



25TH ANNUAL CONFERENCE

ATHENS, GREECE
MARCH 30-31, 2023

at **MEGARON MOUSIKIS**, ATHENS CONCERT HALL

2023 CONFERENCE AGENDA

All panel sessions and keynotes will be held in the Alexandra Trianti Hall

All workshops will be held in the Conference Suites

DAY 1 (MARCH 30)

8:30 - 9:00 Registration/Check in

9:00 - 10:00 Coffee

10:00 - 10:30 Opening Remarks



Christos Dimas
Deputy Minister for Research
and Technology



Bill Aulet
Professor of the Practice,
MIT Sloan School of Management

10:30 - 11:30 Entrepreneurship Keynote



Dulcie Madden
CEO & Co-Founder,
Partner at the Engine

11:30 - 12:30 Building Tech Ventures Panel



Marina Hatsopoulos
Entrepreneur & Writer, Board Chair,
Levitronix Technologies



Lars Rasmussen
Angel Investor,
Co-Founder of Google Maps

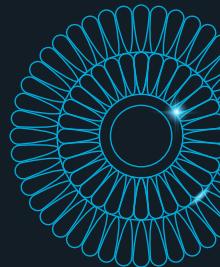


Maria Zubeldia Diaz
Director of Entrepreneurship Centre,
University of Oxford



Moderator
Macauley Kenney
Entrepreneur-in-Residence & Lecturer,
MIT Sloan School of Management

How do you know if your idea will make a successful business? This panel will explain how to identify promising opportunities for new tech ventures. Experienced investors, founders, and startup coaches will share how to understand markets, de-risk ideas, and then build successful startups.





DAY 1 (MARCH 30)

11:30 - 12:30

Funding Tech Ventures Panel



Alex Eleftheriadis
Entrepreneur and Partner,
Big Pi Ventures



François Robinet
Managing Director,
AXA Venture Partners (AVP)



Rob Genieser
Managing Partner,
ETF Partners



Liron Azrielant
Managing Partner,
Meron Capital



Moderator
Kathleen Kennedy
Executive Director,
MIT Center for Collective Intelligence
Senior Director, MIT Horizon

Join a panel of funding experts as they delve into the complexities of funding tech ventures. Explore the factors that make a venture more fundable as well as those that indicate high risk. Don't miss this opportunity to hear from seasoned investors and finance experts.

Parallel Workshops

Workshops are open to all attendees on a first-come, first-serve basis. Limit to one workshop per day.

12:30 - 14:30

Lunch

All panel sessions and keynotes will be held in the Alexandra Trianti Hall

All workshops will be held in the Conference Suites

12:30 - 13:30

Introduction to Disciplined Entrepreneurship Workshop (Group 1)



Bill Aulet
Professor of the Practice,
MIT Sloan School of Management

Entrepreneurship can be taught. It is not instinctive but rather a systematic problem solving process. In this workshop, you will get an introduction to the way entrepreneurship is taught in the introductory courses at MIT.

12:30 - 13:30

Growing Your Startup Workshop (Group 1)



Kosta Ligris
Entrepreneur, EIR & Lecturer,
MIT

So you have started your business. How do you grow it? This workshop will teach you the scaling essentials of building a team, early leadership calibration, capital efficiency, values and tools for a sustainable culture, and how to avoid common pitfalls when scaling quickly.

DAY 1 (MARCH 30)

13:30 - 14:30

Introduction to Disciplined Entrepreneurship Workshop (Group 2)



Entrepreneurship can be taught. It is not instinctive but rather a systematic problem solving process. In this workshop, you will get an introduction to the way entrepreneurship is taught in the introductory courses at MIT.

Bill Aulet

Professor of the Practice,
MIT Sloan School of Management

13:30 - 14:30

Growing Your Startup Workshop (Group 2)



So you have started your business. How do you grow it? This workshop will teach you the scaling essentials of building a team, early leadership calibration, capital efficiency, values and tools for a sustainable culture, and how to avoid common pitfalls when scaling quickly.

