

Attracting and connecting innovation ecosystem actors for international co-investments in advanced traction of deep-tech companies from Wielkopolska, Lithuania and Andalusia

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

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1. Executive summary

atTRACTION (ATtracting and connectIng innovaTion ecosystem actors for international co-investments in deep-tech companies) is a Horizon Europe–funded initiative aiming to bridge innovation gaps across Europe by connecting less well-resourced ecosystems with mature innovation hubs. It focuses on the strengthening deep-tech ecosystems in **Wielkopolska** (Poland), **Lithuania**, and **Andalusia** (Spain) by facilitating connections with mature European regions, fostering cross-regional collaboration, and enhancing international investment readiness. This report provides a detailed analysis of the scouting activities undertaken within the project to identify and recruit high-potential start-ups and scale-ups in these regions.

Scouting Process and Methodology:

The process was guided by a harmonized methodology to ensure consistency across regions. Key steps included mapping local ecosystems, engaging with innovation stakeholders (accelerators, incubators, universities, and VCs), and selecting deep-tech start-ups addressing societal challenges such as digitalization, green transformation, and mobility. Information and marketing campaigns were leveraged to raise awareness, while joint scouting efforts ensured that selected start-ups met predefined criteria for innovation, market potential, and investment readiness.

Regional results:

- **Lithuania:** the project activities capitalised on strong Lithuanian ecosystem and the collaboration between academia, industry, and accelerators, focusing on sectors such as fintech, health-tech, and green tech. Over 59 start-ups were scouted, with 15 selected for further engagement.
- **Wielkopolska (Poland):** Wielkopolska, though less mature in its innovation ecosystem, showed strong potential in the deal flow of deeptech. Despite challenges the collaboration with the regional accelerators and VCs scouting if innovative 48 start-ups, with 25 shortlisted for deeper engagement.
- **Andalusia (Spain):** the region is a dynamic startup ecosystem, particularly in aerospace, renewable energy, and biotech. Over 100 start-ups were identified, with 36 joining the atTRACTION community, 10 shortlisted for deeper engagement. However, the region faces challenges due to the multitude of competing support programs, which makes it harder to engage start-ups in project activities.

Conclusions and Lessons Learned:

The scouting activities have successfully identified high-potential start-ups across diverse sectors. However, regional ecosystems require continued support, particularly in building cross-border connections and improving investment readiness. Collaboration with accelerators and local ecosystems has proven essential, and there is a clear need for structured, long-term support mechanisms to ensure sustained growth beyond the project timeline.

This report highlights the importance of cross-regional cooperation and the strategic use of existing innovation networks to elevate less-connected ecosystems, positioning them for greater international success.

2. Introduction

2.1. About atTRACTION

atTRACTION connects the emerging innovation ecosystems of Wielkopolska (PL), Lithuania (LT), and Andalusia (ES) with the highly innovative ecosystems of Baden-Württemberg, Berlin, and Île-de-France. By fostering collaboration, sharing best practices, and syndicating curated deal flows, the project stimulates cross-regional learning, attracts international investors, and enhances business acceleration programs. A main focus of atTRACTION is creating investment opportunities in deep-tech solutions addressing societal challenges such as the twin transition, health-tech, IoT, and AI.

For local stakeholders like Technology Transfer Offices, incubators, and accelerators, the project maximizes their potential to support startups and scaleups in seeking investment opportunities. By connecting with acceleration initiatives and investment networks, atTRACTION builds a sustainable community of investment stakeholders dedicated to boosting co-investments, particularly in underfunded regions, and supporting diverse founders, including women and migrants. These efforts address gaps in investor presence and capital in modest ecosystems while building trust and enabling longer development cycles for deep-tech startups, reinforcing Europe's capacity to generate impactful innovations.

2.2. About WP 6 and Task 6.1.

2.2.1. Work Package 6 – Supporting start-ups & scale-ups to raise capital internationally

Work Package 6, from now on WP6, focuses on enhancing the international investment readiness of startups and scale-ups from the emerging innovation ecosystems of Wielkopolska, Lithuania, and Andalusia. By leveraging international connections within European innovation ecosystems, the initiative aims to attract capital for these deep-tech companies while fostering long-term engagement from international investors in underrepresented regions. Through structured training, mentoring, and matchmaking activities, WP6 supports startups in improving their capabilities and expanding into wider markets. Additionally, it promotes sustainability by building partnerships and integrating local innovation actors into EU-wide communities.

The work package includes key activities such as **scouting high-potential startups in collaboration with local incubators, accelerators and local early-stage investors**, providing tailored training and mentoring, and facilitating participation in pitching sessions and hybrid demo-days. These events offer startups direct access to investors and business accelerators, creating opportunities for individual matchmaking and investment deals. The goal is to secure tangible outcomes, including at least three investment deals within the project timeline, while showcasing success stories to attract further interest from international capital. By combining targeted support with the utilization of existing innovation networks, WP6 seeks to create a lasting impact on regional innovation ecosystems.

2.2.2. Task 6.1 – Scouting of start-ups and scale-up via accelerators and incubators

Task 6.1, from now on T6.1, focuses on the recruitment and selection of high potential deep-tech start-ups and scale-ups from less connected ecosystems of Wielkopolska, Lithuania and Andalusia, that with the support of atTRACTION will gain international investment readiness. The recruitment was made through collaboration with local incubators, accelerators and local early-stage investors, especially those mobilised in WP3, WP4 and WP4. The recruitment was enhanced by information campaigns targeted to the potential beneficiaries of this WP. As all the info campaigns in the project, the campaign of this task was designed in a coordinated way through T1.2.

The start-ups and scale-ups recruited in this task were guided by KSTP, PPNT&, PTA, as relevant, through the processes in the following tasks.

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2.3. Purpose of the deliverable

The purpose of this deliverable is to provide a consolidated overview of all scouting, recruitment, and collaboration activities undertaken by the regional partners in the framework of **Work Package 6 (WP6)**. The document details the methodologies, results, and lessons learned from engaging start-ups and scale-ups in Lithuania, Wielkopolska, and Andalusia.

D6.1 directly contributes to the project's objective of **strengthening regional innovation ecosystems** and **supporting the scale-up of emerging European ventures**. The scouting outcomes serve as the foundation for matchmaking, pilot activities, and knowledge-sharing actions planned in later work packages.

D6.1 is structured in the following manner: Section 1 summarizes the deliverable. Section 2 provides the necessary introduction to WP6, T6.1, and context for the activities being described. Section 3 describes the methodology and preliminary work necessary for the execution of the scouting. Section 4 provides regional scouting activities and the results in Wielkopolska, Lithuania and Andalusia regions, Section 5 provides conclusion and results.

