

BioSense

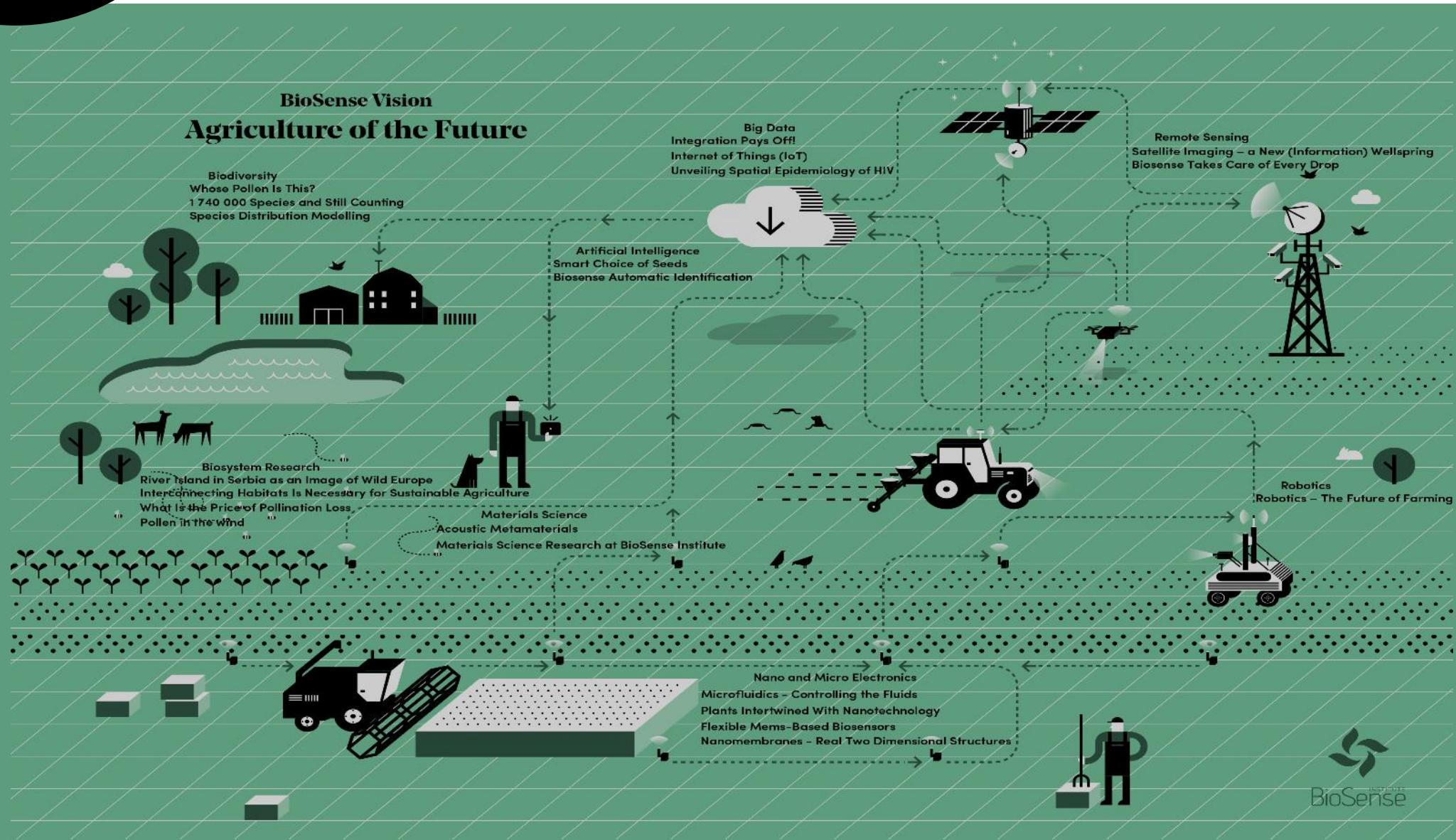
Digital Innovation Hub
(DIH) for Agriculture



