

Autumn 2012



EIT & KICs Newsletter



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Twelve new members of the EIT Governing Board were appointed by the European Commission and the new members officially took up their positions on July 31 2012. All the EIT Governing Board members have a strong reputation in their respective fields and have shown a genuine interest in innovation.

The EIT Governing Board is responsible for the EIT's overall strategy and for the selection, coordination and evaluation of its 'Knowledge and Innovation Communities' (KICs). The EIT Governing Board will also oversee the implementation of the EIT's Strategic Innovation Agenda (SIA), proposed by the European Commission. During 2014 to 2020, the SIA will provide the impetus for creating up to 600 start-up companies and for training 10 000 Masters' students and 10 000 PhDs in new curricula combining excellent science and a strong entrepreneurship component.



The 12 new appointed EIT Governing Board members are:

- **Gabor Bojar** - Founder and Chairman of Graphisoft SE, Graphisoft Park SE, and Aquincum Institute of Technology (AIT), Hungary
- **María Garaña** - President of Microsoft Spain
- **Dr Ulf Johansson** - Chairman of the board of Novo A/S and Novo Nordisk Foundation
- **Elpida Keravnou-Papailiou** - Rector of the Cyprus University of Technology
- **Dr Jana Kolar** - Head of research, founder and majority owner of Morana rtd, Slovenia
- **Prof. Marja Makarow** - Vice-president for research of the Academy of Finland
- **Prof. Peter Olesen** - Chairman of the Danish Council for Strategic Research
- **Dr Patrick Prendergast** - Provost/President of Trinity College Dublin
- **Bruno Revellin-Falcoz** - President of the National Academy of Technologies, France
- **Gianfelice Rocca** - Chairman of Techint Group, Italy
- **Prof. Nigel Thrift** - Vice-Chancellor of the University of Warwick, UK
- **Jeroen Van Der Veer** - Non-executive Director of Shell Company

The 12 new members join six members from the initial EIT Governing Board, nominated in 2008:

- **Prof. Alexander Von Gabain** - Chairman of the EIT Governing Board
- **Dr. Daria Golebiowska Tataj** - Professor, Warsaw University of Technology Business School
- **Prof. Wolfgang Herrmann** - President, Technische Universität München
- **Prof. Karen Maex** - Vice-rector of Science, Engineering and Technology, Katholieke Universiteit Leuven (K.U.Leuven)
- **Dr. Peter Tropschuh** - Head of AutoUni, Volkswagen Group
- **Linnar Viik** - Former Director, Skype and Member of the Board, Estonian Information Technology College



Case study

Climate-KIC Venture Competition 2012

1 Background

Climate-KIC supports European start-ups to provide commercial solutions to climate change and holds an annual competition for these ventures to win more support. Every year start-up companies pitch their business ideas to a jury of experienced entrepreneurs, finance and business people. The objective is to provide these young ventures with an international podium to sell their ideas to. It's a two stage competition with local preliminary rounds at the Climate-KIC co-location centres starting in June followed by the finals held at Climate-KIC's annual innovation festival in October. This year, the competition was held in Bologna, Italy.

2 greenTEG - the winner

The Swiss startup greenTEG won this year's prestigious European award for start-up ventures in the field of climate innovation. greenTEG competed against 11 pre-selected young companies from Climate-KIC's 5 European nations and 6 regions.

→ The facts

greenTEG manufactures thermoelectric generators (TEGs), cooling elements and heat flux sensors in a totally new manner, resulting in flexible and low cost devices. Thermoelectric generators convert heat into electrical power. Heat in large amounts dissipates for example during industrial processes. greenTEG products are therefore being tested in industrial environments but applications are practically infinite and include private users and lifestyle accessories. The fabrication process of manufacturing these low weight, bendable devices is currently being professionalised in the laboratory for future large-scale production.

→ The future for greenTEC

Chief Executive, greenTEC, Dr. Wulf Glatz said "*Climate-KIC is an exciting initiative which brings together the various players needed to realise climate innovation. Because of its interdisciplinary approach, it is a very stimulating environment. We developed a novel technology for which we now seek customers to develop further applications. There is an immense potential to use waste heat - or even body heat! - and convert it into electricity. greenTEG will use the 40k€ prize money for accelerating its business and market entry with enforced sales and marketing activities.*"



Climate-KIC venture competition winners, greenTEG, and runners up Tado and Eternal Sun with Mary Ritter, Climate-KIC Chief Executive Officer.



3 Tado - runner up

German based business start-up Tado, was the runner up at the 2012 venture competition.

tado° is a service that aggregates real-time data such as user behaviour, home characteristics and local weather conditions. In a personal encrypted cloud-based tado° customer account this information is used by cutting-edge algorithms to generate a control signal for the individual heating system. The link is a smart little wireless microcontroller at home which "talks" with the tado° web service - climate control how it should be in 2012.

→ The facts

Billions of kilowatt hours are wasted every day since heating control technology hasn't arrived in the 21st century - until now. tado° will automatically take care of your heating so you don't have to. Tado is planning to launch their product in October 2012.

