

NUCLEUS

Deep-tech venture builder

Deni Nurkić, ICENT

IC Innovation Centre
Nikola Tesla
ENT

FER Faculty of Electrical
Engineering and
Computing

Sadržaj

1. Zašto *deep-tech*, zašto sada i zašto *venture builder*?
2. Kako gradimo startupe i stvaramo suradnje znanosti i industrije?
3. Tko se može prijaviti i kako?

Zemlja s dva jednoroga, puno uspješnih startupa, *deep-tech* startup ekosustav u razvoju



ANALIZA

Hrvatska na mapi jednoroga svijeta: Danska, Finska i Italija imaju 0, a mi odnedavno čak 2!

Sandro Mur
CEO



Bellabeat
WELLNESS

Raspolažu sa 100 milijardi skupova zdravstvenih podataka

Mate Rimac
CEO



Bugatti Rimac
HIPER
AUTOMOBILI

Proizvođač Rimac Nevere i Bugatti Chirona

Stjepan Buljat
CTO



Cognism
AUTOMATIZACIJA
PRODAJE

Tržišno vrijede 450 milijuna dolara

Nikola Škorić
CEO



Electrocoin
KRIPTO
USLUGE

U šest godina dosegli 600 milijuna kuna prihoda

Davor Tremac
CEO



Fonoa
POREZNA AU-
TOMATIZACIJA

Bolt, Booking, Uber i Zoom koriste ih za izračun poreza

Matija Kopačić
CEO



Gideon
INDUSTRIJSKI
ROBOTI

Treći najinovativniji proizvođač autonomnih robota na svijetu

Silvio Kutić
CEO



Infobip
CLOUD
KOMUNIKACIJA

Komunikacijska platforma koja povezuje sedam milijardi ljudi i strojeva

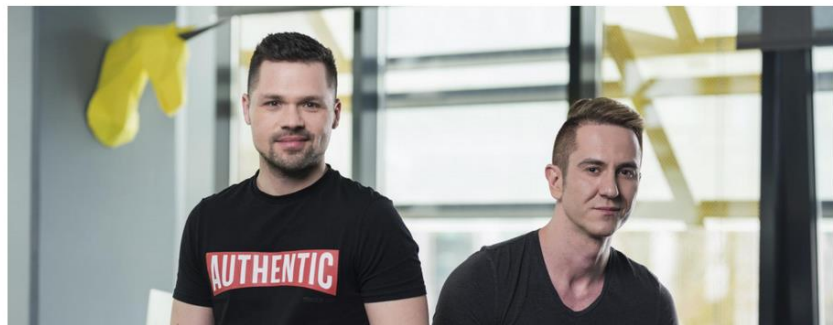
TVRKE I POSLOVANJE

Google dobio zeleno svjetlo za akviziciju Photomatha

ANTONIJA BILIĆ ARAR 28. 02. 2023.

Sumina i Vučinić prodali Nanobit za gotovo milijardu kuna!

17. rujan 2020.