Kosta Ligris

Entrepreneur, EIR & Lecturer,
MIT

12:30 - 14:30

Investor "Office Hours"



Marina Hatsopoulos
Entrepreneur & Writer, Board Chair,
Levitronix Technologies



Alex Eleftheriadis
Entrepreneur & Partner,
Big Pi Ventures



François Robinet
Managing Director,
AXA Venture Partners (AVP)



Rob Genieser
Managing Partner,
ETF Partners



Liron Azriant
Managing Partner,
Meron Capital



Lars Rasmussen
Angel Investor,
Co-Founder of Google Maps



George Dimopoulos
Partner,
Venture Friends VC

14:30 - 15:30

Innovation in Academia Panel



George Nounesis
President & Chairman of the Board,
Demokritos



Luisa Alemany
Director Inst. Entrepreneurship &
Private Capital,
London Business School



Brian Anthony
Associate Director of MIT.nano,
Faculty of Mech.Eng at MIT



Anjali Sastry
Faculty Director,
MIT Jameel World Education Lab
Associate Dean, MIT Open Learning
Senior Lecturer,
MIT Sloan School of Management



**Moderator
Kelly Becker**
Assistant Director,
MIT Regional Entrepreneurship
Acceleration Program

Join a dynamic panel of academic founders as they share the impacts of academia on industry and the economy and how they maximize the impacts of their own work. The panel will also address the challenges of getting research out of the lab and how they manage entrepreneurial ventures in parallel with academic work. Learn how to set up your research for commercialization with these ambitious researcher-entrepreneurs.

DAY 1 (MARCH 30)

14:30 - 15:30

Endeavor Greece: Tech & Innovative Entrepreneurship out of Greece Panel



Nikos Moschos
Founder & Business Director,
PD Neurotechnology



Charis Arvanitis
CEO & Co-Founder,
Spotawheel



Apostolos Atsalakis
Co-Founder,
PNOE



Evangelos Pappas
Founder & Chief Scientific Officer,
RTsafe



Panagiotis Karampinis
Managing Director,
Endeavor Greece

15:30 - 16:30

AI/Digital Technology Keynote



Daniela Braga
Founder & CEO,
Defined AI

16:30 - 17:30

Ethics for Entrepreneurs and Investors Panel



Theodoros Evgeniou
INSEAD Professor,
Co-Founder Tremau



Anu Annaswamy
Director of the Active-Adaptive Lab,
MIT Mech. Eng



Tyler Spalding
Co-Founder,
Flexa



Snejina Zacharia
Founder & CEO,
Insurify



Lazaros Polymenakos
Partner,
Consulting Services EY Greece

An impressive lineup of AI and machine learning experts convenes to explore the trajectory of AI in a wide array of sectors. From the supersonic speed of change to ethical dilemmas, this panel will dive into the real challenges, and opportunities, ahead in AI.

16:30 - 17:30

Digitization and Disruption for the Future Panel



Kosta Ligris
Entrepreneur, EIR, & Lecturer,
MIT



Timos Sellis
Scientific Director,
Archimedes Research Unit,
Research Center "Athena"



Chuck Kane
Senior Lecturer,
Global Economics and Management,
MIT Sloan School of Management



Michael Tzannes
Technology Entrepreneur
Channels and Programs, Microsoft



Myladié Stoumbou
Director, Commercial Partner
Channels and Programs, Microsoft

DAY 2 (MARCH 31)

8:30 - 9:00 AM	Check in
9:00 - 10:00 AM	Coffee
10:00 - 11:00	Biotechnology Keynote



Andrey Zarur

Co-Founder, President & CEO,
GreenLight Biosciences

11:00 - 12:00	Frontiers in Health and Biotechnology Panel
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Stelios Papadopoulos

Chairman of Board of Directors,
Biogen



Brian Anthony

Associate Director of MIT.nano,
Faculty of Mech.Eng at MIT



Nektarios Tavernarakis

Chairman of the Board Of Directors,
Professor FORTH & University of Crete



Sloane Phillips

VP of Data Operations,
Iterative Health



Moderator

Dimitrios I. Fotiadis
Prof. of Biomedical Engineering,
University of Ioannina

Hear our biotechnology experts discuss frontiers at the intersection of biology, health, medicine, and technology in sectors from global health to academia. Panelists will share the challenges faced by biotech ventures and the roles that other emerging technologies play in biotech. This panel will provide a comprehensive overview of the current state of biotechnology and offer valuable insights into the future of this rapidly evolving field.

11:00 - 12:00	Deep Tech for Entrepreneurs and Investors Panel
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William Sonneborn

Global Director of Disruptive Tech,
International Finance Corporation (IFC)



Alex Eleftheriadis

Entrepreneur & Partner,
Big Pi Ventures



Oded Gour-Lavie

CEO & Co-Founder,
NT-TAO



Moderator

Marina Hatsopoulos
Entrepreneur & Writer, Board Chair,
Levitronix Technologies

Join deep tech entrepreneurs and investors as they delve into the complex and rapidly evolving world of deep tech. They will explore what makes a promising deep tech venture and strategies for de-risking deep tech, including leveraging different global markets. Additionally, the panel will address the important question of whether deep tech can be developed with a "lean" model or if deep tech is only for those with significant resources.

