IOT EXPO
BRATISLAVA 2016
7-8 July 2016, Austria Trend Hotel

Organized by

For more information visit our website (http://iotexpo2016.wix.com/bratislava) or send a message to iotbratislava2016@fsok.sk or to anna.fleitoukh@dg tresor.gouv.fr

Under the auspices of the President of the Slovak Republic Mr Andrej Kiska

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New markets, huge business opportunities

Networking, Round tables, Start-up Pitch, Success Stories, Business to Business meetings ...

Internet of Things, the revolution

France
Hungary
Czech Republic
Slovakia
Poland
## PROGRAM

### July, 7th, 2016

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<th>Time</th>
<th>Event</th>
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<tr>
<td>8:00 – 8:30</td>
<td>Registration &amp; Welcome of participants</td>
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<tr>
<td>8:30 – 9:00</td>
<td>Opening remarks: Message from President Andrej Kiska, H.E. Didier Lopinot, Ambassador of France Martina Malakova President of FSOK</td>
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<tr>
<td>9:00 – 10:00</td>
<td>Round table 1: “How to create an innovation ecosystem in the IoT?”</td>
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<td>10:00 – 10:15</td>
<td>Coffee Break</td>
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<td>10:15 – 11:30</td>
<td>Start-up &amp; SMEs Pitch</td>
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<td>11:30 – 12:00</td>
<td>Keynote addresses: R. Chovanec (State Secretary, Ministry of Economy), I. Golian (Deputy Director General, Orange), O. Padiou (Group COO Valtech)</td>
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<td>12:00 – 1:00</td>
<td>Lunch and Networking</td>
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<td>1:00 – 2:15</td>
<td>Start-up &amp; SMEs Pitch</td>
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<td>2:15 – 3:30</td>
<td>Round table 2: “What will the Internet of Things bring to the development of B2B services?”</td>
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<td>3:30 – 3:45</td>
<td>Coffee break</td>
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<td>3:45 – 5:00</td>
<td>Demonstrations &amp; Success stories</td>
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<td>5:00 – 6:40</td>
<td>Business To Business meetings - in cooperation with the Slovak Business Agency</td>
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<td>7:30</td>
<td>Dinner session - Restaurant Hrad, Námestie A. Dubčeka 1, Bratislava</td>
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### July, 8th, 2016

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<tr>
<th>Time</th>
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<td>8:00 – 8:30</td>
<td>Registration &amp; Welcome of participants</td>
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<tr>
<td>8:30 – 10:00</td>
<td>Workshops: Financing Opportunities / Focus on Smart Cities</td>
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<td>10:00 – 10:30</td>
<td>Coffee Break</td>
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<tr>
<td>10:30 – 10:45</td>
<td>Keynote address: Bibop G. Gresta (COO Hyperloop Transportation Technologies)</td>
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<tr>
<td>10:45 – 11:45</td>
<td>Start-up &amp; SMEs Pitch</td>
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<tr>
<td>11:45 – 12:00</td>
<td>Closing Remark</td>
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<tr>
<td>12:00 – 1:30</td>
<td>Business To Business Meetings – in cooperation with the Slovak Business Agency</td>
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Round tables

Round table 1: “How to create an innovation ecosystem in the IoT?”

Start-ups are acting in large environments gathering other business partners, universities, incubators, research organizations, banks, venture capital firms, business angels, bigger companies and public authorities that create the legal framework and public support for their development. All these players create the start-up ecosystem. If start-ups want to succeed and to grow beyond small national markets they have to know how to use synergies given by their local ecosystems. In this context, France has shown leadership in developing an innovative environment for the development of startups. On the other side, the V4 countries show strong potential and have made the development of startups the center of their cooperation.

- What are the (pre)conditions of vertically and horizontally functioning ecosystem?
- What could be done in order to foster partnership between French and V4 ecosystems?
- How could we altogether take advantage of our respective strengths?

Round table 2: “What will the Internet of Things bring to the development of B2B services?”

The development of the Internet of Things unlocks opportunities for optimization, improvement of business processes, increase of efficiency and effectiveness for B2B Businesses. At the same time, it leads to new products and services for consumers. Leveraging this technology offers a competitive advantage because of the ability to customize services and products, access real time data and make more-informed decisions.

