



This project is co-financed by the European Union  
and the Republic of Türkiye

## **STEERING COMMITTEE MEETING #2**

**Technical Assistance for  
A Smart Network for Technology Transfer and Commercialisation  
with Funnel Model SMARTNET  
TR14C2.2.05-04/001  
EuropeAid/140284/IH/SER/TR**

**31 January 2023, Istanbul**



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## CONTENT OF THE PRESENTATION

1. Welcome Remarks – Introduction
2. Opening Speeches
3. Presentation by the Team Leader
  - *General overview about SMARTNET Project*
  - *Project Progress – Brief on activities and tasks completed and ongoing*
  - *Planning – Brief on activities planned to be implemented*
  - *Cooperation and collaboration possibilities*
4. Other discussion items
5. Closing Remarks



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# Overall Contract Information

- **Name of the Project:** *Technical Assistance* for A Smart Network for Technology Transfer and Commercialisation with Funnel Model SMARTNET
- **Duration :** 36 months
- **Contract Value:** 2,498.000 EUR
- **Type of the Contract:** Global Price
- **Contracting Authority:** Ministry of Industry and Technology  
Directorate General for European Union and Foreign Affairs  
Directorate of EU Financial Programmes
  
- **End Recipient of Assistance (ERA):** Yıldız Technical University
- **Project Partners:** Istanbul Technical University (Istanbul)  
Gebze Technical University (Kocaeli)  
Hasan Kalyoncu University (Gaziantep)
  
- **Contractor-Consortium Leader:** SwanLeuco Consulting (Turkey)



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# Overall Objective and Purpose

## ❖ Overall objective:

Increasing qualified intellectual properties (IP), technological products and service capacity, commercialization, and export potential of Turkey by improving efficiency and cooperation among TTIs.

## ❖ Purpose:

Establishing effective cooperation between TTIs for development of technology transfer and commercialization activities through artificial intelligence based smart network and technology acceleration application.

## ❖ Results:

1. TTI Network was established, and the institutional infrastructure was developed,
2. Acceleration, Commercialization and Accessing Funds realized with Pilot Application.



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What does  
**SMARTNET Project**  
mean to us?

- More cooperation,
- More collaboration,
- More consolidation,
- More commercialization,
- More internationalization,
- More open innovation,
- More deal-flows,
- More unicorns,
- And imagine all these multiplied with artificial intelligence.



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## Innovation Ecosystem



## Startup Ecosystem



What is really changing in the  
**GLOBAL ECOSYSTEM?**



# The Ecosystem



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## TURKISH STARTUP ECOSYSTEM MAP V1.2

StartupCentrum



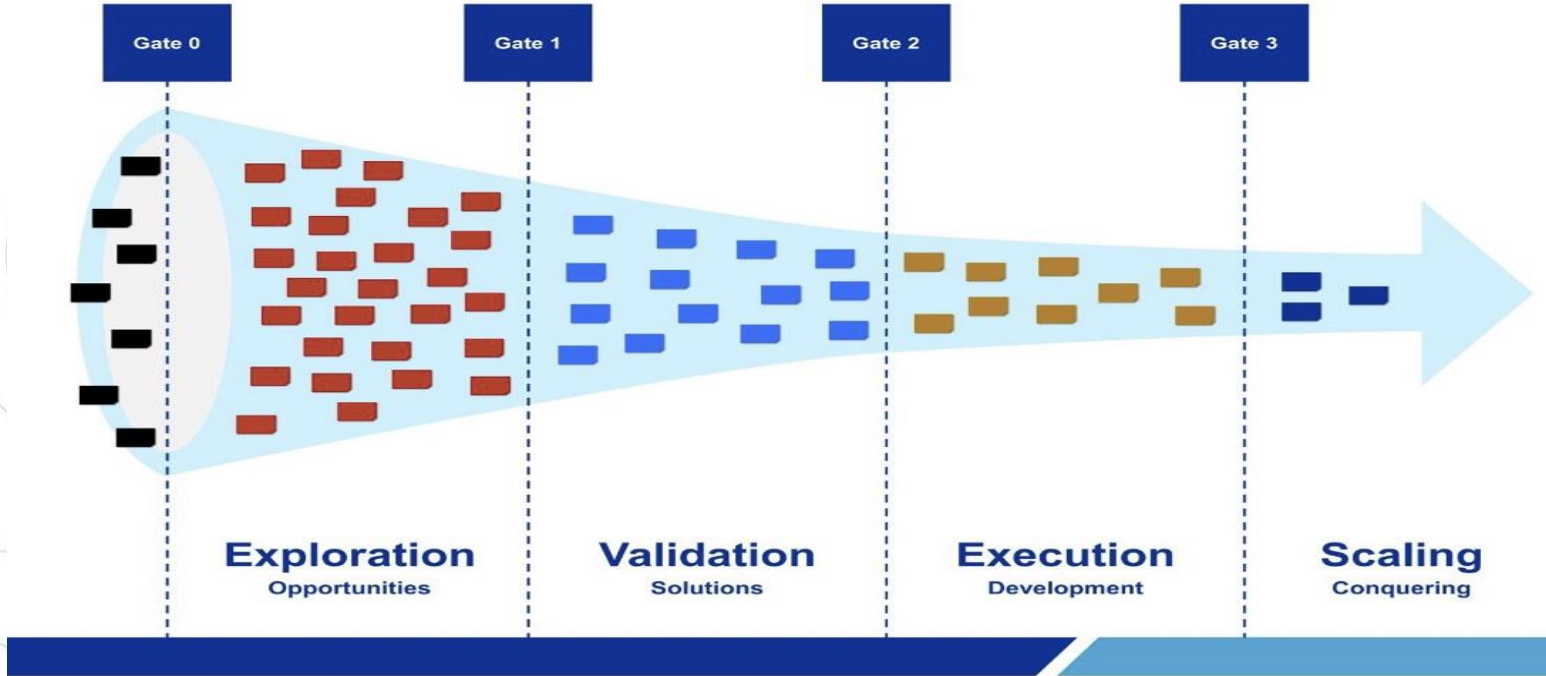
Publishing date: 02.05.2022

\*If you want to add a player to this map, send us an e-mail: [data@startupcentrum.com](mailto:data@startupcentrum.com)