DAY 2 (MARCH 31)

11:00 - 12:00

MIT Open Learning: Building the Future of Education Panel



Aikaterini (Katerina) Bagiati
Principal Research Scientist,
MIT Open Learning



Kathleen Kennedy
Executive Director,
MIT Center for Collective Intelligence
Senior Director, MIT Horizon



Moderator
Anjali Sastry
Faculty Director, MIT Jameel World Education Lab
Associate Dean, MIT Open Learning
Senior Lecturer, MIT Sloan School of Management

From emerging insights in learning science, to new technology tools that bring cutting-edge topics and training to large organizations at scale, to field-testing practical approaches that deliver workplace-ready learning for excluded learners and transform education for students in Kindergarten through Higher Education, MIT Open Learning is exploring the future of education across the board and across the world. We describe how Open Learning combines digital approaches and collaborations with global partners to build the future of education.

12:00 - 12:30

Seaside Chat



William Sonneborn
Global Director of Disruptive Tech,
International Finance Corporation (IFC)



Gerassimos Spyridakis
Chairman,
MIT Enterprise Forum Greece

Parallel Workshops

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13:30 - 14:30

Perfect Pitch Workshop (Group 1)



Linda Plano
Principal Investor,
Plano and Simple

When you start a company, you quickly learn that life's a pitch! Which is fine: you want to tell everyone about your amazing innovation, right? And there is no shortage of people with advice about exactly what and how you should pitch. The process rapidly gets confusing, stressful, and frustrating. Join us for a one hour session on the "Perfect Pitch" method, a simple, straightforward system that helps you to tell your story in your way, while making it clear, concise and compelling to your target audience. You will learn the 3 parts of every pitch, the 4 types of pitches, and the 10 Questions every pitch should answer. Each of these tools are designed to produce pitches that are rich in content and value, reflecting your passion, vision and integrity.

DAY 2 (MARCH 31)

13:30 - 14:30

Introduction to Product Design for Entrepreneurs Workshop (Group 1)



Macauley Kenney

Entrepreneur-in-Residence & Lecturer,
MIT Sloan School of Management

Join us for a hands-on introduction to product design for entrepreneurs!

This 1-hr workshop focuses on product design principles, with a strong emphasis on human-centered design. You'll learn how to identify your target audience's needs, preferences, and pain points and translate those insights into innovative product ideas. We'll explore the value and mechanisms of rapid prototyping, so you can quickly bring your product ideas to life and test them with your customers. You'll learn how to test your product's functionality, usability, and desirability, and develop an MVP that will effectively meet your customers' needs.

12:30 - 13:30

Microsoft OpenAI Workshop*

*Exclusive to invited startups

Chat GPT, the powerful language model developed by OpenAI, has been generating a lot of excitement in the media and we have received multiple requests to learn more about its capabilities. We are excited to have this opportunity to have a conversation with Startups about underlying trends driving such AI breakthroughs, potential use cases for Chat GPT and the Azure OpenAI service.

In this workshop, we will be discussing:

- A demonstration of ChatGPT in action
- ChatGPT integration with Bing
- GitHub's Copilot & Codex
- OpenAI enabled "Speaker Coach" for Teams
- A demonstration of Azure OpenAI Services and how to infuse them in your apps.
- Microsoft's commitment to ethical & responsible AI
- How to access OpenAI tools through Microsoft for free today

OpenAI Team



Linda Plano

Principal Investor,
Plano and Simple

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14:30 - 15:30

Perfect Pitch Workshop (Group 2)



Macauley Kenney

Entrepreneur-in-Residence & Lecturer,
MIT Sloan School of Management

Join us for a hands-on introduction to product design for entrepreneurs! This 1-hr workshop focuses on product design principles, with a strong emphasis on human-centered design. You'll learn how to identify your target audience's needs, preferences, and pain points and translate those insights into innovative product ideas. We'll explore the value and mechanisms of rapid prototyping, so you can quickly bring your product ideas to life and test them with your customers. You'll learn how to test your product's functionality, usability, and desirability, and develop an MVP that will effectively meet your customers' needs.