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VISION IS BECOMING A REALITY



BioSense INSTITUTE as a European CoE

People

186 researchers



6 leaders

60 senior

117 junior



Skills

Entrepreneurial Mentality



9 business



8 fin/admin



9 support



Motivation



Know-how transfer



Building

72 offices
3 open-floor working-spaces
20 laboratories
total surface of 4500m²

total capacity of 278 people

1 experimental green roof
1 collaborative space
3 lecture halls
2 workshops

Equipment

DNA sequencing & bioinformatics

Nano- & micro-electronics

Center for integrated monitoring of agriculture

Collaborative ground Sentinel station

Big Data

Phenotyping

Income



Value-added Facilities

Accelerator

BioSense Regional

Demonstration Farm

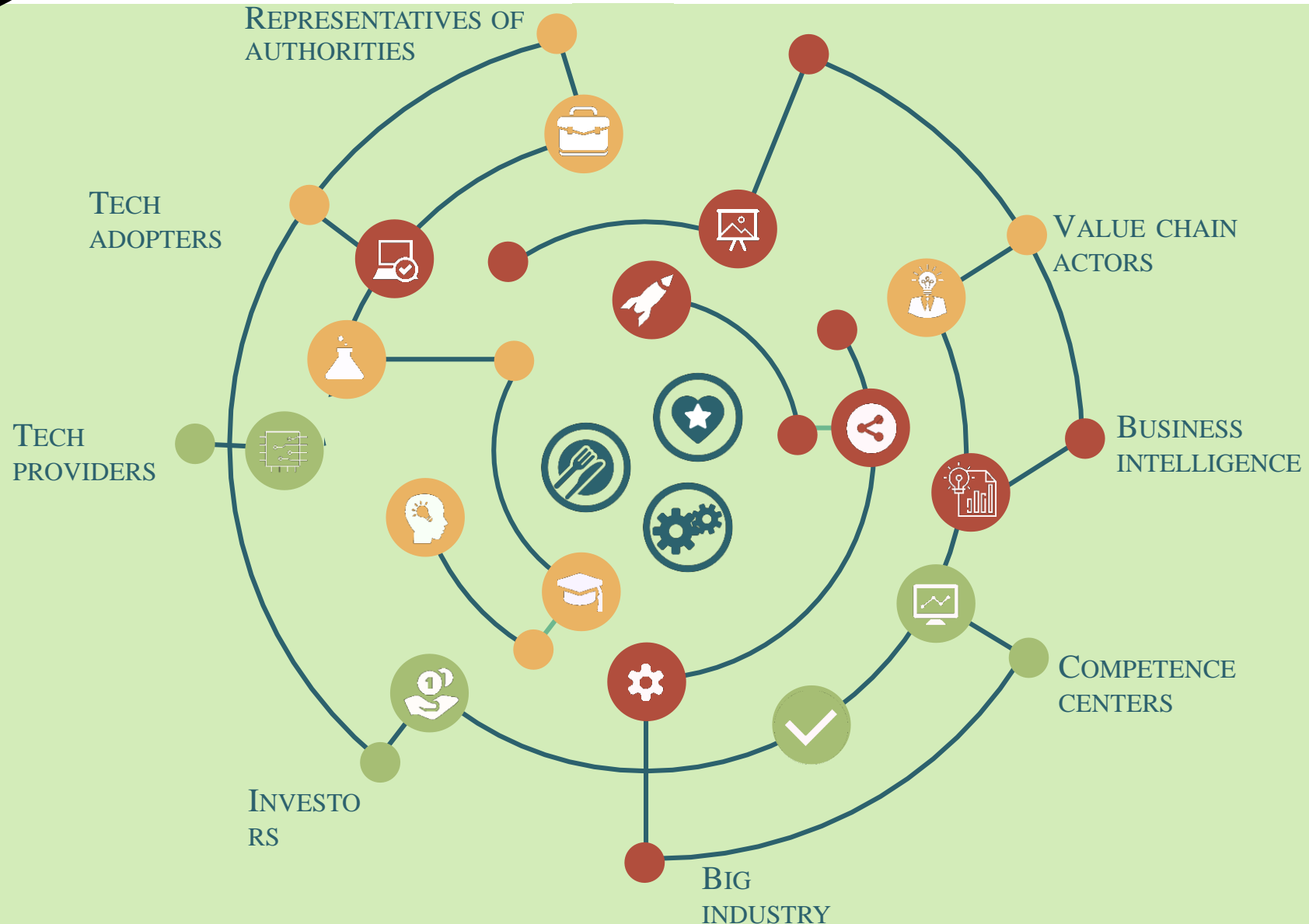
Shared Research Facilities

Antares

Centre of Excellence for Advanced Technologies in Sustainable Agriculture and Food Security

- ❖ Number One (out of 180 applications)
- ❖ 28M EUR
- ❖ Investing in human potential
- ❖ Investing in infrastructure
- ❖ Building scientific excellence
- ❖ Linking with stakeholders

THE DIGITAL INNOVATION ECOSYSTEM





The DIH ecosystem can be seen as a coral reef where there are big and small fish, hunters and prey, but overall everyone performs better compared to isolation.”

— Grigorios Chatzikostas, EIP-AGRI Seminar
Digital Innovation Hubs for Agriculture

LEAN MULTI-ACTOR APPROACH



LEAN STARTUP METHODOLOGY

BUILD – MEASURE – LEARN

Minimum waste of resources,
maximum chance of success



Origin: Silicon Valley



MULTI-ACTOR APPROACH

Involving various
stakeholders increases
quality of results and
likelihood of adoption