# Innovation Funnel



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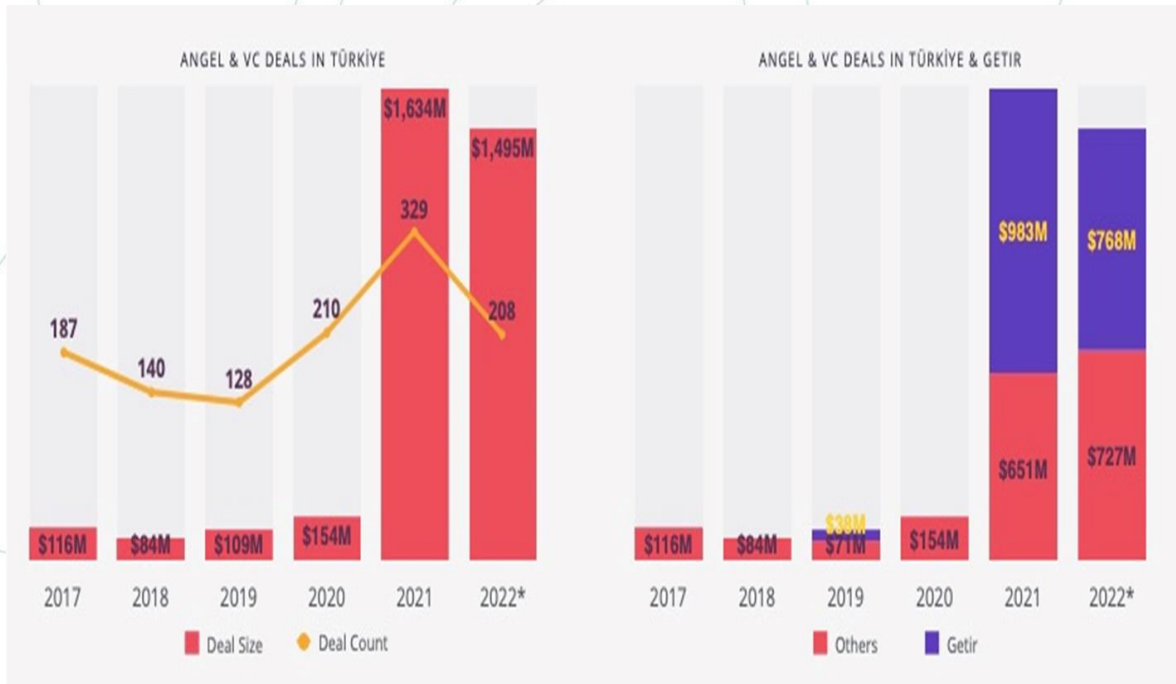






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## Deal-Flow in Türkiye:





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RANK	CITY	DEAL SIZE (\$)	DEAL COUNT
1	London	27.97B	1428
2	Berlin	12.98B	490
3	Paris	10.81B	407
4	Stockholm	7.42B	181
5	Amsterdam	4.89B	157
6	Munich	4.12B	124
7	Manchester	2.27B	48
8	Barcelona	2.24B	195
9	Cambridge	1.76B	69
10	Copenhagen	1.62B	101
11	Madrid	1.55B	135
12	Oxford	1.54B	52
13	Istanbul	1.49B	218
14	Helsinki	1.41B	89
15	Vienna	1.39B	59

Ranking;  
up from 33rd  
to 13th in 2021.



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#### ANGEL & VC DEALS IN EUROPEAN CITIES IN 2022\*

RANK	CITY	DEAL SIZE (\$)	DEAL COUNT
1	London	16.1B	937
2	Paris	7.3B	249
3	Berlin	4.8B	284
4	Stockholm	2.2B	105
5	Munich	1.6B	96
6	Istanbul	1.4B	159

#### GAMING DEALS IN EUROPEAN CITIES IN 2022\*

RANK	CITY	DEAL SIZE (\$)	DEAL COUNT
1	London	503M	26
2	Istanbul	341M	16
3	Lisbon	80M	5
4	Berlin	64M	6
5	Helsinki	61M	4

#### ANGEL & VC DEALS IN CITIES IN TÜRKİYE IN 2022\*

RANK	CITY	DEAL SIZE (\$)	DEAL COUNT
1	Istanbul	1,441M	159
2	Ankara	48M	30
3	Kocaeli	2M	4
4	Izmir	1M	5
5	Konya	1M	2

Istanbul is the 6th largest  
ecosystem in Europe  
as per deal-flows.



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Kick-off meeting was carried out on the 25th of May, 2022 and the outputs were finalized and shared with the participants.







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Office mobilization  
has been finalized.