DAY 2 (MARCH 31)

14:30 - 15:30

Sustainability Keynote



Miles Barr

Co-Founder & Chief Technology Officer,
Ubiquitous Energy

15:30 -16:30

Forging a Sustainable Future Panel



Miles Barr

Co-Founder & Chief Technology Officer,
Ubiquitous Energy



Anu Annaswamy

Director of the Active-Adaptive Lab,
MIT Mech. Eng



Oded Gour-Lavie

CEO & Co-Founder,
NT-TAO



Alisée de Tonnac

CEO & Co-Founder,
Seedstars



**Moderator
Kelly Becker**

Assistant Director,
MIT Regional Entrepreneurship
Acceleration Program

Leaders in sustainability explore the evolving marketplace for sustainable tech and discuss critical determinants of success, such as funding and cost-competitiveness, in the sector over the coming years. Learn what roles research and entrepreneurship play in forging a sustainable future, with a focus on energy.

15:30 - 16:30

Global Greek Companies Panel



Jerry Kalogiratos
CEO,
Capital Product Partners



Stamatis Tsantanis
CEO,
Seanergy Maritime



Panos Dimitracopoulos
CEO,
Signal Maritime Services



**Moderator
Gerassimos Spyridakis**
Chairman,
MITEF Greece

Representatives from top Greek companies with global presence in shipping and energy convene to discuss how technology is changing their business and how they invest in new startups and emerging opportunities across different technology verticals.

DAY 2 (MARCH 31)

15:30 - 16:30

Research Commercialization: The Interconnection Between Academia and Entrepreneurship Panel



Katerina Pramatari
Founding Partner,
Uni.Fund



Leonidas Alexopoulos
Professor NTUA,
Director of Systems Bioengineering Lab,
Entrepreneur



George Loudos
Co-Founder & CEO,
BIOMETECH



Marios Katsiotis
Head of Group Research,
Innovation & Quality Department,
TITAN Cement Group



Marios Katsiotis
Head of Group Research,
Innovation & Quality Department,
TITAN Cement Group



**Moderator
Faye Orfanou**
Innovation Management &
Technology Transfer Advisor

In the fast growing global deep-tech economy, what would be required to unfold the Greek deep-tech potential? How can an effective interconnection between academia and entrepreneurship be critical? The panel will discuss the challenges of research commercialization in Greek universities and research centers, exploring the significance of effective interconnections between academia and entrepreneurship and highlighting the opportunities lying ahead of both research organizations and enterprises.

16:30 - 18:00

Competition Finalist Pitches

18:00 - 19:00

Seaside Chat



Kyriakos Pierrakakis
Minister of Digital Governance



Lars Rasmussen
Angel Investor,
Co-Founder of Google Maps



**Moderator
Fanis Papathanasiou**
Senior International Correspondent,
ERT

19:00 - 20:00

Competition Finale and Closing Ceremony

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Olivia Jones

Tiasa Kim

Pooja Malhotra

Vineet Jagadeesan Nair

Madison Reddie

Noah Roberts

Prem Sagar

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Head of Design

Anna Maria Papakonstantinou

Head of Volunteers

Marina Armoni

Head of Administration

THE MIT GLOBAL STARTUP WORKSHOP

HISTORY

The MIT Global Startup Workshop was founded in 1997 when the MIT \$50K (now \$100K) Entrepreneurship Competition received numerous queries from organizations around the world interested in starting and improving their own business plan competitions (BPCs). The first MIT GSW was held in Cambridge, Massachusetts in 1998, and brought together an international community committed to launching BPCs to stimulate and nurture entrepreneurship worldwide.

A decade later, having helped grow and mature the BPC community, MIT GSW expanded its mission to include all aspects of the entrepreneurial ecosystem. Today, we continue to foster stronger and more productive entrepreneurial ecosystems around the world, while also cultivating a diverse and dynamic global support network for entrepreneurs.

TIMELINE --

1998 Cambridge, USA 1999 Singapore 2000 Seville, Spain

2001 Melbourne, Australia 2002 Bologna, Italy 2003 Beijing, China 2004 Cambridge, UK

2005 Abu Dhabi, UAE 2006 Buenos Aires, Argentina 2007 Trondheim, Norway 2008 Madrid, Spain

2009 Cape Town, South Africa 2010 Reykjavik, Iceland 2011 Seoul, South Korea

2012 Istanbul, Turkey 2013 Tallin, Estonia 2014 Marrakech, Morocco

2015 Guatemala City, Guatemala 2016 Hyderabad, India 2017 Santiago, Chile

2018 Bangkok, Thailand 2019 Bogotá, Colombia 2020 Grenoble, France

2023 Athens, Greece

