

Info 07.06.19

Freitag, 7. Juni 2019 17:18

1st week: Ecosystem Ventuers, b8ta, swissnex, IBM Watson, A10Networks, Swisscom

2nd week: VoiceBase (presentation from investors perspective), Google, PlugAndPlay (Accelerator), Stanford Uni (distinction between Europe and America)

In negotiation: Adobe, PayPal, Nvidia, Facebook

two students are responsible for a company visit: briefing (intro); moderate discussion Q&A (so there some questions); debriefing with business model canvas

Dresscode: business casual

WineTasting in MountainView, visit Alcatraz, Santa Cruz



ESTA Application!!

Communication is on the Whats APP

Manager Shadow -- compare Practice and Reality (Submission December 21st)

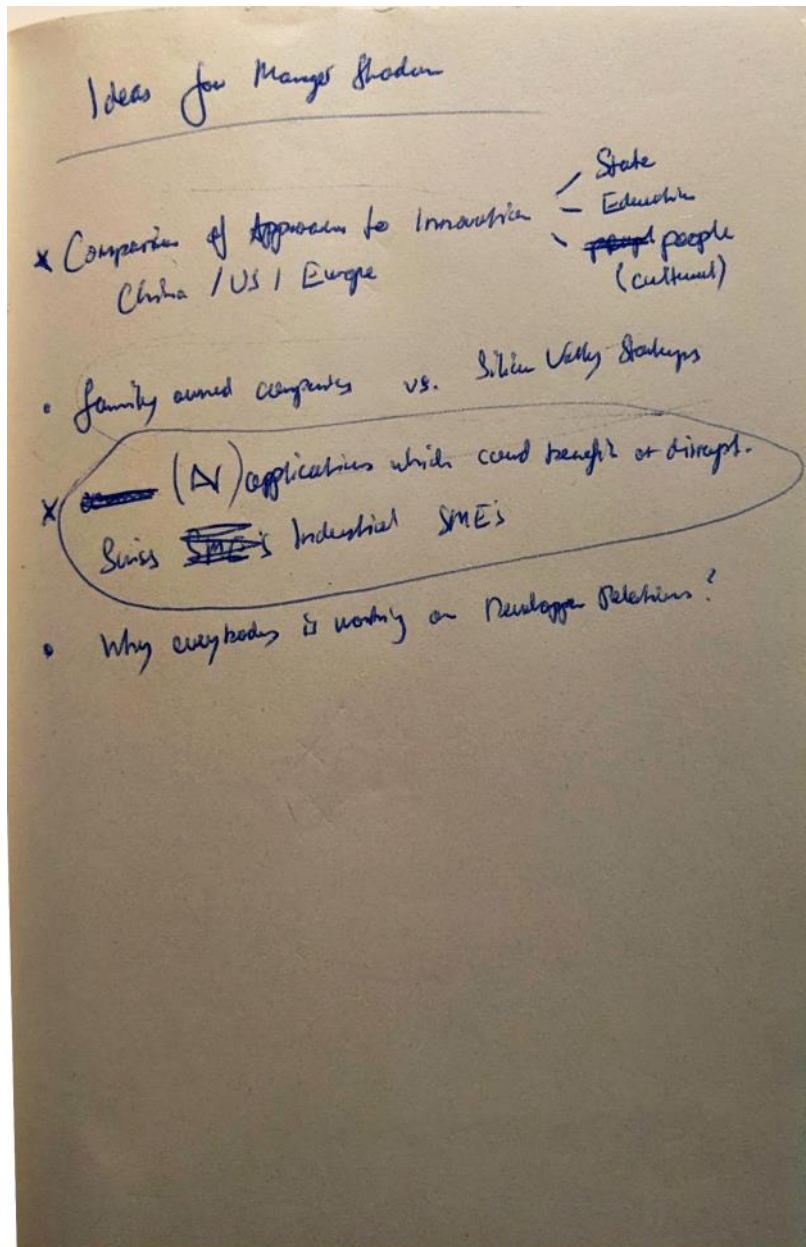
need to define goals and get agreement of supervisor --> can decide during the tour (or even after) --> focus on one module

--> no write a separate theory - relate it to your report and what you find / interview should be in appendix

00 Manager Shadow

Sonntag, 1. September 2019

17:14



Itinerary of Trip

Sonntag, 1. September 2019

17:36



Silicon Valley 2019

Aug 18 - 30, 2019 / San Francisco, CA

Silicon Valley Tour 2019 organized by FHNW

- Travelers:
- [devid montecchiari](#)
- [Knut Hinkelmann](#)
- Planners:
- [Holger Wache](#)
-

Sun, Aug 18

8/18/2019

General Notes ▼

Address:

Note URL

Daily meeting space/Conference room:

- Six continents (Mazzenne level)

Debriefing: 5-6 PM

SF hotel name and address:

- Intercontinental Mark Hopkins, 999 California St, San Francisco, CA 94108

Second hotel name and address:

Maple Tree Inn, 711 E El Camino Real, Sunnyvale, CA 94087, USA

8/18/2019

Kick-off Dinner

Confirmation #:

6:00PMPDT

Del Popolo

[855 Bush St, San Francisco, CA 94108, USA](#)

Mon, Aug 19

8/19/2019

Preparation Session

Confirmation #:

8:30AMPDT

InterContinental Mark Hopkins San Francisco
[999 California St, San Francisco, CA 94108, Stati Uniti](#)

8/19/2019

Dr. Burton Lee: Foundations and Constraints for Innovation: Lessons from Silicon Valley for EU/Swiss

10:00AMPDT

InterContinental Mark Hopkins San Francisco
[999 California St, San Francisco, CA 94108, USA](#)

8/19/2019

b8ta: Tour of the store followed by hands-on times with the products followed by Q/A

2:30PMPDT

b8ta San Francisco
[590 Hayes St, San Francisco, CA 94102, USA](#)

8/20/2019

Alex Fries: Silicon Valley vs Europe: A comparison of venture investments

Confirmation #:

9:00AMPDT

Hero city, Draper University, San Mateo
[55 E 3rd Ave, San Mateo, CA 94401](#)

8/20/2019

Swisscom: Corporate innovation methodologies, digital transformation and leadership

Confirmation #:

2:00PMPDT

Swisscom, Palo Alto
[675 Forest Ave, Palo Alto](#)

8/21/2019

User testing

9:30AMPDT

User testing (HQ)

[690 5th St, San Francisco, CA, USA](#)

8/21/2019

IBM Watson

1:30PMPDT

IBM Watson

[505 Howard St, San Francisco, CA 94105, USA](#)

Thu, Aug 22

8/22/2019

Overview of Swissnex, it's program and outreach a tour of the space

9:00AMPDT

Swissnex San Francisco

[Pier 17, The Embarcadero #800, San Francisco, CA 94111, USA](#)

8/22/2019

ShiftJs

Confirmation #:

3:00PMPDT

ShiftJS Suite 215

[1307 South Mary Avenue, Sunnyvale, California, Stati Uniti](#)

Fri, Aug 23

8/23/2019

Alcatraz Ship

2:10PMPDT

Alcatraz Landing

[Pier 33, San Francisco, CA 94133, USA](#)

Sat, Aug 24

8/24/2019

Sausalito and movement to the next hotel Maple Tree Inn

2:30PMPDT

InterContinental Mark Hopkins San Francisco

[999 California St, San Francisco, CA 94108, USA](#)

Sun, Aug 25

8/25/2019

Wine tasting in Pichetti

Confirmation #:

10:30AMPDT

Picchetti Winery

[13100 Montebello Rd, Cupertino, CA 95014, USA](#)

8/25/2019

BUS - Picchetti Winery to Santa Cruz

12:30PMPDT

Depart

Picchetti Winery

13100 Montebello Rd, Cupertino, CA 95014, USA

1:30PMPDT

8/25/2019

Group Dinner at Laili

6:35PMPDT

Laili Restaurant

[101 Cooper St, Santa Cruz, CA 95060, USA](#)

8/25/2019

Laili

Confirmation #:

6:45PMPDT

Laili

[101B Cooper St, Santa Cruz, 95060](#)

(831) 423-4545

8/25/2019

Santa Cruz - Santa Cruz to Maple Tree Inn

8:00PMPDT

Arrive

Maple Tree Inn

[711 E El Camino Real, Sunnyvale, CA 94087, USA](#)

Mon, Aug 26

8/26/2019

Facebook

Confirmation #:

11:15AMPDT

Facebook

[1 Hacker Way, Menlo Park, CA 94025, USA](#)

8/26/2019

Nvidia

Confirmation #:

3:00PMPDT

NVIDIA Corporation

[2788 San Tomas Expy, Santa Clara, CA 95051, USA](#)

Tue, Aug 27

8/27/2019

OPTIONAL via BUS - Stanford Shopping Center to Computer History Museum

Confirmation #:

9:30AMPDT

Depart

Stanford Shopping Center

[660 Stanford Shopping Center, Palo Alto, CA 94304, Stati Uniti](#)

10:00AMPDT

Arrive

Computer History Museum

[1401 N Shoreline Blvd, Mountain View, CA 94043, Stati Uniti](#)

8/27/2019

Stanford Tour

Confirmation #:

3:30PMPDT

Stanford Oval

[20 Palm Dr, Stanford, CA 94305, USA](#)

Wed, Aug 28

8/28/2019

Google: Building Beautiful Applications With Flutter - Google's new framework

Confirmation #:

10:00AMPDT

Google LMK2

[LMK2 - 1883 Landings Drive, Mountain View, Hudson room](#)

8/28/2019

Impossible Foods

Confirmation #:

4:00PMPDT

Impossible foods

[400 Saginaw Drive, Red wood city](#)

Thu, Aug 29

8/29/2019

weavr.ai

Confirmation #:

9:30AMPDT

Maple Tree Inn

[711 E El Camino Real, Sunnyvale, CA 94087, USA](#)

8/29/2019

Voicebase

Confirmation #:

2:00PMPDT

Maple Tree Inn

[711 E El Camino Real, Sunnyvale, CA 94087, USA](#)

Fri, Aug 30

8/30/2019

Plug and Play: Tour + Pitching session (money tech) followed by lunch

Confirmation #:

9:00AMPDT

Plug and Play Tech Center

[440 N Wolfe Rd, Sunnyvale, CA 94085, USA](#)

Confirmation #:

1:15PMPDT

Depart

Plug and Play Tech Center

[440 N Wolfe Rd, Sunnyvale, CA 94085, USA](#)

1:30PMPDT

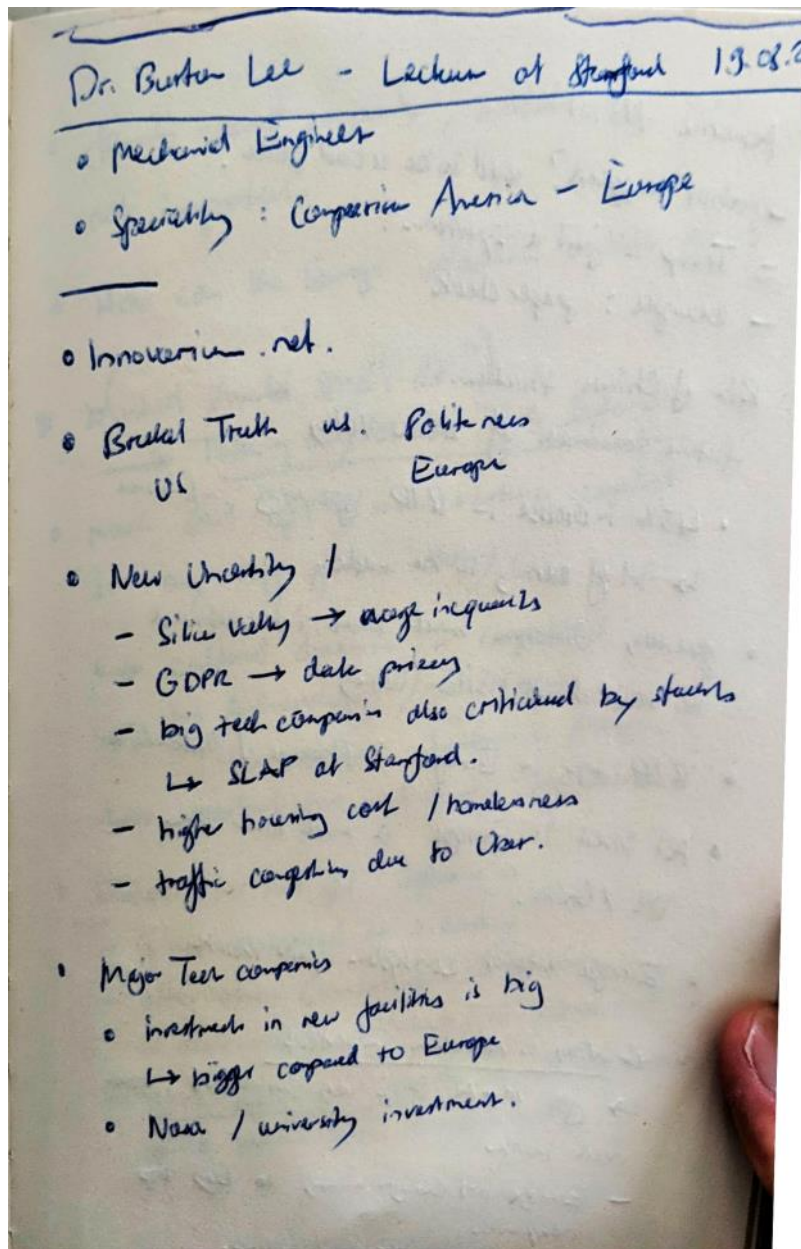
Arrive

Maple Tree Inn

[711 E El Camino Real, Sunnyvale, CA 94087, USA](#)

Aus <https://d.docs.live.net/4dc95450680ddcc5/FHNW%20OneDrive/91_Silicon%20Valley/190901%20Silicon%20Valley%20Tour%20Program.docx>

Presentation in Silicon Valley Folder



- America No. 1
 - what happened? used to be a cool place.
 - Trump is just a symptom.
 - example: paper check
- Rise of China threatens future dominance of Silicon Valley
 - 45% increase in R/D spending in China
 - ↳ lot of learning to be made.
- generally, Unicom much more international no restriction to Silicon Valley
- R/D top in Europe: Pharma / Automobile
- AI invest in Europe is much lower than US / China.
- Europe internet ecosystem quite weak
- why is valuation important
 - ↳ for M+A it is very important, you need banks
 - Europe not enough money to buy top companies
 - Stock-options for top talent.

- family not in
- How c
- * ~~blinded~~
 -
- more & is only
 - ↳ cu
 - ↳
- ↳ im
- Europe
 - is not
 - other is do
 - data since

• family-owned companies, market value was not important.

• How can the Europe valuation bubble grow?

• What should SME's do?)

→ Talking only about Tech Sector

• more start-ups / more venture capital is only half of the story

↳ cultural dimension is important

↳ Anthropology / Sociology

↳ how ppl. function in groups.

↳ important for understanding organisations.

• Europe does not get Software •

- is not considered as industry

- other than Cambridge UK no place

is dominated by software [at cultural level]

- data culture in family ownership is weak
since owners know company well

Why did Europe not develop IT / software competence?

- never has IT seen as strategic investment but cost center
- byzantinism in conf. Europe is weak on software / very theoretical, → extension of mathematics.
- at Stanford started in 1966

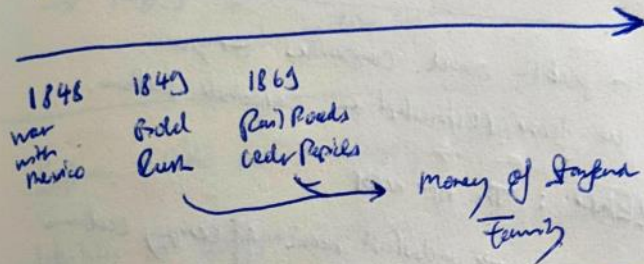
Stanford.

- Spanish Architecture of early settlers
- hp 1939 spun out.
- Stanford, Harvard, Caltech, MIT
 - ↳ 40 - 50% start-ups are software companies!
 - ↳ how can software not properly taught at Europe Univ.?
- CEIBS in top 10 MBA programs for spinning out companies

- Software is not an industry but very fragmented in Europe.

• Top job grows in Silicon Valley

- Software
- ICT companies
- medical devices.



Companies in US Tech sector are built to sell, not to pass on to children.

family owned control focus vs. Silicon valley growth focus

- family owned companies
 - look to peers not to best in class
 - not data driven / lack of transparency
 - no shares for employees.

- ownership of most European companies leads to poor management incentive

- in public owned companies ~~anyone~~ are less restricted on corporate culture.

LEAD : The HP way

↳ understood basis of company culture
Tech sector.

- Fast Moving Tech companies

- Decision making : Product Managers

↳ no time for middle management

Layer 1 : Strategic [M.A. ...]

Layer 2 : Product Managers

↳ Teams forming around new products.