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## PROGRESS UP TO DATE

- ✓ Inception Report was prepared, submitted, revised and officially approved on 23/01/2023.
- ✓ A Workshop was held on the framework of the Inception Report.
- ✓ 20 Weekly and 3 Monthly meetings were done, reports were prepared and sent to relevant parties.
- ✓ 2 IT Focus Group Meetings were held; one with various stakeholders and the other with senior start-up mentors.
- ✓ Partner universities and key stakeholders were visited in Gaziantep, Kocaeli, Kayseri, Ankara, Bursa, Izmir and Istanbul.
- ✓ First round expansion strategy was put in place with visits of 'Top 10 Research University' visits.
- ✓ All necessary preparations were done for the Opening Ceremony. Date to be finalized by the Ministry of Industry and Technology.
- ✓ Corporate Identity has been prepared.
- ✓ Social Media accounts have been opened and relevant content is being developed.
- ✓ Promotional Materials are designed and about to be produced.





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# PROGRESS UP TO DATE



# PROGRESS UP TO DATE



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# The «Technology»



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## SOFTWARE DEVELOPMENT FRAMEWORK

- .NET Core 5
- HNB Core F/W

## SOFTWARE DEVELOPMENT LANGUAGES

- C# - Backend
- JS - Frontend
- Python - AI &  
Decision Support

## THE DATABASE SYSTEM

- MS SQL Server
- PostgreSQL  
(Optional)

## TOOLS, LIBRARIES & COMPONENTS

- RabbitMQ
- EF Core
- Dapper
- Postsharp
- EvoPDF
- OpenXML
- HtmlAgilityPack
- RestSharp
- React





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# The «Team»



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#### SOLUTION ARCHITECH

- Baha Tosun (Sr.)

#### BUSINESS/PROCESS ANALYSIS

- Erkan Kamazoğlu (Sr.)
- Sema Akyasan (Jr.)

#### SOFTWARE DEVELOPMENT

- Serhat Külcü (Lead)
- Yasin Çetiner (Sr.)
- Berk Tezler (Sr.)
- İrem Şahin (Jr.)
- Taha Şahin (Jr.)

#### QUALITY ASSURANCE & TESTING

- Derya Gökyer (Sr.)
- Melis Kalkan (Jr.)





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# The «Plan»



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# Smartnet Platform

«Artificial Intelligence Based TTI Network Software Platform»

MANAGEMENT INFORMATION SYSTEM  
(MIS)

WEB  
PORTAL

MODULE 1  
Entrepreneurs  
Management

MODULE 2  
Mentors  
Management

MODULE 3  
Investors  
Management

MODULE 4  
IP  
Management

MODULE 9  
CMS (Project  
Web Site)

MODULE 5  
Integration &  
Web Services

MODULE 6  
AI & Decision  
Support

MODULE 7  
Std & Custom  
Reporting

MODULE 8  
System  
Management

MODULE 10  
E-Learning  
System



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## 2022

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

## 2023

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER



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# The «Action»



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Jira Software Your work ▾ Projects ▾ Filters ▾ Dashboards ▾ People ▾ Apps ▾ Create

Press F11 to exit full screen

SmartNET  
Software project

PLANNING  
Roadmap  
Backlog  
Board  
DEVELOPMENT  
Code  
Project pages  
Add shortcut  
Project settings

You're in a team-managed project  
Learn more

Projects / SmartNET  
Backlog

Search

SN Sprint 1 10 Oct – 21 Oct (11 issues)

- SN-6 KVKK Metin içeriği SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-4 Kullanıcı Şifre Değiştirme/Yenileme SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-3 Kullanıcı Login-Logout İşlemleri SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-7 Kullanıcı Profili Güncelleme SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-8 Kullanıcı Grubu Yönetimi SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-10 Sistem Logoları SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-14 Sistemin Template'inin Belirlenmesi SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-2 Kullanıcı Aktivasyonu SYSTEM MANAGEMENT MODULE ... TEST-UAT
- SN-1 Sisteme Kayıt Olma TEST-UAT
- SN-9 Proje Veritabanı Şeması DONE
- SN-19 Kurulum Gereksinimleri SYSTEM MANAGEMENT MODULE ... ANALYSIS

+ Create issue

Backlog (8 issues)

- SN-11 Yatırımcı Ekleme/Güncelleme TO DO
- SN-12 Yatırımcı Profili TO DO
- SN-13 Yatırımcıların Listelenmesi TO DO
- SN-15 Duyuruların Oluşturulması/Listelenmesi TO DO
- SN-17 Yatırımcı silme işlemi TO DO
- SN-24 Single Sign-On Desteği E-LEARNING MODULE - MODULE 18 TO DO

Create sprint



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The screenshot displays the Jira Software interface for a project named 'SmartNET'. The left sidebar shows navigation options: Roadmap, Backlog, Board, Code, Project pages, Add shortcut, and Project settings. The main content area is divided into several sections:

- Workflow Diagram:** A simple flowchart with three nodes: 'SYSTEM', 'Database', and 'USER'. Arrows indicate a flow from SYSTEM to Database, and from Database to USER. A feedback loop arrow goes from USER back to SYSTEM.
- Activation Mail Screenshot:** A screenshot of an email titled 'Activation Mail' with a 'SEND' button.
- Attachments (3):** A list of three image attachments:
  - Image 20221005...714.png (109 Oct 2022, 10:47 AM)
  - Image 20221005...604.png (25 Oct 2022, 10:48 AM)
  - Image 20221005...648.png (25 Oct 2022, 10:48 AM)
- Activity:** A section with tabs for 'All', 'Comments', 'History', and 'Work log'. It shows a comment input field and a 'Pro tip: press **M** to comment' message.
- TEST-UAT Issue Details Panel:** A floating panel on the right showing details for a 'TEST-UAT' issue:
  - Assignee:** İrem ŞAHİN (Assign to me)
  - Time tracking:** 1h logged
  - Labels:** None
  - Sprint:** SN Sprint 1
  - Story point estimate:** None
  - Reporter:** Sema Akyaşan
  - Created:** October 5, 2022 at 10:45 AM
  - Updated:** 3 days ago