Igor Strejček
CEO



Microblink
UMJETNA
INTELIGENCIJA

Razvili AI 50 posto brži od rješenja koje imaju Apple i Google

Damir Sabol
CEO



Photomath
EDUKACIJA

Najtraženija matematička mobilna aplikacija na svijetu

Marko Pejčković
CEO



Project 3
Mobility
ELEKTRO-
MOBILNOST

Tajnoviti novi projekt Mate Rimca koji već broji 100 zaposlenika

Igor Lasić
VP



Reversing Labs
KIBERNETIČKA
SIGURNOST

Imaju najveću bazu podataka o virusima na svijetu

Josipa Majić
SVP



Revuto
DIGITALNE
PRETPLATE

Aplikacija za upravljanje pretplatama s 3 mil. predbilježbi

Mate Rimac
CEO



Rimac Technology
TEHNOLOGIJE
ZA E-VOZILA

Vodeći R&D za električna vozila s 1000 zaposlenika

Ivan Bešlić
COO

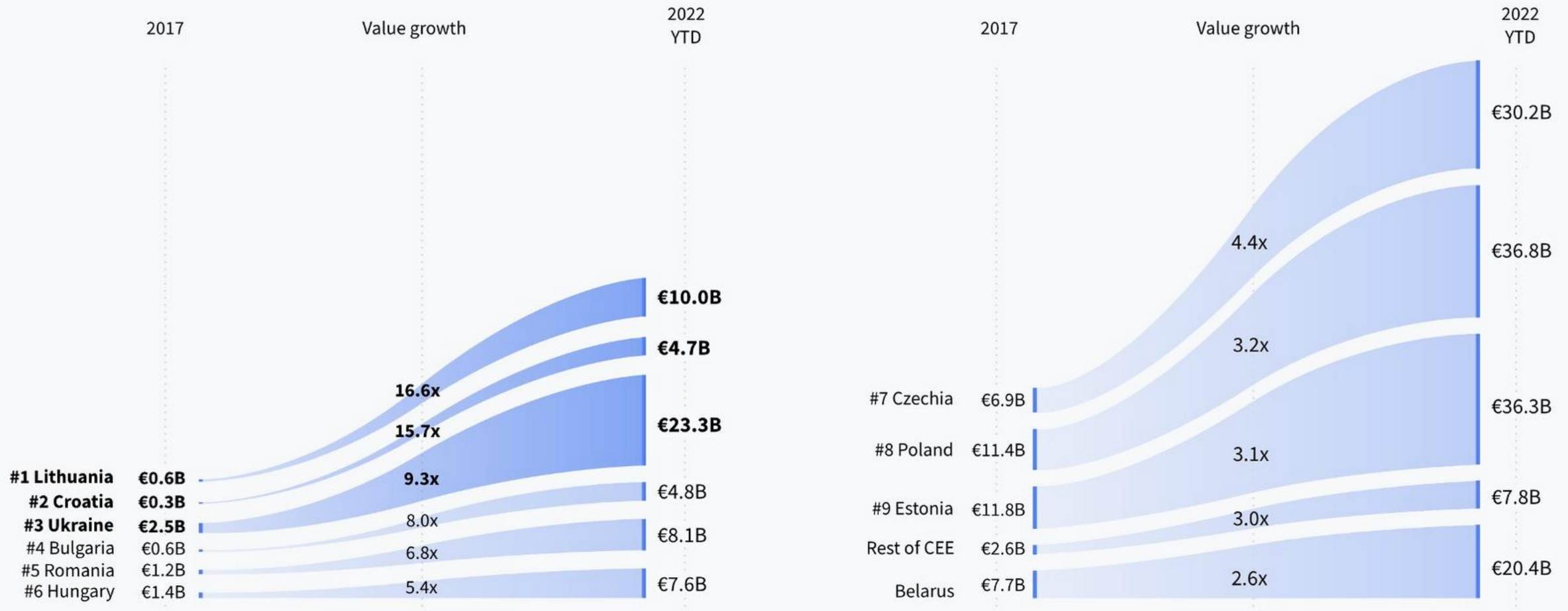


SofaScore
SPORTSKE
STATISTIKE

Aplikacija za praćenje rezultata s 20 mil. aktivnih korisnika mjesečno

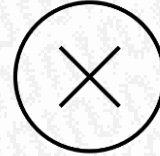
Among CEE countries, Croatia, Lithuania & Ukraine have grown fastest since 2017 in combined enterprise value.

Ecosystem value, five-year growth (2017-2022)

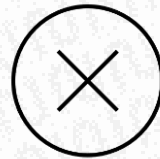


Kompetitivna prednost?

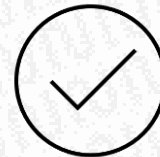
1. Veliko tržište bez prepreka?



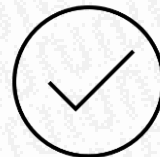
2. "Jeftin novac"?



3. Tehnološka inovacija?



4. Tehnološki talent?



EU Set to Ease IPO Rules to Lure \$47 Billion Deep Tech Funding

- Commission wants to attract 45 billion euros in private money
- EU will explore how startups can provide stock to new workers