[Consumer market
→ more fast moving]

Culture of allowing criticism

- Accountability in company culture is very important.
- You can talk about bad team performance
- tough headlines are common
↳ point is to force change

Koi Fu ki → read it → to register about Europe.

- Europe: no proper level of criticism of management and mismanagement.
- not welcome for outsiders to criticize e.g. Germany.
- Ai Wei Wei does not like Germany! :)
- Exempel Rustaric in Linz
→ sp1: that is not us, proud of industry.

• If you don't talk about the real issues, you can't solve them.

• Difficulty to handle criticism
what to do on company level

→ CEO and Board need to
set the example.

→ needs more CEO feedback on this.

20.08.19 Alex Fries (Venture Capitalist)

Sonntag, 1. September 2019

16:03

Hero City [Teen Dragen - Venture Capitalist] 20.08.

Alex Fries

- ① good idea, believe in 1000% *
 - a) start bad, block domain names
 - * many ppl are going try to stop you
 - b) there is nothing new → just better, faster, cheaper
- ② start with your money
- ③ seed stage → go to him [he has fund]
 - ↳ high risk
 - ↳ 0.5 - 1 million → 10% of company
 - ↳ with investors
- ④ A-Round 5 mio and above
 - Exit: sell
 - no venture money / no M+A in Europe
 - they invest in Swiss / European start-ups
 - much easier to reach Venture Capitalists
 - for investment [even Siemens scout] in Cote
 - you need an sales here to promote your startup [via him]
 - your idea has usually 5-7 Mio value
 - ↳ in Europe max. 0.5 - 1 Mio

• deck - Alpina ventures. [fund]

• everything that is disruptive is getting funded.

• the only strategy which is guarantee to fail is not taking any risk. (in a changing world)

• How he invests?

- wow effect

- in the end Team: clever guys which is hungry

- 50 mio min. Revenue in 5 years *

- most important is the right network

* means ~~highly~~ brightly to US or China

- SELL, SELL, NETWORK

↳ ACT LIKE Rockstars.

- ~~he~~ he does not invest in quitters.

- Unicorn: on paper worth 1 Billion

Because of Tesla other automotive
companies built outposts here to scout.

- older ~~founders~~ ^{founders} perform usually better
↳ 45 years old is good.
- monthly reports to investors (at least quarterly)
- A-Round : raising 5 Mio
- never in vcs in single persons,
↳ there needs to be at least 2
- business guy - tech guy for example
- 20% reserved for stock options.
- venture fund : 50% will fail

• how to invest in start-ups?

- go to demo day = Angel

- Start to exit 5-7 years - on average.

- Conservative roles are ending
investing investment next to stocks.

- crowd funding → ~~investing~~ ^{investive}, ch
↳ microventures. → can buy
pre-IPO stock.

- ~~many corporations have nowdays~~

- Mix Teams

- Tech Engineer

- Sales American.

- Investors: mixed

- Manager: mixed

- ↳ is the best.

- Not invested here syndrome is BS

- ↳ collaborate at least with start-ups

- 12,000 start-up founded a day
in China.

- 5 years to loose money
 - market share is important → growth / market share
is the currency
-

Swisscom Outpost.

- since 1998
- Stefan Petzel
- many companies don't have a formal innovation process

Result: no aligned with company,
be disruptive but safe?!

Alpana Ventures

alexander fries
partner

Alpana Ventures SA

San Mateo, California, USA

Geneva, Switzerland

www.alpana-ventures.ch

+1 408 644 8104

af@alpana-ventures.ch

20.08.19 Swisscom Outpost

Sonntag, 1. September 2019 16:06

Stefan Petzov

Swisscom Outpost.

- since 1998
- Stefan Petzov
- many concepts don't have a formal innovation process

Result: no align with company, be disruptive but safe?!

• Product Innovation

- remove the barriers or increase the barriers

Efforts → Price → Benefits → Scale

use design thinking

How to measure the success?

- products (business)
- introduction
- proof of concept

Property for the future. [Strategic level]
5-10 years.

- ① Identify Purpose of company
- ② Awareness of change - what drives it? *
- ③ Possible scenarios - how the changes can impact us?
- ④ ~~Conquering~~ Conquering strategies - how can we win each?

* pick top 5

- ⑤ Placing bets - what should we do now?
- ⑥ Re-evaluate - with new information

• Swisscom has a venture fund.

↳ see pirates hub in Switzerland.

Innovation Process

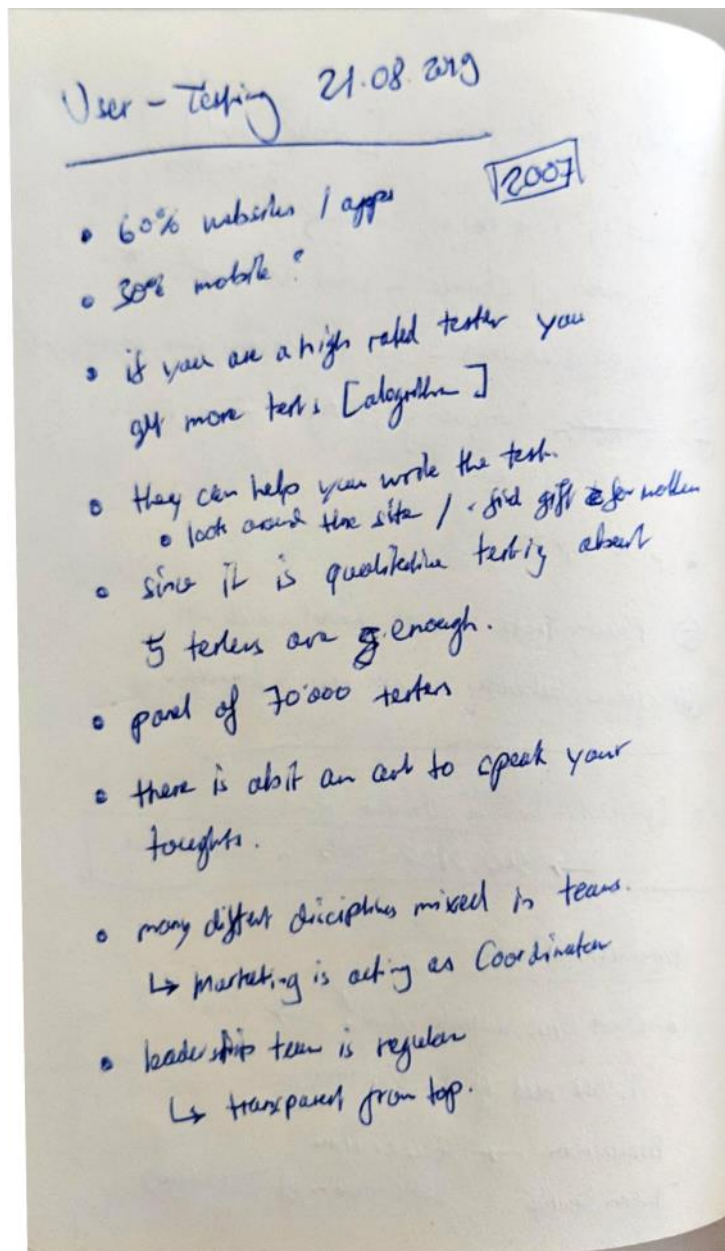
- Point from outside view! → what is the need of the customer.

Incubation → Acceleration
Lean Startup Implementation of Technology

21.08.19 User Testing

Sonntag, 1. September 2019

16:08



- **Loos**: annual subscription model
- **gross retention**: how much you keep
- **net retention**:
- **on-boarding** of customers is important.
- focus on problems users are facing
 - ↳ does not necessarily tell you solution
- 85% selling in US / 15% outside US

BI 3 Persons. [consistent data; empower transparent decision making → company alignment]

Booth: Contract Value Loss

Revenue: recognized on monthly basis.

ARR: annual recurring rev.

↳ recurring vs non-recurring
important to know

drive strategic decision making.

↳ help to set quarterly activity goals.

↳ Focus of numbers depends on stage
↳ now scaling stage

Control Acquisition

BI Software

- Periscope
- SQL → Reports created by BI Team.