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## User Login

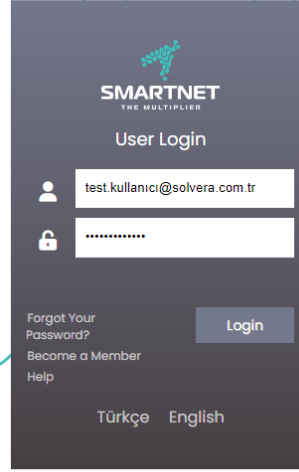
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[Become a Member](#)  
[Help](#)

Login

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SMARTNET  
THE MULTIPLIER

User Login

[Forgot Your Password?](#)  
[Become a Member](#)  
[Help](#)

[Login](#)

[Türkçe](#) [English](#)

<https://test-smartnet.yildiz.edu.tr/Login/Login>



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## Become a Member

I agree with these [Terms and Conditions](#) to use this website. I have read the [Clarification Text](#) .

I consent to my data being used as described [here](#).

[Login Page](#)

[Türkçe](#) [English](#)

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## Dashboard



### All Notifications 1

All Notifications

-  deneme duyuru 2023 21.12.23 13:40
-  Sema AKYASAN isimli kullanıcı, test çağrı isimli çağrıya başvuruda bulunmuştur. Başvurunun kodu 2\_25 ' dir. Ön değerlendirmenizi yapabilirsiniz. 20.12.2023 15:7
-  Sema AKYASAN isimli kullanıcı, test çağrı isimli çağrıya başvuruda bulunmuştur. Başvurunun kodu 2\_17 ' dir. Ön değerlendirmenizi yapabilirsiniz. 20.12.2023 15:36
-  Test KULLANICI isimli kullanıcı, SMARTNET Girişim Bilgi Formu isimli çağrıya başvuruda bulunmuştur. Başvurunun kodu 1\_9 ' dir. Ön değerlendirmenizi yapabilirsiniz. 18.12.2023 15:36
-  SMARTNET Girişim Bilgi Formu adlı ve 1\_9 kodlu çağrı başvurunuz tamamlandı. 18.12.2023 15:36

### Calls 1

test çağrı

28.12.2023 Apply

Version 1.0.0



## Call Sections

Filter

Search Export Excel Export Pdf

+ Add New

Total:10

« 1 »

Name	Long Name	Explanation	Actions
Attribute Information	Attribute Information	In this field, fill in the attribute information r... Show more	Actions
Competitor analysis	Competitor analysis	Please answer the questions posed to you in the Co... Show more	Actions
Competitor information	Competitor information	Please select how many competitors you have in the... Show more	Actions
Financials	Financials and Investment Demand	Please answer the questions posed to you in the Fi... Show more	Actions
Founders (Partners )	Founders (Partners )	Please provide detailed information about the foun... Show more	Actions
Growth Rates	Captured or targeted growth rates	Please answer the questions asked about your start... Show more	Actions
Market Information	Market Information	Please answer the questions directed to you about ... Show more	Actions
Problem & Solution	Problem & Solution	Answer the questions posed to you in the problem a... Show more	Actions
Team Information	Team Information	Please answer team information questions about you... Show more	Actions
test category	test category	Test	Actions

Name Long Name Explanation Actions

10

« 1 »

Version 1.0.0



## Call Sections Updating

Name\*

Turkish

Rakip Bilgileri

English

Competitor Information

Long Name\*

Turkish

Rakip Bilgileri

English

Competitor Information

Description\*

Turkish

Lütfen Sektörde kaç tane rakibiniz olduğunu seçip sonrasında bunların isimlerini doldurunuz. Burada gireceğiniz Rakip isimleri ve 'Öznelik Bilgileri' alanındaki girişiminizin adı ile Rakip analizi tablonuz oluşacaktır.

Remaining number of characters 3258

English

Please select how many competitors you have in the Sector and then fill in their names. Your Competitor analysis table will be created with the Competitor names you enter here and the name of your venture in the 'Attribute Information' field.

Update

Entrepreneur Profile

Team Information

Team Information

Please answer team information questions about you...  
Show more

Actions

test category

test category

Test

Actions

Name

Long Name

Explanation

Actions

10

< 1 >

Version 1.0.0

## Question List Of SMARTNET Venture Information Form Call

▼ Filter

+ Add New

Total:79

Question	Explanation	Question Category	Answer Type	Question Priority	Is It Required?	Actions
Can you provide information on why it is not acces... Show more		Market Information	Only Description	2	Not Required	<a href="#">Actions</a>
Does any of the founders have technical competence... Show more		Founders (Partners )	Options Display (Radio Buttons)	23	Required	<a href="#">Actions</a>
Durability		Competitor analysis	Rating Only (from 1-5)	7	Required	<a href="#">Actions</a>
Establishment Date (Month)	If you are a legal entity, enter your establishment... Show more	Attribute Information	Options Display (Dropdown List)	9	Not Required	<a href="#">Actions</a>
Establishment Date (Year)		Attribute Information	Options Display (Dropdown List)	10	Not Required	<a href="#">Actions</a>
Facebook account of your venture.		Attribute Information	Link Box	5	Not Required	<a href="#">Actions</a>
Financial literacy, if any, income statement or fu... Show more	Please download the files you want to upload by co... Show more	Financials	Document Upload	1	Not Required	<a href="#">Actions</a>
Give information about the size of the Total Addre... Show more		Market Information	Options Display (Radio Buttons)	3	Not Required	<a href="#">Actions</a>
How many years have the founding partners been tog... Show more		Founders (Partners )	Options Display (Radio Buttons)	26	Required	<a href="#">Actions</a>
If an investment has been made before, what is the... Show more		Financials	Options Display (Radio Buttons)	8	Not Required	<a href="#">Actions</a>
Question	Explanation	Question Category	Answer Type	Question Priority	Is It Required?	Actions