Origin: Europe

LEAN MULTI-ACTOR APPROACH

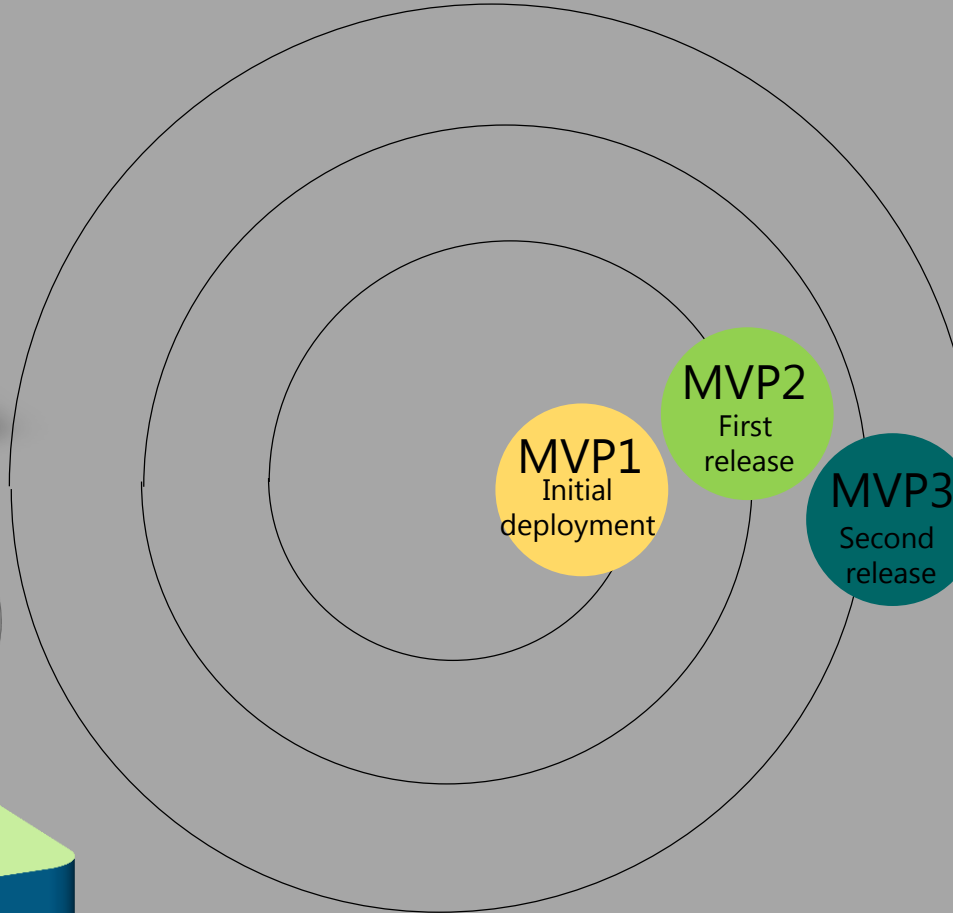
TECHNOLOGY

- Know-how
- Fine tuning
- Improvements
- Higher value for end-user



BUSINESS SERVICES

- KPI Evaluation
- Monitoring
- Measuring



ACCESS TO END-USER

- End-user feedback
- Co-creation
- Involvement
- Testing



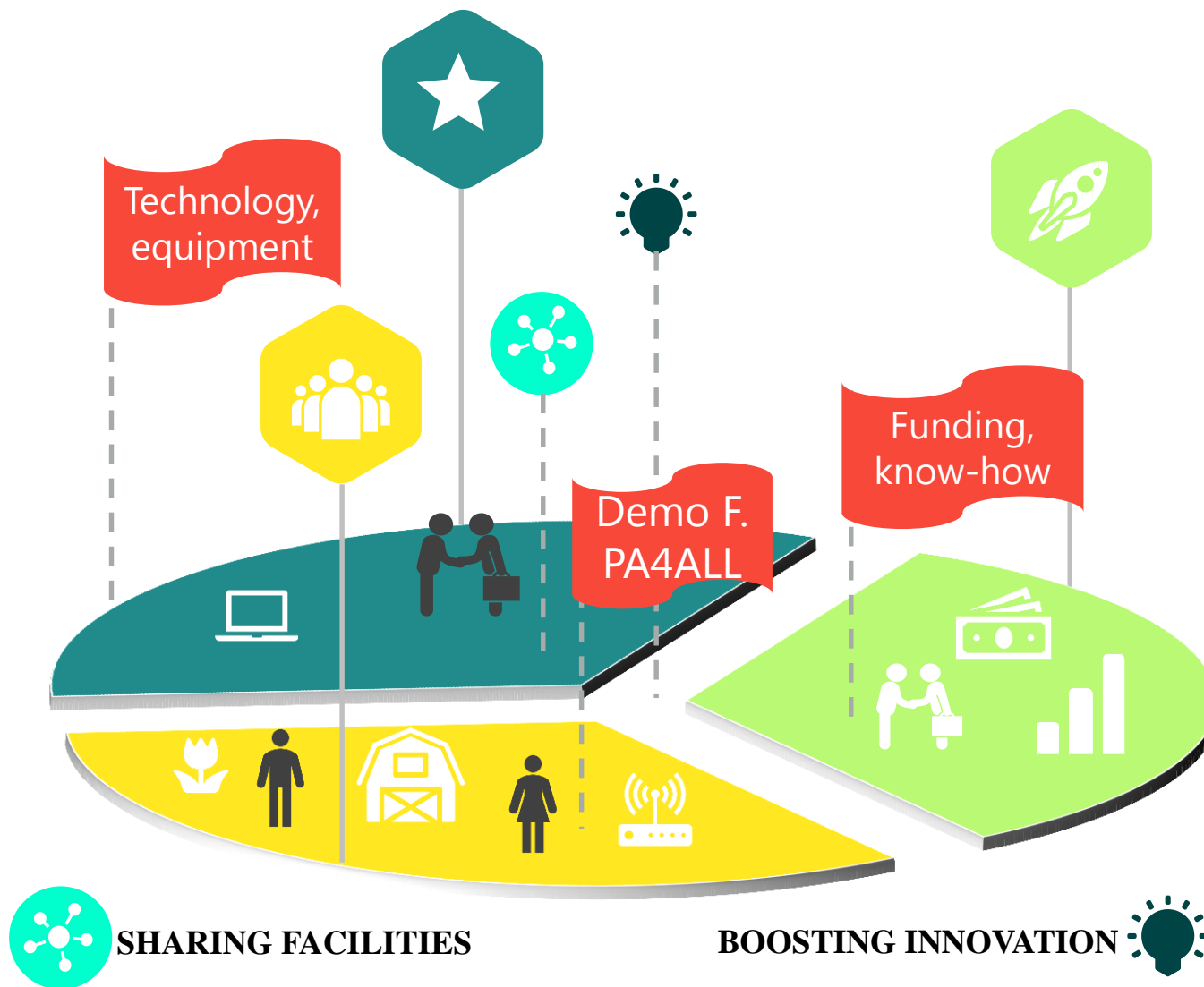
BIOSENSE AS A DIGITAL INNOVATION HUB

Competence Centre

Technology support & Shared Research Facility - access to the state-of-the-art equipment to a broad ecosystem of stakeholders.

End-user, testbed

Valuable KNOW-HOW exchange through Demonstration farm, an open air show room bringing together wide range of actors.



RESEARCHERS
START-UPS
INVESTOR COMMUNITY,
SMEs,
AGTECH EXPERTS,
FARMERS.

Business support service

Helping pace up the speed of agrifood innovation among high-tech start-ups, SMEs & web entrepreneurs.



BIOSENSE AS BUSINESS ACCELERATOR

Aims to support innovative ideas from:

- ❖ Start up/SMEs of the Region
- ❖ Researchers who want to turn their research results into entrepreneurial endeavors

Focuses on long-term benefits:

- ❖ Income from licensing fees from products/services arising from the BioSense research
- ❖ Equity from start-up and monetization
- ❖ Consulting fees from investors
- ❖ Providing access to a broad network of potential customers and investors





CHANNELING FINANCIAL SUPPORT FROM EC

2014



FRACTALS (2014-2016)

- ❖ 270 applications received
- ❖ 45 SMEs funded
- ❖ 26 European countries
- ❖ € 5M total investment

2016



KATANA (2016-2018)

- ❖ 600+ applications received
- ❖ 100 teams get small funding
- ❖ 10 consortia receive € 100k
- ❖ € 1.2M total investment

2017



DIATOMIC (2017-2020)

- ❖ Open call 1 – spring 2018
- ❖ Open call 2 – winter 2018
- ❖ € 70K to € 200K per consortia
- ❖ Budget per call: € 1.5M
- ❖ € 3M total investment

Start

2015

2017

IOF2020 (2017-2021)

- ❖ Open call – winter 2018
- ❖ Evaluation platform with panel of independent experts
- ❖ €100 K to €300 K per consortia
- ❖ € 6M total investment



DEMONSTRATION FARM



PA4ALL (Precision Agriculture for All)

- ❖ Connecting geeks and farmers
- ❖ First Living lab in Serbia
- ❖ First Living Lab in Europe focused on PA
- ❖ Award for best Living Lab (August 2017)