→ What's the impact on climate change?

With tado° customers will only consume as much energy as they really need.

- save up to 30 % of heating costs
- thereby reduce carbon dioxide emissions
- monitor heating costs in real-time
- control heating system from anywhere

→ The future

Climate-KIC decided to support tado° with its incubation programme. This programme provides access to a large network of experienced people and further grants. tado° was also participant of Climate-KICs "USA start-up tour" this summer and was nominated to take part in the final Climate-KIC Venture Competition round during the Innovation Festival in Bologna where they made second place and won 20.000 €.

4 Further information

→ **greenTEG:** www.greenTEG.com

→ **Climate-KIC Switzerland:** Dr. Anaïs Saegesser, anais.saegesser@climate-kic.org

→ **tado° GmbH:** www.tado.de

→ **Climate-KIC Germany:** Franka Birke, franka.birke@climate-kic.org

About Climate-KIC

Climate-KIC is a world class European network, consisting of dynamic companies, the best academic institutions and the public sector. Climate-KIC integrates education, entrepreneurship and innovation resulting in connected, creative transformation of knowledge and ideas into economically viable products or services that help to mitigate climate change.

www.climate-kic.org





SUCCESS STORY - CLIRIS & INNORANGE



Integrated Technology Transfer and Business Development

The Problem - Innovation gap between research and business

There's a number of excellent higher education institutions, research centres and businesses, but what is lacking in many cases is the collaboration between the three corners of the knowledge triangle – i.e. education, research and business. The fragmentation leads to dispersed innovation efforts, and the innovation gap needs to be bridged.

- Research organisations generally experience a gap between their research activities and potential commercialisation, so they need tools and processes to help bridge the gap.
- Many academic researchers and potential innovators lack knowledge on how to develop their project into a valuable innovation, whether as a start-up candidate or to be handed-off to a small, medium or large company.

The Solution - Transforming innovation into business success through EIT ICT Labs' Technology Transfer and Business Development Program

○ EIT ICT Labs added value

Our main goal is to increase the flow of technologies from academia to companies, hence accelerating ICT innovation.

- EIT ICT Labs detects, stimulates and supports Technology Transfer from research to market (large, medium or small companies) through licensing or start-up creation through coaching by experienced business developers.
- EIT ICT Labs offers a coaching and advisory program, studies on IPR and legal negotiations, open/joint innovation in practice, best practices, tech transfer case reports
- We offer networks and can open the right doors, e.g. access to our large industry partners

Cliris + Innorange - A match made by EIT ICT Labs

One of the first cases in the Technology Transfer Program was proposed by our partner Institut Mines-Télécom (France leading group of Engineering and Business schools in the sector of the Information Technology and Telecommunications).



The technology is addressing an indoor extension of the GNSS positioning. Simulations of such a technology needed to be validated through real life experiments - something that could be organised by the support of EIT ICT Labs.

Thus the technology will be tested in a real life application, namely Customer Analytics for the Retail Market, in relationship with SMEs Innorange (Finland) and Cliris (France). The expected result is a speed-up of the validation of the technology. This means a shorter technology and knowledge transfer cycle time, followed by the creation of a spin-off by Institut Mines-Télécom.

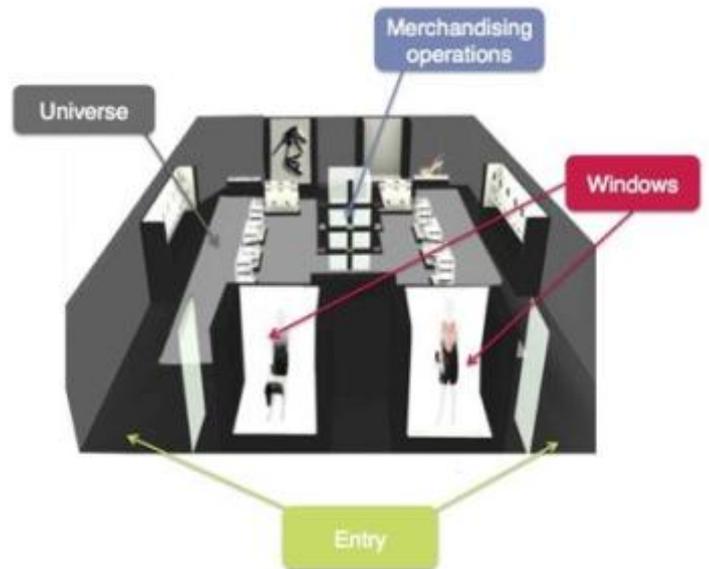


SUCCESS STORY - CLIRIS & INNORANGE

Business Development

EIT ICT Labs Business Developers detected potential synergies between Cliris and InnoRange, and an opportunity to build a common R&D project. The companies Cliris and InnoRange were introduced to each other to detect potential synergies.

They also got information about the technology "Indoor Geolocation". Finally the EIT ICT Labs did some lobbying to create industrial interest in Nokia, SAP, and Alcatel-Lucent.



Our main goal is to increase the flow of technologies from academia to companies, hence accelerating ICT innovation.