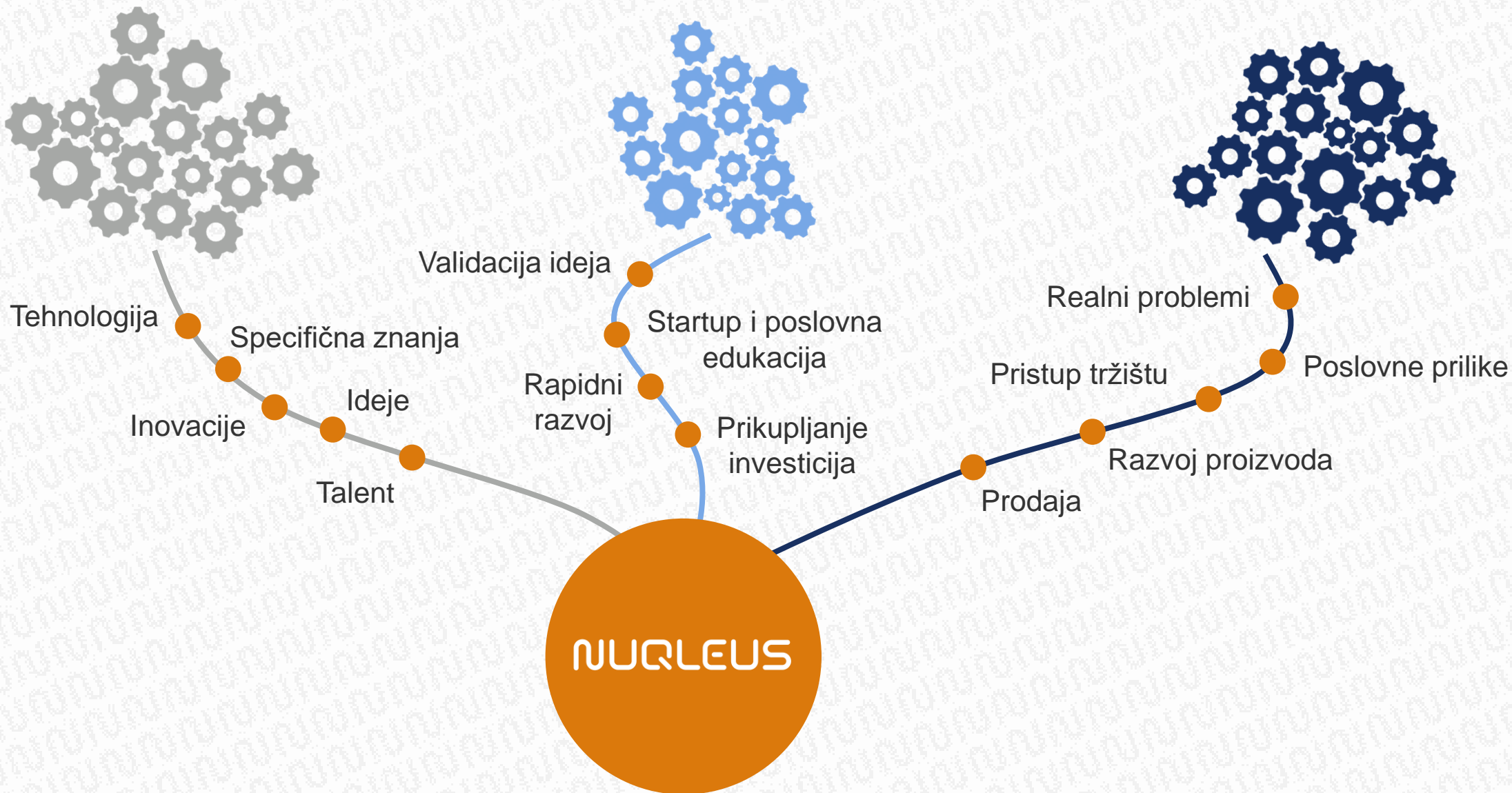
The New European Innovation Agenda will:

- **improve access to finance** for European start-ups and scale-ups, for example, by mobilising untapped sources of private capital and simplifying listing rules
- improve the conditions to allow innovators to experiment with new ideas through **regulatory sandboxes**
- help create “**regional innovation valleys**” that will strengthen and better connect innovation players through Europe, including in regions lagging behind
- attract and retain talent in Europe, for example by training **1 million deep tech talents**, increasing support for women innovators and innovating with start-up employees’ stock options
- improve the policy framework through clearer terminology, indicators and data sets, as well as **policy support to Member States**

Znanstveno-istraživačke institucije

Startup ekosustav

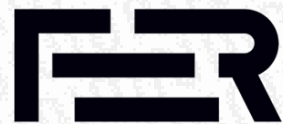
Industrija



Venture Builder

Venture Builder (startup studio, startup factory, venture studio) — organizacija koja gradi startupe koristeći vlastite ideje i resurse.

