bold. But why target such a specific audience? "We realised that students are the most



affected because they cannot study at night. With our approach they not only learn how to make this tool, but they can take it home to study. And, of course, families are also impacted by this."

The reaction from the EIT CHANGE Award jury to LEDsafari suggests that such an ambitious aim may be within Govinda's reach. "I was quite excited because as a jury it took us five minutes to decide," jury member Martin Powell says. "We thought they [the nominees] were all excellent, but one showed just a slightly incremental excellence in all categories. Innovative, a clever route to market, and just a smart idea with commitment behind it."

It's a ringing endorsement for both the product and Govinda. "It's incredible," he exclaims, "because we worked so hard for this. I'm really happy that my family – the EIT – likes it. I think team is important and I've got the right team – thank you guys!"

Find out more:

www.ledsafari.com

twitter.com/ledsafari

www.facebook.com/LEDsafari

EIT Innovators Award nominees

New for 2015 is the EIT Innovators Award, which recognises KIC innovation teams that have developed – in an exemplary manner – an innovative product, service or process with a high potential for societal and economic impact.

The six nominated teams boast talented teams and companies from across both the knowledge triangle (business, higher education and research) and Europe itself. Any one of their ideas has the potential for global impact and together they stand as a shining example of how Europe's capacity for innovation is only growing stronger.



**Represented by Bruno Crispo
(University of Trento)**

Mobile Shield

Security, privacy, smartphones

"Our solutions provide innovative and timely solutions to real-world problems"



**Represented by Gian Autenrieth
(South Pole Group)**

Off4Firms

Climate employee engagement
www.off4firms.ethz.ch

"We assess different incentives with which companies can stimulate their employees to adopt energy-saving practices and technology"



**Represented by Markus
Löchtfeld (DFKI)**

DA4RBI

Indoor analytics, customer insights,
retail experience

"We want to help keep physical stores competitive and safeguard all connected jobs"



**Represented by Rajai Aghabi
(EOLOS Floating Lidar Solutions)**

EOLOS FLS200

Affordable wind energy
www.eolossolutions.com

"We're very results-orientated; we currently have our first unit installed and being validated"



**Represented by Sander de Vries
(Utrecht Sustainability Institute)**

BiogasETC

Reducing energy wastage
biogas-etc.eu

"It's been lively and inspiring to work with such a diverse group of people"



**Represented by Xavier Pain
(Schneider Electric)**

PLESMO

Energy efficiency in industry

"PLESMO offers the Stop&Start range of products in order to manage and reduce energy consumption"

For more information about the 2015 nominees, simply visit the INNOVEIT 2015 website: eit.europa.eu/innoveit#awards

EIT Innovators Award winner 2015... EOLOS FLS200

Choosing the EIT Innovators Award winner for 2015 was, in the words of jury member Monica Dietl, very difficult. "We had six very nice proposals," she shares, "and I think all of them will break through in the market. But the rule of such a competition is that you have to choose one. So why did we choose this one? Our impression was that the project had more competences, more diversity and overcame the difficulty of putting people with different backgrounds together to achieve the innovation."

That project was EOLOS FLS200, a hard-weather device powered by renewable energy sources and batteries, designed to gather combined wind, wave and current information. With this technology, EOLOS Floating Lidar Solutions is able to provide reliable wind assessments to off-shore wind farm investments in order to estimate wind energy potential.

The team was represented at the Awards by Rajai Aghabi, one of the founders of the project. "We detected a gap in the market," he explains, "and that brought us the inspiration to develop a cost-effective, versatile and accurate system that can measure the wind speed up to 200 metres above the mean sea level, at any off-shore location, independent of water depth."

"The project is unique," he goes on to say, "for three main reasons. One, it's powered only by renewable energy assets. Two, it's modular and low weight so it's easy to deploy, install and transport. And third, it's a product which reduces the cost of fabrication significantly in comparison to other systems on the market."

While it was Rajai who stepped up on stage to receive the award, the team behind EOLOS FLS200 are all playing a part in its success. Leading the overall project is the Catalonia Institute for Energy Research (IREC), with Barcelona Tech (UPC) leading the main design



of the buoy itself. The University of Stuttgart leads the data analysis and lidar measurements, while Gas Natural Fenosa is an industrial partner.