The French company Cliris revolutionizes behavioural analysis of "shoppers" and is a benchmark for measuring performance by image processing. The Cliris solution automatically captures human behaviours on camera in real time. It identifies the customer flows, the age groups, the gender or the customer navigation inside the store. The captured images are instantaneously translated in numerical data, and no video is registered.

The Finnish company InnoRange offers innovative solutions for People Flow Management needs in physical spaces. The InnoRange solution gives real-time information on how different services (shopping malls, air and seaports, theme parks and trade fair centres) are used. The solution is built on sensor networks that observes movement of mobile devices on the area, and does not require any installed applications.

New R&D projects 2013

- 2 coached start-ups: Cliris and InnoRange,
- 1 coached technology: Indoor Geolocation Institut Mines-Telecom
- 1 large group: Alcatel-Lucent
- Introducing the concept of Brick & Mortar for Retail Analytics (BMRA)



Contact info@eitictlabs.eu
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Bringing ICT Innovations to Life

About EIT ICT Labs

EIT ICT Labs is a Knowledge and Innovation Community (KIC) supported by the European Institute of Innovation & Technology (EIT). Our mission is to turn Europe into a global leader in Information and Communication Technologies - ICT innovations. Education, Research and Business are three elements in the EIT ICT Labs "Knowledge Triangle" and key drivers of the knowledge-based society. EIT ICT Labs aims to create a new breed of innovators and entrepreneurs that can develop breakthrough ideas - supported all the way to the market. EIT ICT Labs Co-location centres play a vital role as virtual and live meeting places for project members, students, entrepreneurs, SMEs and start-ups as well as major industrial partners searching for new talents and new innovative opportunities. Mobility is a key factor - we bring people together across geographical and organizational borders.



OpenDomo

From a business idea to the first customer in 18 months!

It is said that several of the most famous start-ups in the world were born in garages. However, OpenDomo was born in a kitchen as the way to solve the needs of a couple which, after buying a new house, found out the products they were looking for didn't exist in the market.

Integrated by five entrepreneurs with careers related to Electronics and Financial Services, the start-up works in the research, development, manufacturing and marketing of intelligent control products such as a platform that learns from user behavior in order to provide energy savings.

In only 18 months since its start as a company, they have not only been able to deliver its first product, ODEnergy, but also to find their first customers.

About KIC InnoEnergy

KIC InnoEnergy SE is a European company fostering the knowledge triangle of education, research and business, to create a steep change in innovation and entrepreneurship. Our strategic objective is to be the leading engine for innovation and entrepreneurship in the field of sustainable energy.

KIC InnoEnergy is one of the three KICs (together with ICT Labs and Climate) created under the leadership of the EIT. We are a commercial company, incorporated as Societas Europea, with 27 shareholders, all of them key players in the energy field, with top rank industries, research centres and universities. More than 100 additional partners contribute to our activities, in a very dynamic network, open to new entrants that will increase its excellence.

KIC InnoEnergy is profit oriented, but has a "not for dividend" financial strategy since we will reinvest our profits in our activities.

Forseeable Impact

If we take as 100 the cost of any good produced/consumed in Europe, 27 is energy cost. Thus 1% of reduction in the cost of energy will represent 208€ of savings, thus of additional competitiveness of the European industry.

info@kic-innoenergy.com

www.kic-innoenergy.com

Success story. ODEnergy



Incubated by KIC InnoEnergy in Barcelona, we speak to the CEO of OpenDomo, Ms. Elisabeth Cuenca, to learn more about the company, its product and her entrepreneurial experience.



What is ODEnergy and where its idea comes from?

ODEnergy is a solution that allows the consumption of different connected appliances or electric systems to be analyzed separately. The story of this product began with a huge electric bill we received at home. As a normal home we only had one meter and we found it was impossible to separate the consumption of any of our appliances, so we could not prove that any of them could have generated the bill. When we looked in the market to see which product we should have had installed at home to avoid this situation, we saw there were only network analyzers and general energy meters which were either very expensive or had a very high margin of error.

It was then when we realized as well that we couldn't find out either if it was worth replacing the appliance to reduce the electricity bill, or to see which had consumed so much electricity. And if you do not know where the high consumption comes from how can you take steps to correct it?

What is innovative in ODEnergy?

The competitive advantage of ODEnergy is software based. Its technology, patent pending, uses artificial intelligence and allows you to register consumption more efficiently than any other product on the market. This efficiency makes us noticeably cheaper than products that may have similar uses because we minimize, for example, the associated hardware costs.

What kinds of companies are showing interest in your product?

Our first customers are coming from the retail sector and we are also going to develop a pilot project for an electric power reselling company. Although the idea for ODEnergy comes from solving the needs from residential customers, industry interest was already detected in the market research we conducted because of our own needs as a group of potential entrepreneurs.

What do you mean by "own needs as potential entrepreneurs"?

