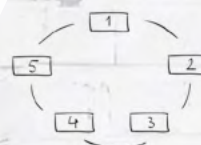
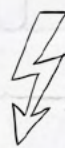


# EIT Awards 2016

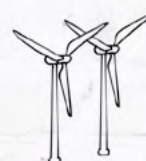
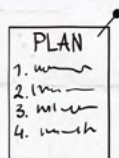
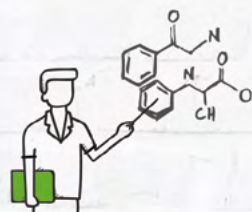
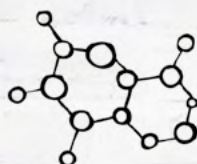
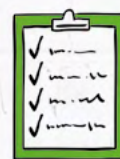
## Meet the Nominees



SERVICE



PRODUCT



INNOVATION



COMMUNITIES



START-UP



TEAMWORK



CHANGE

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# Welcome to the EIT Awards 2016!

The annual EIT Awards recognise the extraordinary talent found in the Knowledge and Innovation Communities (KICs). The Awards support the EIT's efforts to boost innovation and entrepreneurship in Europe, and provide a showcase for individuals, start-ups and innovative teams within the EIT Community to demonstrate their game-changing work.



EIT Award Winners 2015 (left to right): Regnar Paaske (EIT Venture Award), Govinda Upadhyay (EIT CHANGE Award), Rajai Aghabi (EIT Innovators Award)

Being nominated for an award is a great platform for further development. Previous nominees and winners have gone on to enjoy considerable success in their chosen fields, with two of 2015's nominees recently being named in the Forbes 2016 '30 Under 30 Europe' list. In the following pages you will learn about this year's nominees and the ideas, projects and products that have led them to be in the running for a 2016 EIT Award.

The entrepreneurial journey is only just beginning for our **EIT CHANGE Award** nominees. With diverse ideas ranging from a device that screens for heart disease (page 05) to an online platform for booking live music (page 08), it's clear that these young European entrepreneurs have bright futures ahead of them.

For **EIT Venture Award** nominees, the path has led them to establish start-ups and successful businesses that are beginning to make a real difference in Europe and beyond. This year's nominated ventures include a drone designed to safely inspect industrial structures (page 11), a radiator that's powered by computer servers (page 13) and a heat-efficient laundry dryer (page 15).

The EIT also highlights and rewards innovative teams supported by the KICs through the **EIT Innovators Award**. The nominees for the EIT Innovators Award come from the EIT's first three innovation communities: Climate-KIC, EIT Digital and KIC InnoEnergy (page 17).





## EIT CHANGE Award

The EIT CHANGE Award recognises inspirational graduates from EIT-labelled educational programmes who spur entrepreneurship and bring about change in three of the EIT Community's main focus areas: climate change, digital and sustainable energy.

## The project

- **The idea** Complex Disease Detector (CDD) is an accurate, non-invasive and inexpensive tool for the screening and early diagnosis of heart diseases. It uses a patient's medical data and offers a decision support tool to doctors, while also helping patients to discover if they suffer from heart disease, even if they show no symptoms.
- **Inspiration** More than 17 million people die each year from heart disease worldwide. The main cause of death in most cases is late diagnosis and a lack of obvious symptoms. This necessitates early diagnosis, but the current screening tools are not precise enough, not accessible to the public and not cost effective.
- **USPs** The CDD is less invasive than other current methods, and minimises the pain and risk these methods involve. Since the CDD eliminates the need to perform angiography in unnecessary cases, beds are freed up, resulting in huge savings for hospitals. Also, our method is based on machine

learning and so the device becomes smarter over time. To date, CDD has been tested with more than 500 individuals successfully.

- **Overcoming adversity** Along my journey, there have been challenges in different areas, and the training I received through the EIT Community helped me to overcome them. For example, to address financial and experience-related challenges, I participated in different competitions to meet experts who were often jury members. Also, after winning prizes, I re-invested them into the development of my innovation.