It's this combination of skills, knowledge and experience from across business, education and research that has brought EOLOS FLS200 to fruition as an innovation project within KIC InnoEnergy. "We work directly, hand-in-hand with KIC Iberia [a KIC InnoEnergy Co-location Centre]," Rajai says, "and they've helped us in every phase of the project, from the initial idea, building up the project and finding the partners, to supporting the whole development."

With that support, EOLOS FLS200 is well on its way to becoming a sustainable, profitable business that could make a real impact in the fight against climate change. As Rajai concludes, "All this hard work from the partners, every one of the team members and every one of the people involved in the project – not just the team members but the KIC – that's what made the difference."

Find out more:

www.eolossolutions.com/en

www.linkedin.com/company/eolos-floating-lidar-solutions

EIT Venture Award nominees

The EIT Venture Award's purpose is to put successful entrepreneurial start-ups that have been supported by the KICs via a dedicated business creation or business development process in the spotlight.

The six nominated ventures come from different industries, tackle different challenges and offer different innovative solutions, but they all have one thing in common: they are outstanding examples of European entrepreneurship. Any would have been a worthy winner of the EIT Venture Award for 2015.



Emanuela Zaccone (Co-founder)
TOK.tv
Second screen, sport, emotions
www.tok.tv

"Our platform, with its innovative business model, is going to change the way in which we consume TV"



Hidde-Jan Lemstra (CEO)
Reduse
Remove print from paper
www.reduse.co.uk

"We combine an exciting, ground-breaking but intuitive technology with a fantastic, experienced team"



Dr. Pascal Boulanger (CEO)
NAWA Technologies
Save energy, preserve environment, empower citizens
www.nawatechnologies.com

"Like the internet we have for data, an internet for electricity is emerging"



Regnar Paaske (Co-founder and CCO)
Nordic Power Converters
Small, long-lasting power converters
www.nordicpowerconverters.com

"Our product is less than a fifth in size and weight, last two to five times as long, and costs less to produce than current power converters"



Rolf Huiberts (Co-founder and CEO)
Sensus Energy
Intelligent solar electronics
www.sensusenergy.com

"Sensus Energy offers intelligent electronics, which enable energy harvesting at cell level"



Stefano Calderano
JUSP
Mobile POS solutions
www.jusp.com

"JUSP is the only smart Point-of-Sale that connects to PCs as well as smartphones and tablets"

For more information about the 2015 nominees, simply visit the INNOVEIT 2015 website: eit.europa.eu/innoveit#awards

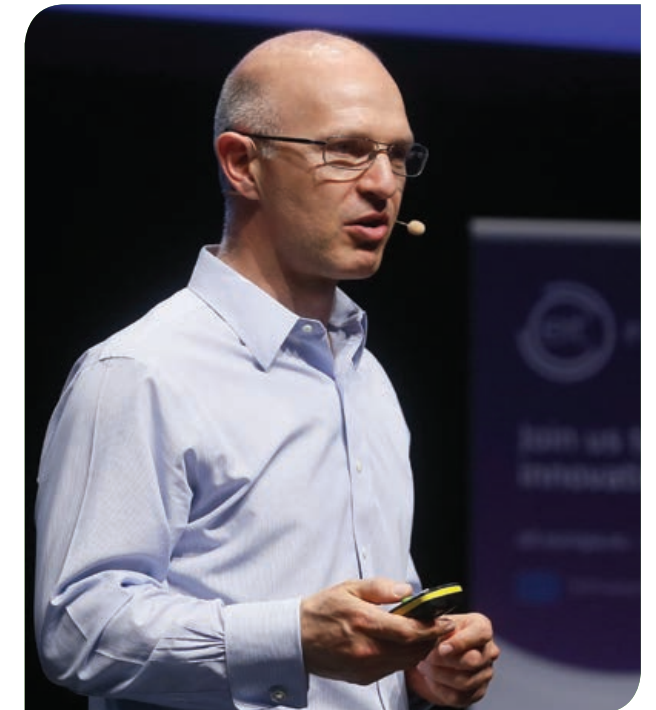
EIT Venture Award winner 2015... Regnar Paaske for Nordic Power Converters

If you've ever wondered why your streamlined laptop, tablet or mobile phone comes with a bulky charger attached, the answer is simple: it's because of the electric power converter inside. It's something that all LED products share, but while the technology on the outside has become more sophisticated and advanced, power converters have remained the same.

So why is this a problem? Because, as Regnar Paaske explains, they are undeniably inefficient. "Power converters cause more than half of the failures for LED products, represent 15-25% of production costs and take up most of the space inside LED bulbs."