3. Methodology and approach

A harmonised scouting methodology was applied across the three pilot regions (Wielkopolska in Poland, Lithuania and Andalusia in Spain) to ensure comparability and consistency. It included the following steps:

1. **Ecosystem mapping** – Identification of relevant innovation stakeholders, incubators, accelerators, and clusters and identification of their needs to define possible synergies with atTRACTION to increase the visibility of local startups and scaleups globally.
2. **Communication campaigns** - information and marketing campaigns united by the common goal of building the atTRACTION community through networking with local partners and alumni of their acceleration and incubation programmes and strengthening international links.
3. **Joint scouting** – Identification of potential participants in collaboration with local accelerators and incubators based on predefined criteria:
 - Company is deep-tech startup or scale-up based on innovative technologies that address key social challenges;
 - Market maturity and scalability potential for further development of:
 - clear strategy for entering global markets, including European markets;
 - financial plan, including revenue forecasts and identified capital gaps that need to be filled to achieve these goals;
 - exit strategy for investors;
 - Willingness to engage in activities within atTRACTION.

3.1. Ecosystem mapping

Project partners made the detailed plans and started the activities related to the recruitment and selection of high potential deep-tech start-ups and scale-ups from less connected ecosystems of Wielkopolska, Lithuania and Andalusia, that with the support of atTRACTION will gain international investment readiness. Part of the recruitment was planned to make *through collaboration with local incubators, accelerators and local early-stage investors*, especially those mobilised in WP3, WP4 and WP5.

- **Identification potential local partners in Lithuania, Wielkopolska and Lithuania regions**

Partners identified potential local stakeholders in their regions and the collaboration with such organisations (list of local accelerators and incubators, excel file) was initiated. Partners have set up first contacts with selected local incubators, accelerators and early-stage investors in Poland, Spain and Lithuania. An e-mail template to establish connection with accelerators and incubators was elaborated.

Project partners proposed local accelerators and incubators to collaborate within atTRACTION in this process of supporting local start-ups and scale-ups. One of the tasks here is to design and deploy of training sessions with the aim to prepare start-ups in partners' regions to better access, engage, and capitalize within the European innovation and entrepreneurial ecosystem at large. The training sessions were planned to be deployed in collaboration with incubators in each ecosystem and intended to complement existing support offered for startups. Partners also invited local accelerators and incubators to atTRACTION community in the EuroQuity platform to connect their clients with potential investors, increase the portfolio of services offered to accelerator/incubators' target groups, and to increase the possibilities to access co-investment opportunities with the wider EU-ecosystem.

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• Interviews for need analysis and potential collaborations

Partners in Lithuania, Poland and Spain contacted local incubators or accelerators, or early-stage investors and arranged online meetings. The objective of these meetings was to identify the services provided already by these organizations to ecosystems in Lithuania, Wielkopolska and Andalusia and identify gaps, so atTRACTION project could develop tailored add-on offer, not overlapping with existing offer. The main questions addressed in the interviews were as follows:

- *“What specific training programs do you currently offer to startups, and how do these address the needs of different development stages?”*
- *“How do you support first-time entrepreneurs from ideation to the initial market entry, and what are the common pitfalls they encounter?”*
- *“Can you describe the success metrics used to evaluate the impact of your current training and support programs on startup growth and investment readiness?”*
- *“What feedback do you receive from startups about the areas they wish were more thoroughly covered in your programs?”*
- *“What collaborative projects or partnerships do you have with other European or international ecosystems, and how do these benefit your startups?”*

Partners structured the information collected through interviews with the stakeholders (as described above) and provided the findings with identified gaps per ecosystem (Lithuania, Wielkopolska and Andalusia) and joint results. The consolidated meeting was held with partners to discuss the analysis. As the conclusion of the meetings, long term collaboration opportunities were presented to local accelerators and incubators based on identified gaps and value proposition of atTRACTION:

- Provide features that make the offer for start-ups more attractive:
 - Connections with potential investors
 - Profile on EuroQuity
 - Add-on services
- Provide support for the portfolio companies
- Present opportunities for co-investment with international investors.

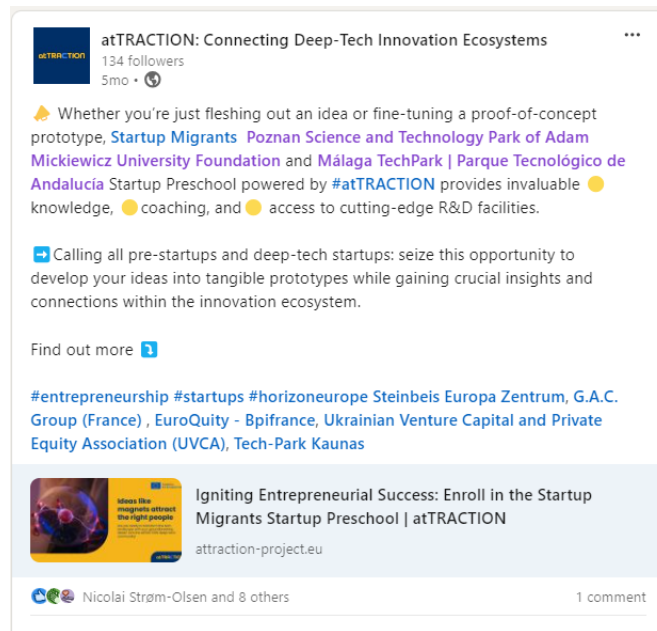
3.2. Marketing and information campaigns

To open up more opportunities for deep-tech start-ups and scale-ups to attract investment (including international investment), the partners decided to launch several smaller information and marketing campaigns. They were united by the common goal of building the atTRACTION community (through networking with local partners and alumni of their acceleration and incubation programmes) and strengthening international links).

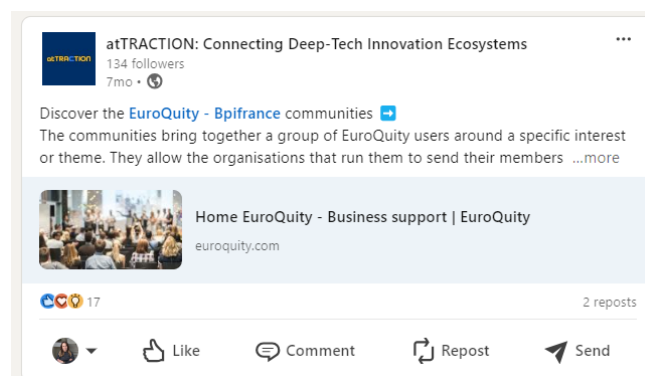
Info and marketing campaigns: gathering information how to use the platform and help start-ups and scale-ups to register and join atTRACTION community on EuroQuity. The campaign includes initiatives to introduce the targeted audience and engage, and encourage them to join the EuroQuity platform for current and upcoming opportunities.

All the campaigns were aligned with the marketing and communication actions coming from each partnering organization. It helped to create a synergy effect and communication continuity.