At the moment when the idea for ODEnergy emerged we were working in a domotic platform called ODNetwork. My now colleagues, then friends, wanted to evolve it from the software you can now download for free on our website, to a full commercial product. They realized that in order to achieve this, they needed to leave their jobs but they also did not see how they would be able to live on the generated income of the ODNetwork. This was the reason that led us to first analyze the market in the case of ODEnergy: to see if there was a strong enough demand for us to devote the time required to generate a commercial product. The outcome of our analysis showed a great business opportunity and

it was then when we decided that we would seek investors and help in order to launch our own company.

When did you come in contact with KIC InnoEnergy?

It was when we started looking for funding; that in fact, KIC InnoEnergy found us. Yes, it was like this: we were attending an event related to Entrepreneurship, when the Business Creation Officer of KIC InnoEnergy proactively contacted us, as he saw we were working in sustainable energy related technologies. After a few weeks, we joined the incubator in Barcelona.

What is the value you have received from KIC InnoEnergy?

Coaching has proven the greatest value KIC InnoEnergy has been to us so far. Without our coach we would have progressed much more slowly. We have dealt with several situations much better thanks to his help and the perspectives given on how to assess problems. Secondly, it has also been of great value the help given in the search for and your relationship with Business Angels. Last but not least, and although this may still need further study, we also believe there is the case for business collaboration with one of start-ups in the incubator.

What are the needs in which you would like KIC InnoEnergy to help you in the future?

We are also interested in being able to use the European footprint and KIC InnoEnergy's network of partners to reach the whole European market. Besides that, we would like you to help us participate in collaborative innovation projects, where we could contribute with our know-how and which were interesting to us in order to extend our current competences or to acquire new capabilities and enhance our product roadmap.

What projects do you have for the coming months?

We want to reduce the costs of ODEnergy both to improve its competitiveness and for financial reasons. In order to do that, our first three sales representatives have joined our team and we are also going to position ourselves in online purchase platforms. We are also very excited about the interest shown by a leading company in the Iberian market in trying to integrate our technology into its electric car projects.

OpenDomo Services is a start-up dedicated to research, manufacturing and marketing of intelligent control products. We work on the creation of a network that learns from the user behavior, providing energy savings, confort and security.
<http://es.opendomo.org/>

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Leading Engine for Innovation and Entrepreneurship in Sustainable Energy
www.kic-innoenergy.com



Case study

Developing pioneers at the cutting edge of climate innovation.

1 Pioneers into Practice

Climate-KIC offers a knowledge development programme called **Pioneers into Practice (PiP)**. This programme is committed to producing a new generation of specialists, entrepreneurs and policy-makers with high-level skills for the low carbon transition in Europe.

The programme is delivered across six major European regions – Lower Silesia (PL), Hessen (DE), Central Hungary (HU), West Midlands (UK), Emilia-Romagna (IT) and the Valencian Region (ES) – which form Climate-KIC's Regional Innovation Implementation Community (RIC). All these regions have implemented strategies and initiatives aimed at addressing the challenges of climate change. In this context, PiP seeks to develop a mix of inter-disciplinary knowhow and managerial capability through a 'learning-by-doing' approach with placements in the four sectors of the innovation pyramid: research, education, business and public bodies.



Pioneers undertake two four-week placements in projects related to low-carbon living and low-carbon mobility in at least two different regions. In parallel to this, facilitated intensive workshops encourage system innovation and transition thinking among the practitioners.

A leading European sustainability expert hosts each pioneer. And pioneers are invited to share their experience and their new ideas to the Climate-KIC community at the annual Innovation Festival.

2 Lighting up the city

Green technology consultant Cezary Lejkowski successfully completed the PiP Programme in its 2010 edition at his home region, Lower Silesia. As a Pioneer, he was placed in Wroclaw Research Centre EIT+ Ltd. (WRC EIT+), the lead partner for Climate-KIC activities in the region. Cezary was developing a system of illumination management for the city of Wroclaw based on light-emitting diode technology (LED).



PiP gave Cezary the opportunity to get to know the objectives and values of Climate-KIC and to be engaged with the broader community, through a variety of climate projects that would shape the European economy, in addition to up-scaling his skills in the LED Lighting project. The PiP programme has also helped Cezary to shift his company focus from only Polish and Scandinavian countries to other EU states:

'The Pioneers into Practice programme exposed me to new thinking and innovation connected with short and long-term European climate strategies. The experience gathered and the connections made have opened new ideas and business strategies'. Cezary Lejkowski, Green Brand - WRC EIT+, Poland.



As a result of the completion of the PiP programme, Cezary's company, Green Brand, collaborated with EIT+ to create a new department on Climate Change and Energy, which he is currently coordinating. Cezary has taken the LED Lighting project to another level by developing a joint illumination system project together with Lower Silesian institutions. These areas are the Municipality of Wroclaw, Wroclaw Agglomeration Development Agency, University of Wroclaw and several regional LED-focused SMEs. As a consequence, the LED Lighting for Cities project was proposed to the IBM Smarter Cities challenge.

