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STEERING COMMITTEE MEETING #1

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

27 October 2022, Istanbul

REPUBLIC OF TURKEY
MINISTRY OF INDUSTRY AND TECHNOLOGY

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COMPETITIVE SECTORS PROGRAMME

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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.

Main Indicators

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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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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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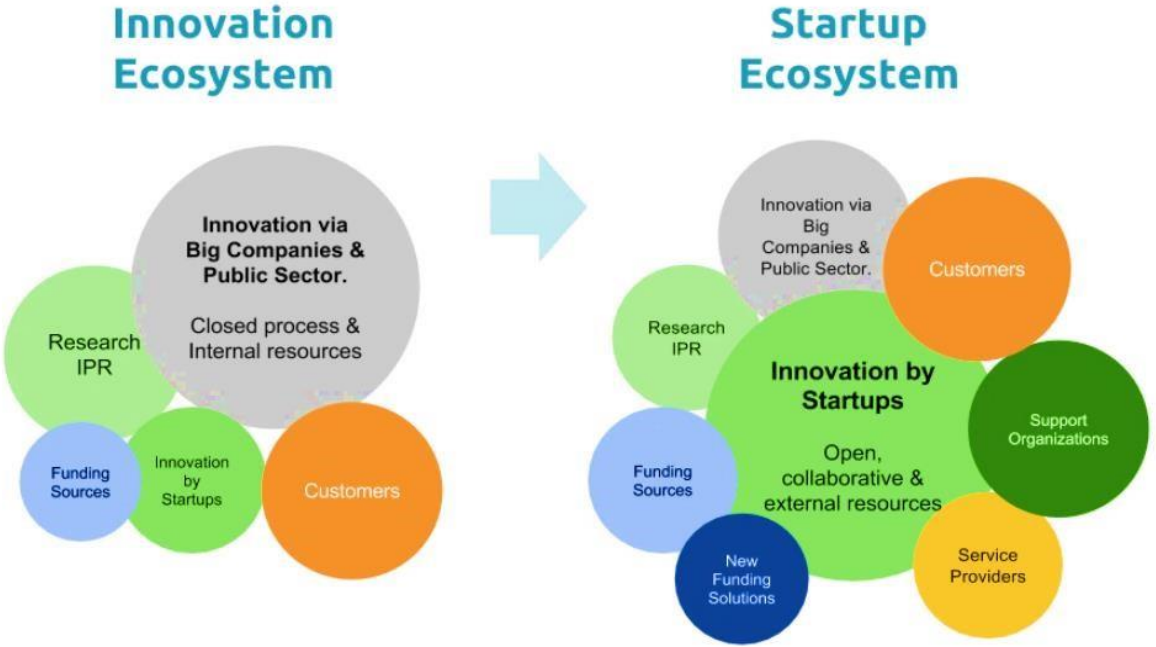
What is really changing in the

GLOBAL ECOSYSTEM?