It's clear that there's a gap in the market for innovative new power converters and it's a gap that Regnar and Nordic Power Converters are determined to take advantage of. "Our aim is to set a new standard for power converters," Regnar says. "We're one of only two breakthroughs that use very high frequency switching of resonance power converters. What that does is create a power converter that is one fifth the size, cutting production costs in half, and you can increase lifetime up to five times."

Simply put, Regnar's product will fit into the socket of a LED product. Its lifespan will match that of the LED and it represents a 10% cost reduction on any LED product. With so many benefits, it's not surprising that Nordic Power Converters is already generating a significant level of interest. "We're negotiating our first customer contract for around one million euros," Regnar shares. "The bigger players – they produce power converters themselves – they prefer a license model that, for them, can translate into really big savings. We tested twice successfully with one of the top three LED players and they want our technology in their products."



When it came to judging the nominees for the EIT Venture Award, Regnar and Nordic Power Converters stood out. "We based our judgement on six criteria: commercial, technical, financial, societal influence, the quality of the team and the quality of the pitch," Richard Pelly, a member of the jury says. "Our final decision was unanimous and the three of us even agreed that we'd put our own money into this project."

It's a strong endorsement that is clearly echoed by others, as Nordic Power Converters have just signed a term sheet for a 2-3 million euro commitment. "We have attractive investment coming," Regnar sums up, "we're building the organisation, we're getting a product on the market very soon that will make us cash-positive by 2017, and we're performing very good business."

Find out more:

www.nordicpowerconverters.com

[in www.linkedin.com/in/paaske](https://www.linkedin.com/in/paaske)

www.twitter.com/ripaaske

About the EIT Community

The European Institute of Innovation and Technology (EIT) is an independent EU body. With our Knowledge and Innovation Communities (KICs), we enhance Europe’s ability to innovate by nurturing entrepreneurial talent and supporting new ideas.

Our mission is to:

- Contribute to the competitiveness of Europe, its sustainable economic growth and job creation by promoting and strengthening synergies and cooperation among businesses, education institutions and research organisations;
- Create favourable environments for creative thoughts, to enable world-class innovation and entrepreneurship to thrive in Europe. The EIT is an integral part of Horizon 2020, the EU’s Framework Programme for Research and Innovation. Horizon 2020 is a key pillar of the Innovation Union – a Europe 2020 flagship initiative that aims to enhance Europe’s global competitiveness.

Innovation through integration

To boost Europe’s innovation capacity, action is needed to overcome the fragmented European innovation landscape; and this is where the EIT comes in. We have a pioneering role in increasing European sustainable growth and competitiveness by reinforcing Europe’s innovation capacity in a dynamic global context.

The EIT brings together the ‘knowledge triangle’ of business, education and research to form dynamic cross-border partnerships: KICs. These unique partnerships:

- Develop innovative products and services;
- Start new companies;
- Train a new generation of entrepreneurs.

Working closely together in the KICs, leading companies, universities and research centres create more effective and innovative solutions for Europe.

The EIT’s first three KICs were launched in 2010:

- Climate-KIC: addressing climate change challenges;
- EIT Digital: generating world-class ICT;
- KIC InnoEnergy: tackling sustainable energy.

Two new KICs were designated in December 2014 and they are setting up their first activities across Europe:

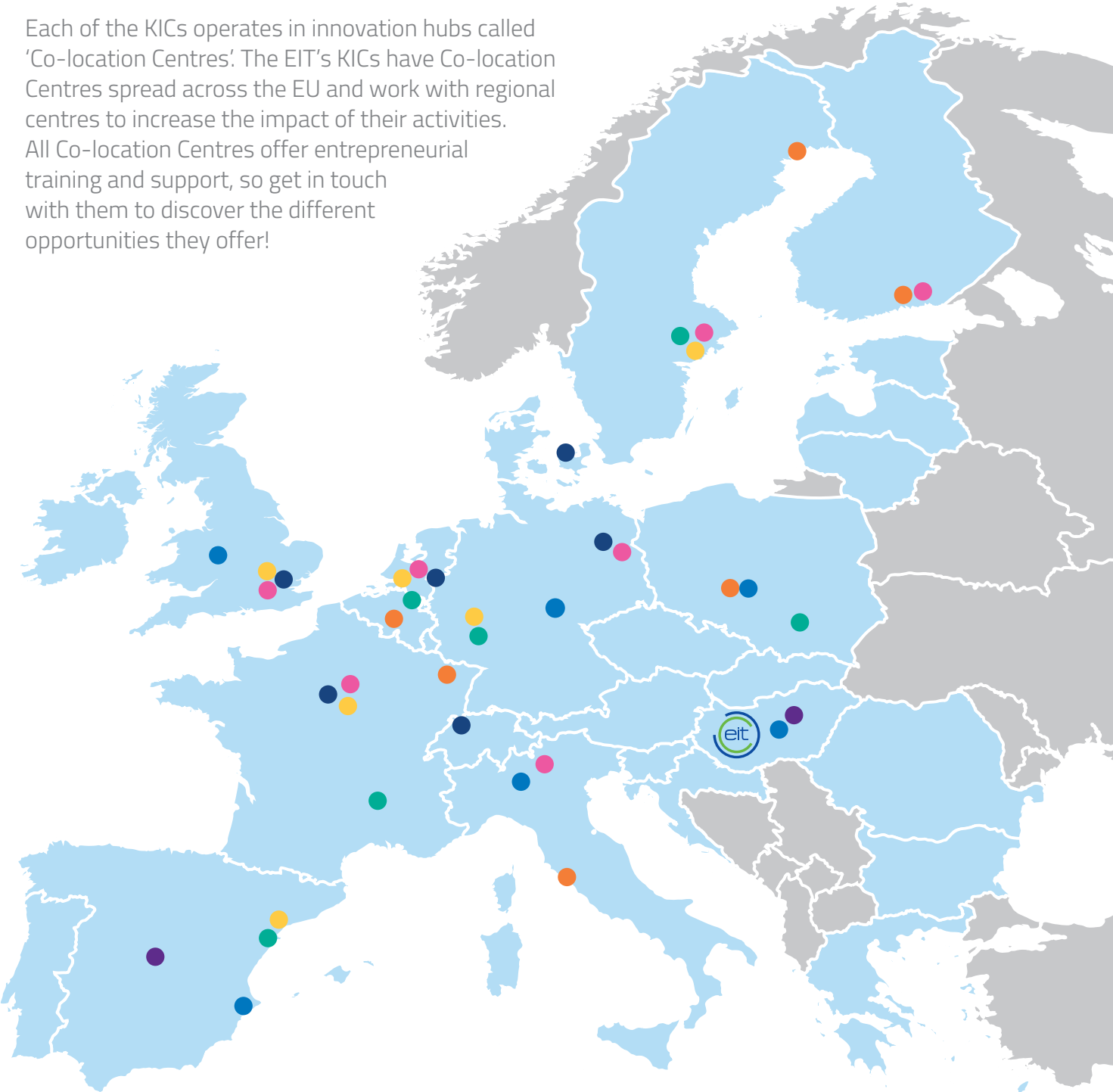
- EIT Health: improving quality of life for European citizens and sustainability of health and social care systems.
- EIT Raw Materials: ensuring the accessibility, availability and sustainable use of raw materials for the economy and citizens.

We are growing!

By 2020, we will set up three more new KICs:

- EIT Food: ensuring a climate-resilient and sustainable global food value chain (2016);
- EIT Manufacturing: strengthening and increasing the competitiveness of Europe’s manufacturing industry (2016);
- EIT Urban Mobility: providing sustainable solutions for urban mobility (2018).

Each of the KICs operates in innovation hubs called ‘Co-location Centres’. The EIT’s KICs have Co-location Centres spread across the EU and work with regional centres to increase the impact of their activities. All Co-location Centres offer entrepreneurial training and support, so get in touch with them to discover the different opportunities they offer!



● Climate-KIC

● EIT Digital

● EIT Health

● Climate-KIC Regional Centre (RIC)

● EIT Digital Associate Partner

● EIT Raw Materials

● KIC InnoEnergy

Get in touch!	Website	Facebook	Twitter
Climate-KIC	www.climate-kic.org	Climate-KIC	@ClimateKIC
EIT Digital	www.eitdigital.eu	EIT Digital	@EIT_Digital
EIT Health	www.eithealth.eu	EIT Health	@EITHealth
EIT Raw Materials	www.eitrawmaterials.eu	EIT Raw Materials	@EITRawMaterials
KIC InnoEnergy	www.kic-innoenergy.com	KIC InnoEnergy SE	@KICInnoEnergy

Innovate with us!

eit.europa.eu



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