



Meeting of the Western Balkans Platforms on Research and Innovation & Education and Training

**Strengthening R&I Capacity in the Western Balkans:**  
**Insights from 21 years of experience in Deep Tech training**

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[WWW.HISEEDTECH.COM](http://WWW.HISEEDTECH.COM)

- Not-for-profit association funded by private companies.
- Founded in 2017, as a spin-out of a program created in 2004.
- **Our mission is to bridge the gap between science and the market.**
- What moves us is fostering the **creation of social and economic value from R&D activities.**

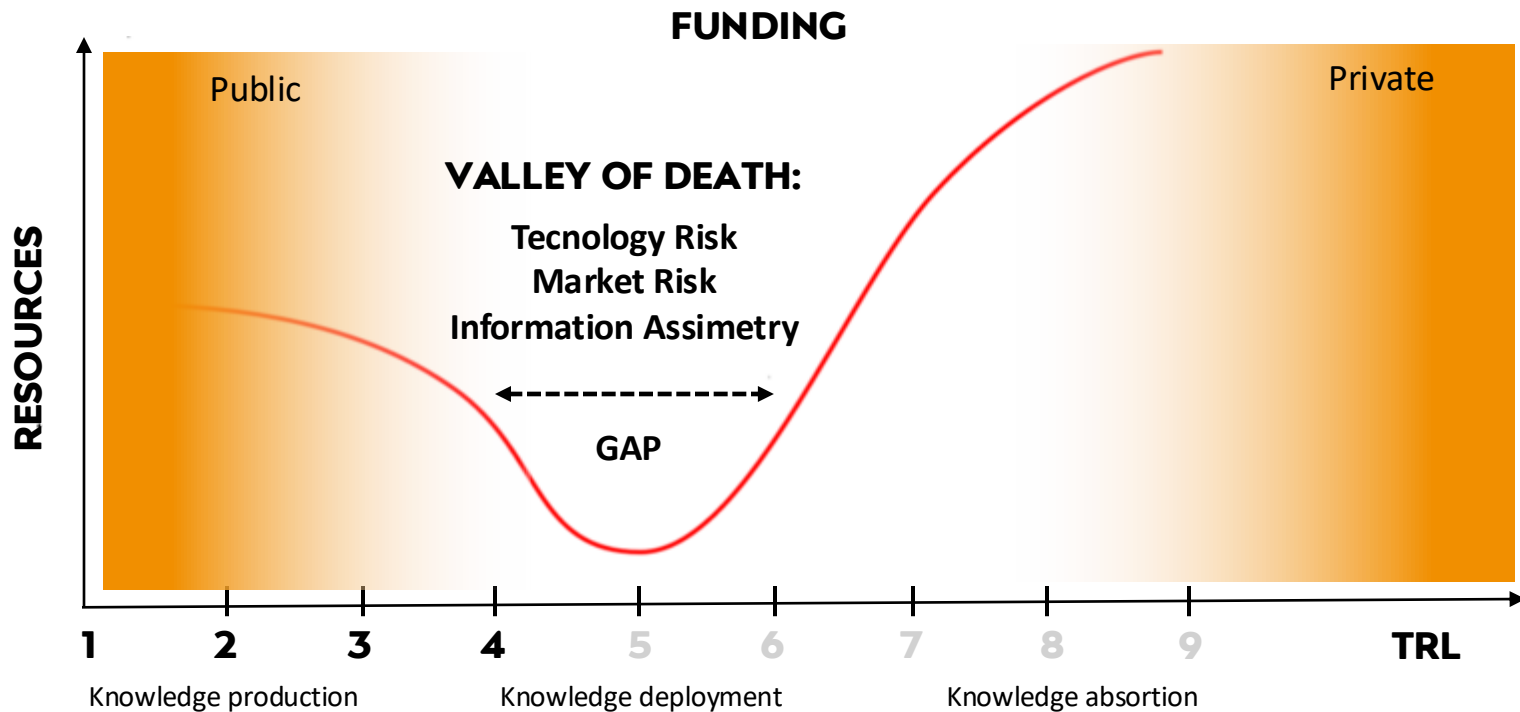


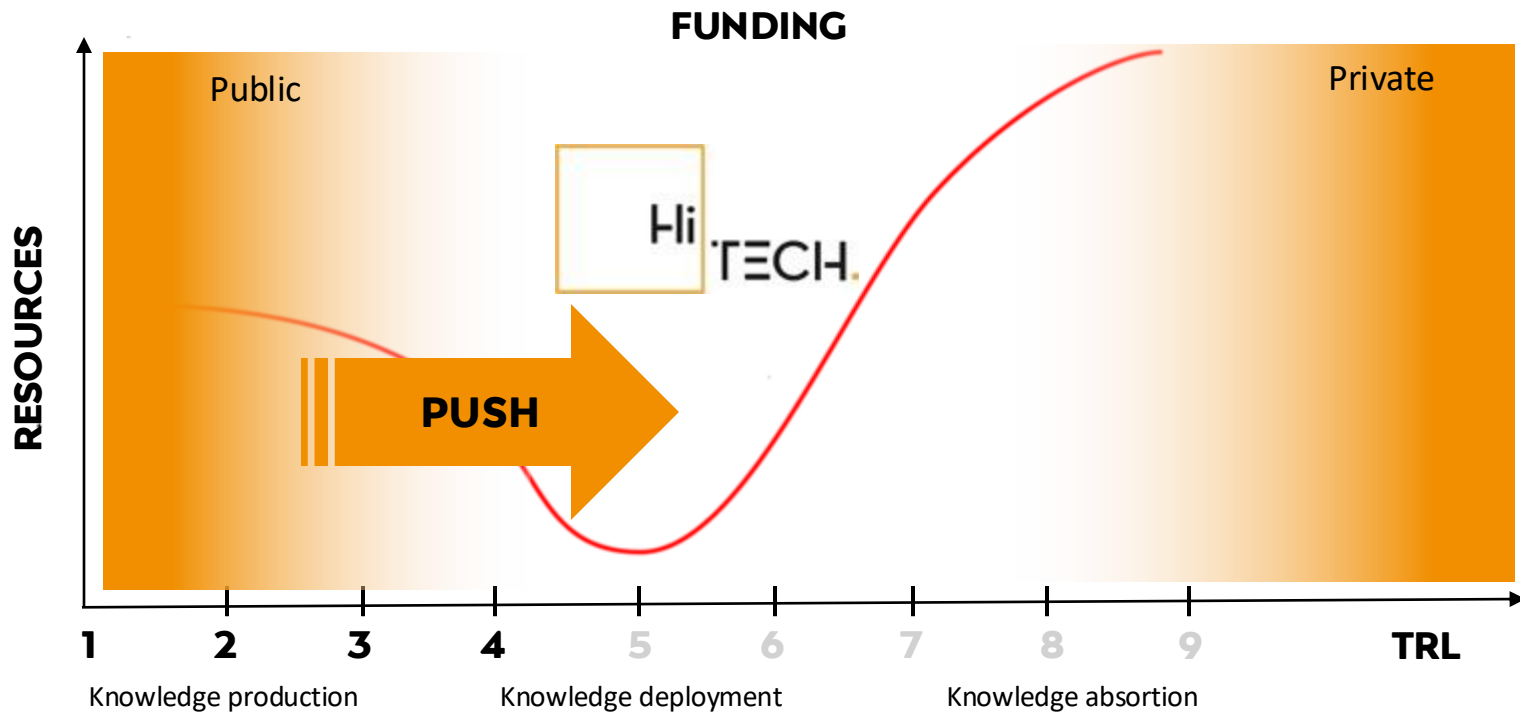
## OUR FOCUS.

### DEEP TECH:

Technologies grounded on  
either scientific discovery  
or meaningful engineering  
innovation.