The Ecosystem

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Innovation Funnel

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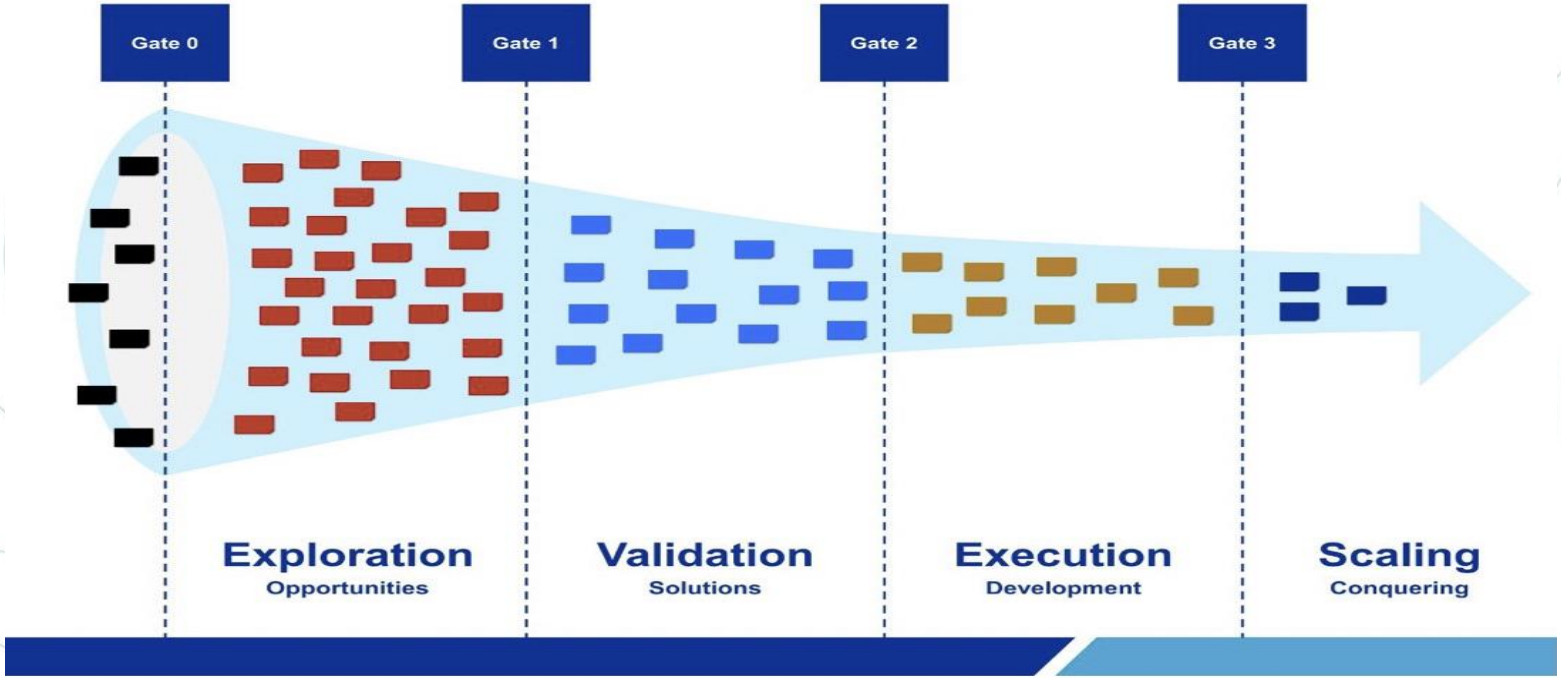

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Deal-Flow in Türkiye:

	2017	2018	2019	2020	2021
DEAL SIZE ($)	114M	83M	103M	148M	1,552M
YoY Growth		*-28%*	*25%*	*43%*	*948%*
DEAL COUNT	186	138	125	200	294
YoY Growth		*-26%*	*-9%*	*60%*	*47%*

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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-H1

RANK	CITY	DEAL SIZE ($)	DEAL COUNT
1	London	13B	685
2	Paris	5.8B	186
3	Berlin	3.8B	200
4	Istanbul	1.4B	109
5	Talinn	1B	41