Organizatori



SVEUČILIŠTE U ZAGREBU
Fakultet
elektrotehnike i
računarstva



Inovacijski centar
Nikola Tesla
ENT

Znanstveni partneri



Sveučilište u Zagrebu
Fakultet kemijskog
inženjerstva i tehnologije



Sveučilište u Zagrebu
Arhitektonski fakultet
Studij dizajna



SVEUČILIŠTE U ZAGREBU
FAKULTET ORGANIZACIJE I INFORMATIKE
VARAŽDIN

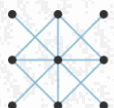


the institute
of economics,
zagreb



Sveučilište u Zagrebu
RUDARSKO
GEOLOŠKO
NAFTNI FAKULTET

Potporni partneri



PENKALA
Znanstvena
Spajalica



United States Embassy in Croatia
Veljostanovo Spaljijskih Američkih Država u Hrvatskoj

ODVJETNIČKO DRUŠTVO
VUKINA & PARTNERI d.o.o.



CREATIVE
ENGINEERING
STUDIO



BIOCentar
inkubacijski centar
za bioznanosti

Tko može sudjelovati u Nuqleusu?

Istraživači i stručnjaci iz privatnog sektora

- Prijava s vlastitom idejom za razvoj startupa
- Prijava u ulozi stručnjaka; rad na novim idejama sa startupima i tvrtkama

Tvrtke

- Pristup *deep-tech* startupima
- Strukturirano povezivanje s istraživačima; nova partnerstva i projekti
- Korištenje ICENT-ovih usluga

**Niste sigurni gdje spadate?
Javite nam s [ovim linkom](#) da zajedno nađemo
odgovor!**

A group of people are gathered in a modern, brightly lit indoor space, likely a conference or networking event. They are engaged in conversations, some holding drinks. The background features large glass windows and doors, with a sign partially visible that says 'ER'. The overall atmosphere is professional and collaborative.

NUCLEUS
**STARTUP
BUILDER**

PROGRAM

1.

Povezivanje,
ideacija i
validacija

2.

Startup edukacija
i planiranje
razvoja

3.

Poslovni razvoj i
razvoj proizvoda

Prosinac

Travanj

Srpanj

Prosinac

PRVA FAZA

15
TIMOVA

4
MJESEC
A

Ideacija i
validacija!

MARKET
OPPORTUNITY
NAVIGATOR

DESIGN THINKING

ISTRAŽIVANJE TRŽIŠTA

UPRAVLJANJE IV-OM

UVOD U STARTUPE

VERBALNA I
NEVERBALNA
KOMUNIKACIJA

PREZENTIRANJE I
PRIČANJE PRIČE

DRUGA FAZA

10
TIMOVA

3
MJESEC
A

**Edukacija i
planiranje!**

POSLOVNI PLAN

PROTORIPIRANJE

KORISNIČKO ISKUSTVO

POKRETANJE TVRTKE

PRIKUPLJANJE
SREDSTAVA

NETWORKING

DEMO DAN

TREĆA FAZA



Implementacija!

