



Nurturing AI Startups and SME's

Adra-e

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Agenda

- Introduction
- Goal of the Workshop
 - Interactive
 - Identify Stakeholders
 - Barriers
 - Ideal Outcome
 - Steps to collaboration
- Practical Steps
- Q & A



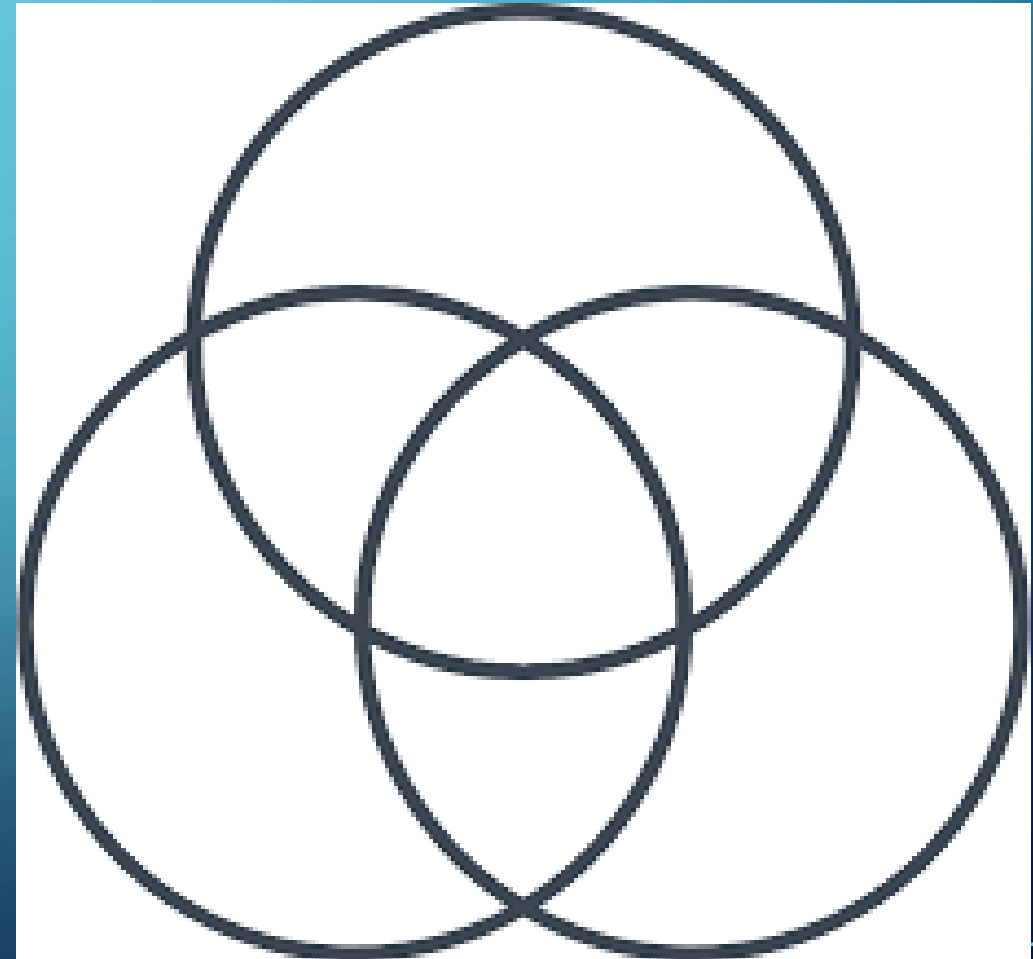
Quote of the Day

- “A year spent in artificial intelligence is enough to make one believe in God.”
- —Alan Perlis



EcoSystem

- Who are the stakeholders?
 - AI Researchers / University
 - Government
 - Private Companies
 - ???



Barriers

- Researchers
 - Super smart, but no business knowledge - BQ of 50... (maybe) and IQ of 130
 - Ability to adapt to different priorities and cultures
- Academics
 - Priority - scale of 1 to 10, how important is commercialization / valorization of the knowledge / research? Vs., say, publishing papers and ranking?
 - Support - how do you support entrepreneurs within the university?
- Commercial / Private
 - Adapt to the different speed and culture
 - Short term results - maybe more American corporate mentality, but still, want to see results quickly
- Government
 - Understanding startups culture
 - Support - but how? E.g., Estonia