GAMING DEALS IN EUROPEAN CITIES IN 2022-H1

1	Istanbul	333M	13
2	London	138M	11
3	Oslo	60M	2
4	Helsinki	53M	2
5	Stockholm	16M	3

ANGEL & VC DEALS IN TURKEY' CITIES IN 2022-H1

1	Istanbul	1,354M	109
2	Ankara	35M	20
3	Kocaeli	2M	4
4	Izmir	1M	2
5	Eskisehir	1M	2

Istanbul is the 4th 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

- ✓ Draft Inception Report was prepared and submitted.
- ✓ A Workshop was held on the framework of the Inception Report.
- ✓ Inception Report was revised by the feedback of the ERA and CA.
- ✓ 15 Weekly and 3 Monthly meeting 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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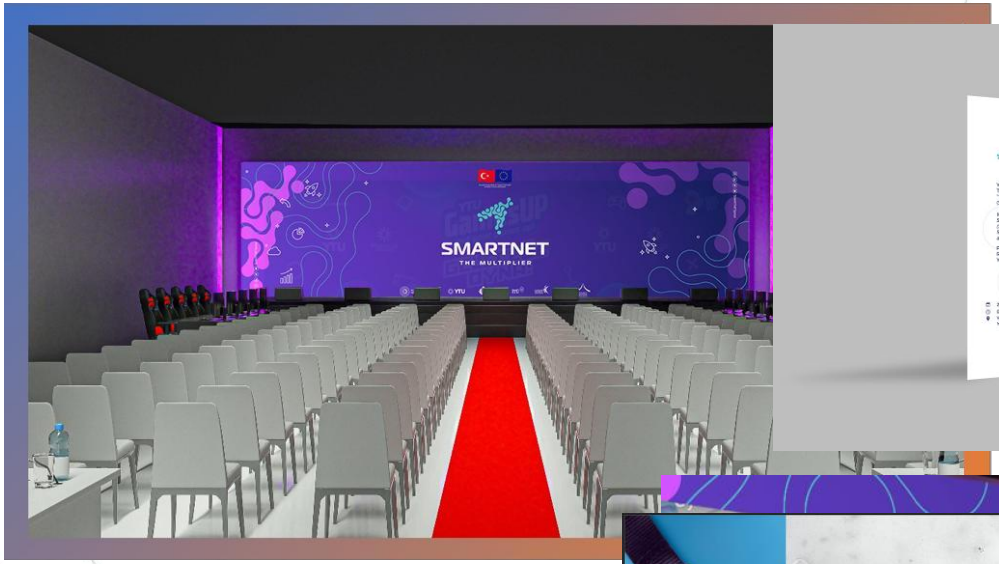
SMARTNET
THE MULTIPLIER

SMARTNET
THE MULTIPLIER
Açılış Töreni Gündemi / Agenda for Opening Ceremony

SMARTNET
THE MULTIPLIER
SMARTNETglobal
YTU

SMARTNET
THE MULTIPLIER
YTU

SMARTNET
THE MULTIPLIER
MERVE
NEMUTLU
YTU

SMARTNET
YTU

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Admin order is necessary for the promotional materials.

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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
- Phyton - 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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COMPETITIVE SECTORS PROGRAMME

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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		
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The «Action»

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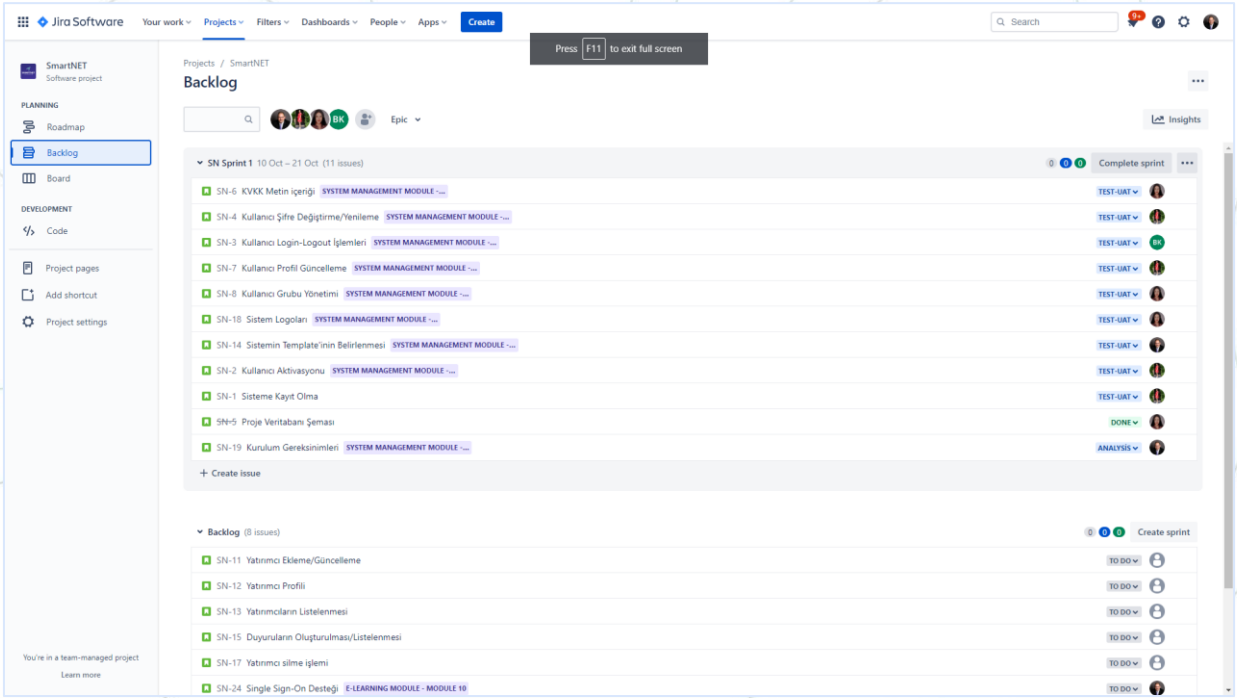