10

Version 1.0.0

## Call Question Updating

**Optional Question?**

**Is Secret Question**

**Question\***

Turkish  
Neden erişilemediği hakkında bilgi verebilir misiniz?\*

English  
Can you provide information on why it is not accessible?\*

**Answer Type\*** Only Description

**Max Length** 2000

**Question Priority\*** 2

**Question Distribution\*** Full

**Question Category\*** Market Information

**Question Icon**

Sorunun başında göstermek istediğiniz icon için bu alana örnekteki formata uygun oluşturunuz. Örneğin: [fa-liranin-fa-liranidin](#)

[Update](#)

**Description**

Turkish

Source

English

- Call Management
- Web Management
- Announcement
- Me-Learning
- Entrepreneur Profile

Facebook account of your venture.	Attribute Information	Link Box	5	Not Required	<a href="#">Actions</a>	
Financial literacy, if any, income statement or fu... <a href="#">Show more</a>	Please download the files you want to upload by co... <a href="#">Show more</a>	Financials	Document Upload	1	Not Required	<a href="#">Actions</a>
Give information about the size of the Total Addre... <a href="#">Show more</a>		Market Information	Options Display (Radio Buttons)	3	Not Required	<a href="#">Actions</a>
How many years have the founding partners been tog... <a href="#">Show more</a>		Founders (Partners)	Options Display (Radio Buttons)	26	Required	<a href="#">Actions</a>
If an investment has been made before, what is the... <a href="#">Show more</a>		Financials	Options Display (Radio Buttons)	8	Not Required	<a href="#">Actions</a>
Question	Explanation	Question Category	Answer Type	Question Priority	Is It Required?	Actions
10						

Version 1.0.0

## Menu List

Filter

Search Export Excel Export Pdf

+ Add New

Total:13

« ‹ 1 2 › »

Name	Url	Page Type to Open the Menu	Menu Type	Is Show Menu?	Actions
SMARTNET	#	Same Window	Top Menu	Yes	Actions
ABOUT SMARTNET	/WebHome/WebContent/AboutSmartnet	Same Window	Top Menu	Yes	Actions
Menu deneme	/WebHome/WebContent/deneme	Same Window	Footer Menu	Yes	Actions
Announcements	/WebHome/WebDuyuruList	Same Window	Footer Menu	Yes	Actions
LOGIN	https://test-smartnet.yildiz.edu.tr/Login/Login	New Window	Top Menu	Yes	Actions
PARTNERS	/WebHome/WebContent/Partners	Same Window	Top Menu	Yes	Actions
ECOSYSTEM STAKEHOLDERS	/WebHome/WebContent/EcosystemStakeholders	Same Window	Top Menu	Yes	Actions
EVENTS & ANNOUNCEMENTS	/WebHome/WebDuyuruList	Same Window	Top Menu	Yes	Actions
E-LIBRARY	#	Same Window	Top Menu	Yes	Actions
PROJECT OUTPUTS	/WebHome/WebContent/ProjectOutputs	Same Window	Top Menu	Yes	Actions

Name	Url	Page Type to Open the Menu	Menu Type	Is Show Menu?	Actions
10					

« ‹ 1 2 › »

Version 1.0.0

## Menu Updating

**Is Show Menu?** Yes

**Name\***  
Turkish  
SMARTNET HAKKINDA  
English  
ABOUT SMARTNET

**Upper Menu Id** SMARTNET

**Url\*** /WebHome/WebContent/AboutSmartnet

**Menu Type\***  
 Search...  
 Top Menu  
 Footer Menu  
1 items selected [Remove Selected](#)

**Page Type To Open The Menu\*** Same Window

**Order\*** 2

Update

me learning

Entrepreneur Profile

E-LIBRARY	#	Same Window	Top Menu	Yes	<a href="#">Actions</a>
PROJECT OUTPUTS	/WebHome/WebContent/ProjectOutputs	Same Window	Top Menu	Yes	<a href="#">Actions</a>
Name	Url	Page Type To Open the Menu	Menu Type	Is Show Menu?	Actions
10					<a href="#">«</a> <a href="#">&lt;</a> <a href="#">1</a> <a href="#">2</a> <a href="#">&gt;</a> <a href="#">»</a>

Version 1.0.0



## Content Updating

Is Show Content?

Yes

Title\*

Turkish

<i>SMARTNET</i> HAKKINDA

English

<i>ABOUT</i> SMARTNET

Short Description

Turkish

Smartnet Hakkında

English

About Smartnet

Description

Turkish

Source | [Icons] | Styles | Format | Font | Size | A - A - | [Icons] | ?

Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından ortak finanse edilen "Huni Modeli ile Teknoloji Transferi ve Ticarileřtirme için Akıllı Bir Ađ (SMARTNET)" Teknik Yardım Projesi 25.05.2022 tarihinde Bařlangıç Toplantısı ile bařlamıřtır. Projenin Sozleřme Makamı Sanayi ve Teknoloji Bakanlıđı Avrupa Birliđi ve Dıř İliřkiler Genel M¼d¼rl¼đ¼ olup, Nihai Faydalanıcısı Yıldız Teknik Üniversitesi'dir. Projenin ana paydařları ve ortakları İstanbul Teknik Üniversitesi, Gebze Teknik Üniversitesi ve Hasan Kalyoncu Üniversitesi'dir. Projenin hedef grupları arasında Kuluęka Merkezleri, Teknoloji Transfer Ofisleri, Teknoloji Geliřtirme B¼lgeleri, Yenilikçi KOBİ'ler, start-up'lar ve giriřimciler yer almaktadır.

Update

Version 1.0.0

- My User Information
- User Management
- Call Management
- Web Management
- Announcement
- Me-Learning
- Entrepreneur Profile

## SMARTNET Venture Information Form

Attribute Information

Problem & Solution

Growth Rates

Financials

Market Information

Founders (Partners)

Competitor Information

Team Information

Competitor analysis

### Attribute Information

In this field, fill in the attribute information requested from you related to your venture.

Name/Title of your Venture\*

Your venture's website (if applicable)

**It is mandatory to fill in at least one of the five social media accounts of your venture requested below.**

 LinkedIn account of your venture:



Eğitim Setleri

Forum - Blog

Analiz Ekranı

Üyelik Bilgileri

Çıkış Yap

## Eğitim Setleri

Toplam 2 adet eğitim var

Ara ...

Tüm Eğitimler - Kronolojik

Başlangıç Tarihi

Bitiş Tarihi

Tamamlama - Puan



**Eğiticilerin Eğitimi**  
Eğiticilerin Eğitimi Sertifika Programı

10.10.2022 - 10:00

10.10.2025 - 10:00

17

MÜFREDAT



**İş Modellemesi**  
Açıklama

23.01.2023 - 10:09

25.02.2025 - 10:09

0

Video -  
Normal

Video -  
Etkileşimli

Eğiticilerin Eğitimi - KONU 1: TEMEL KAVRAMLAR



Video - Etkileşimli - 20.sn

ONLİNE  
DİJİTAL EĞİTİM MERKEZİ

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Tüm Hakları Saklıdır ...



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# The «AI»





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# The Smartnet AI & ML Process

**Step 1**  
Collecting data from the  
Smartnet Venture Info forms

**Step 2**  
Processing data to  
have homogeneity

**Step 3**  
Applying the  
Smartnet AI & ML  
algorithms

**Step 4**  
Applying scores  
attained from the  
models results

**Step 5**  
Data visualisations,  
transforming results  
into reports & graphs

**Step 6**  
Identifying the  
next potential  
Unicorn



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# SMARTNET ARTIFICIAL INTELLIGENCE

## METHODOLOGY :

- ✓ Hybrid System: Expert System + Supervised Machine Learning

## SUPERVISED MACHINE LEARNING (ML) :

- ✓ Task Driven
- ✓ Next Value Prediction

## ALGORITHMS :

- ✓ Naive Bayes classifiers
- ✓ CART( Classification And Regression Tree)
- ✓ Logistic regression



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# UPCOMING ACTIVITIES

## A.1.2.1. Development of Cooperation with Angel Investor Networks

### METHODOLOGY:

- We have a full list of the Angel Investors Networks in Türkiye.
- We will create ground of awareness through stakeholder visits, dynamic social media and web site.
- We will prepare the «value proposal» of the SMARTNET Project.
- We will send an official letter to all collaboration partners.

**At least one cooperation protocol will be signed.**



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# UPCOMING ACTIVITIES

## A.1.2.2. Creating Collaborations with Existing Institutions

### METHODOLOGY:

- We will revise the current list of TTIs in Türkiye, focusing on Istanbul, Ankara and Izmir.
- We like to offer to extend this network beyond these 3 cities.
- We will plan and run an online Workshop.
- We will develop an Collaboration Map and a Partnership Establishment Methodology (segmentation might be necessary).

**At least two collaboration/partnership agreements will be signed.**



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# UPCOMING ACTIVITIES

## A.1.3 Preparation of the Training Programmes and Release of the E-Learning Programme

### METHODOLOGY:

#### Training for Mentors & Entrepreneurs

- Establishment of Training Team
- Preparation of Selection Criteria (& Questionnaires)
- Extensive Communication
- Preparation of Training Content
- Evaluation of the Applications & Shortlisting
- Delivering, monitoring and evaluation of the training under Activity 2.1 and Activity 2.2.

***TORs for (i) senior training expert, and (ii) investment & finance expert have been prepared and will be sent to ERA.***





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# UPCOMING ACTIVITIES

## A.1.4 Uploading and Sharing the Best Practices

### METHODOLOGY:

- This activity could be perfectly done by a creative partnership with institutions like TÜBİTAK TEYDEB.

## Task A.2.2.1. Determination of Entrepreneurs and SMEs for Accelerator Programme Application Call Criteria



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# Main Indicators

Result	Activity	Sub-Activity	Output Indicators	Target
R2: Acceleration, Commercialisation and Accessing Funds realized with Pilot Application	2.1	2.1.1	Capacity Building Training for Mentors provided	1
	2.2	2.2.1	Call for Proposals launched for the determination of Entrepreneurs and SMEs for Accelerator Programme	4
		2.2.2	Number of Entrepreneurs/SMEs received Capacity Building Trainings	300
		2.2.3	Number of Entrepreneurs/SMEs received mentoring services	100
	2.3	2.3.1	IP Commercialisation services provided	1
		2.3.2	Access to Finance services provided	1
	2.4		National Angel Investment Fund Feasibility Study conducted	1



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# SMARTNET BUSINESS ACCELERATION PROGRAM



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What does  
**SMARTNET Project**  
mean to us?