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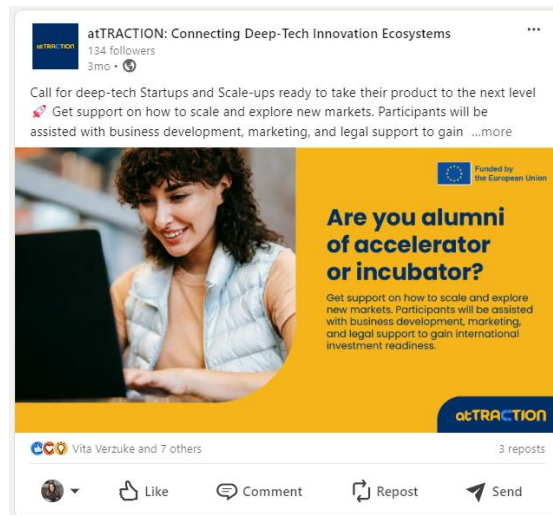


Intro marketing campaign: introducing EuroQuity platform for atTRACTION LinkedIn community, showcasing its benefits and value for start-ups and scale-ups. The LinkedIn platform was defined as the main social and professional networking platform, it also served as a meeting point for the community to spread introductory information and contact with the potential audience.



Targeted marketing campaign: LinkedIn campaign aimed directly to the target group (alumni of accelerators and incubators).

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The content appealing to the targeted audience has been published not only to grow the LinkedIn community but also to the most concerning pain points for those start-ups and scale-ups who are trying to enter new markets.

EuroQuity platform: Dedicated page on project's website mentioning platforms value for different target groups, containing easy access directly to atTRACTION community on EuroQuity platform. (<https://attraction-project.eu/euroquity-platform/>).

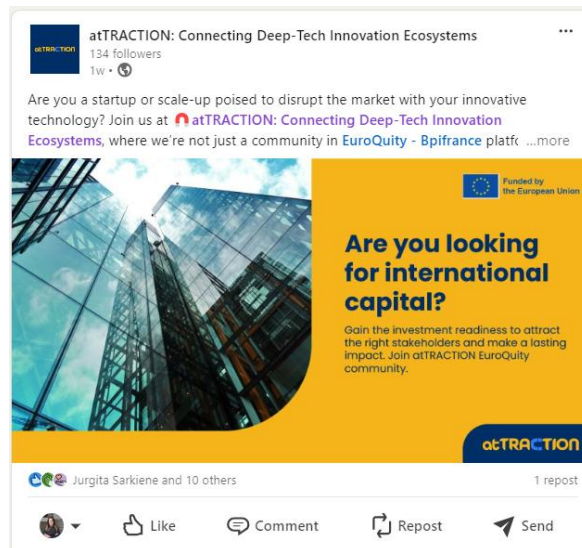


As the EuroQuity platform has a several-step registration process, it was a convenient way to guide the future audience toward a fluent onboarding process. The graphic elements support and simplify this process.

The EuroQuity platform plays a crucial role in the atTRACTION project, serving as a fundamental tool for fostering long-term relationships among ecosystems and their stakeholders, extending even beyond the project's duration.

Individual support marketing campaign: communication messaging targeted to the end goal of this project and inviting start-ups and scale-ups to gain investment readiness and attract international capital within EuroQuity community.

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Having in mind that the main focus is to offer start-ups and scale-ups the investment and funding opportunities, the communication actions were aligned with the project partners' experience with investors and already existing investors' network capacities.

Invitations to events: inviting deep-tech startups and scale-ups to join events within atTRACTION project activities to gain knowledge about EuroQuity platform, it's value and benefits to capture investors' attention. In virtual, hybrid or in-person events partners encourage start-ups and scale-ups to join EuroQuity community.



Each partner collaborated with their local community and ecosystem events to expand the network of future scale-ups.

Individual meetings: meeting the start-ups and scale-ups in person and presenting the opportunities atTRACTION project could offer to their company.

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3.3. Joint scouting

Partners developed **information materials** with the aim to attract start-ups and scale-ups.

Information material	Content info
Onepager of project activities	Editable Ms Word doc. to present the concept of the task while engaging local partners (accelerators and incubators).
Onepager EuroQuity visual	The visuals developed for project website and social media.
Visuals for social media	The visuals developed for social media campaigns to promote project activities and invite to join atTRACTION community and events.
List of local incubators & accelerators	Excell doc. presenting the list of incubators and accelerators, local early-stage investors in Wielkopolska, Lithuania and Andalusia as potential partners.
Template with questions for need analysis interviews/ with local partners	Editable Ms Word doc. while taking the interviews with local partners (accelerators and incubators).
Info package to Events (demo days)	Dedicated slide to present and lead directly to attraction communities in EuroQuity and LinkedIn.
Registration QR code	Registration QR code linking directly to atTRACTION community on EuroQuity platform.
Project website	Dedicated page explaining EuroQuity benefits for start-ups and scale-ups and other pages explaining the value for different target groups.

Table 1 Information materials for scouting activities, recruitment and collaboration with local accelerators and incubators

Partners defined detailed elements of **value proposition** for **start-ups and scale-ups**:

The slogan: *Get support in securing funding, increasing international visibility, and connecting with local and international investors and business angels. Get guidance in initiating the cooperation journey with investors.*

The detailed value proposition was defined as follows (used by partners while discussing with deep-tech companies about their participation in the atTRACTION project activities):

- Selection, onboarding and matchmaking of start-ups and scale-ups via EuroQuity
- Provide complementary add-on opportunities in skills development in collaboration with TTOs, incubators & accelerators from the less connected ecosystems;
- Provide complementary add-on (to existing programmes) support on:
 - entering international markets
 - access to international capital providers
- Involve relevant investors of selected scale-ups.

4. Regional scouting activities and selection results

4.1. Regional Scouting Activities and selection results in Wielkopolska, Poland

4.1.1. Regional Overview

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Wielkopolska, with Poznań as its capital, is becoming an increasingly significant player in Poland's innovation landscape, particularly in sectors like **cleantech** and **foodtech**. Although the region doesn't yet dominate the startup scene as much as Mazowsze (Warsaw) or Lower Silesia (Wrocław), it has established itself as a key player, with **27%** of Polish startups operating there.

Problems in the Wielkopolska Ecosystem

One of the primary challenges for startups in Wielkopolska is **limited access to funding**, a difficulty that mirrors the national trend. In Poland, **49% of startups** report issues with securing financing, and in Wielkopolska, this is exacerbated by the limited presence of local venture capital (VC) firms. Many startups are forced to rely on bootstrapping or seek external funding, which limits their growth potential. While **25% of startups nationwide** receive funding from local VC firms, only **8%** secure investment from foreign VC sources.

Bureaucracy remains another significant obstacle, affecting **37% of startups** nationwide. In Wielkopolska, the region's smaller size and lack of the legal infrastructure found in larger hubs like Warsaw intensifies the challenge. Startups must navigate complex and sometimes inconsistent regulations, requiring significant resources that could be better spent on innovation and growth.