## The nominee

- **The beginning** A few years ago, my grandmother died of a heart attack, but she didn't have any symptoms beforehand. This got me thinking, 'What if we could detect the disease earlier?' As an engineer, I've learned that if there is even a small change in a system's inter-related parameters, it can be detected and monitored. The human body is just a complex system and when a disease is about to develop, its parameters change their behaviour. This is something that can be detected by looking at the trends, even if there are no obvious symptoms.
- **Joining the EIT Community:** I believe EIT-labelled Master programmes are designed in the best possible way. Within the ENTECH programme, I learned about technology and sustainability while also improving my knowledge of business, innovation and entrepreneurship.
- **An ideal world:** I want to bring equality into practice in every possible field. I believe everyone has the same right to live on this planet and contribute. Knowing and understanding this fact could help to build a more sustainable future.



## Allen Ali Mohammadi

CEO and Co-founder of Hippogriff AB (main product: Complex Disease Detector)

- **Key words:** Heart screening, public health, AI
- **Aim:** To create a movement to transform public health by helping individuals become aware of, and involved in, their own health
- **EIT Community connection:** KIC InnoEnergy Master School ENTECH programme (KIT and Uppsala University, 2013-2015)



I founded my first company when I was only 12 years old – at that time, I didn't even know the word 'entrepreneurship'!



## Contact

<http://hippogriff.launchrock.com>



[Ali Mohammadi](#)



[Ali Mohammadi](#)







## Carlos González de Miguel

Field Application Engineer  
for the Intelligent,  
Directional Fault Passage  
Indicator

- **Key words:** Distribution, grid, reliability
- **Aim:** To help electrical grid operators reduce grid outages in a cost-effective way
- **EIT Community connection:** KIC InnoEnergy KIC-Active Substations project (KU Leuven, 2010-2015); KIC InnoEnergy PhD School (2010-2015)



### The project

- **The idea** An Intelligent, Directional Fault Passage Indicator (FPI) is a device that can be installed in a medium voltage network. The device communicates the presence of an outage and the direction (backwards or forwards) to the fault location crew, which can then reach the fault location faster. The installation of many FPIs in the grid yields a significant reduction in the outage time, which is beneficial both for the network operator and customers.
- **USPs** Conventional FPIs require voltage sensors, making them more expensive in terms of the number of assets that need to be purchased, installed, configured, calibrated and maintained. Our solution does not require such sensors and, therefore, a larger roll-out can be achieved with the same budget. Also, because our FPIs are self-calibrating, they can be installed quickly and easily without the need for very specific training.
- **EIT Community support** The conception and development of the intellectual property (IP) took place within the KIC-Active Substations project, funded by KIC InnoEnergy. Moreover, the courses on economics helped me to understand the regulatory framework of my product.
- **Overcoming adversity** I had no idea about the world of patents and IP, but I had to develop new IP for this product. So I started working closely with the patent officers at KU Leuven (partners of the KIC), who continuously evaluated my proposals, and I read lots of other patents until I could write an effective one myself. I also had to build a prototype to increase the technology readiness level of the concept, which meant learning how to programme micro-processors and some electronics. To overcome this, I received help from my thesis advisor, who introduced me to the world of programming.

### The nominee

- **The beginning** As an engineer, I have always wanted to do practical work with (almost) immediate, real-world applications.
- **Joining the EIT Community** I met Tom De Rybel [currently Lead Engineer at KIC InnoEnergy] in early 2010 and he explained the philosophy of the KIC and the focus on marketable products within the KIC-Active Substations project. It was an excellent combination of the academic and industrial worlds, so I decided to go for it!
- **Entrepreneurial spirit** I always had in mind to create 'something', but never reached the point where I could define exactly 'what' that something was. Moving to a different country and experiencing a different environment helped me to get some perspective and focus on what I really wanted.
- **An ideal world** We tend to underestimate the potential of 'ideas' as a general concept. We should learn how to value them and how to develop them fearlessly!



The EIT Community offers an enormous range of opportunities to do almost anything and make ideas grow!



### Contact

<http://carlosgonzalezdemiguel.blogspot.be>

## The project

- **The idea** Solar power has the potential to transform the lives of people in rural communities across the developing world and the technologies to make this possible are constantly being developed. My project leveraged expertise from across academia and industry to assess the potential for emerging photovoltaic technologies to transform the market for off-grid solar products. We looked specifically at organic photovoltaics, which use low-cost plastic materials and printing technologies to try to drastically lower the costs of solar technology, while also potentially eliminating toxic and rare materials from solar panels.
- **Inspiration** More than one billion people worldwide lack access to affordable modern energy services and are forced to rely on burning expensive and toxic fossil fuels to light their homes. This is an issue I have been passionate about for many years, so it seemed a perfect fit to combine my research into organic photovoltaics with my

passion for solving the issues of rural energy access.