- What are the real potential of the IoT for B2B services?
- What kind of success stories can we follow?
- Can new B2B services lead to new B2C services?
Workshops

**Workshop 1: Financing opportunities**

One of the main hurdles in the development of a business consists in gathering financing. Whether it is to manufacture a product after the prototype stage, or to expand to foreign countries, it is a key moment for the success of a startup. Several ways exist to secure capital to grow and strengthen a business. Some are public, whether it is on a national scale (BPI France), or on a European one (H2020). Private funds also represent a big part of the financial opportunities.

- What are the existing opportunities to fund your venture?
- How to apply and what are the procedures to ask for funds?
- What is the best way to proceed according to your needs?

**Marie-Claude Taillandier**, BPI France

**Ivan Fikus**, BIC Bratislava

**Maia Thomine Desmazures**, Business France

**Martin Polonyi**, Ministry of Finance of the Slovak Republic

**Etienne Gonon-Pelletier**, French Institute in Austria

**Workshop 2: Focus on Smart Cities**

The Smart City initiatives aim to organize the urban space in the most efficient way possible. Controlling the space and its use by the citizens leads to a better space management, and of course a better quality of life. With cities growing every year, not only in terms of space, but also density, it has become necessary to figure out ways to manage the urban human activity. Solutions developed for smarter cities are meant to face challenges, not only in the future, but already today. The solutions under the Smart City framework will not only help us in making the traffic smoother, but also in facing 21st century challenges by decreasing energy consumption with smart lighting for instance.

- What are today’s and tomorrow’s biggest problems we can solve thanks to Smart Cities?
- How to efficiently implement policies for smarter cities?
- What are the solutions already developed, and how can we develop further the concept?

**Dagmar Caganova**, Prof. At STU, European Alliance for Innovation

**Milan Dado**, Prof. At the University of Zilina

**Radoslav Mizera**, Solved the Cleantech Company

**Predrag Nikolic**, UNICONS University, Serbia
FOCUS : Speakers

SK  Andrej Kiska, President of the Slovak Republic
FR  H.E. Didier Lopinot, Ambassador of France to Slovakia
SK  Zuzana Nehajova, Ministry of Economy of the Slovak Republic
SK  Martina Malakova, French Slovak Chamber of Commerce
SK  Jan Masaryk, Slovak IoT Community Coordinator
HU  Laszlo Bacsa, Demola platfrom in Budapest
CZ  Marketa Havlova, Czech Invest
FR  Simon Vacher, IoT Valley in Toulouse
FR  Roman Navalpotro, Numa Paris
PL  Maciej Sadowski, CEO of Start-up Hub Poland
SK  Rastislav Chovanec, State Secretary of the Slovak Republic
SK  Ivan Golian, CTIO of Orange Slovensko
FR  Olivier Padiou, Valtech
SK  Ivan Stefunko, Neulogy Ventures
SK  Jiri Laznicka, Orange Slovakia
CZ  Milan Kalal, IDC in Prague
FR  Olivier Rouxel, Ministry of Economy in France
DE  Rolf Reimenschneider, DG Connect
HU  Jozsef Toth, Hepenix
FR  Emma Park, Sigfox
FOCUS: Speakers

CZ Jan John, SimpleCell

SK Peter Blaas, Antik Telecom

SK Franz Harmer, CEO of Thirtyseventy Digital

SK Peter Vlasaty, Keners

FR Marie-Claude Taillandier, BPI France

SK Dagmar Caganova, Prof. At STU, European Alliance for Innovation

SK Milan Dado, Prof. At the University of Zilina

FR Maia Thomine Desmazures, French Tech

SK Radoslav Mizera, Solved the Cleantech Company

SK Ivan Fikus, BIC Bratislava

RS Predrag Nikolic, Unicons University, Serbia

SK Martin Polonyi, Ministry of Finance of the Slovak Republic

FR Etienne Gonon-Pelletier, French Institute in Austria

IT Bibop G. Gresta, COO of Hyperloop