Additionally, the **high cost of employment**, especially in the tech sector, poses a barrier. While Wielkopolska benefits from its proximity to major universities, attracting and retaining skilled talent is expensive, and there is often a shortage of expertise in high-tech fields.

Challenges in the Wielkopolska Ecosystem

Beyond these specific issues, Wielkopolska faces intense **competition from regions** like Mazowsze and Lower Silesia, which have more developed startup ecosystems and greater access to funding and talent. This competitive pressure often leads to a "brain drain" as top talent is drawn to larger markets.

The **regulatory environment** is another challenge. Startups, particularly smaller ones, often struggle to comply with inconsistent or complex regulations. This adds further strain on resources that could otherwise be invested in scaling and innovation.

Potential of the Wielkopolska Ecosystem

Despite these challenges, Wielkopolska's startup ecosystem has significant potential. The region is home to renowned **universities and research institutions**, particularly in Poznań, which specialize in fields like **AI**, **cleantech**, and **foodtech**. These institutions serve as important sources of talent and innovation, offering opportunities for greater synergy between academia and industry.

Wielkopolska is also focused on **cleantech** and **foodtech**, aligning with Poland's broader goals for environmental sustainability. The **cleantech sector**, in particular, is gaining national and international attention, with **7% of Polish startups** identifying with this field. Similarly, **foodtech** is experiencing growth, driven by startups focused on sustainable food production and agritech solutions.

The **local government** is also increasingly supporting the region's startup ecosystem. Initiatives like incubators, accelerators, and innovation hubs provide essential infrastructure and guidance for early-stage companies, helping them overcome some of the challenges associated with growth.

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Wielkopolska's **strategic location** with strong transport links to other parts of Poland and Europe, combined with a **lower cost of living** and doing business compared to Warsaw, makes it an attractive destination for startups looking to expand.

Conclusion

Wielkopolska's startup ecosystem is dynamic and holds significant promise for the future, but it must overcome substantial challenges to fully realize its potential. Issues like **limited access to capital**, **bureaucracy**, and **high employment costs** are hindering growth. However, with its strong educational base, a growing focus on **cleantech** and **foodtech**, and increasing governmental support, Wielkopolska is well-positioned to become a leading hub for startups in Poland. Addressing these key challenges will be crucial for the region to enhance its role in Poland's innovation landscape.

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4.1.2. Scouting and Recruitment Process

The scouting process carried out by PPNT was mainly focused on regional ecosystem in Wielkopolska but startups from outside of the region have been included in project portfolio with the view to gain synergies and strengthen the visibility of Polish ecosystem as a whole:

- **48** start-ups and scale-ups identified.
- **25** shortlisted for deeper engagement and pilot activities in WP6 and WP3 or WP5.

Sector	No. of startups scouted	Startup name
Biotech, Digital health, Healthcare, Medtech	17	Chitomed, Cyberbone, Mico Scientific, Paleomilk, SpinBionic, UFraction8, Nutrix, Polmedi, TakesCare, Veterinary Application, Health Vision AI, Bionwoven, BioCam.ai, EFM, Pikralida, Revending Robots, StethoMe
IT Digital, Digital Marketing, AI management support	9	RapidLab, Safe And Trust, Seedia.City, SmartSols, BuyerMind, BinderLess, Bp2 ML, Doxychain, Expansio
Entertainment & Gaming	3	Gravella, Knoocker, Sport Vision Technology
Fintech	3	Digital Bonds AI, Invis, StaBillon
Defence, Security	2	Seraphim Defence Systems, REAKTO
Energy, Energy storage	2	TechNovator, Wati
Tourism	2	Charter boats beddings, Good-Spot
Other (with single startups scouted): EdTech, FoodTech, GreenTech, Proptech, Robots,	7	BioDairy Labs, NanoSci, VAA, Soilspot, BodyVibes, Whirla, MAB Robotics

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Wellness, Soil analysis and modelling		
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Table 2 Startups scouted in Poland

4.1.3. Results

The scouting activities of PPNT and local partners helped to build Polish atTRACTION portfolio across sectors:

Name	Sector	Description	TRL	Stage
Aiseemo	AI Vision	Real-time video analytics powered by artificial intelligence	8	startup
BinderLess	Management Support for Companies	AI-powered CDE platform that digitizes and streamlines the management of investments and construction documents.	9	scaleup
BioCam.ai	Medtech	BioCam.ai has developed endoscopic capsules for humans and animals for remote examination of the entire gastrointestinal tract, as well as an AI system for automatic detection of pathological changes and supporting doctors in the diagnostic process	9	startup
BioDairy Labs	FoodTech	BioDairy Labs develops advanced plant-based structured fats that seamlessly replace animal fats in taste, texture, and functionality, offering a healthier, trans-fat-free, and sustainable solution for the food industry.	9	startup
Bionwoven	Healthcare	Cycle use biotextiles prevent patients against SEPSIS and protect water resources against laundry	5	pre-startup
BodyVibes	Wellness	BodyVibes is a wellness platform that connects people to quality, community-driven fitness experiences for stress relief, social connection, and accessible self-care.	9	startup
Bp2 ML	Management Support for Companies	Tasklytics ensures maximum productivity by guiding tasks in the optimal order.	9	startup
BuyerMind	Digital Marketing	BuyerMind is a content optimization engine that tailors content to customer preferences, driving purchase readiness.	9	startup
Charter boats beddings	Tourism	Biodegradable and daw resistant yacht bedding to improve sailing	5	pre-startup
Chitomed	Biotech	Chitomed develops innovative bioresorbable hydrogels based on medical-grade chitosan for dental and bone tissue regeneration and for dermocosmetics	9	startup
Cyberbone	Biotech	Esorbable anatomical spatial structures that form purpose-designed medical bone implants for use in neurosurgical calf and facial skeletal reconstruction, including in the youngest pediatric patients	9	startup

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Digital Bonds AI	Fintech	Tokenization of corporate bonds.	7	startup
doxychain	Management Support for Companies	Next-generation blockchain document management software (DMS). DoxyChain is a platform for documents digitisation and management	9	startup
EFM	Medtech	Early diagnosis of critical heart diseases. We help insurers to save billions of euro by keeping CHF and COPD patients out of hospital thanks to our patented telemedical device	5	startup
Expansio	Management Support for Companies	Expansio develops Big Data Chatbot, a "private ChatGPT" deployed on-premise, which learns from vast amounts of company documents and automatically fills out other documents, such as forms and surveys.	9	startup
Good-Spot	Tourism	Upcycling trailers by converting them into modern solutions for tourist accommodation	9	startup
Gravella	Entertainment	laser engraved rollers	9	startup
GrowerAdviser	AI Vision	AI control solution for greenhouses	7	startup
Health Vision AI	Health	Faster access to key information, diagnostic support and therapy safety – a comprehensive solution for modern medical facilities	9	startup
Invis	Fintech	Invis redefines classic timepieces, introducing a watch strap that not only tracks activity and ensures a watch safety but also facilitates contactless payments and access protected by a biometric authentication method.	9	startup
Knoocker	Entertainment & Gaming Industry	Interactive group entertainment system that combines sport with virtual reality.	9	scaleup
MAB Robotics	Robots	MAB Robotics is developing legged robots for the inspection and maintenance of industrial infrastructure.	9	startup
Mico Scientific	Biotech	Advanced colloidal nutritional solutions for cancer patients	7	startup
NanoSci	Greentech	NanoSci uses photocatalysis technology to purify air, ensuring food safety and improving air quality.	9	scaleup
Nutrix	Digital health	Nutrix is an award-winning health-tech innovator that combines the power of AI with wearables and human care to provide cost-effective prevention and healthcare programs that work	9	startup
Paleomilk	Biotech	Paleomilk as functional superfood improve children with autism life.	5	pre-startup
PhantomSight	AI Vision	Spatial analytics solutions to help event organizers and venue managers get to know their visitors and maximize revenue.	7	startup