And as a member of EIT+, Cezary coordinates currently not only the new department but also the delivery of Climate-KIC activities in Lower Silesia. He is also member of the RIC Steering Group representing Lower Silesia. Cezary holds the position of Innovation Lead for Climate-KIC projects in the region thus trying to identify and shape the local eco-system of existing research and innovation activities as to developing new projects directly connected to the regional challenges within Climate-KIC. Therefore the knowledge and skills gained over the PiP experience are being shared with the wider Climate-KIC community and future Pioneers.

3 Further information

<http://www.climate-kic.org/entrepreneurs/networks/regional-pioneers-programme/>

4 About Climate-KIC

Climate-KIC is a world class European network, consisting of dynamic companies, the best academic institutions and the public sector. Climate-KIC integrates education, entrepreneurship and innovation resulting in connected, creative transformation of knowledge and ideas into economically viable products or services that help to mitigate climate change.

www.climate-kic.org



SUCCESS STORY - UBICAST

eit Knowledge & Innovation Community
EIT ICT Labs

Offering a window for innovations to be visible on a European scale

The Problem - Fragmented local market in Europe

Many European ICT companies are limited to their national market. Many SMEs lack contacts with large European companies or potential partners and customers outside their own local markets. Markets in Europe are often fragmented and the challenge is to remove regional barriers. These barriers prevent growth and more importantly transfer of knowledge

The solution - a window to Europe making innovations visible on a European scale via EIT ICT Labs

- Creating possibilities for growth on a European market.
- Selecting the most promising candidates through the scouting process, offering individual business coaching.
- Providing support by business developers speeding up growth for SME and increase profits.
- Through our European networks offering "Technology Transfer" of solutions.
- Via networks opening the right doors e.g. access to our large industry partners.

○ EIT ICT Labs' added value

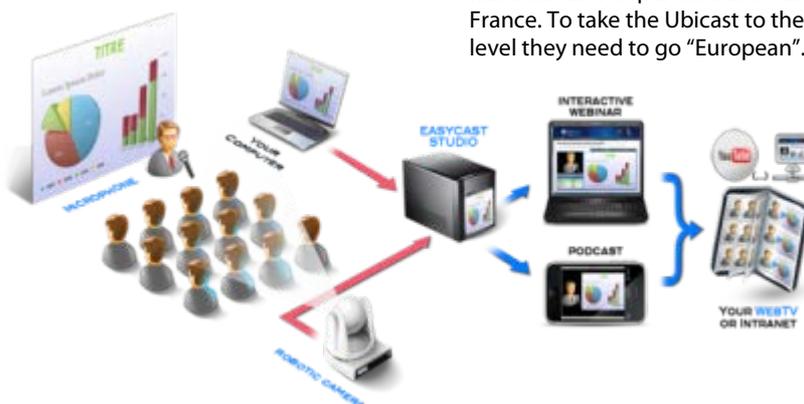
- EIT ICT Labs is identifying exciting new innovative ICT companies with potential to expand and creating growth in the European ICT sector. At the same time new technical solutions is reaching user all over Europe
- Access to a European market
- Soft landing via EIT ICT Labs Nodes in Europe
- Hands-on mentoring & coaching by experienced European Business Developers

Ubicast goes European

Ubicast is the creator of EasyCast, a range of solutions for recording lectures, training sessions and seminars and publishing them to the Internet or an intranet in Rich Media format. Ubicast offers two types of output: interactive webinar and HD Podcast.



Ubicast is a leading actor in France, and is looking for spreading its activity abroad. Therefore, it is looking for new partners, distributors and resellers. The company has a number of partners and customers in France. To take the Ubicast to the next level they need to go "European".



SUCCESS STORY - UBICAST

○ Soft Landing

■ The strategic goal is to build a comprehensive end-to-end platform for catalysing new ventures, growing existing SMEs to a European level and world-class scale and facilitating the renewal of existing firms.



UBICAST

Accessing the European market via the EIT ICT Labs eco-system

The EIT ICT Labs offer a gate to Europe and an access to important networks. UbiCast was selected as one of 40 SMEs with a growth potential through the EIT ICT Labs Innovation Scouting in 2011/2012 and has been given individual business coaching to prepare the company for the expanding

market. In the process about 20 partners/prospects have been identified.

UbiCast was invited at CeBIT to present its product and to meet the EIT ICT Labs local community. UbiCast will get a "soft landing" at the Berlin node in Germany which is an important market for any European company wanting to

grow and prosper. The soft landing means access to market research, re-seller sourcing and hosting opportunity at the Berlin co-location centre.

This will boost sales and give growth acceleration of the company. It will also provide UbiCast with an environment for future innovative development.