Demonstration farm for end-users

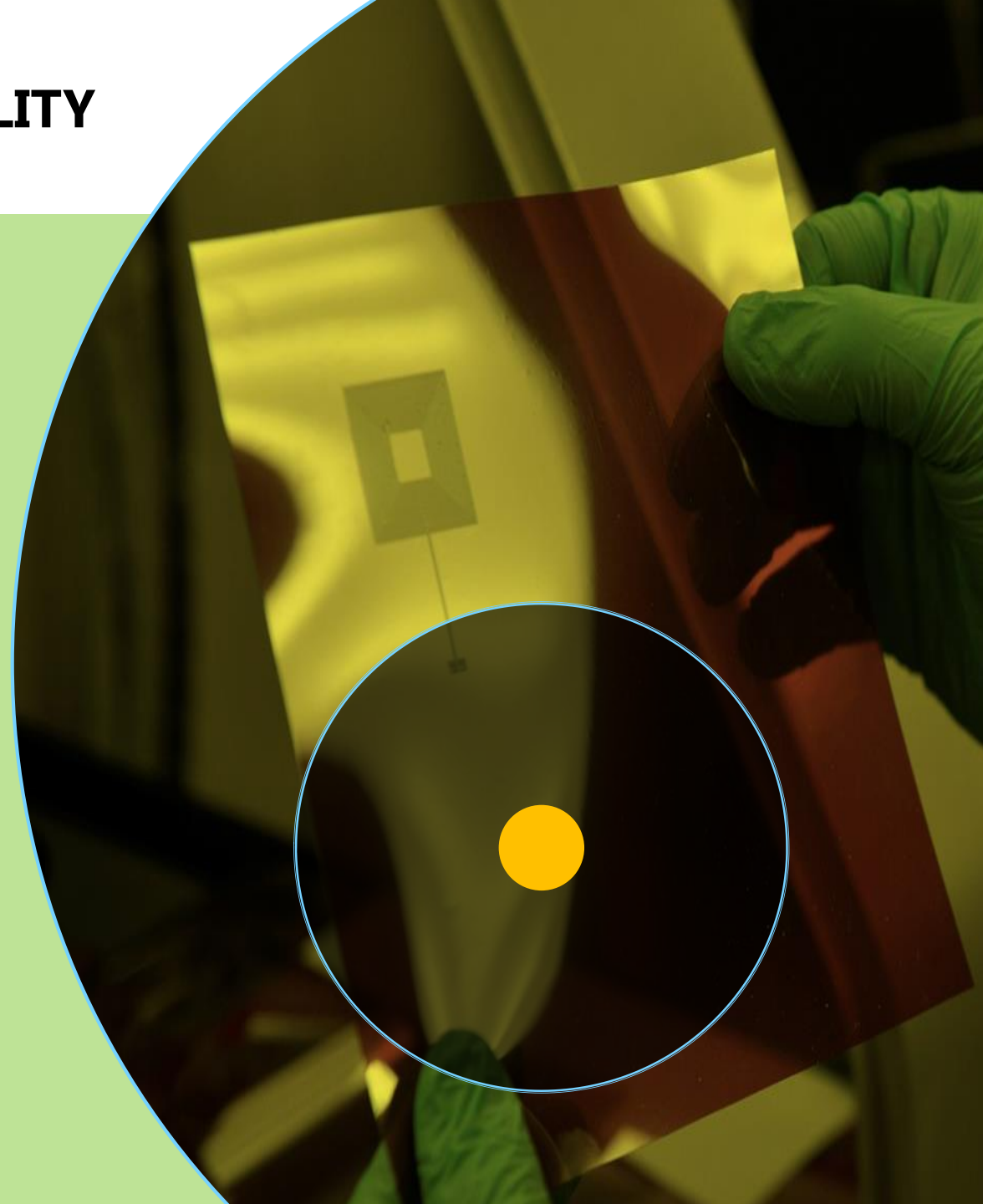
- ❖ Test bed for prototypes in the operational environment
- ❖ It will pay proper attention on leveraging private sector investments in R&D
- ❖ It will engage start-ups, established companies and various end-users into our ecosystem
- ❖ A place to meet and attend trainings
- ❖ Encourages cooperation between innovation stakeholders



SHARED RESEARCH FACILITY

Access to the state-of-the-art facilities to a wide network of stakeholders

- ❖ **Dynamic and comprehensive portfolio of business trainings and fundraising opportunities to a broad range of beneficiaries: research institutes, ICT or agrifood oriented start-ups and SMEs, big industrial groups, etc.**
- ❖ **Better utilization of the opportunities for synergies and growth**
- ❖ **Innovation-booster for the entire regional ecosystem**



Thank you. Questions?

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