The **VALUE PROPOSAL:**

- More cooperation,
- More collaboration,
- More consolidation,
- **More commercialization,**
- **More internationalization,**
- More open innovation,
- **More deal-flows,**
- **More unicorns,**
- And imagine all these multiplied with artificial intelligence.



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# Purpose of the Program

To help foster;

- the startups,
- tech companies,
- innovative SMEs

in their efforts to scale up their businesses in global markets by having (1) training, (2) mentorship, (3) smart matchmaking, and (4) access to smart capital.



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# Target Group

The main target group for this acceleration program (especially for the first round) will be:

- Smart and/or innovative businesses,
- Tech concentration,
- High scalability,
- Global impact,
- With an MVP,
- Early stage.

***There will be no particular focus on a tech vertical.***





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# Our Services

Training & Mentorship



Access to Smart Capital



Access to Global Markets



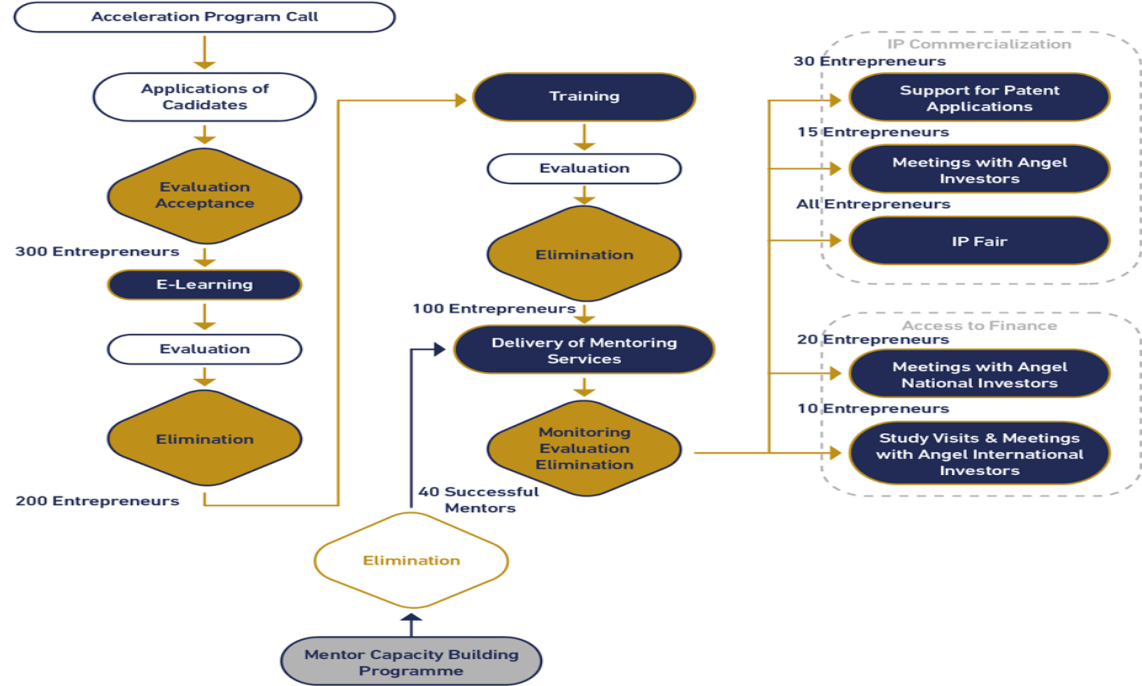
Smart Matchmaking





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# Methodology





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# Pilot Acceleration

## TRACK-1:

### BASIC TRAINING PROGRAMME

This first level group of training is for level-up entrepreneurs and first time mentors. The total training is 7 days and is planned to be completed in 2-3 weeks. Most of the training is planned to be online.

#	Training Name	Duration	Implementation
4	Business Model Development	1	Face to Face
5	Company Management	1	Online
6	Customer Relations Management	1	Online
8	Innovation Management	0,5	Online
10	Intellectual Property Rights	1	Online
14	Product Positioning	0,5	Online
15	Design Thinking	0,5	Online
17	Prototyping	0,5	Online
20	Value Creation	1	Online
23	Business Law	0,5	Online
32	Technopreneurship and Growth Strategies for Tech Start Ups	1	Online
34	Elevator And Investor Pitch Training	1	Face to Face
36	Successful Exit Strategies	0,5	Hybrid



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# Pilot Acceleration

## TRACK-2:

### ADVANCED TRAINING PROGRAMME

The training titles chosen to be in this track mainly target startups (generally at early stage), innovative SMEs, participants from corporations. The total training is 9 days and is planned to be completed in 3 weeks. Most of the training is planned to be hybrid. As part of the Advanced Training Programme, there will be additional mentorship sessions.