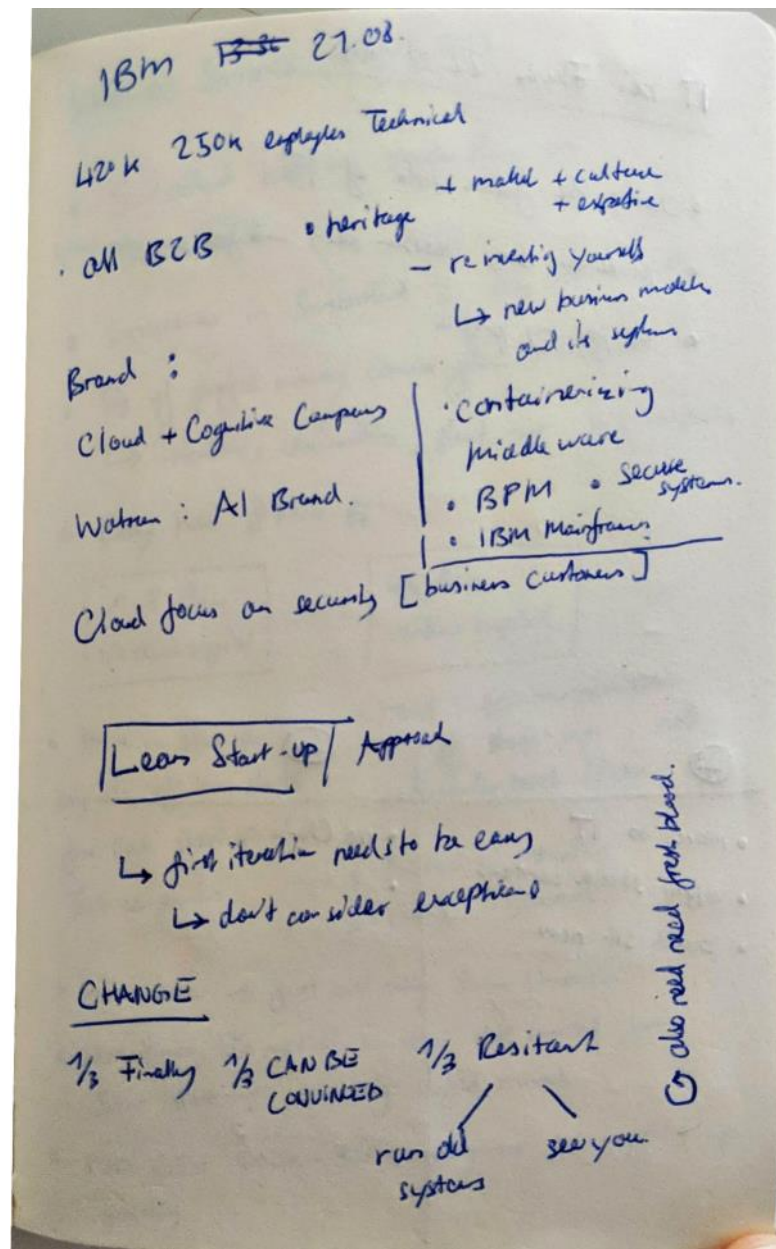
Design Thinking

Culture + Context → create stories.
↑
Ficus driving a car.

→ possible for any [complex]
problem ↓
big business problem

which require innovation.

- understanding the problem is 10% of the solution
- the cycle ~~length~~ length depends on complexity of problem



22.08.19 Swissnex

Sonntag, 1. September 2019

16:11

Intro to Swissnex 22.08.2019

- Switzerland has no master plan on innovation
- Innovation in Switzerland is very bottom up.
- 2/3 of project money comes from outside
 - ↳ institutions, universities, start-ups, big companies
- Bay has 8 Mio frl.

1.2 Bio Venture capital	46 Bio Venture capital
----------------------------	---------------------------

- there is also a big role of the state for tech startups / Tech companies.

Heart: commercialisation of start-ups, not necessarily best ideas.

- Boston: thinkers
- Bay: doers.

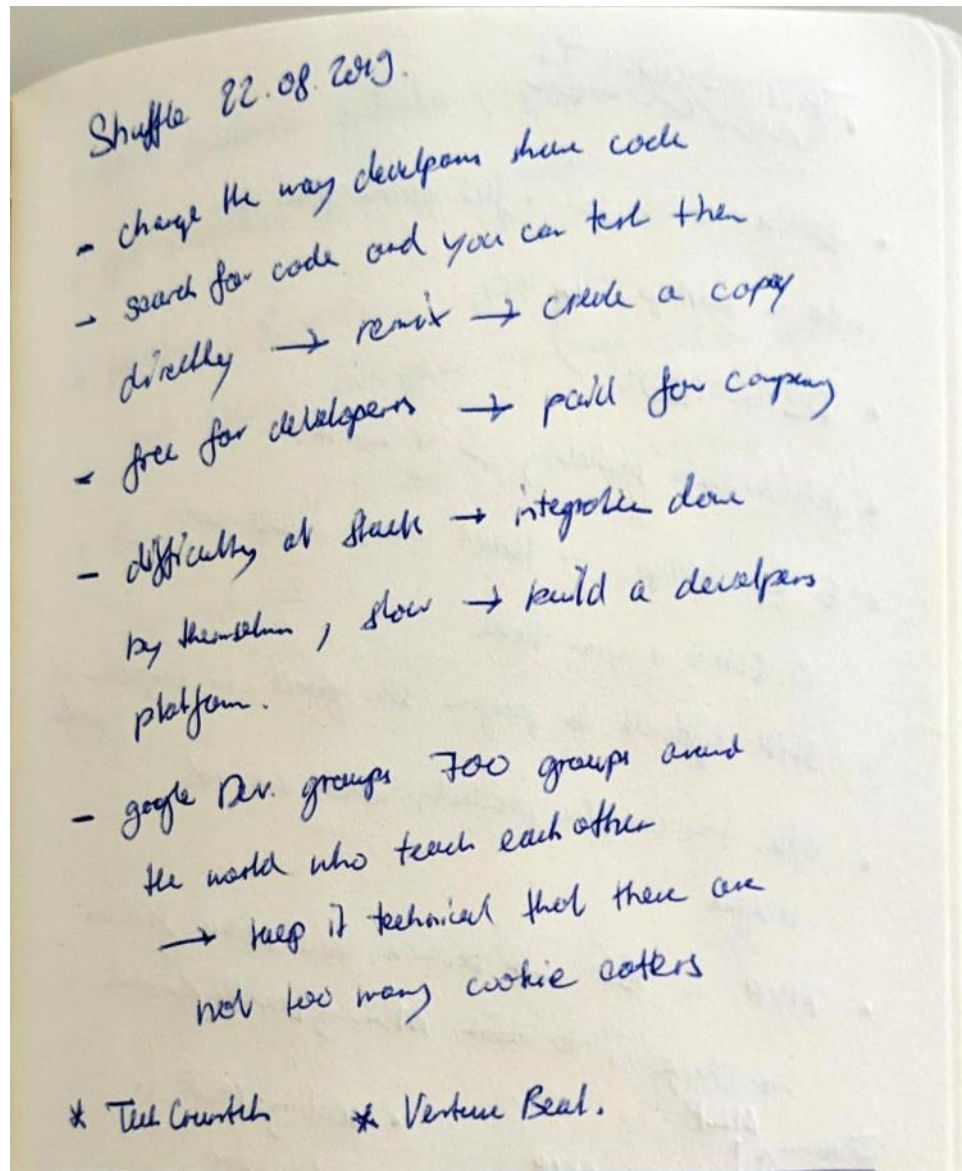
- Minimize → first and only Swiss Unicorn
- sometimes US market is also test market for Swiss start-ups → big unified market.
- PhD ETH 200k - 230k ~~going up~~ salary going up quickly

- barrier to entry: housing, immigration policy
- once you are here easy to meet people
- VC see themselves as part of team (~~former~~ former entrepreneurs) → you need local presence
- try to promote where the market players are lacking.
- Responsibility in Tech is now a very big topic.
 - ethical guidelines e.g. in AI
 - Geneva convention for cyber war.
- you are here to sell your vision of the future.
- innovation ranking: patents
 - ↳ question this especially in software industry
- Swiss gov.: mentality: leave it to the stakeholders [companies]

22.08.19 ShiftJS

Sonntag, 1. September 2019

16:12



- ~~Measuring the right thing.~~

- Advocacy → FEEDBACK LOOP

- Front End / Back End

Product-Market Fit

- 300k-400k for a few years then go to a startup.
- DEVELOPER
- relationship pretty 3-4 months.
- 6 top develop. in Israel which would cost 0.5m a year here
- still difficult to program sth good in competition of Google.
- offer too complex products which are not useful.