- **EIT Community support** Both the EIT Community and the extensive training that I received throughout my fellowship were vital to enable this project to happen. Participating in the Climate-KIC summer school, 'the Journey', helped me to understand how to bring about change, and to see my research not just as a new technology, but as a disruptive business opportunity. In addition, the network that Climate-KIC has created allowed me to find new collaborators, and made it possible to start a novel project with both industry and academic partners.

## The nominee

- **The beginning** My enthusiasm for solar power first came about while working in Cambodia in 2010, where I realised the dramatic difference that affordable, clean energy can make to people's lives. Since then I've put my efforts into trying to find solutions to making solar technology more accessible to communities in the developing world.
- **Joining the EIT Community** I see the EIT Community as a unique network of people who can inspire, collaborate and innovate to tackle some of the world's biggest problems. By joining the Community, I realised my potential and found the tools and the network to help me create change both as an individual and as part of an organisation.
- **Game-changing European entrepreneurs** The story of Marmite [a food spread invented by German scientist Justus von Liebig] really shows the brilliance of European innovation. Made from a waste product, it's constantly been adapted to help solve new challenges and is a great example of innovative marketing.



## Chris Emmott

Developer of the 'Bringing New Photovoltaic Technologies to Africa' project

- **Key words:** Solar tech, Africa, fossil fuels
- **Aim:** To determine how emerging solar technology can remove barriers to affordable, clean electricity for off-grid communities in rural Sub-Saharan Africa
- **EIT Community connection:** Climate-KIC PhD fellow (Imperial College London, 2011-2015); Climate-KIC 'the Journey' summer school (2014-2015)



This is the first in-depth study of how emerging photovoltaic technology could work in a real-world application in Africa.



All images ©Philip Wood

## Contact

[www.climate-kic.org/blog/fortnight-rwanda](http://www.climate-kic.org/blog/fortnight-rwanda)



[@Chris\\_emmott](https://twitter.com/Chris_emmott)



## Karens Grigorjancs

Co-founder and CTO of Plugify

- **Key words:** Online platform, live music, booking
- **Aim:** To connect organisers and live music artists in order to bring more live music into the world
- **EIT Community connection:** EIT Digital Master School graduate (TU Delft and Aalto University, 2013-2015)

### The project

- **The idea** Plugify is an online platform that enables people to view, listen to and book live music artists. The platform contains all types of artists, including bands, DJs, ensembles and soloists. Plugify makes booking a gig ridiculously easy, providing the artists with the podium that they deserve.
- **USPs** Plugify connects supply and demand in the live music industry, creating value for both sides of the equation. The booker gains direct access to a broad variety of live music artists, while the artists gain exposure to a wide audience.
- **EIT Community support** During my Masters, the EIT Community showed me that starting your own business is actually very exciting. I had the opportunity to explore the entrepreneurial field by doing entrepreneurial IT projects and working at start-ups. This experience immediately paid off when I graduated.
- **The future** My dream is that, in 10 years' time, whenever people think of live music, they think of Plugify. I want people all over the world to use the platform and love it.
- **Entrepreneurial spirit** My interest in entrepreneurship only started a couple of years ago, but I've always wanted to make a difference in the world. Whenever I saw an inefficient process, I wondered 'why does nobody improve it? Why don't people invest energy into making things better, faster, safer?' When I grew up I realised there are lots of factors holding back change. Now I have my own business and nobody is going to hold me back.
- **Game-changing European entrepreneurs** Geert-Jan Bruinsma, the founder of booking.com. He realised the importance of using online platforms to purchase goods and services back in 1996, which is impressive.
- **Dream job** I'd like to spend a week at Airbnb to see how they do business and develop their product. Airbnb inspired me a lot during the very early stages of Plugify. I'm sure I could learn a lot from them about how I can scale the business and the platform.