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COMPETITIVE SECTORS PROGRAMME

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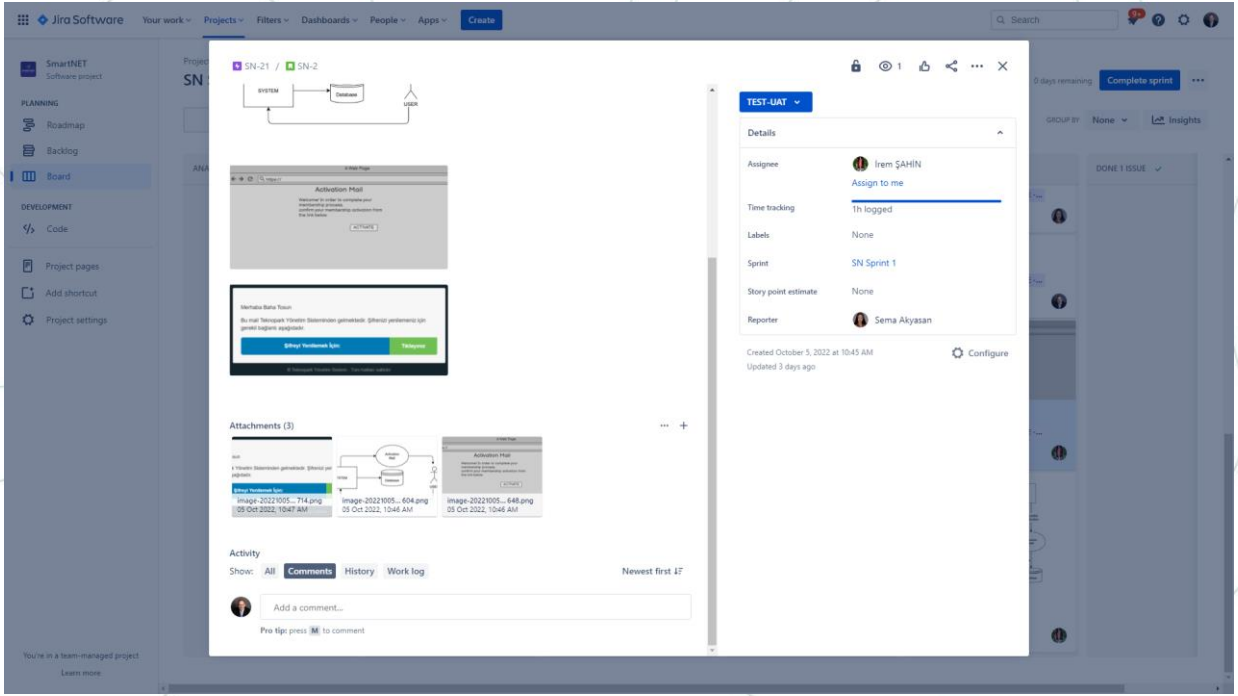

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SECTORS
PROGRAMME

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The «AI»