MVP is BS → because you reduce features
 ↳ change it to ~~minimizing~~ Minimizing valuable product

- scaling MLP is much easier

• make a very few ppl very happy

- Minimal hackable footprint

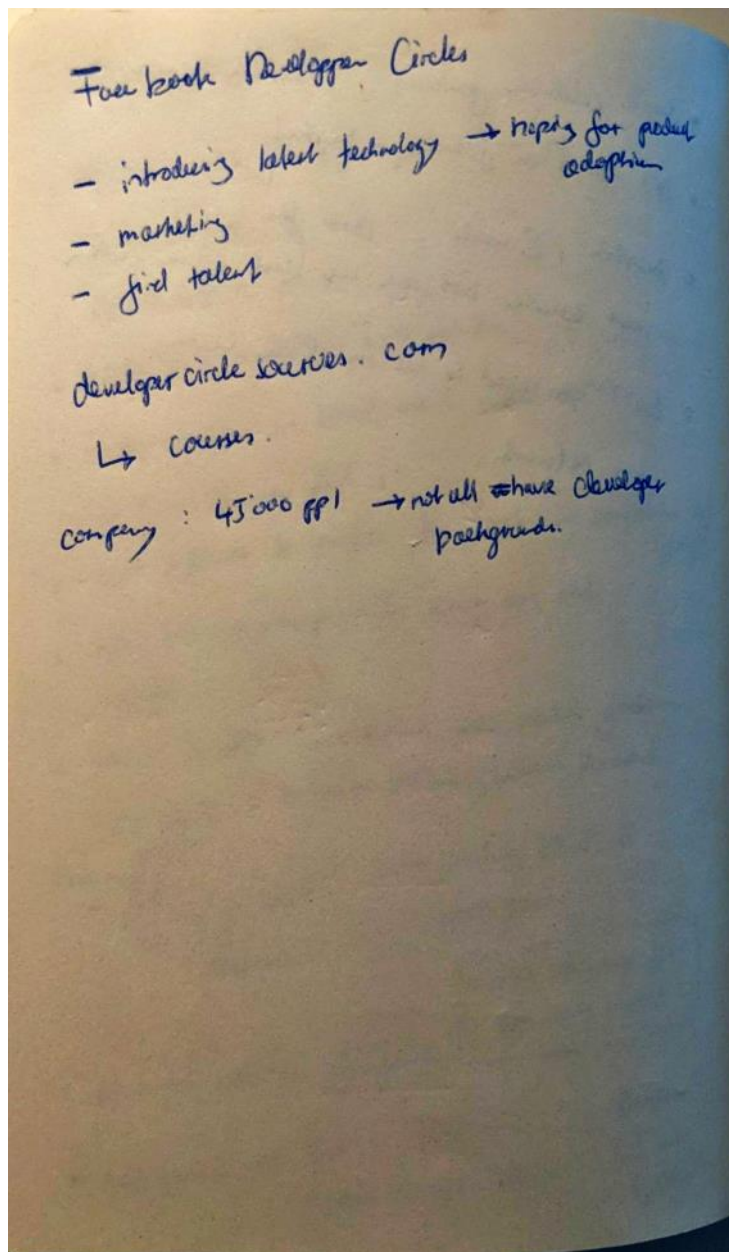
- you cannot fail Top Japanese Kenokiri Culture

Geten
 Silicon Valley

- don't celebrate features, celebrate learnings
- ppl invest in founder + market.
- Perkin, Beardsley, Dave the
red estate hot spots → next silicon valley
- BUT you need to be in silicon valley
for network.

26.08.19 Facebook

Sonntag, 1. September 2019 16:15



NDA

Stefan

von Arx

Wandfluh AG

Visitor of

Yaris Ng Pang



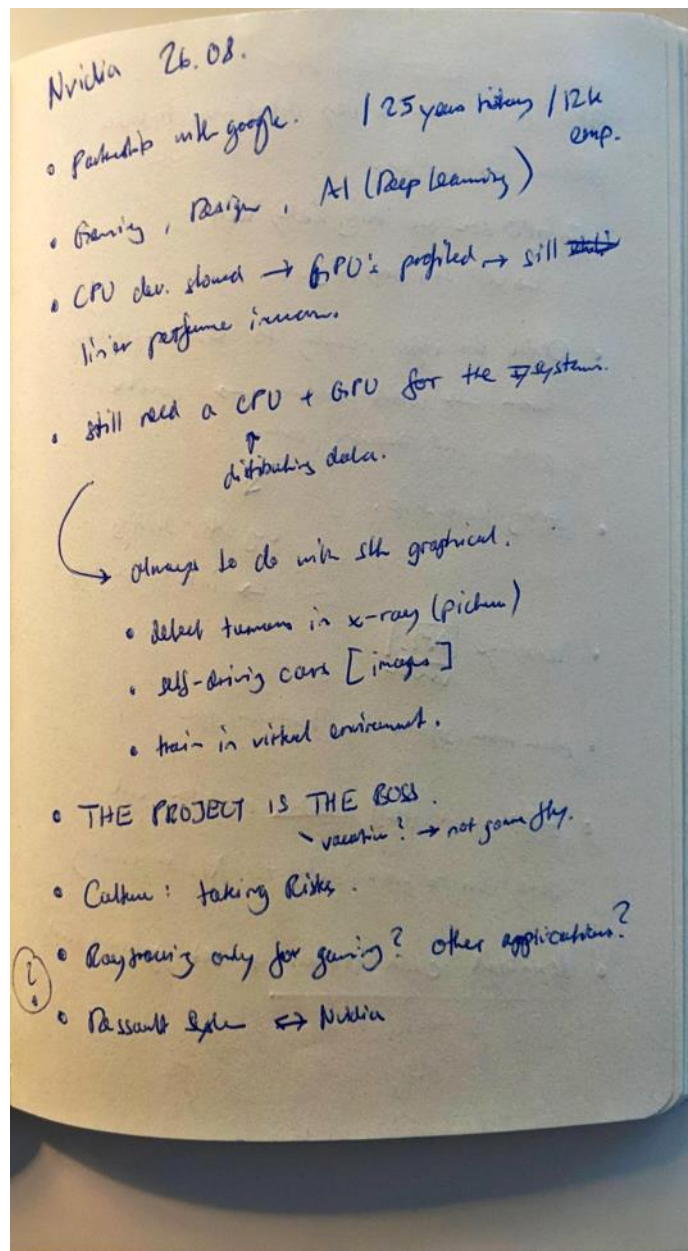
2019-08-26

10:50 AM

26.08.19 Nvidia

Sonntag, 1. September 2019

16:15



GPU / CPU use a very different way to tackle problems → read up.

- GPU does one thing really well
↳ CPU does everything.

- Define the right industry to solve problems
~~then~~ → what problems → complex problems need computing power.

- strong leadership.

↓
e.g. self-driving
↳ interdisciplinary

- leverage APIs

- much more software than hardware opt.

- GPU is in itself ~~modular~~ modular and can be more suited to AI or gaming

- download cuda toolkit to set graphics card

Cloud game's

- Netflix is one ~~directional~~ directional
↳ Gaming is two directional → latency problem,
not easy.

- massive parallelization → GPU

- serialization → CPU

- CEO top rated → look-up.



nVIDIA.