### The nominee

- **The beginning** I've had an affinity with IT since I was a kid and having played piano for more than six years, I've also developed an interest in making music. It was entrepreneurship that helped me to combine these two passions and allowed me to work in the most exciting fields in the world: music, entertainment and IT.
- **Joining the EIT Community** The main reason was the desire for adventure. At some point in my studies, I realised that I wasn't going to learn much more if I stayed at the same place. I wanted to meet new people, hear new ideas and see something new.



Plugify has the potential to change the way people book live music all over the world.



### Contact

[www.pluginify.nl](http://www.pluginify.nl)



Plugify



@Plugifyclub



Plugify



## The project

- **The idea** A-WARE is a mobile app that protects you from security and privacy invasions by warning you about probable breaches. It presents a summary of what applications are installed on the phone, what resources they access and the reasons for that. To improve the user experience, we also introduced a method that shows the impact of an app on a user's privacy.
- **EIT Community support** A-WARE was a spin-off from my Master's thesis project at TU Berlin. In addition to an excellent technical curriculum, the EIT Digital Master programme helped me to realise the potential of developing a sustainable business plan around a technical solution. It taught me to take risks and to think outside of the box to find solutions that can make a difference.
- **Overcoming adversity** Apart from technical challenges, it was difficult to find the right people for this adventure. At the end of the day, I chose people I could trust and who were the best at what they do.



I dream of a planet without man-made boundaries. We can do a lot to help each other and prosper together.



- **The future** I would like to believe that A-WARE has the potential to make an impact on a larger scale and we initiated communication with Mozilla in this regard. It is plausible to imagine a scenario of having a "trust filter" on the app market and, in the future, we hope to challenge the market leader in the privacy management solution arena. We believe in introducing transparency, trust and personalised privacy control to the end user. This could be a game changer in the current app market.

## The nominee

- **The beginning** The journey through my EIT career had a massive effect on how my field of interest developed. However, I was also keen to find an innovative solution for my Master's thesis. Having an EIT entrepreneurial mindset compelled me to go after the ICT2B idea challenge and winning the competition gave me the confidence to begin the A-WARE journey.
- **Joining the EIT Community** It was a spontaneous decision and the best one I've made. The Master's programme itself seemed extremely enticing to me because of the subject area and course curriculum.
- **Game-changing European entrepreneurs** David Tacconi from CoRehab [EIT Venture Award Winner 2013]. I met him in person and was inspired by his approach to converting problems into opportunities.
- **Dream job** I'd love to work for a UNICEF programme or school. Kids are amazing; they aren't biased about the environment that we live in, which allows them to come up with impossible ideas. They are capable of fresh thinking and produce easy, innovative solutions. If you've never lived with a kid, you've never actually lived!



## Nurul Momen

### Co-founder of A-WARE

- **Key words:** Privacy, protection, personal data
- **Aim:** To protect user privacy on mobile devices
- **EIT Community connection:** EIT Digital Master School (TU Berlin and University of Trento, 2013-2014)



## Contact

[www.a-ware.io](http://www.a-ware.io)

[Nurul Momen](#)

[@Nurul\\_Ullash](#)

[Nurul Momen](#)



## EIT Venture Award

The EIT Venture Award showcases successful start-ups supported by the EIT Community through a dedicated business creation or business acceleration process.





## The project

- **The idea** Pro-Drone is developing a turn-key solution for the inspection of wind turbine blades. The solution consists of two pillars: i) an autonomous flight vehicle that collects the data, and ii) a cloud-based data processing platform to store, process and analyse the data. Our solution is more cost-effective than current solutions because it is faster, cheaper and safer.
- **Inspiration** My inspiration came from a strong desire to make a meaningful contribution to the global conversion to renewable energy. I combined my experience of using robotics to carry out hazardous operations with a conversation about using drone footage in a film. At one point the ideas merged and I decided to investigate the potential for drones to inspect wind turbine blades.
- **EIT Community support** The EIT Community has been crucial for our development, having supported us since we were accepted into the KIC InnoEnergy Highway programme. In addition to the financial support

provided by KIC InnoEnergy, we have received training in entrepreneurship, finance and technical aspects. We have also benefited from EIT-supported interns and a vibrant community has always been on hand to help us along the way.