RAZVOJ POSLOVANJA

BRENDIRANJE

GO-TO-MARKET
STRATEGIJA

PRODAJA

PREGOVARANJE

RAZVOJ PROIZVODA

FINANCIJE

ZNANSTVENI ODBOR



Prof. Vječislav Bohanek, PhD

Faculty of Mining, Geology
and Petroleum Engineering



Prof. Sanja Bencetić

Faculty of Architecture,
Department of Design



Prof. Zlatko Stapić, PhD

Faculty of Organisation and
Informatics



Prof. Nedjeljko Perić, PhD

Faculty of Electrical
Engineering and Computing



Prof. Ivana Radojčić
Redovniković, PhD

Faculty of Food Technology
and Biotechnology



Prof. Maroje Sorić, PhD

Faculty of Kinesiology



Prof. Ivan Petrović, PhD

Faculty of Electrical
Engineering and Computing



Prof. Marijana Đaković, PhD

Faculty of Science



Assist. Prof. Nikša Krstulović,
PhD

Institute of Physics



Prof. Silvestar Šesnić, PhD

Faculty of Electrical Engineering,
Mechanical Engineering and Naval
Architecture



Prof. Dubravko Babić, PhD

Faculty of Electrical
Engineering and Computing



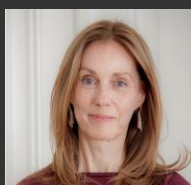
Prof. Tihomir Balog, PhD

Ruđer Bošković Institute



Prof. Zoran Mandić, PhD

Faculty of Chemical
Engineering and Technology



Sonja Radas, PhD

The Institut of Economics,
Zagreb



Prof. Mislav Grgić, PhD

Faculty of Electrical
Engineering and Computing

INVESTICIJSKI ODBOR



Izabel Jelenić

Founder & CTO
Infobip
3.600 employees



Damir Sabol

Founder & Director
Photomath
Acquired by Google



Alan Sumina

ex. Founder & CEO
Nanobit
Acquired by Stillfront Group



Luka Abrus

ex. Founder & CEO
Five
Acquired by Endava



Srđa Iveković

Partner
Vesna Capital



Maja Jelišić Cooper

Board member
Bright Entertainment Group

DOSADAŠNJA POSTIGNUĆA

TIMOVI

13

MedTech, Energy,
Cyber Security,
EduTech, AI, Health
Care, IoT, Big Data,
Safety, Drones, Dev
Tools, BioTech

USPJEH

12

Osnovanih tvrtki

€1.500.000+

Investicije i bespovratna
sredstva

MENTORI

45+

user research, prototyping,
fundraising, pitching, UX/UI,
business design, product
design, ideation, project
management, legal, IP
management, ...

PARTNERI

20+

- znanost,
- industrija,
- potporni,
- pravni,
- medijski

USPJEŠNI STARTUPI



€200.000

Novel green biosolvents for use in extraction, biocatalysis and life sciences



Kalpha
simplify crystallography

€200.000

An algorithm for speeding up and improving x-ray diffraction analysis



Green Energy Pal

€200.000

Electricity metering and control focused on increasing energy efficiency of SME objects



€80.000

A non-invasive EM device for brain disease recovery and treatment



Arkensight

€25.000

Special purpose fixed-wing drones with AI software



Cyclops

€100.000

A dev tool for simplifying Kubernetes use



€200.000

A software tool for automatization of cyber security exercises



CALIRAD

€200.000

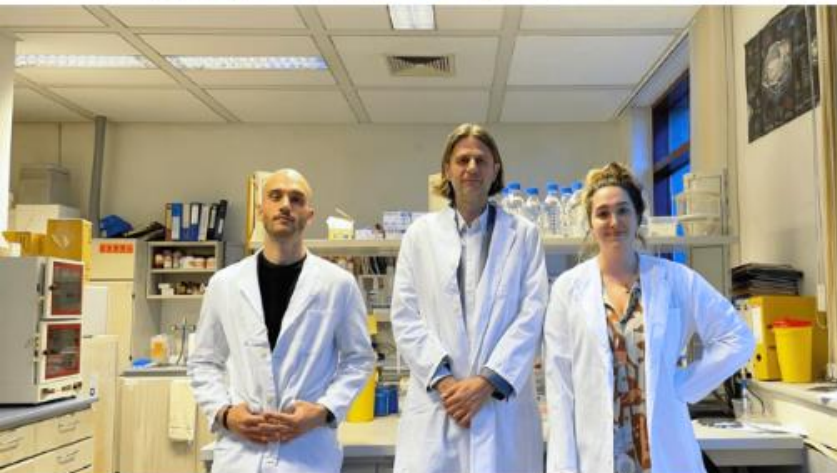
An IoT device which detects and warns about rally spectators in danger



GREENER

€250.000

Ozon as pesticide treatment replacement for greenhouses



Prijave za prvu fazu počinju u listopadu



<https://nucleus.io/startup-builder/>

Moguće ući direktno u drugu fazu u pojedinim slučajevima

ICENT NUKLEUS SCINERGY ^{'24}

IC Inovacijski centar
Nikola Tesla
ENT

FER Fakultet
elektrotehnike i
računarstva

 **Ministarstvo
Znanosti
i Obrazovanja**

 **THE WORLD BANK**
IBRD • IDA | WORLD BANK GROUP

 **Sufinancira
Europska unija**

Scinergy ciljevi (pilot projekt)

- Stvoriti direktne komunikacijske kanale između tvrtki i istraživača
- Strukturirati i testirati povezivanje i formalizaciju suradnji
- Formalizirati suradnje
 - Zajednički istraživački projekti
 - Upotreba znanstvene opreme
 - Savjetovanje
 - Licenciranje IV-a
 - ...

Scinergy tijek

Prijave i
povezivanje

"Speed dating" i
radionice na
konferenciji (14.-
15. 2. 2024.)