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Bringing ICT Innovations to Life

About EIT ICT Labs

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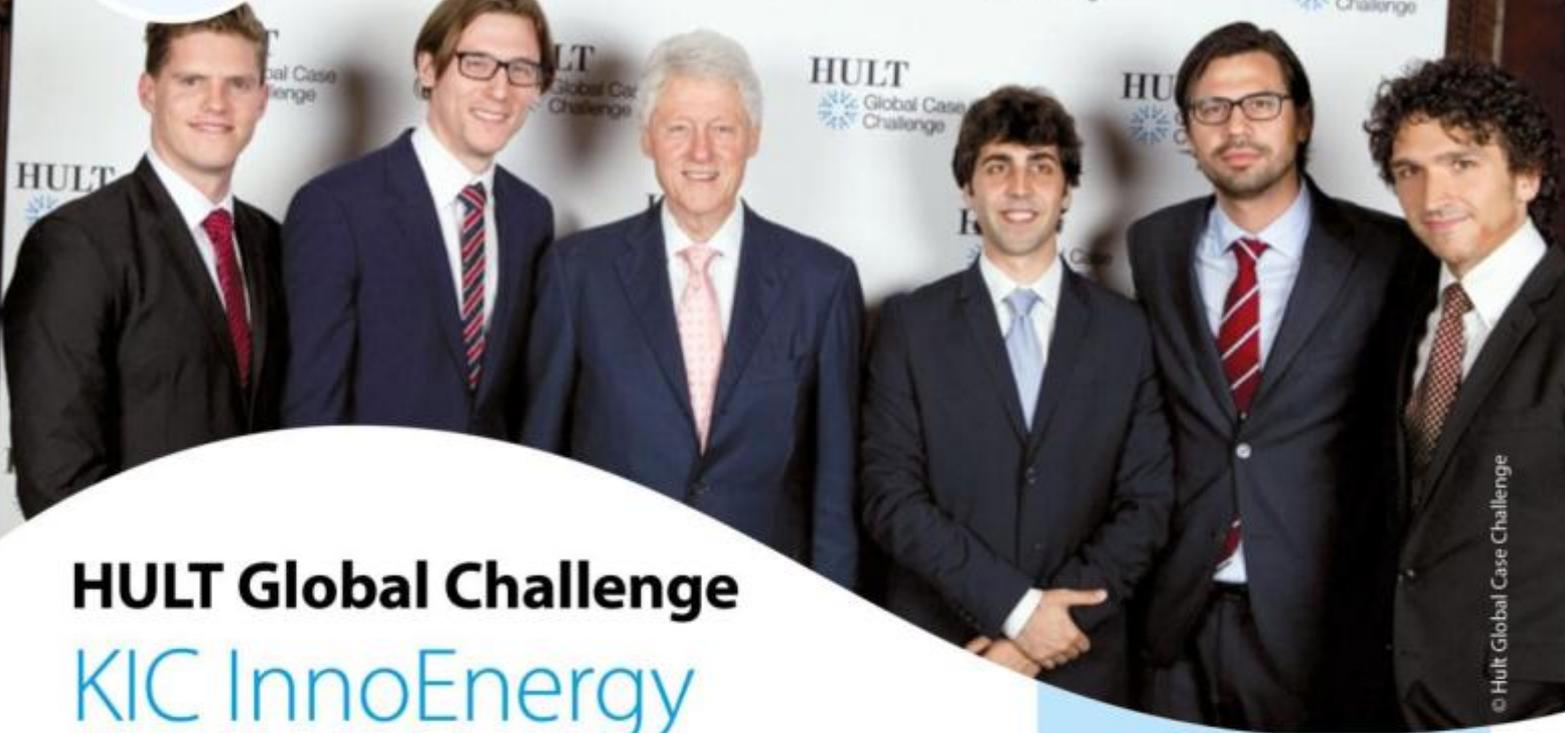


HULT
Global Case
Challenge

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HULT Global Challenge KIC InnoEnergy students came second in HULT Global Challenge: a worldwide competition.

From finalists in a worldwide contest to winners in its professional career.

About one year ago a team of students from KIC InnoEnergy were pondering the possibility of competing in a World Business Case Contest presenting a project aimed at boosting the use of solar power in Africa.

They were Engineers and although all their likely rivals come from Business Schools they thought they had the edge to become winners: they knew about energy, they were trained in business and entrepreneurship. What could go wrong?

About KIC InnoEnergy's Master School

KIC InnoEnergy's Master School aims at creating the future game changers of the energy field integrating technical training with innovation and entrepreneurship in a learning by doing approach.

Within the two years of its programme, the student will receive classes at least in two different European Universities acquiring a deep knowledge of sustainable energy technologies or specialising in one of this fields: Clean Coal Technologies, Smartcities, Smartgrids and Electrical Storage, Sustainable Nuclear Renewable Energies and Pathways of Sustainable Energy Systems.

After graduation the participants will be able to pursue an international career in sustainable energy starting their own business; studying for a PhD or participating in research and development related activities driven by Industry or Research Centres.

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www.kic-innoenergy.com

Success story. HULT Global Case Challenge



A World Wide Contest looking for Global Good.

A partnership between Hult Business School and the Clinton Global Initiative, the Global Case Challenge (Hult Prize in its 2013 edition), is a yearly business case contest with the goal of bringing together the top college and university students from all over the globe to generate solutions to the world's most pressing problems. In the words of Dr. Stephen Hodges, President of Hult, "by reaching beyond the traditional realms of business, we hope to engage the best international talent to develop social enterprise solutions to the world's most intractable problems."