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

Pikralida	Medtech	Pikralida is a clinical-stage biotech developing first-in-class, dual-use therapies for unmet medical needs – backed by strong science and a clear path to commercialization, and complemented by a CRO arm that supports sustained growth	5	startup
Polmedi	Digital health	iWound – an advanced telemedicine platform supporting wound care, prehabilitation, perioperative and post-discharge care.	9	startup
RapidLab	IoT, AI	IoT, Edge AI and Embedded Vision prototypes, hardware design, firmware development and IoT cloud integration	7	startup
REAKTO	Security	Drone security service of today, general purpose technology of tomorrow	9	startup
Revening Robots	Medtech	Revening robots for controlling visits and epidemiology	5	pre-startup
Safe And Trust	IT Digital	Safe&Trust empowers individuals, strenghtens provacy, and offers peace of mind in an increasingly digital world.	9	startup
Seedia.City	IT Digital	Data processing cloud to optimise public mobility services	7	startup
Seraphim Defence Systems	Defence	Mobile Autonomous Counter-UAV System. Compact, modular turret system combines artificial intelligence, multi-sensor fusion, and autonomous decision-making to deliver battlefield-ready capabilities.	9	startup
SmartSols	IT Digital	SmartSols provides a vast range of technology services, focused on delivering Software and Hardware Smart Solutions	7	startup
Soilspot	Soil analysis and modeling	Geostatistical models of the building subsoil	5	startup
SpinBionic	Biotech	3D bioprinting	5	startup
Sport Vision Technology	Entertainment & Gaming Industry	AI based motion capture systems for sports and entertainment.	7	startup
StaBillon	Fintech	First MiCA compliant EU national currency backed StableCoin (E-Money Token)	9	startup
StethoMe	Medtech	StethoMe® delivers AI-powered smart stethoscopes and diagnostic support software for accurate, remote detection of respiratory diseases, enabling scalable home and clinical monitoring solutions	9	startup
TakesCare	Digital health	TakesCare offers a web-based and mobile platform for remote health management.	9	startup
TechNovator	Energy	Revolutionary energy transfer technology enabling safe, ultra-efficient, multi-device charging at a distance - without cables or battery replacement. Fully customizable for any OEM application, delivering zero EMI and	7	startup

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		operating seamlessly across environments, even in motion.		
UFraction8	Biotech	uFraction8 developed an industrially scalable bio-separation instrument that helps to produce more biomass from the same infrastructure, with less energy and cost and to solve the problems with harvesting and processing of cell cultures, starting with microalgae and developing into other cell-based productions such as precision fermentation, cellular agriculture and bio-pharma.	9	scaleup
VAA	EdTech	Virtual Anatomy Atlas is an early-stage MedTech and EdTech project that aims to revolutionize anatomical education through highly detailed 3D models and interactive simulations.	5	startup
Veterinary Application	Digital health	VetApp is a medical application that can identify all those cases and reduce over 30% stress, anxiety and expenses connected to unnecessary visits.	7	startup
Wati	Energy storage	Production and sale of energy storage facilities with software	9	startup
Whirla	Proptech	Whirla Smart Office - More than a booking system	9	startup
Aiseemo	AI Vision	Real-time video analytics powered by artificial intelligence	8	startup
BinderLess	Management Support for Companies	AI-powered CDE platform that digitizes and streamlines the management of investments and construction documents.	9	scaleup
BioCam.ai	Medtech	BioCam.ai has developed endoscopic capsules for humans and animals for remote examination of the entire gastrointestinal tract, as well as an AI system for automatic detection of pathological changes and supporting doctors in the diagnostic process	9	startup
BioDairy Labs	FoodTech	BioDairy Labs develops advanced plant-based structured fats that seamlessly replace animal fats in taste, texture, and functionality, offering a healthier, trans-fat-free, and sustainable solution for the food industry.	9	startup
BIONWOVEN	Healthcare	Cycle use biotextiles prevent patients against SEPSIS and protect water resources against laundry	5	pre-startup
BodyVibes	Wellness	BodyVibes is a wellness platform that connects people to quality, community-driven fitness experiences for stress relief, social connection, and accessible self-care.	9	startup

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Bp2 ML	Management Support for Companies	Tasklytics ensures maximum productivity by guiding tasks in the optimal order.	9	startup
BuyerMind	Digital Marketing	BuyerMind is a content optimization engine that tailors content to customer preferences, driving purchase readiness.	9	startup
Charter boats beddings	Tourism	Biodegradable and daw resistant yacht bedding to improve sailing	5	pre-startup
Chitomed	Biotech	Chitomed develops innovative bioresorbable hydrogels based on medical-grade chitosan for dental and bone tissue regeneration and for dermocosmetics	9	startup
Cyberbone	Biotech	Esorbable anatomical spatial structures that form purpose-designed medical bone implants for use in neurosurgical calf and facial skeletal reconstruction, including in the youngest pediatric patients	9	startup
Digital Bonds AI	Fintech	Tokenization of corporate bonds.	7	startup
doxychain	Management Support for Companies	Next-generation blockchain document management software (DMS). DoxyChain is a platform for documents digitisation and management	9	startup
EFM	Medtech	Early diagnosis of critical heart diseases. We help insurers to save billions of euro by keeping CHF and COPD patients out of hospital thanks to our patented telemedical device	5	startup
Expansio	Management Support for Companies	Expansio develops Big Data Chatbot, a "private ChatGPT" deployed on-premise, which learns from vast amounts of company documents and automatically fills out other documents, such as forms and surveys.	9	startup
Good-Spot	Tourism	Upcycling trailers by converting them into modern solutions for tourist accommodation	9	startup
Gravella	Entertainment	laser engraved rollers	9	startup
GrowerAdviser	AI Vision	AI control solution for greenhouses	7	startup
Health Vision AI	Health	Faster access to key information, diagnostic support and therapy safety – a comprehensive solution for modern medical facilities	9	startup

Table 3 Startups and scaleups portfolio in Poland

4.1.4. Collaboration with Local Accelerators, Pre-accelerators, and Incubators

In Polish ecosystem the incubation and acceleration programmes are mostly based on structural funds resources. Therefore, since the project start until the beginning of 2024 there was no active programme which at TRACTION could collaborate with. PPNT was in contact with local incubators and accelerators, but they declared that they are doing only basic activities, such as office rentals, due to lack of resources to provide incubation and acceleration services to startups and scaleups. At the beginning of 2024 seventeen acceleration programmes were selected for implementation within a

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

structural funds measure ([Startup Booster Poland](#)). PPNT team contacted three of them which operate in Wielkopolska region, namely ConcordiaDesign, Industry Lab and Huge Thing. PPNT team has collaborated with these accelerators by promoting the calls for startups and directly contacting individual founders this way creating the synergies between attraction project activities and the ecosystem. PPNT team have also initiated collaboration with VC funds, including Evigalfa and Hard2beat.