**HITECH.**

# IN A NUTSHELL.

- A 4-month hands-on program designed for research teams that enables them to:
  - **Align scientific research with market needs**, creating real-world impact.
  - **Effectively communicate complex research** to non-scientific audiences.
  - **Evaluate commercialization strategies** to move the technology from the lab to the market.
- Knowledge commercialization skills are acquired through **online training, webinars, and mentorship.**

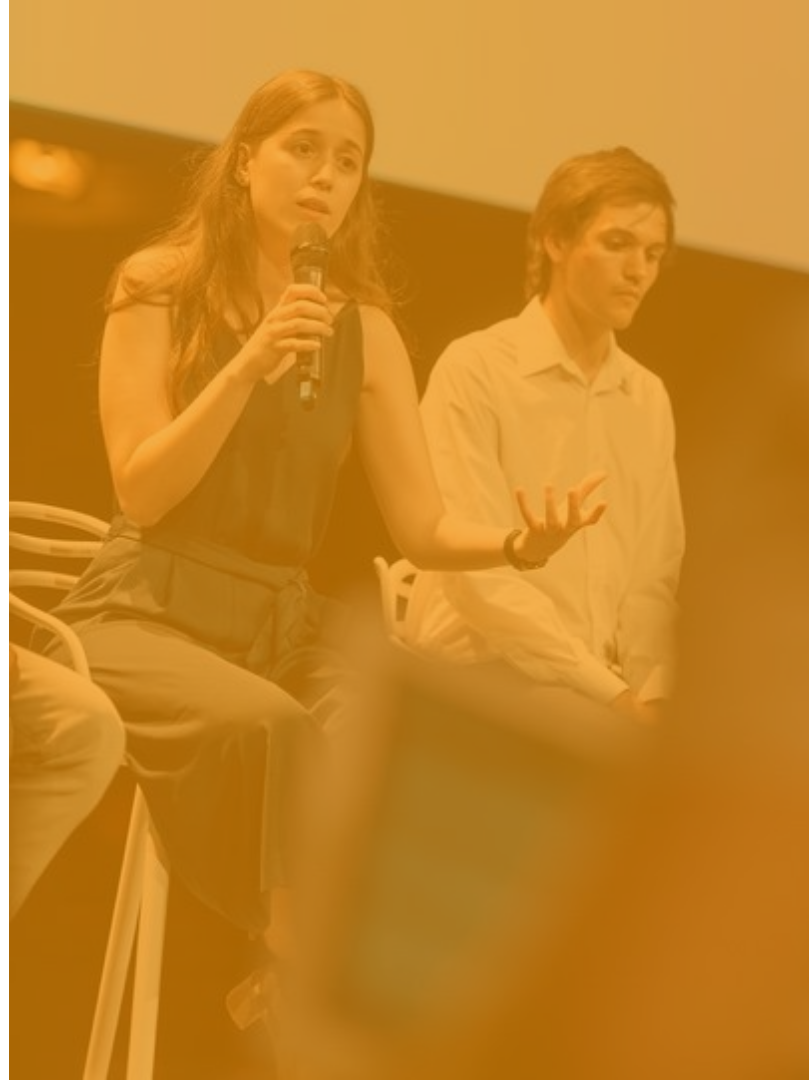
## IN A NUTSHELL.

### Program Outcomes:

- **Business project** for a product grounded on the scientific results of the team,
- **A pitch deck<sup>1</sup>** to help conveying the project to stakeholders and investors.

The program also helps research teams to be **better aligned with Horizon Europe's goals.**

(1) Final pitches from the teams available on our YouTube channel [@hiseedtechassociacao9781](#).





IDEATION

**FROM  
TECHNOLOGY TO  
PRODUCT  
CONCEPT**

DEVELOPMENT

**FROM PRODUCT  
CONCEPT TO VALUE  
PROPOSITION**

COMMERCIALIZATION:

**FROM VALUE  
PROPOSITION TO  
BUSINESS CASE**

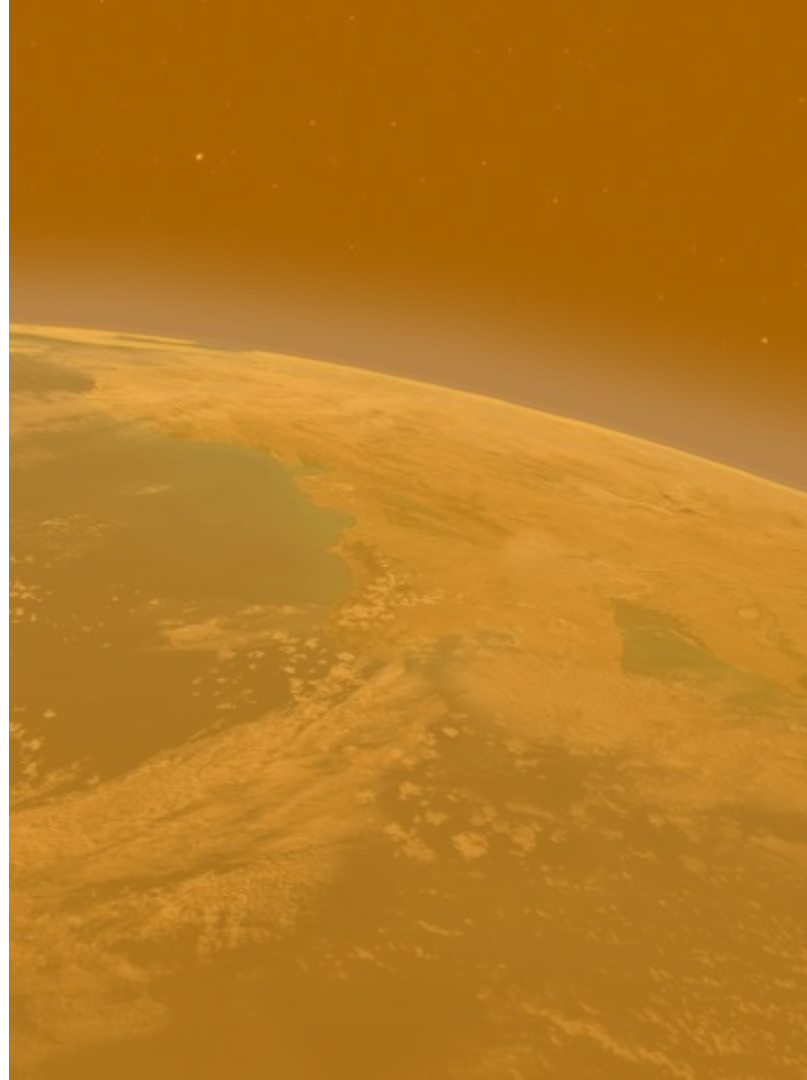
Honored with the **2006 Price Foundation Innovative Entrepreneurship Educators Award** from the **Stanford Technology Ventures Program**.

A gloved hand holds a magnifying glass over a textured surface, with the word "IMPACT." overlaid in white text. The background is a solid orange color with a blurred bokeh effect in the bottom right corner.

**IMPACT.**

## KEY PROGRAM FACTS.

- 900** Researchers trained
- 63** Startups launched in Biotech, Life Sciences, Material Sciences, IT & AI, and Engineering
- 40%** Portuguese startups that won an EIC Accelerator have alumni founders (6 startups raised a total of €34 million)
- 140** Business experts involved





Developed PROBLAD®, a **biological fungicide of natural origin** extracted from germinated sweet lupin seeds. Already commercialized in the USA and now entering the European market.