- **Teamwork** Pro-Drone is proud to be a highly diverse and complimentary team. We have mechanical, electrical, aerospace and renewable energy backgrounds and come from Portugal, Ukraine and Greece. Importantly, the common denominator within our team is an unfailing will to have a positive effect on the world; that is what pushes us through the challenges that a start-up faces.

## The nominee

- **Learning from experience** It is absolutely critical that a start-up is launched for the right reason. Money is a very short-sighted goal in itself because this may take a long time to achieve and may not ever happen. To believe that we can have an impact on the world, or a sector that we know well, is a much stronger source of motivation.
- **Best memory** My most satisfying moment to-date was when we carried out our first paid inspection. All the elements came together and we were finally able to deploy our technology and know-how for the benefit of a paying customer.
- **Ideal advisor** Elon Musk. His ability to completely reshape the landscape of a well-established sector is nothing short of genius. He brings together the antagonistic traits of an entrepreneur in his technical knowledge, ability to attract capital and capacity to be an incredible spokesperson for his companies, all fuelled by his desire to tackle humanity's problems. I consider him to be the ultimate 21st century entrepreneur.



## André Croft de Moura

Founder and CEO of Pro-Drone

- **Key words:** Autonomous flight vehicle, cloud-based, inspections
- **Aim:** To develop a turn-key solution for robust, cost-effective and safe inspections of industrial infrastructure
- **EIT Community connection:** Part of the KIC InnoEnergy Highway programme in Iberia



An entrepreneur should be a Swiss Army knife; they need various tools and the ability to know when to use each one.



## Contact

[www.pro-drone.eu](http://www.pro-drone.eu)



[@ProDrone1](https://twitter.com/ProDrone1)



[Pro-Drone](https://www.linkedin.com/company/pro-drone)





## Andreas Kunze

CEO of KONUX (main product: Smart Sensor Solution for Machine Insights)

- **Key words:** Industrial sensor solutions, real-time data, smart sensors
- **Aim:** To deliver the insights into machine breakdowns that our customers need
- **EIT Community connection:** Supported at the EIT Digital German Co-location Centre



## The project

- **The idea** The industrial world is struggling. Using outdated sensor technologies, industry can't prevent or understand machine and infrastructure breakdowns, resulting in losses running into the millions each year. At KONUX, we are building smart sensor systems that can provide insights into these breakdowns and generate robust, real-time data. By combining this measured data with the right analytics, we will enable our customers to understand their machine problems and make maintenance predictable, helping to save money. With our patented technology and a team of young and seasoned talent, we are transforming a \$100 billion market.
- **EIT Community support** KONUX is a part of EIT Digital and we started out as the winners of the Idea Challenge in 2014. Since then we've received coaching from Fabio Carati and Aparna Sain at the EIT Digital Silicon Valley Hub, we've benefited from joint promotional activities and we've been taken to SEC2SV (Startup Europe comes to Silicon Valley). We're currently in discussions with a VC consortium for the next funding round and our start-up is showing steady growth.
- **Teamwork** My background is in information systems, while Vlad Lata is an electrical engineer. Dennis Humhal has expertise in mechanical and industrial engineering, Jonas Diezun is our marketing genius and Max Hasler is in charge of finance. We also have a nine-man engineering team in Germany that focuses on hardware and software development and is made up of experienced sensor industry experts and young talent from other start-ups in Munich and Silicon Valley.
- **Venture development** Our next steps include streamlining our market development processes and hiring experienced sales reps to

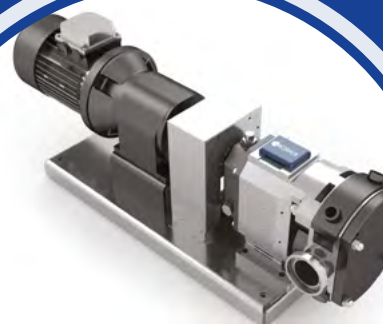
convert our pipeline. We also plan to roll out products in volume to new and existing customers, finish our scalable platform and expand the software side of the product by adding more analytics features.

## The nominee

- **The beginning** When I was 21, I was invited to Silicon Valley by an experienced entrepreneur. I visited start-ups and discovered people my age who were changing the world with new technologies. Back in Munich, I started to think differently about my future. Together with my co-founders, I considered the strength of Germany in terms of machinery, and market changes like the Internet of Things.
- **Learning from experience** To build an industry-changing company, you need a lot of help. The right partners will make the difference.
- **Best memory** Going into an office each day and seeing people who are passionate about what they do and who believe in the same things.