#	Training Name	Duration	Implementation
3	Branding	0,5	Online
9	Innovative Product / Process Development	2	Hybrid
11	Market Analysis and New Market Entry Strategies	2	Hybrid
16	Project Development and Management	4	Hybrid
21	Value Proposition Management	1	Online
26	Business Of Tech: How to Write a Tech Business Plan	2	Hybrid
31	Technology Forecasting for Strategic Decision Making	1	Hybrid
35	Business Networking: Finding A Business Partner	2	Hybrid



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# Pilot Acceleration

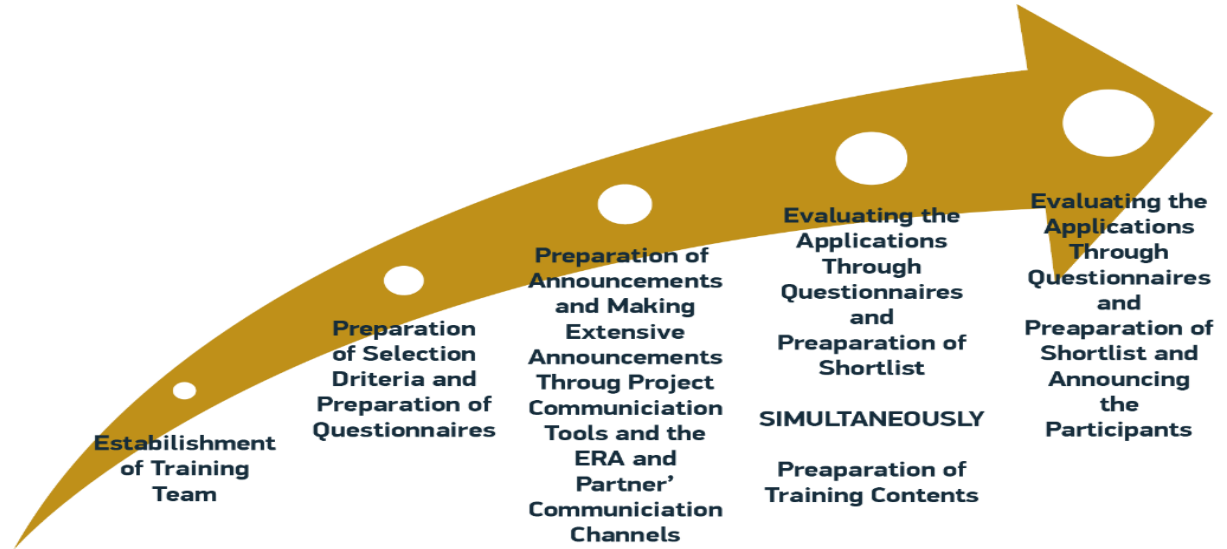
## Timeplan:

- Entrepreneurship Module in use: February 6 , 2023
- LMS in use: February 8, 2023
- Announcement of the Acceleration Program (start): February 8, 2023
- Closing of the Applications (end): March 5, 2023
- Selection Completed & Announced: March 12, 2023
- Start of Training – I March 15, 2023
- First Pitching Round: March 28-29, 2023
- Start of Training – II + Mentorship Sessions April 1, 2023
- **RAMADAN FEAST** April 20-23, 2023
- Second Pitching Round: April 24-25, 2023
- Other Training + Mentorship Sessions (Group of 10) May, 2023
- Visit to European Ecosystems June, 2023
- **SACRIFICE FEAST** June 27-30, 2023



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# Getting ready for the **Pilot Acceleration:**





# Poster for the call



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Alternative posters have been prepared and discussed with ERA and the following has been selected to be used for the call of the 1st pilot acceleration program:

**"SMARTNET Acceleration Program"**



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Bu proje Avrupa Birliği ve Türkiye Cumhuriyeti  
hükümetleri tarafından finanse edilmiştir.



**SMARTNET**  
THE MULTIPLIER

**SMARTNET Hızlandırma Programı**  
teknoloji şirketlerini, startup'ları ve yenilikçi KOBİ'leri  
davet ediyor!

**UNICORN olmaya mı koşuyorsun?**

**"SMARTNET, The Multiplier" ekosistemine  
hemen katıl!**

Son Başvuru Tarihi: 27 Şubat

[www.smartnet.global](http://www.smartnet.global)



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hükümetleri tarafından finanse edilmiştir.



**SMARTNET**  
THE MULTIPLIER

**SMARTNET Acceleration Program**  
is inviting  
tech companies, startups and innovative SMEs!

**Are you heading to be a UNICORN?**

**Join**  
**"SMARTNET, The Multiplier" ecosystem**  
**right away!**

Application Deadline: February 27

[www.smartnet.global](http://www.smartnet.global)



# Europe soft landing



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## Short List:

- Antler
- HighTechXL
- EIT Digital Accelerator
- Station F
- Startup Wise Guys
- Accelerace
  
- Birdhouse
- Techstars
- Entrepreneur First
- Rockstart (AgriFood, Energy)



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# UPCOMING ACTIVITIES

## Task A.2.2.1. Determination of Entrepreneurs and SMEs for Accelerator Programme

### Application Call Criteria

- **Eligibility Criteria:**
- - being a registered company (limited or incorporated)
- - no particular location (but Türkiye might be preferential)
- - at least 2 years of existence
- - majority of shares with the founder(s)
- - product/service development is completed
- - working on a technology vertical (fintech, insurtech, healthtech, biotech, gaming, renewable energy, other digital technologies) and/or on innovative ideas/projects
  
- **Selection Criteria:**
- - A professional pitching deck (maximum 20 slides) (20%)
- - A passionate and focused statement of interest by the founder(s) as a video (maximum 60 seconds) (20%)
- - Scalability of the business (40%)
- - Positive cash-flow (10%)
- - Already secured an investment (10%)





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## **THANK YOU FOR YOUR PARTICIPATION**

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# STEERING COMMITTEE MEETING #2 PHOTOS