Teams of 4-5 students are charged with developing ideas for social enterprises which vary from one year to another and in 2012 devised solutions to provide affordable education, affordable housing and affordable energy to millions of people. Non profit organizations consider it to be a major crowd sourcing platform as the event takes advantage of the fact that more and more students are expecting to make a positive impact on the world.

The contest is structured in five global regional rounds of competition held in Boston, San Francisco, London, Shanghai and Dubai. In this phase students of 130 countries compete for the different regional crowns.

The Engineers who beat top business schools in their own field

"Passionate about making a difference" and "working very hard in their spare time on their extracurricular activities" that is how Viktoria Martin, then the Director of their Master Programme, remembers the team composed of Vincenzo Capogna (spokesman), 24, Energy Engineer, Francesco Fuso Nerlmi, 24, Environmental Engineer; and the Mechanical Engineers Eduardo Maria Appleyard (captain), 30; Eric Bowler, 26 and Oisin Tummon, 24.

The idea they had to develop was proposed by the NGO SolarAid and, in the words of Vincenzo, spokesman of the team, was "to eradicate kerosene in Africa by the end of the decade. Our aim is to launch a pilot project in Kenya, where the market is ripe for solar lighting. In order to achieve this ambitious goal, the barriers of mass adoption of this technology must be brought down. The greatest of these barriers is access to finance."

The answer to that challenge according to this group of students: creating a Solar Lamp very easy to manufacture and with a low price in order to enable the potential buyer to buy it via a microcredit which would repay itself from the money not spent on buying kerosene.

An idea that could be worth the US \$1 million given by the Clinton Global Initiative to implement the best project.

After a fierce competition, our group of students did not win the regional crown in the London round. But the door of the online competition was still open and this was the key for them to get into the finals in New York.

Their business idea took them to the New York Public Library in the presence of former US President Bill Clinton and Nobel Peace Prize Winner Muhammad Yunus to pitch and also global business leaders like Michael Treschow, Chairman of Unilever, and personalities from American Politics like Mario Cuomo. The outcome would not be first but it was not so bad to be second in a competition in which over 5000+ teams had applied to the contest.

From a Contest to a Professional Career in Sustainability

Now that their KIC InnoEnergy Masters is over, they are now pursuing professional careers in sustainable energy:

Eduardo was so engaged in the project that he is now in Kenya working for the NGO which inspired the SolarAid project developing new business models for SunnyMoney, the credit and payment mechanism associated to the Solar Lamp.

Vincenzo travels occasionally to Sub-Saharan countries as a business developer from a Portuguese company which specialises in solar cells and new technologies for solar farming.

Eric has returned to the company that allowed him to take the Masters and now he is working in the sustainability initiatives area.

Oisin now works as power market analyst studying the effect of intermittent renewable sources on power markets.

Francesco is now working at the Energy Systems Department of one of KIC InnoEnergy's partner universities.

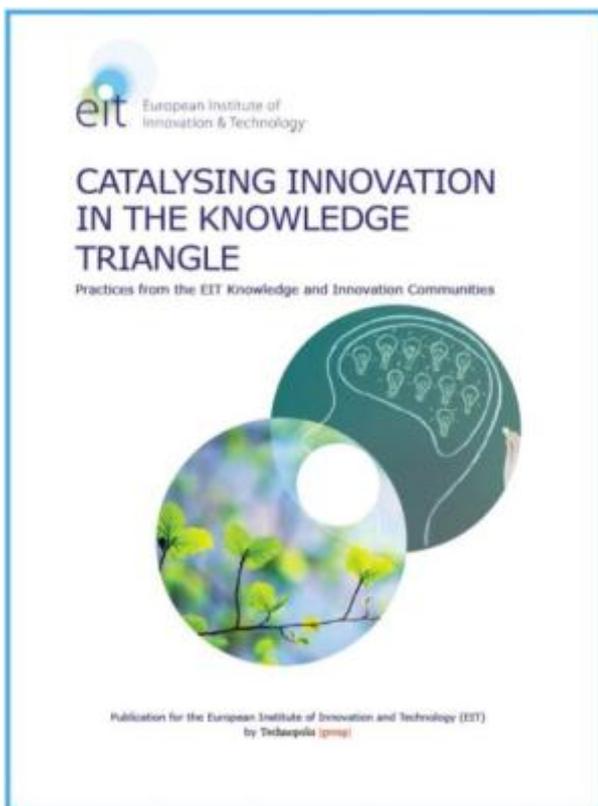
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Leading Engine for Innovation and Entrepreneurship in Sustainable Energy
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First EIT Publication: Catalysing Innovation in the Knowledge Triangle

The EIT's publication on practices emerging from its three current Knowledge and Innovation Communities (KICs) was published in September 2012.



The publication has been compiled to showcase the approach - its 'what' and its 'how' - taken by the EIT to catalyse the knowledge triangle (business, higher education and research) in Europe. The models of governance and the activities emerging from the Institute's first three KICs are innovative and experimental and these experiences should be of particular interest to policy-makers, innovation practitioners and analysts, as well as to the new generation of potential future KICs.