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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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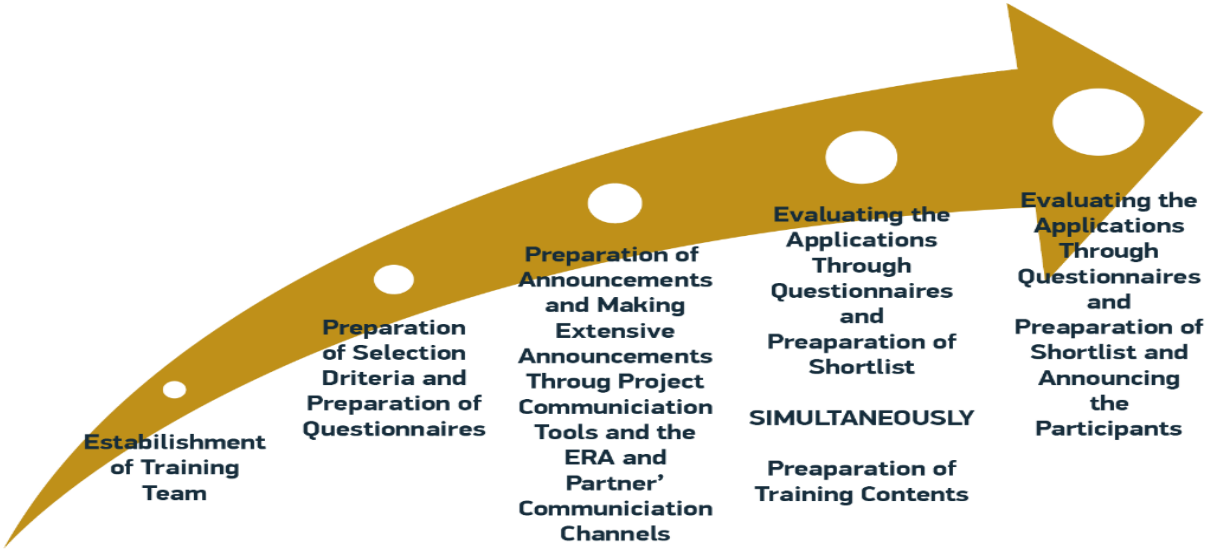
Getting ready for the **Pilot Acceleration:**



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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 slights) (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%)

Pilot Acceleration

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TRACK-1:

BASIC TRAINING PROGRAMME

This first level group of training is for level-up entrepreneurs and first time mentors. The total training is 10 days and is planned to be completed in 3-4 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

Pilot Acceleration

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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 14.5 days and is planned to be completed in 5-6 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

Pilot Acceleration

Draft Timeplan:

● Entrepreneurship Module in use:	November 20, 2022
● LMS in use:	November 20, 2022
● Announcement of the Acceleration Program (start):	November 25, 2022
● Closing of the Applications (end):	December 11, 2022
● Selection Completed & Announced:	December 18, 2022
● Start of Training – I	December 23, 2022
● First Pitching Round:	January 27, 2023
● Start of Training – II + Mentorship Sessions	February 3, 2023
● Second Pitching Round:	March 17, 2023
● Other Training + Mentorship Sessions (Group of 10)	March/April, 2023
● Visit to European Ecosystems	April/May, 2023

Technical Assistance for A Smart Network for Technology Transfer and Commercialisation with Funnel Model (SMARTNET)

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		Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36
PROJECT INCEPTION PHASE																																				
0.1	Mobilization of The Project Team and Project Office Set Up																																			
0.2	Initial Meetings with The Project Beneficiary and Relevant Stakeholders																																			
0.3	Preliminary Analysis of Current Situation																																			
0.4	Preparation of Draft Inception Report																																			
0.5	Organization of PCM Training																																			
0.6	Finalisation and Submission of Inception Report																																			
PROJECT IMPLEMENTATION PHASE																																				
ACTIVITY 1	**ESTABLISHMENT OF TTI NETWORK AND DEVELOPMENT OF INSTITUTIONAL INFRASTRUCTURE**																																			
1.1	Development of TTI Network Software Platform																																			
1.1.1	*Requirements Lifecycle Management - Needs analysis and assessment*																																			
1.1.2	*Technical Design - Designing the software*																																			
1.1.3	*Implementation - Application development*																																			
1.1.4	*Testing - Data entry and testing*																																			
1.1.5	*Training - Delivery of trainings*																																			
1.1.6	*Release - Deployment of application*																																			
1.2	Networking Capacity Building Activity																																			
1.2.1	*Development of cooperation with Angel Investors Networks*																																			
1.2.2	Creating collaboration with existing institutions																																			
1.3	Preparation of Training Programmes and Release of the E-Learning Programme																																			
1.4	Uploading and Sharing of Best Practices																																			
ACTIVITY 2	**PILOT IMPLEMENTATION OF ACCELERATION OF COMMERCIALISATION AND ACCESSING FUNDS**																																			
2.1	Capacity Building Training for Mentors																																			
2.2	Capacity Building for Entrepreneurs																																			
2.2.1	*Determination of Entrepreneurs and SMEs for Accelerator Programme*																																			
2.2.2	*Training programme*																																			
2.2.3	*Delivering of mentoring services*																																			