Type	Organisation	Role in collaboration
VC fund	Evigalfa	Evigalfa is a VC, whose capital partially is financed by national R&D agency. The same team is at the moment collecting funds to start a new VC. The team has collaborated with atTRACTION also attending project event in Stuttgart.
VC fund	Hard2beat	Hard2beat is a VC fund focused on the pre-seed and seed stages in deep tech startups providing software-driven or hardware-enabled solutions. PPNT team shared the attraction portfolio with the fund.
Accelerator	DGA – operator of accelerator Industrylab III	Collaboration and synergies between DGA accelerator programme and atTRACTION project were identified. Industry Lab team members were involved in Demo-Day. There is strong need for further collaboration confirmed by both sides.
Accelerator	Huge Thing Operator of Huge Thing accelerator	PPNT collaborates with Huge Thing on day-to-day basis in startup scouting, onboarding and daily support. The team has collaborated with atTRACTION also attending project event in Stuttgart.
Accelerator	Concordia Design is an operator of Concordia Design Accelerator	PPNT team collaborates with Concordia Design in activities dedicated to startups and scaleups (satellite events, trainings, Demo-Days). There is strong need for further collaboration identified by both sides.

Table 4 Collaboration with local stakeholders in Poland

4.1.5. Regional Insights and Recommendations

- **Wielkopolska** is a region with a strong potential of deeptech hub. 8 public universities with over 100 thousand students and over 10 thousand researchers plus 16 research institutions of Polish Academy of Sciences as well as important centre of applied research “Łukasiewicz network” creates a source of technologies and deeptech ideas. The region also attracts the deeptech founders from abroad, even though it is not recognised internationally as a startup hub. atTRACTION has provided evidence of high quality deeptechs involved in the project activities.
- Despite numerous institutions and programmes the startup **support and finance ecosystem is not yet developed and consolidated enough**. No Business Angel network is active in the region yet, but there are locally originated private capital funds operating on national scale. Many support activities depend on public funding, which is available periodically. Many activities in of the support chain open and close at different times and are difficult to synchronise.
- Deep start-ups struggle with less capital available and **need better access to international investment capital**.
- Recommendations:

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- Build synergies across the startup ecosystem to offer better structured support for the founders.
- Encourage more private capital to be invested in start-ups, especially deeptech, and develop international links of investors.
- Put more effort in the building the image of the region as an important startup hub and promote the success stories of individual deeptechs.

4.2. Regional Scouting Activities and selection results in Lithuania

4.2.1. Regional Overview

Lithuania hosts one of the fastest-growing innovation ecosystems in Central and Eastern Europe, with over **1,200 active start-ups and scale-ups** (source: *Startup Lithuania, 2024*). The ecosystem is particularly strong in **fintech, deep tech, AI, green technologies, and ICT**, supported by a favourable regulatory framework and a highly collaborative innovation community.

The national ecosystem functions as an **integrated pipeline** from early-stage ideation to international acceleration. Key ecosystem components include:

- **Pre-accelerators:** *Tech-Park Accelerator* (MedTech and DigiTech Preacceleration programs), *Rockit Startup Highway* (project “Startuolis”), *Baltic Sandbox*, *Pre-accelerator “Futurpreneurs”* supporting idea validation, MVP development, and business model testing.
- **Accelerators:** *Startup Wise Guys*, *FIRSTPICK Accelerator*, *Baltic Sandbox Ventures*, *Scale Wolf*, *Katalista Ventures* — offering mentoring, funding, and access to international investors and markets.
- **Specialised innovation hubs:** *ESA BIC Lithuania incubator*, *KTU Startup Space*, *Health Innovation Development Centre* at LSMU (Lithuanian University of Health Sciences), *Center for Physical Sciences and Technology (FTMC)*, Co-working space “*Spiečius*”, *Rockit Vilnius* (focused on FinTech, sustainability, and innovation partnerships) — spaces fostering collaboration between start-ups, corporates, and investors.
- **Science and technology parks:** *Vilnius Tech Park*, *Sunrise Valley Science and Technology Park*, and *Kaunas Science and Technology Park (Tech-Park Kaunas)*, *Klaipeda Science and Technology Park* providing incubation and technology transfer services.

This structured ecosystem aligns closely with the **atTRACTION project’s goals**, enabling cross-regional synergies and collaboration among early- and growth-stage innovators.

Moreover, Lithuania’s start-up ecosystem is highly active and dynamic — technology-driven start-ups frequently participate in accelerator programs to scale their innovations, explore new markets, and attract international visibility. These companies actively seek partnerships with corporates, research institutions, and investors to co-develop solutions and expand their networks.

For **Tech-Park Kaunas**, collaboration with ecosystem partners is a cornerstone of its strategic mission. By maintaining strong connections with national and international accelerators, venture capital funds, universities, and innovation hubs, Tech-Park Kaunas ensures that start-ups gain access to high-quality mentorship, funding opportunities, and market intelligence. These partnerships enable the Park to act as a bridge between research-driven innovation and commercial implementation — supporting start-ups in transforming prototypes into market-ready technologies. Cooperation with institutions such as KTU (Kaunas University of Technology), LSMU (Lithuanian University of Health Sciences), and other ecosystem partners enhances access to R&D infrastructure, laboratories, and expert knowledge crucial for deep-tech and high-impact innovations.

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

For start-ups, these partnerships create a tangible pathway for growth. Through the collaborative ecosystem, they benefit from shared resources, networking events, joint acceleration programs, and access to international investors who are increasingly viewing Lithuania as a gateway to the wider Baltic and European innovation landscape. This integrated network helps young companies validate their business models faster, attract cross-border investments, and form strategic alliances that facilitate technology transfer and global scaling.

Ultimately, the strength of Lithuania's innovation ecosystem lies in its openness and connectivity — where actors like Tech-Park Kaunas play a pivotal role in linking local innovation potential with international opportunities, driving the country's transformation into a competitive, innovation-driven economy.