**Alumni of the 2007 program**

€40M+ in investment raised  
114+ patents

<https://cev.com.pt>

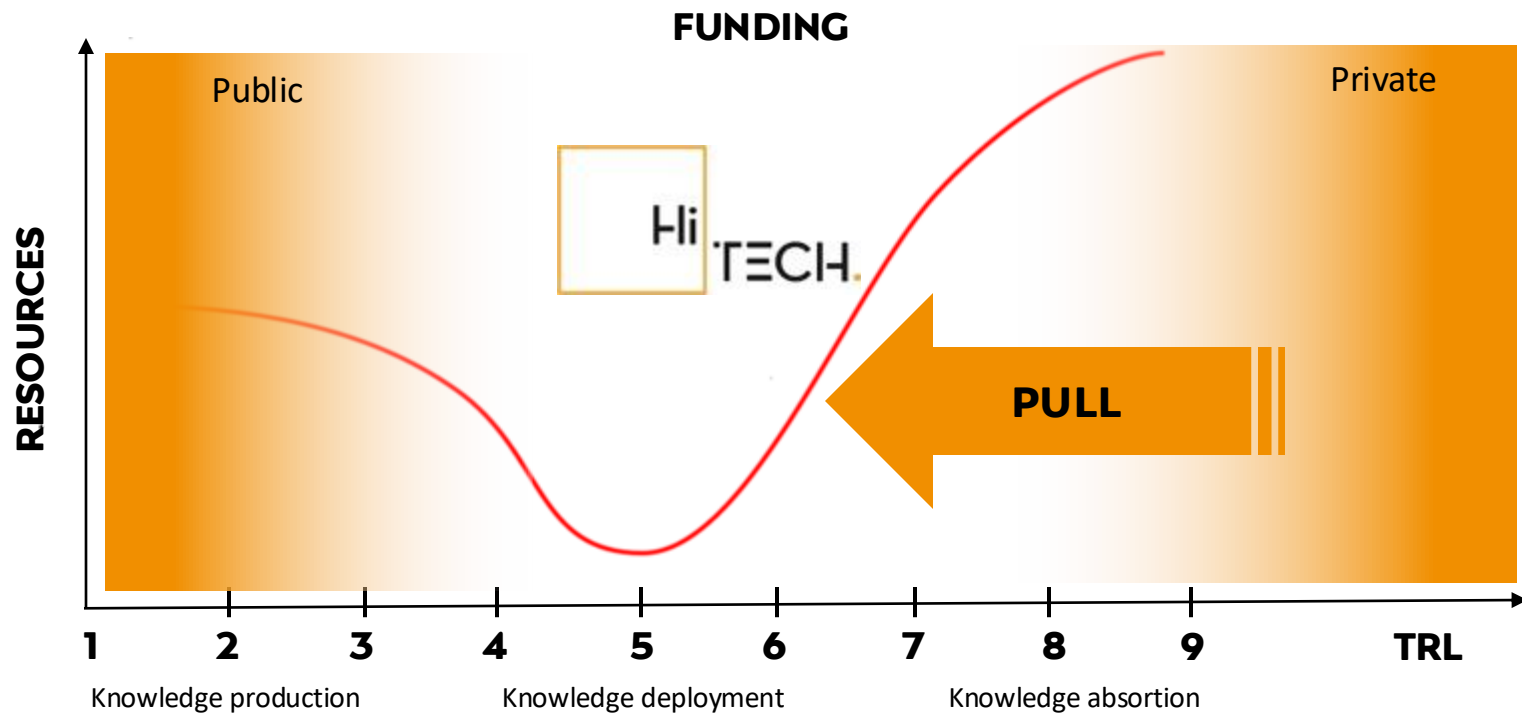


Developing **localized therapies for hard-to-treat tumors**. The first application targets malignant gliomas, already granted orphan drug designation by the FDA.

**Alumni of the 2018 program**

€14 million in funding by EIC Accelerator  
Patent granted in the US

<https://targtex.com>





**EXPANDING TO  
SOUTHERN EUROPE.**

## S3E – SOUTHERN EUROPEAN ENTREPRENEURSHIP ENGINE.

- In 2022, we were awarded a Grant from the European Innovation Council and SMEs Executive Agency (EISMEA).
- S3E, the Southern European Entrepreneurship Engine aim is to to boost deep tech projects coming from research teams and deep tech solutions coming from startups.
- Our vision is to support Southern European **countries improving their innovation performance, minimizing the lag that exists between north and south of Europe.**