Our customers save more than 25% of their maintenance costs compared to today's solutions.



## Contact

## The project

- **The idea** Nerdalize heats houses with computing power. By placing powerful servers in the form of a radiator in people's homes, we heat the home with the heat the servers produce. This means the home owner saves on heating, and companies and researchers using computing power save 30-50% on their computing jobs. Home owners have full control over the warmth the heater gives, while computing clients benefit from the distributed architecture.
- **Inspiration** We realised our idea could have great impact – tackling heating as one of the largest uses of energy in Europe while also tackling cloud computing as the fastest growing use of energy – and be a great source of progress.
- **EIT Community support** We are part of the Climate-KIC Accelerator programme. The whole Climate-KIC Netherlands team and the wider Climate-KIC community have helped us with coaching, their network, and events organised in the Netherlands and abroad.

They've also helped us with access to customers and potential partners, while providing a network of fellow entrepreneurs who are building their own businesses.

- **Teamwork** Boaz, Mathijs and I started Nerdalize in 2013. Since then we've grown to a team of 12 people, all experienced and passionate about making Nerdalize a success. The team includes hardware and software developers with backgrounds from different industries, making it possible to turn our crazy idea into reality.
- **Venture development** We recently piloted our system in five homes together with Eneco, one of the largest energy providers in the Netherlands. We are now getting ready to scale-up production and roll-out in time for our big push.

## The nominee

- **The beginning** During my Master's degree in strategy and innovation in Maastricht, Boaz, Mathijs and I started Nerdalize because of the amazing potential we saw in the concept. So instead of looking for jobs we looked for investors and got the ball rolling.
- **Entrepreneurial flair** Passion for what you do, perseverance and a good sense of how to create a win-win situation are what make a successful entrepreneur. And luck!
- **Learning from experience** If you have a great idea that you believe is worth pursuing, go for it step-by-step. Build the right team, find the right potential clients and you'll get closer to making your idea a reality.
- **Ideal advisor** This would be different people at different stages. For example, the Google founders [Larry Page and Sergey Brin] on how to grow and diversify a business, and Werner Vogels from Amazon on how to scale the cloud.



## Florian Schneider

Co-founder and COO of Nerdalize

- **Key words:** Affordable heating, cloud computing, sustainable technology
- **Aim:** To create a world where heating is free and sustainable computing power is an affordable commodity
- **EIT Community connection:** Part of the Climate-KIC Accelerator programme at the Dutch Co-location Centre



We have a young and dynamic team, trying to turn the world upside down.



## Contact

[www.nerdalize.cloud](http://www.nerdalize.cloud)



Nerdalize



@Nerdalize



Nerdalize



## Genevieve Bergeret

### Sales Manager of ProctorExam

- **Key words:** Safe, online, exams
- **Aim:** To facilitate safe online exams anywhere, anytime and to fill the missing link in online education
- **EIT Community connection:** Business Acceleration Support at EIT Digital's Dutch Co-location Centre

## The project

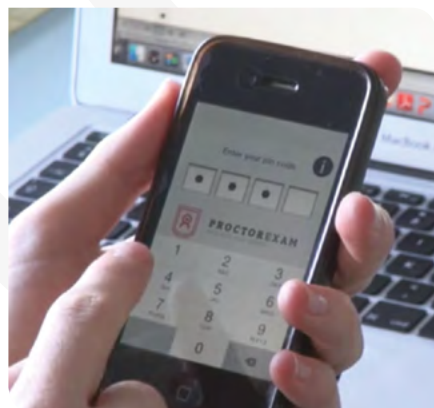
- **The idea** ProctorExam provides the missing link in online education: safe online exams from anywhere, any time. Online education is growing, but students are still asked to travel to the institution for the exam. Using cutting-edge technology, ProctorExam authenticates the student behind the computer and monitors them during the exam to ensure they don't cheat. With ProctorExam, students can take their exams from the comfort of their home or office space. This saves time and travel costs, and makes quality education available independent of geographic location.
- **Inspiration** When my colleague Daniel Haven was a student, he took an online course. From his student room in Amsterdam, he enjoyed learning from a leading American university. When it was time for the exam, he was asked to fly 5,500km just to take it. This went against the principles of online learning, so Daniel created an online exam environment similar to an exam hall, which prevents cheating and can be accessed from home.
- **EIT Community support** EIT Digital has introduced ProctorExam to technical universities in Europe, as well as one of our most important clients, Vives. Along with coaching from Alain le Loux (Accelerator Coach), EIT Digital has provided ProctorExam with a unique platform to connect us to potential corporate and academic clients.