4.2.2. Scouting and Recruitment Process

The Lithuanian partner, Kaunas Science and Technology Park (Tech-Park Kaunas), coordinated national scouting and collaboration activities from October 2023 to October 2025. The process actively involved Lithuania's pre-accelerator and accelerator networks to reach high-quality candidates at different development stages.

a) Scouting and Mapping

- Conducted **comprehensive ecosystem mapping**, identifying over **20 relevant organisations** (start-ups, accelerators, incubators, clusters).
- Collaborated with *Startup Lithuania, Innovation Agency Lithuania, Kaunas IN, The Lithuanian Business Angel Network (LITBAN)* to align with national innovation promotion campaigns.
- Used open databases (*Startup Lithuania, Crunchbase, EEN Lithuania*) and community referrals through *Kaunas IN, KTU Startup Space, Rokit Vilnius* and *Baltic Sandbox*.

b) Outreach and Engagement

- Organised **two national information sessions** (onsite and online) in cooperation with Kaunas IN and The Lithuanian Business Angel Network (LITBAN), Rokit and Baltic Sandbox, reaching more than **80 participants**.
- Presented the atTRACTION project at major ecosystem events, including Tech_Champ hackathon 2024 and Tech_Champ hackathon 2025, Kaunas IN Social Startups event in February 2025 (Investors' takeover. Startup social Kaunas #26), Life Sciences Baltics 2025.
- Disseminated an **open scouting call** through pre-accelerator and accelerator networks (Kaunas IN, Tech-Park Accelerator, FIRSTPICK, Baltic Sandbox, Rokit, Startup Lithuania, Unicorns LT) resulting in a high number of qualified leads.

c) Selection and Shortlisting

Start-ups were evaluated according to harmonised criteria.

Results:

- **59** start-ups and scale-ups identified.
- **32** expressed strong interest and completed registration forms.
- **15** shortlisted for deeper engagement and pilot activities in WP6 and WP3 or WP5.

Accelerator collaboration was key to quality filtering:

- *Tech-Park Accelerator, KTU Startup Space, LSMU* provided access to early-stage start-ups refining their business models.

D6.1 Report on the scouting activities and results of start-ups and scale-ups recruitment and collaboration with local accelerators and incubators

- *FIRSTPICK, Coinvest Capital, Baltic Sandbox Ventures, LITBAN* members helped identify scale-ups ready for market expansion, contributed to the selection of **deep tech and impact-driven** start-ups.
- *Kaunas IN* supported outreach to **innovation communities**, and hosted networking sessions with start-ups and investors.

d) Thematic Results

Sector	No. of startups scouted	Startup name
MedTech & Digital Health	13	<i>Brachydose; NutriHack; Inosportas; Ramma Zotius Lab; Vilimed; Brainpredict; GruppoFosLithuania; Kosmeteka; Softfordent; Holistic geeks; MentalSOS; SmarterSoap; ScienceforBrain</i>
Defence & Dual use	4	<i>Luna Robotics; AI Drone tech; Unbound Autonomy; Broswarm</i>
DigiTech & IT	10	<i>Double Vision; Micma.world; Teises kompasas; KaunasSoftware Technology Group; Pancake Robotics; Pirmas kodas; Lets c'mon; Indeform; ADIM; CreativeRoast</i>
Green & Circular Economy	2	<i>Amperlink; Luset</i>
FoodTech	1	<i>Ox Collagen</i>
EduTech	1	<i>Lerni</i>
MedTech & Digital Health	13	<i>Brachydose; NutriHack; Inosportas; Ramma Zotius Lab; Vilimed; Brainpredict; GruppoFosLithuania; Kosmeteka; Softfordent; Holistic geeks; MentalSOS; SmarterSoap; ScienceforBrain</i>
Defence & Dual use	4	<i>Luna Robotics; AI Drone tech; Unbound Autonomy; Broswarm</i>
DigiTech & IT	10	<i>Double Vision; Micma.world; Teises kompasas; KaunasSoftware Technology Group; Pancake Robotics; Pirmas kodas; Lets c'mon; Indeform; ADIM; CreativeRoast</i>
Green & Circular Economy	2	<i>Amperlink; Luset</i>
FoodTech	1	<i>Ox Collagen</i>
EduTech	1	<i>Lerni</i>

Table 5 Startups scouted in Lithuania

e) Engagement Outcomes

- **Formal partnerships** established with *Practica Capital, FIRSTPICK Accelerator, Superhero Capital, Coinvest Capital* and *Baltic Sandbox Ventures* for mentoring and investment opportunities.
- **Pre-accelerator cooperation** with *Tech-Park Accelerator* ensured access to early-stage innovation pipelines.
- *Kaunas In startup meetups* became a key platform for hosting community events and co-organising the **Investor Day** powered by **atTRACTION (February 2025)**.
- **15+ bilateral meetings** were held with incubators and accelerators to coordinate future joint activities.

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4.2.3. Results

The scouting effort resulted in a strong portfolio of Lithuanian start-ups and scale-ups covering multiple innovation areas:

Name	Sector	Description	TRL	Stage
Ampero jungtis, MB	EnergyTech	MB Ampero Jungtis (brand name AmpereLink) offers a smart energy-monitoring device and app designed to help users track electricity consumption in real time and reduce energy costs. www.amperelink.com	9	Start-up
AI Drone Tech, MB	Defence	AiDroneTech is a company that develops a vision-based targeting module optimized for GPS-denied environments. www.aidrone.tech	8	Start-up
Adim, UAB	AI	An On-Prem Second Brain AI built for professionals who need modern intelligence without compromising security — keeping all documents, insights, and client data safely within your own infrastructure. www.adim.ai	8	Start-up
Brachydose, UAB	HealthTech	BrachyDOSE is a patient-centric, data-driven measurement tool that helps doctors' to prevent up to 100% of treatment-caused injuries in radiotherapy procedures. The solution is hardware and software combined. www.brachydose.net	8	Scale-up
Broswarm, UAB	Defence	Broswarm is a defense tech startup specializing in advanced drone-based mine detection systems, utilizing its proprietary X-SAR™ radar to safely and efficiently identify landmines in complex terrains, including Ukraine's heavily contaminated areas. www.broswarm.com	5	Start-up
Brainpredict, MB	MedTech	Brain Predict is developing an advanced, patient-specific brain imaging and risk assessment system using unique COMSOL Multiphysics and AI technology to predict dangerous cerebral artery changes after spontaneous subarachnoid hemorrhage, potentially saving lives and reducing long-term disability.	5	Start-up
Inosportas, MB	MedTech	InoSport is specialising in innovative wellness and fitness products, focusing on measuring, tracking, and analyzing results to help users improve their performance. www.inosport.lt	9	Start-up