The publication begins with an overview of the EIT, the KICs and their Co-location Centres (CLC), and presents their practices to foster innovation from all three sides of the knowledge triangle. Subsequent chapters highlight the emerging governance model of the KICs in more detail. They also analyse some of the practices of the EIT and the KICs in support of entrepreneurship and innovation. These include nurturing talent, bridging the innovation gap between ideas and the market and accelerating business development.

Download the publication [here](#).

What's coming up?

- **'Role Models of Innovation for Tackling Climate Change'** - Wroclaw – 4 & 5 December 2012
Climate-KIC will be showcasing its innovative activities on climate change mitigation and adaptation: from training students of today, to inspiring innovators of tomorrow and supporting business starts-ups.
→ [More information and registration](#)
- **'Destination Europe - Panel Session on the EIT & KICs'** – San Francisco – 6 & 7 December 2012
"Destination Europe" is a forum for leading European research organisations, funders and industry to present the opportunities they offer to researchers and innovators from anywhere in the world and it is a joint initiative of the European Union and its Member States. The EIT and its three KICs are participating in a breakout session on 7 December entitled 'The European Institute of Innovation and Technology: what is in it for me?'.
→ [More information and registration](#)
- **EIT ICT Labs** – at the **GSMA MOBILE WORLD CONGRESS** – Barcelona – 25-28 February 2013
The GSMA Mobile World Congress is the combination of the world's largest exhibition for the mobile industry and a conference featuring prominent Chief Executives representing mobile operators, device manufacturers, technology providers, vendors and content owners from across the world. Visit EIT ICT Labs in Hall 6, Stand 6A35.
→ [More information and registration](#)

The European Institute of Innovation & Technology (EIT)

Innovation is the key to growth, competitiveness and social well-being in the 21st century. The capacity of a society to innovate is crucial in an ever more knowledge-intensive economy. The EIT aims to enhance Europe's ability to innovate, which translates into adapting quickly to the fast pace of development, being one step ahead in providing solutions to rapidly emerging societal problems and developing products that meet the demands and desires of consumers.

Created in 2008, the EIT's mission is to:

- Increase European sustainable growth and competitiveness.
- Reinforce the innovation capacity of the EU Member States.
- Create the entrepreneurs of tomorrow and prepare for the next innovative breakthroughs.

The EIT achieves its mission by fully integrating all three sides of the 'Knowledge Triangle', i.e. higher education, research and innovation – in Knowledge and Innovation Communities (KICs). By bringing together major players from all these dimensions to cooperate in the KICs, the EIT is able to promote innovation in Europe.

Climate-KIC

Climate-KIC supports the EIT's mission by addressing climate change mitigation and adaptation. Climate-KIC is a world class European network, consisting of dynamic companies the best academic institutions and the public sector. Climate-KIC integrates education, entrepreneurship and innovation resulting in connected, creative transformation of knowledge and ideas into economically viable products or services that help to mitigate climate change. Creating opportunities for innovators to address climate change and shape the world's next economy is Climate-KIC's mission.

Climate-KIC has five national centres in Paris, London, Zurich, Berlin and the Netherlands. Additionally, our centre in Brussels co-ordinates six regional implementation and innovation communities: Central Hungary, Lower Silesia in Poland, West Midlands in the UK, Hessen in Germany, Emilia Romagna in Italy and the Valencian region in Spain.

EIT ICT Labs

EIT ICT Labs is a Knowledge and Innovation Community (KIC) supported by the European Institute of Innovation & Technology (EIT). Our mission is to turn Europe into a global leader in Information and Communication Technologies - ICT innovations. Education, Research and Business are three elements in the EIT ICT Labs "Knowledge Triangle" and key drivers of the knowledge-based society.

EIT ICT Labs aims to create a new breed of innovators and entrepreneurs that can develop breakthrough ideas - supported all the way to the market. EIT ICT Labs Co-location centres play a vital role as virtual and live meeting places for project members, students, entrepreneurs, SMEs and start-ups as well as major industrial partners searching for new talents and new innovative opportunities. Mobility is a key factor - we bring people together across geographical and organizational borders.

KIC InnoEnergy

KIC InnoEnergy SE is a European company fostering the knowledge triangle of education, research and business to create a steep change in innovation and entrepreneurship. Our strategic objective is to be the leading engine for innovation and entrepreneurship in the field of sustainable energy.

KIC InnoEnergy is one of the three KICs (together with ICT and Climate) created under the leadership of the EIT. We are a commercial company, incorporated as Societas Europea, with 27 shareholders, all of them key players in the energy sector with top rank industries, researcher centres and universities. More than 100 additional partners contribute to our activities, in a very dynamic network, open to new entrants that will increase its excellence. KIC InnoEnergy is profit oriented, but has a "not for dividend" financial strategy since we reinvest our profits in our activities.



Willem Jonker (CEO, EIT ICT Labs), **Diego Pavia** (CEO, KIC InnoEnergy),
Mary Ritter (CEO, Climate-KIC) and **José Manuel Leceta** (EIT Director)
(From left to right)



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