Strukturirani
sastanci I edukacija
za oformljene
parove

Prosinac

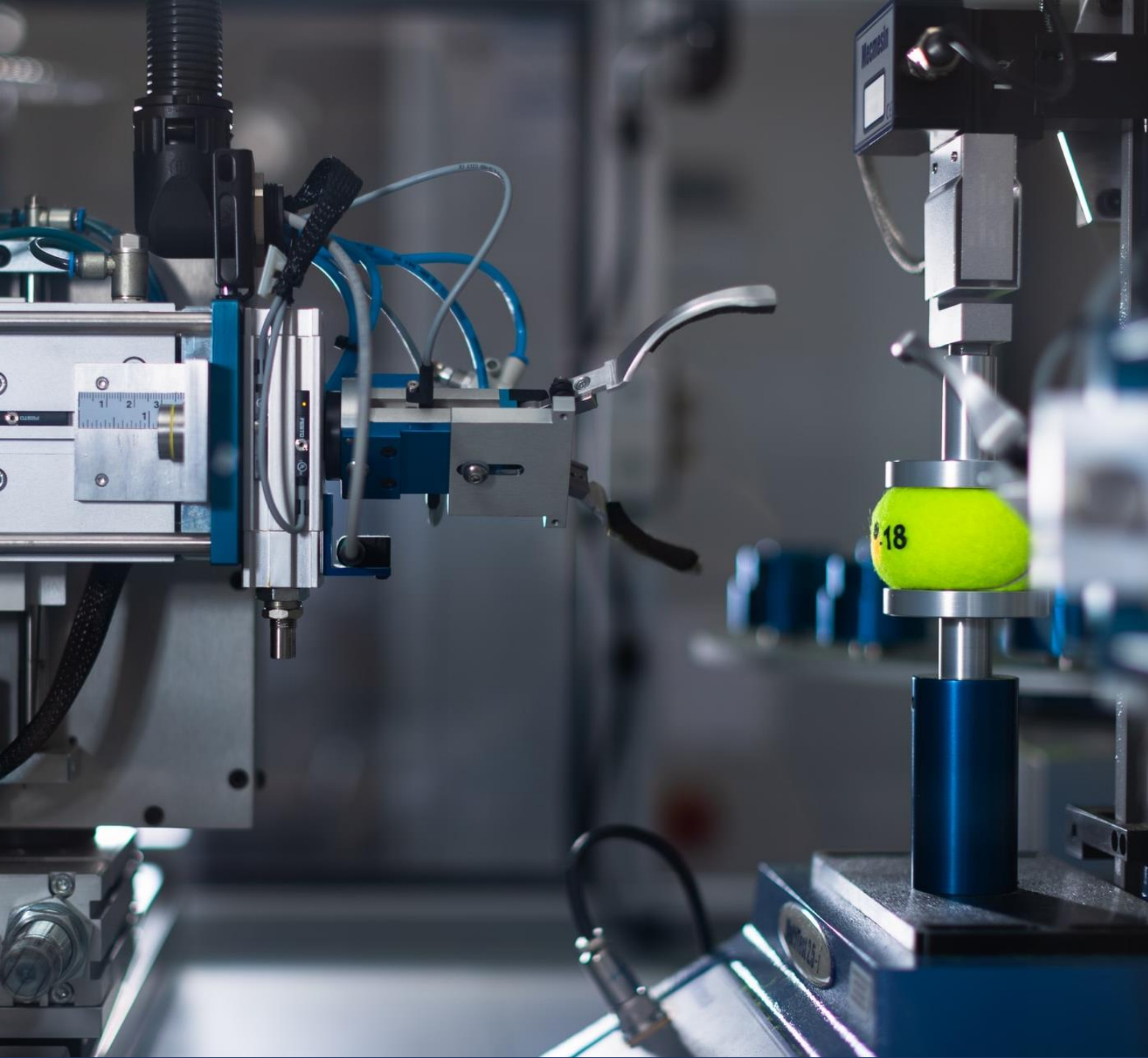
Veljača

Lipanj

Nova iteracija (potencijalno) u 2025.



<https://nuqleus.io/scinergy/>



Hvala!

deni.nurkic@icent.hr

youtube.com/@nuqleus/videos



nuqleus.io

fer.unizg.hr

icent.hr



nuqleus

fer.zagreb

ICENT.hr




nuqleus-vb

fer

innovation-centre-nikola-tesla



A medium shot of a man with dark hair and glasses, wearing a dark suit, white shirt, and dark tie. He is wearing a blue lanyard with a badge around his neck. He is looking slightly to the right of the camera and appears to be speaking. The background is a blurred indoor setting with a blue light source and a white curtain.

iako je veoma teško u našim svakodnevnim životima odvajati vrijeme