## **S3E – SOUTHERN EUROPEAN ENTREPRENEURSHIP ENGINE.**



**S3E START**



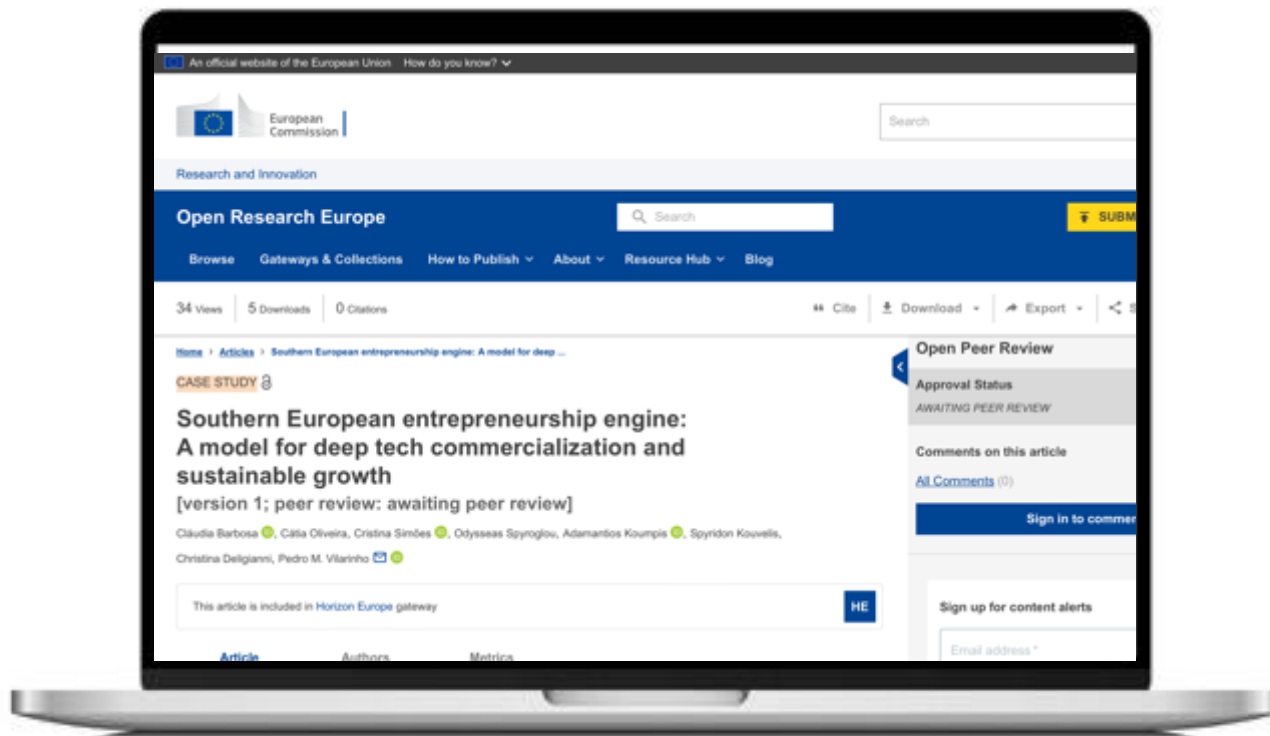
**S3E CHARGE**



**S3E REVERSE**



# THE METHODOLOGY BEHIND.



<https://open-research-europe.ec.europa.eu/articles/5-32/v1>

## S3E START.



“I totally recommend the S3E Start to anyone **who wants to turn their ideas into successful businesses.** The program's effectiveness and the support we received were incredible, and it has given us the confidence to pursue our entrepreneurial dreams.”

**ALEXANDRA KORTSINOGLU**

National & Kapodistrian University of Athens  
Greece



“The program has a comprehensive curriculum that **provided us with the necessary information on deep-tech commercialization.** With the TEC sessions, webinars and mentor meetings, we had the chance to learn from experts”

**ELIF ELCIOĞLU**

NANOPLEXIA Technology  
Türkiye



**CÁTIA  
OLIVEIRA**

Marketing Manager  
HiSeedTech



**CLÁUDIA  
BARBOSA**

COO  
HiSeedTech



**CRISTINA  
SIMÕES**

Head of training  
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**PEDRO  
VILARINHO**

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**ROGER  
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