8/26/2019

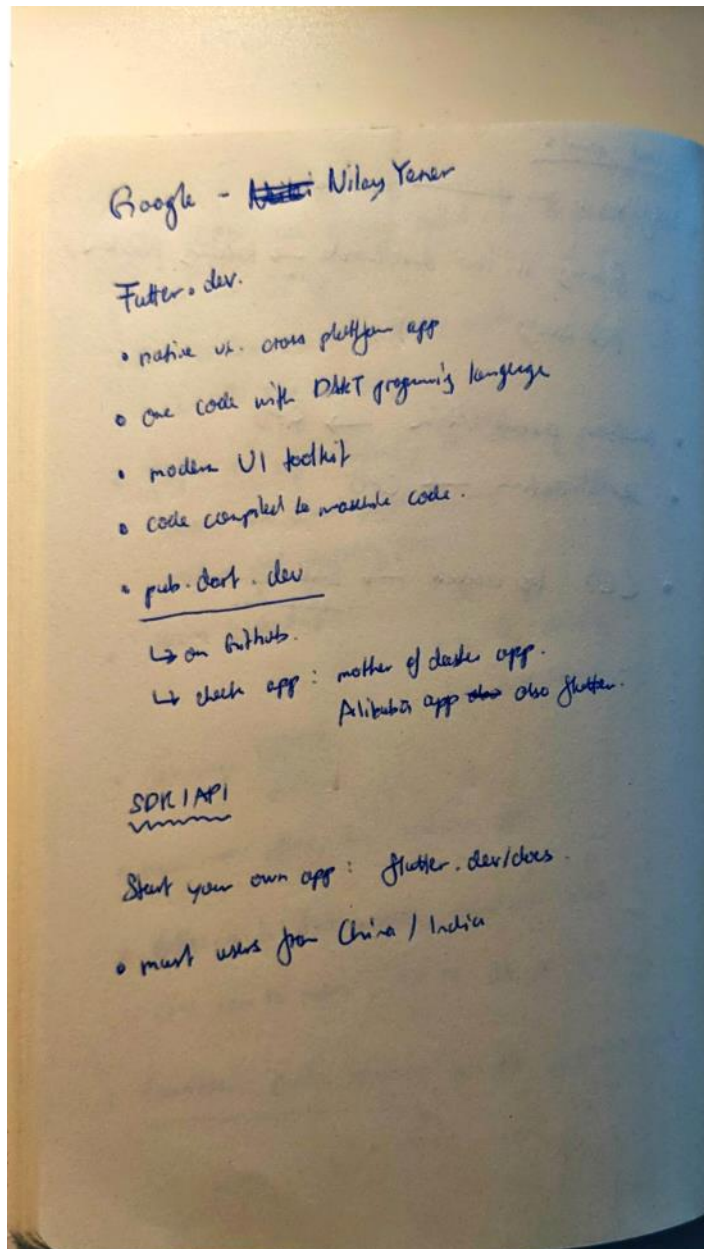
visitor

escort required

Stefan Von Arx



1592040



Google - Uttam Tripathi

Swiss Innovation

- efficiency
- quality

Silicon Valley Innovation

- first speed, then scale, then efficiency

Dev. Products : Android Studio, Flutter

- 20-25 m's developers in the world, half use google products.

Developer Relations

Connect → Engage → Adopt → Advocate

→ Zurich has an active Google developer group.

developers.google.com/community

- Your leadership should reflect the diversity you want in the community.

What do we miss?

- Edu system
- Talent magnet.
- Role models
- no shame for failure.
- VC Funding

Google™

Guest

Stefan
von Arx

Nilay Yener

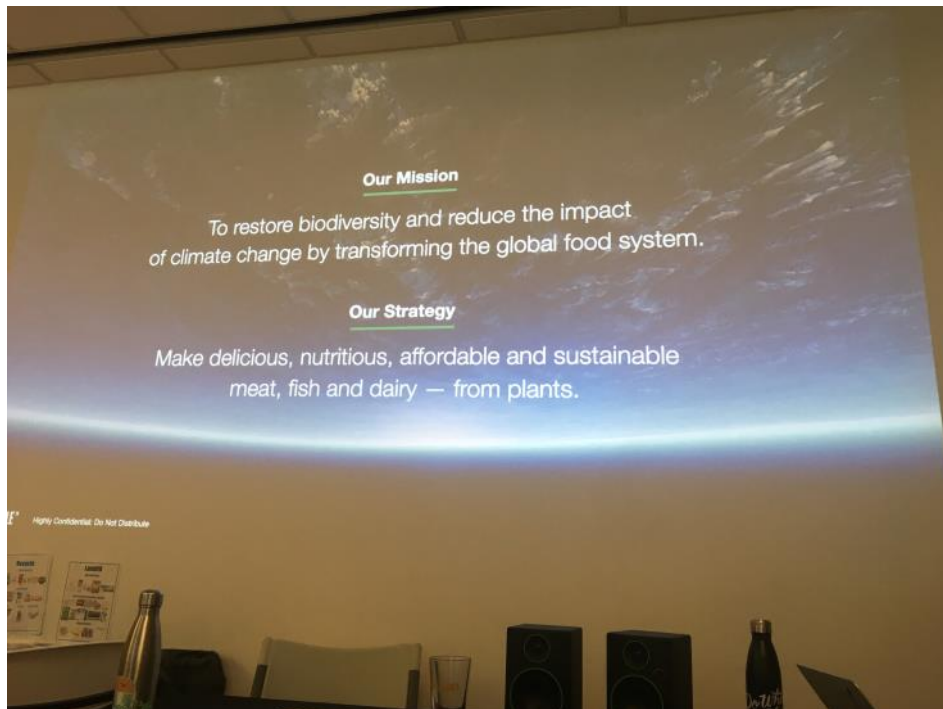
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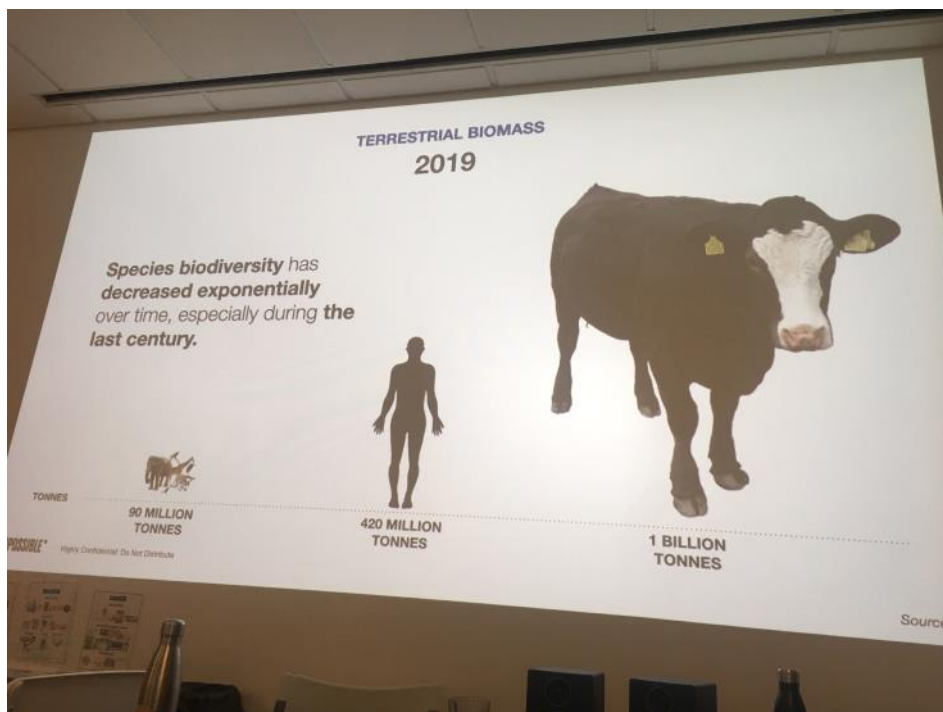


28.08.19 Impossible Foods

Sonntag, 1. September 2019


16:16







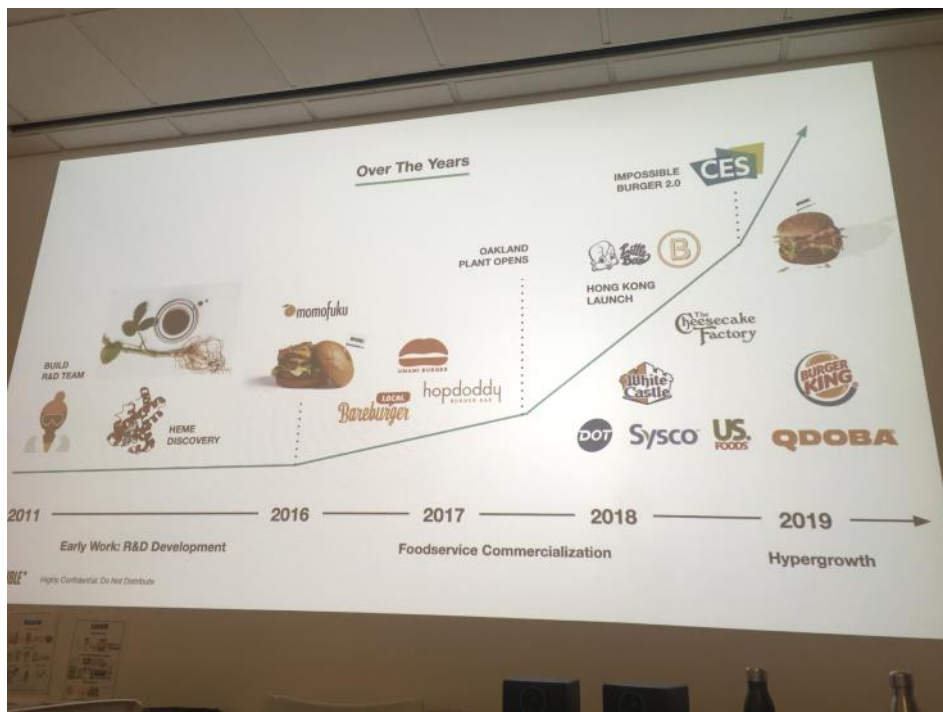
The **Impossible Burger** is **tasty, nutritious,**
and has a positive **environmental impact.**



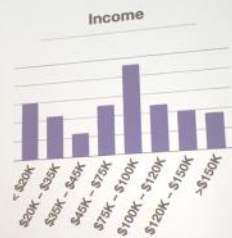
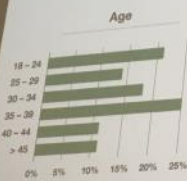
- 87% less water
- 0mg of cholesterol (14g total fat)
- 89% less greenhouse gas emissions*
- 96% less land
- 19 grams of protein
- No antibiotics
- No animal hormones

IMPOSSIBLE® Highly Confidential: Do Not Distribute

*Claims based on a 4-oz serving. See nutrition information for fat content at www.impossiblefoods.com.
*% compared to greenhouse gas emissions associated with the production of ground beef from cows.