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THANK YOU FOR YOUR PARTICIPATION

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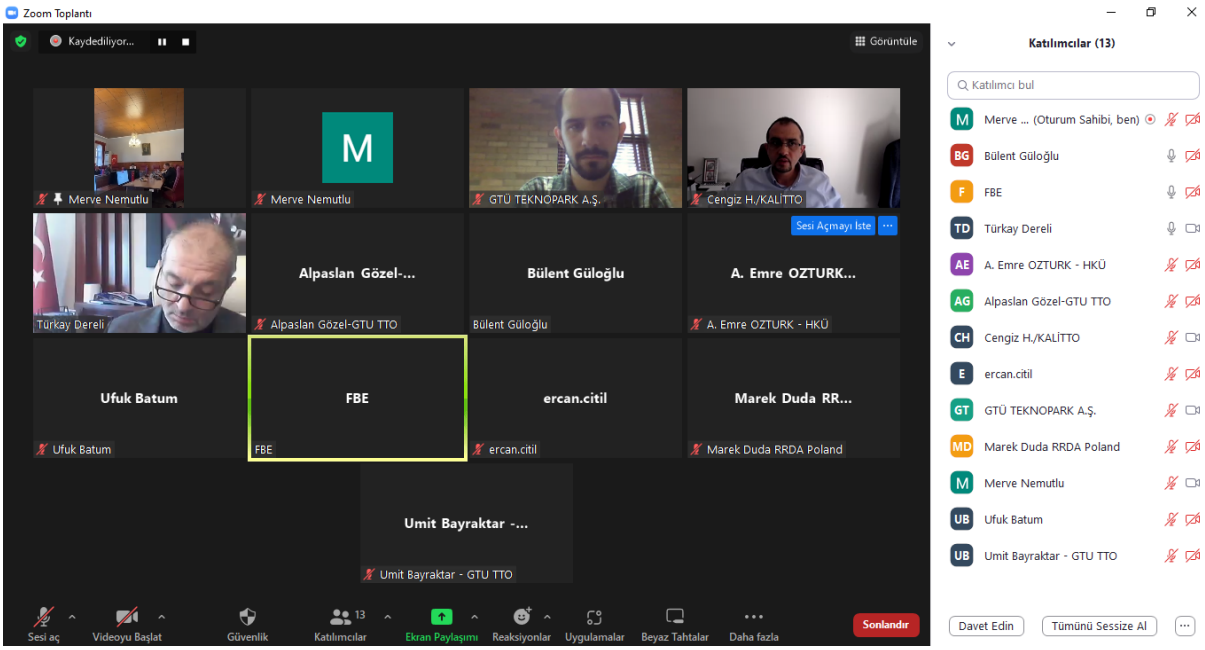
Zoom Toplantı
Kaydediliyor...
Görüntüle
Merve Nemutlu
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GTÜ TEKNOPARK A.Ş.
Cengiz H./KALİTTO
Türkay Dereli
Alpaslan Gözel-...
Alpaslan Gözel-GTU TTO
Bülent Güloğlu
Bülent Güloğlu
Sesi Açmayı İste
A. Emre OZTURK...
A. Emre OZTURK - HKÜ
Ufuk Batum
Ufuk Batum
FBE
FBE
ercan.citil
ercan.citil
Marek Duda RR...
Marek Duda RRDA Poland
Umit Bayraktar -...
Umit Bayraktar - GTU TTO
Sesi aç
Videoyu Başlat
Güvenlik
Katılımcılar
13
Ekran Paylaşımı
Reaksiyonlar
Uygulamalar
Beyaz Tahtalar
Daha fazla
Sonlandır
Katılımcılar (13)
Katılımcı bul
Merve ... (Oturum Sahibi, ben)
Bülent Güloğlu
FBE
Türkay Dereli
A. Emre OZTURK - HKÜ
Alpaslan Gözel-GTU TTO
Cengiz H./KALİTTO
ercan.citil
GTÜ TEKNOPARK A.Ş.
Marek Duda RRDA Poland
Merve Nemutlu
Ufuk Batum
Umit Bayraktar - GTU TTO
Davet Edin
Tümünü Sessize Al