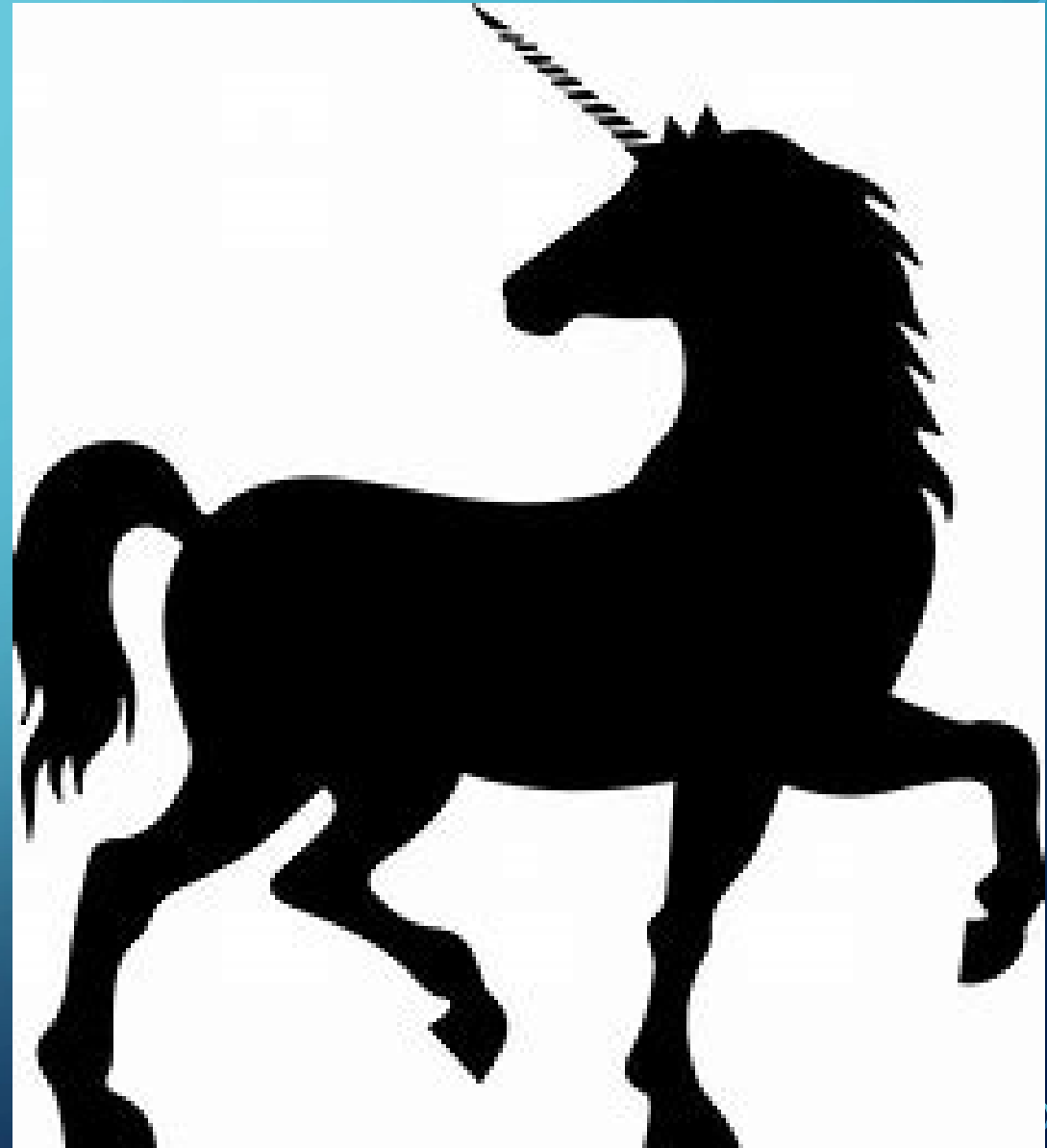
Remove Barriers

- Communications
 - Structured meetings internally and externally
- Different priorities
 - Incentives and KPI's
- Education
 - Incubators
 - Entrepreneurship Programs



Ideal Outcome?

- What does an ideal outcome look like?
- E.g., 3 unicorns in 5 years



Practical Steps

- Meet startups –
 - set goals, e.g., 1 per month, or 3 per quarter. Can do this in one day! And, understand what they need. Ask them how you can help.
- Meet Companies
- Read additional materials
 - E.g., culture map, Erin Meyer



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Reminder to schedule
a call with Bas and
Jin.