The Impossible appeals to **everyone, everywhere**
— especially **meat-eating Millennials and Gen Z.**



83%

Of our consumers are under the age of 50

53%

Of our consumers are college graduates or higher

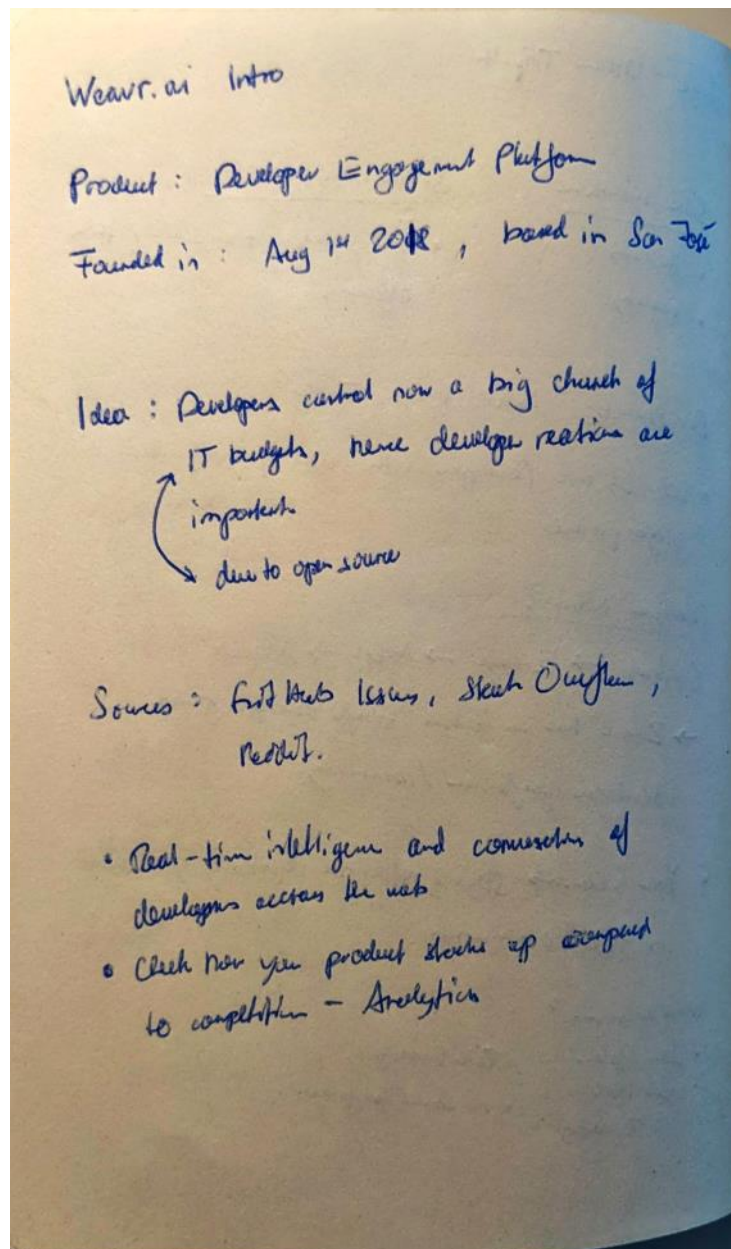
92%

Of our consumers eat meat and dairy foods

Millennials spend more on eating out than any other generation.
Their annual spending power is estimated to grow to¹

\$1.4 trillion by 2020

IMPOSSIBLE® Highly Confidential. Do Not Distribute Source: 1. Business Insider 2017; Accenture 2013



Wawancara - Avinash Harsh

- Stanford GSB Lead Program

- Bay Area : only tech and drive counts
↳ global + color blind.

- Be transparent when you are a small company.

- Holo sys → Acquired by ~~Facebook~~ Sonata

- Healthy Team relationships.

- User Success → get user feedback "e.g. free software" before they become a customer

- collecting everything relevant in the tech space related to your company e.g. nNiche

- respond
- push + amplify to the right channels.

- Product Marketing / Dev. Relations ppl. use it.

later integration of Chinese platforms / Japanese platforms

Comparison to Watson.

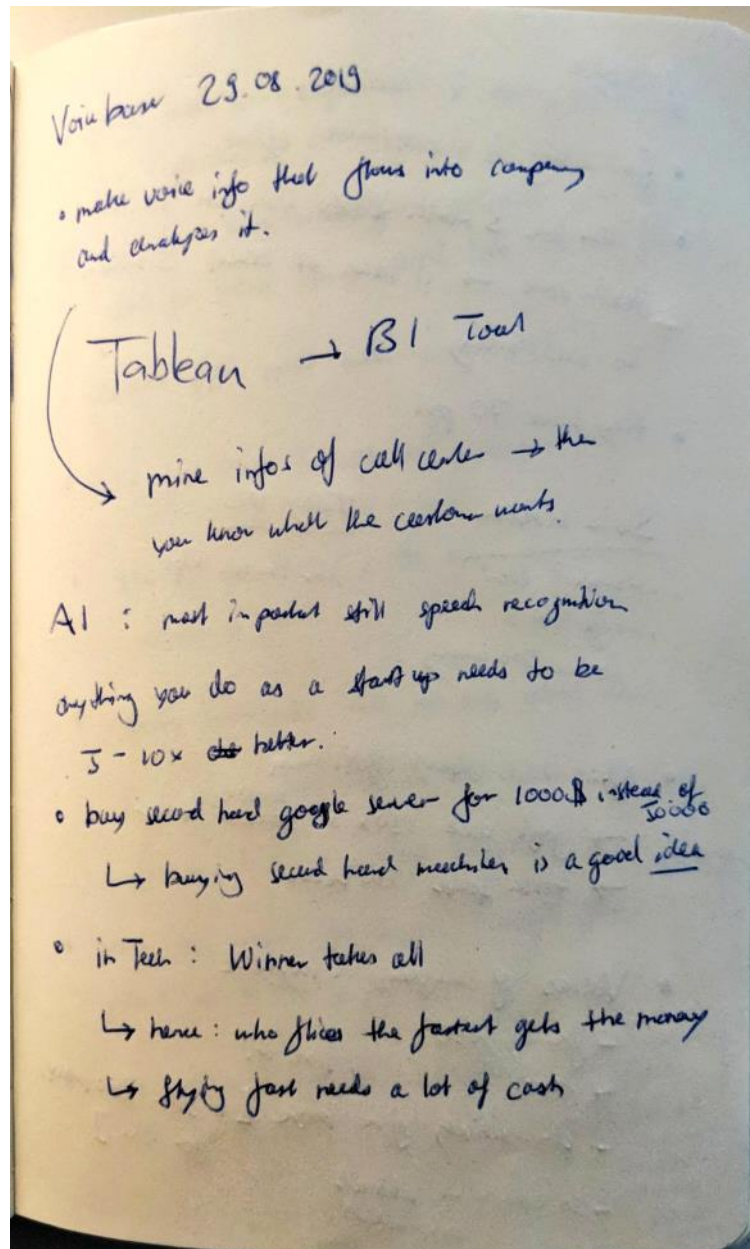
- Use case specific → Watson.
- Watson Framework for AI itself

Impossible Foods Rebriefing

- environmentally contentious meat eaters
- in the long run: better ~~taste~~ taste, better ingredients.
cheaper → replace all meat.

29.08.19 Voicebase

Sonntag, 1. September 2019 16:16



Votabase

- fundraising is a continuous effort.
- if less than 3 months costs you are in the death zone → it takes at least 3 months to raise money
- they have 70 ppl

Swiss Investor

- margin? etc.?
- manage like a fortune 500 company

Vally VC

how can we help

- after it is about efficiency
 - google spent 150k on ^{sensors} ~~for~~ for car
 - tesla spends 100 bucks
- Values of company is important
 - family first
 - fair
 - pro-actively give more [if sth. does more for you]
 - so can you attract top-talent.