online courses to be valued, there needs to be a secure system for taking online exams. That's where ProctorExam comes in. When I first heard about ProctorExam, I could clearly see that future, and I've been working with the team ever since to share our vision!

- **Entrepreneurial flair** Passion and believing in a cause help, along with creative thinking and not being afraid to hear "no". Not every university or corporate trainer is ready for online exam monitoring, but we're confident that the market will increase to match the growth of online education.
- **Best memory** For me it's a tie between a thank you letter from a student who was able to take her exam after her kids had gone to bed, expressing how ProctorExam had changed her life, and hearing one of my customers speak passionately at a conference about how ProctorExam had solved their exam problem and brought new students to their institution who wouldn't have been able to study otherwise.



Never shy away from the market and always try to sell your solution at every stage of your start-up.



## The nominee

- **The beginning** I've been working in education for 11 years, the last 5 of which have been in EdTech. I'm passionate about bringing quality education to students everywhere, and I believe online education opens possibilities for many people who would normally not have the opportunity to study. In order for



## Contact

<https://proctorexam.com>



[ProctorExam](#)



[@ProctorExam](#)



[Genevieve Bergeret](#)



## The project

- **The idea** Eco-Dryer Systems has developed a laundry dryer technology that dries the laundry by blowing instead of vaporizing moisture by heat. The lack of heating technology results in a lower production cost, meaning our technology can achieve power consumption of up to 0.15 kWh/kg per load, in comparison to the 0.51 kWh/kg per load consumed by conventional A-label laundry dryers.
- **USPs** Eco-Dryer's technology enables a greater number of consumers to benefit because white-goods brands can provide affordable, energy-efficient dryers. Higher margins can be achieved thanks to lower production costs and a higher market value due to the excellent energy performance.
- **EIT Community support** KIC InnoEnergy supported us with the development of our business plan and patent applications at the Benelux Co-location Centre through their Highway programme. After joining KIC InnoEnergy in 2014, we continued to develop the hardware

and software and were also able to execute market research in 2015, which resulted in very promising feedback. We hope to be able to have the energy consumption certified by an external test facility later this year.

- **Teamwork** The team is built around three core members who have the complementary skills and expertise to take Eco-Dryer Systems to the next level. I'm responsible for overall control and strategy, André Koops is responsible for product development and Lucas Pollemans assists with business development. We are aware that the managerial and organisational requirements will change the closer we come to mass production of the Eco-Dryer; being open to that change is an integral part of our strategy.

## The nominee

- **The beginning** At the age of 10, I decided I wanted to become an industrial designer. Then, when I finished my Bachelor's degree in product design, I discovered you could design businesses as well as products. I went on to found a design agency and got in contact with André, the inventor of the Eco-Dryer, in 2009. I was inspired by the simplicity of his invention and saw the opportunity to create a product and company that could contribute to the world in a positive way. We joined up and founded Eco-Dryer Systems in 2012.
- **Ideal advisor** James Dyson [a British inventor] for his experience in bringing an invention successfully to market and beyond.
- **Out of the ordinary** André called and told me that he had made a laundry dryer that used less energy. He asked if it was a good idea to sign-up for a TV show called *The Best Idea in the Netherlands*. I said 'no, think bigger!'



## Koen Koevoets

Co-owner of Eco-Dryer Systems (main product: Eco-Dryer)

- **Key words:** Energy efficient, laundry dryer, cost-effective appliances
- **Aim:** To reduce the domestic energy consumption caused by laundry dryers
- **EIT Community connection:** Part of the KIC InnoEnergy Highway programme at the Benelux Co-location Centre



Be creative, believe in yourself and never give up, no matter what people tell you.



## Contact

[www.ecodryersystems.com](http://www.ecodryersystems.com)



[Eco-Dryer Systems](http://www.ecodryersystems.com)





## Rolf Kersten

**Technical Advisor at  
Mobile Solarkraftwerke  
Afrika (main product: Solar  
Container)**

- **Key words:** Clean energy, affordable electricity, Africa
- **Aim:** To provide clean and affordable electricity to off-grid consumers and businesses in Africa
- **EIT Community connection:** Part of the Climate-KIC Accelerator programme at the German Co-location Centre; second place in the European Climate-KIC Venture Competition 2015



## The project

- **The idea** Mobile Solarkraftwerke Afrika builds mobile solar power plants for off-grid use, delivering clean and affordable electricity to rural communities, enabling local education and economic development. Our first container – crowdfunded by investors last year – is in operation in Mourdiah, Mali. Our second container, which was also crowdfunded, will be delivered this summer to Djoliba, Mali.
- **Inspiration** I visited Mali and saw that many communities don't have access to electricity through a nationwide power grid. Electricity is often produced by noisy, dirty and expensive diesel generators, impeding local education (no lights in the evening) or commercial development (for example, the cooling of medicine).
- **USPs** We offer a "ready to run" container with panels, batteries and converters all built in. The solar power plant can be put into operation by a local team within hours, and can be moved if needed. We sell electricity to the community for a price comparable to diesel-generated electricity today, can repay our investors, make a margin for ourselves and still hand over the container to the community after 10 years. After that, electricity is produced almost for free – compared to a diesel price that's only ever likely to be higher – and that production has a lower impact on the environment.
- **EIT Community support** We originally focused on organising funding, delivery and installation for our first container. At that time, we had a rough financial model, but no pitch deck or developed business plan that would enable us to talk to investors. The Climate-KIC Accelerator programme helped us to close this gap. Thanks to feedback from our coaches and peers, we delivered a pitch that

won us the ticket to compete at the Climate-KIC Festival 2015, and created a more structured business plan. Through workshops in Germany and Finland, we developed relationships with Finnish colleagues and even signed a partnership with one fellow start-up. Finally, the funding we received allowed us to fine-tune our technology earlier than planned.

## The nominee

- **The beginning** Since I completed my engineering degree in 1997, I've been passionate about renewable energy. In recent years the market has become more exciting; with clean electricity available at competitive prices and prices expected to fall further, lots of opportunities are opening up.
- **Entrepreneurial flair** For me, being an entrepreneur is about combining a vision that addresses social impact, technology advancements, clear customer focus and the ability to build and retain a great team.



If you want social or ecological impact, don't restrict yourself; take advantage of technology and think about market potential.



## Contact

<http://solarcontainer.org/index.php/en/>



Solar Container

# EIT Innovators Award

This year's EIT Innovators Award nominees represent some of the most exciting and inspiring projects currently supported by our innovation communities.



**Alexandra Nouillas**  
FOREST - Climate-KIC



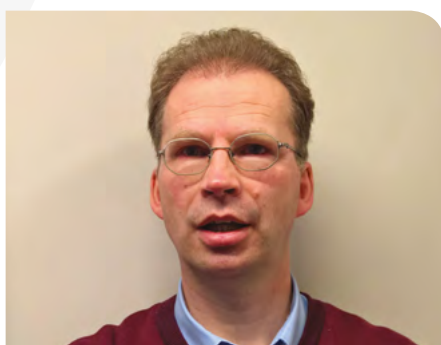
**Franca Garzotto**  
P3S - EIT Digital



**Jean H.A. Gelissen**  
Fit-to-Perform - EIT Digital



**Joakim Nydrén**  
MrCySeMoL - KIC InnoEnergy



**Norbert Kuipers**  
WE4CC - Climate-KIC



**Philippe Alamy**  
BIPV-Insight - KIC InnoEnergy



# 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; 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 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!

We will set up three more KICs by 2020:

- 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).

### Get in touch!



Website



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Climate-KIC

[www.climate-kic.org](http://www.climate-kic.org)

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EIT Raw Materials

@EITRawMaterials

KIC InnoEnergy

[www.kic-innoenergy.com](http://www.kic-innoenergy.com)

KIC InnoEnergy SE

@KICInnoEnergy

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

# Innovate with us!

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