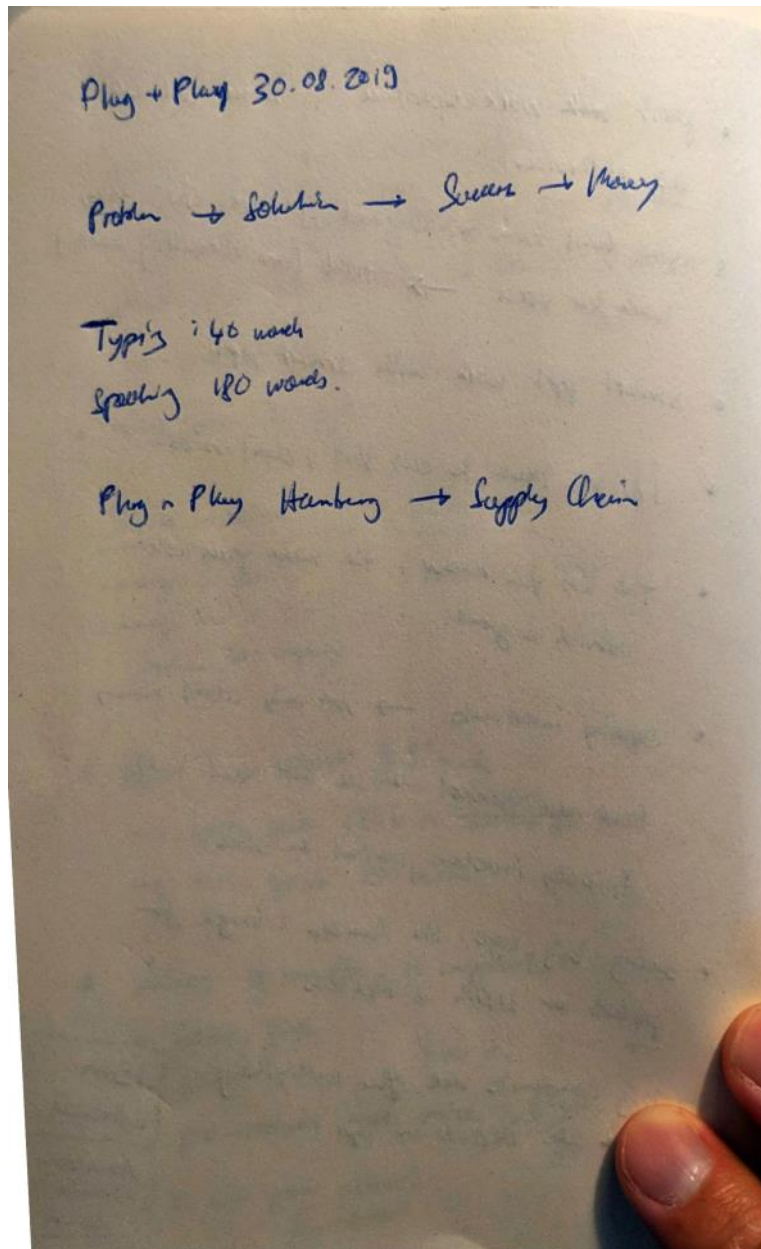
- past work experience is more valuable as interview
- you don't know how good ppl are until they work for you → trial (on consulting basis)
- smart ppl work with smart ppl.
- if you have to eat shit, don't nibble.
- the less you know, the more you ask which is good.
- equity investments → not only about money but also control → see that you and friendly investors control the stock
- suing big cops. like Amazon / Google for patents or NDA is hopeless
- big companies are often everything → also depends on ppl.

IBM
ethical

Amazon
Oracle
bad

30.08.19 Plug and Play

Sonntag, 1. September 2019 16:17



PLUGANDPLAY

Friday Pitch Day 2019

Smart Homes & Cities, Blockchain & AI			Speaker
#	Country	Startup	Description
1	Vereinigte Staaten	Mobility Science	Mobility Science provides an AI based software platform that empowers mobility operators, (scooter sharing, car sharing, car rentals etc.) to maximize the utilization of their own fleet using demand forecasting and the most advanced price optimization (dynamic pricing).
2	Canada	Motion Gestures	We provide Artificial Intelligence-based gesture recognition software. We in AI industry. <i>tech & trust</i>
3	USA	Lattis	Lattis is a new platform for Micromobility. We manufacture smart locks, and software to enable operators to easily deploy bikes and scooters. <i>X don't get it</i>
4	USA	ClearRoad	ClearRoad is leveraging connected vehicle data to create the consolidated marketplace for charging vehicles on the road. <i>✓ → should be model by Caltrans</i>
5	USA	Wavyn	AI driving assistant to prevent collisions
6	USA	oollee	We are oollee- Water Provider! It's like internet provider but instead of modem we install our smart purification system. Unlimited fresh water every day for \$29/mo (including maintenance and filter replacement)
7	USA	MSBAI	Like Salesforce but for engineering - delivering expertise as a service through GURU The Ultimate Engineering AI Assistant. Industries: Enterprise SaaS, Cloud, HPC, Mobile/wireless
8	USA	Moeco	Moeco is a blockchain-powered platform for global IoT connectivity, that radically reduces the cost of IoT infrastructure (by ~20 times) and enables a new level of service for Smart Cities, Logistics, and CPG companies.
9	USA	Coda Compliance	Coda Compliance is a real estate tech SaaS provider based in San Jose. Our mission is to take the guesswork out of land use entitlements and change the way real estate developers and capital partners underwrite risk for new development projects.
10	USA	WaterGuru	The company has developed a novel purpose-built, network-connected robot that continuously tests pool water chemistry, reports the test results to a cloud analytics platform, and adds the minimum amount of chemicals to the pool water to maintain the perfect chemical balance.
11	Russia/USA	Altos Platform	Altos helps application and IoT companies sell data on behalf of their users in a secure, fair and transparent way.
12	USA	Alea Labs, Inc.	Forced air (HVAC) is the dominant approach in North America for heating and cooling, but the technology has little evolved over the last 100 years. It consumes the majority of a building energy and yet fails to deliver comfort. Alea makes "smart" thermostats obsolete and, for both retrofits and new construction, affordably delivers perfect room-by-room comfort and healthy air at a fraction of the energy typically used.
13	USA	Pundit	We are a political social network that gives Americans a tangible voice. Live stream debates, talk to officials, and discuss politics.
14	Italy	EcoSteer	EcoSteer is an IoT & Blockchain software company for Data Privacy. It converts things into shareable and tokenizable data streams, under complete control of their owners. Automating Privacy Regulations, Data Owners can manage third party access to their data with complete autonomy via Smart Contracts and Corporations can use and intermediate client's data in full compliance with Privacy Laws.
15	India	Obviously AI	We enable non-tech business analysts to get data predictions, without writing code.
16	USA	Speak to IoT	Speak to IoT provides a simple, secure, software platform to connect smart IoT devices to all intelligent voice assistants like Alexa, Google, and more.
17	USA	Cypherpath	Cypherpath is Everything Needed to be Resilient Against Cyber Attacks. Rapidly Prepare, Safely Deliver, and Instantly Recover, All in One Platform
18	USA	Cryptowork Corp	We provide a cloud service for verifying data integrity and data compliance.
19	USA	Camino	We built software to streamline the process for citizens when applying for a permit or license.

OVERVIEW

We are a global startup ecosystem and venture fund specializing in the development of early-to-growth stage technology startups. Since inception in 2006, our program extends worldwide through established programs in Europe, South America, and South-East Asia. Providing a Silicon Valley platform and the resources needed for success.

With over 400 corporate and investor partners, Plug and Play is an open innovation ecosystem that has helped over 3,000 startups. At any given time, 400 startups work from our HQ in Sunnyvale, California. Our portfolio has raised over \$7 billion in funding with over 100 successful exits to date.

contact ROJA@PNPTC.COM for more info

FRIDAY PITCH DAY

Every week we have about 15 startups coming in to pitch in front of our panel of Executives in Residence (EIRs), VCs and selected corporate partners. The event filters companies fit for investments by Plug and Play and investors, as well as for corporates in the various verticals.

Exposure and feedback is given by our panel of experts, to the companies who are pitching. At the end of the session, everyone can look forward to a networking luncheon.

Additional Notes

Montag, 26. August 2019 11:09

The details are not the details, they make the design.

Charles Eames



Impossible foods

Transforming food system
Knut has slides

Frutigen20