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Kosmeteka, MB	MedTech	Kosmeteka is a Lithuanian startup founded by the Kaunas University of Applied Sciences team, composed of medical and pharmaceutical professionals, developing collagen-based products such as facial tapes and hemostatic bandages. www.kaunokolegija.lt/mf	5	Startu-up
Luna Robotics, UAB	Defence	Luna Robotics is a defense technology startup specializing in advanced night vision systems for unmanned aerial vehicles (UAVs), offering low-latency, high-quality infrared cameras with onboard image enhancement and real-time software, designed for military applications and battle-tested in modern conflict zones. www.lunarobotics.eu	9	Start-up
Ligence, UAB	MedTech	Ligence offers a web-based echocardiography analysis suite that integrates seamlessly with existing PACS systems, automating measurements and report generation to enhance workflow efficiency and diagnostic accuracy. www.ligence.io	9	Scale-up
Lusety, UAB	EnergyTech	Lusety offers smart city lighting solutions that integrate lamp control, motion sensors, and centralized management to ensure energy efficiency, safety, and sustainability in urban infrastructure. www.lusety.com	9	Scale-up
NutriHack, MB	MedTech	NutriHack is a digital health startup developing a mobile app that helps users manage their cholesterol levels by analyzing food choices and providing personalized nutritional guidance. www.nutrihack.lt	7	Start-up
RamaZottius Lab, UAB	MedTech	RamaZottius Lab is a biotech startup specializing in innovative periodontal treatments, notably developing PERIOZIP—a self-degrading polymer gel that targets gum disease by filling and hardening within periodontal pockets, promoting tissue repair and reducing the need for antibiotics and surgery. www.uabramazottiuslab.eu	8	Start-up
Unbound technologies, UAB	Defence	Unbound Autonomy is a defense technology startup that enhances tactical operations through AI-driven situational awareness, real-time intelligence, and secure communication systems, empowering military and emergency	8	Start-up

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		response teams to make faster, more informed decisions in complex environments. <i>www.unboundautonomy.com</i>		
Villimed, UAB	MedTech	Vilimed is a medical technology startup that developed the VILIM ball—a CE-marked, AI-powered handheld device designed to reduce hand tremors associated with Essential Tremor and Parkinson’s disease through personalized vibrational therapy. <i>www.vilimed.com</i>	9	Scale-up

Table 6 Startup and scaleup portfolio in Lithuania

4.2.4. Collaboration with Local Accelerators, Pre-accelerators, and Incubators

Collaboration was established with Lithuania’s leading innovation support actors:

Type	Organisation	Role in collaboration
Pre-accelerators	<i>Rockit, Tech-Park Accelerator</i>	Early-stage team identification, mentoring, joint info session, scouting support
Accelerators	<i>Baltic Sandbox Ventures, Startup Wise Guys, Firstpick</i>	Access to alumni network, investor readiness support, identification of deep tech and impact-oriented start-ups
Innovation Hub	<i>Health Innovation Development Centre, LSMU (Lithuanian University of Health Sciences)</i>	Community engagement, event hosting, scouting support
Incubators	<i>KTU Startup Space, Klaipeda Science and Technology Park, Sunrise Tech Park</i>	Regional outreach and pilot testing support
Innovation Hub	<i>Co-working space “Spiečius”, Kaunas IN</i>	Networking and dissemination activities

Table 7 Collaboration with local stakeholders in Lithuania

Joint activities (2023- 2025):

- **Kaunas startup meetup. Investor day** powered by atTRACTION (February 2025) hosted at *Kaunas In*, in partnership with *LITBAN* attracted over **120 participants**.
- **Acceleration discussions** (online) (September 2024) — meetings between *Kaunas IN*, *Baltic Sandbox*, *Tech-Park Accelerator* and *Rockit Vilnius* teams to explore coordinated mentoring actions, demo days, webinars, startup meetups in Kaunas.
- Regional tech **Hackathons** and **Demo days** (April 2024, June 2024, April 2025, June 2025).

4.2.5. Regional Insights and Recommendations

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

- Lithuania's **integrated start-up support chain** — from pre-accelerator to international accelerator — provides a strong foundation for replication in other regions.
- Collaboration with *KTU startup Space, LSMU, Baltic Sandbox and Rocket* enhanced access to deep tech communities, expanded thematic coverage.
- Lithuanian start-ups show strong technological capacity but require **greater access to international investment networks** — an opportunity for atTRACTION's cross-regional collaboration.
- Recommendations:
 - Develop **cross-border acceleration bootcamps**.
 - Use more EuroQuity platform for **transnational networking** among sustainability-focused start-ups.
 - Continue linking pre-accelerator pipelines (e.g. *Tech-Park Accelerator*) with later-stage accelerators for seamless innovation scaling.

4.3. Regional scouting activities and selection results in Andalusia (Spain)

4.3.1. Regional Overview

Andalusia has developed a dynamic innovation and startup ecosystem that integrates a diversified industrial structure with solid research capabilities and an expanding entrepreneurial base. The region stands out as one of Southern Europe's leading deep-tech investment hubs, driven by strategic sectors such as aerospace, renewable energy, biotechnology, ICT, and advanced manufacturing. Its privileged geographical position—connecting Europe, Africa, and the Americas—enhances its role in international trade and technological cooperation. Andalusia's innovation landscape is supported by a strong network of technology parks (Málaga TechPark, Cartuja, Aerópolis, PTS Granada, PITA Almería), top-tier universities, and a growing pool of skilled professionals.

Andalusia's economic strength is based on a diversified portfolio of strategic sectors that combine industrial expertise, technological innovation, and sustainability. These sectors drive the region's competitiveness, foster digital transformation, and attract increasing national and international investment.

- **Aerospace and Defense:**
Strong industrial base with advanced engineering and an extensive supplier network. Focus areas include aircraft and satellite systems, composite materials, simulation technologies, and MRO services.
- **Renewable Energy and Green Technologies:**
National leader in solar and hydrogen energy, promoting industrial-scale projects in green hydrogen, bioenergy, smart grids, and sustainable mobility.
- **ICT and Artificial Intelligence:**
A highly dynamic digital ecosystem specializing in software development, AI, cybersecurity, IoT, and smart city solutions, supported by universities and multinational R&D centers.
- **Biotechnology and Health Technologies:**
Expanding through collaboration between research centers, hospitals, and startups, with strengths in genomics, digital health, medical devices, and data-driven healthcare.
- **Advanced Manufacturing and New Materials:**
Transitioning towards Industry 4.0 through automation, robotics, additive manufacturing, and nanotechnology, with a strong focus on sustainability and circular production.

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Andalusia's innovation ecosystem is driven by strong institutional, academic, and industrial collaboration. Public agencies, universities, technology parks, and business clusters work together to promote research, attract investment, and accelerate the region's technological transformation.

- **Public Institutions:**
Andalucía TRADE / Invest in Andalucía, the regional IDEA Agency,
- CDTI, ENISA, ICEX, and EU recovery funds supporting innovation, investment, and green transformation.
- **Universities and Research Centers:**
Ten public universities, particularly Seville, Granada, Málaga, and Córdoba—excel in engineering, biotechnology, and digital technologies. Flagship infrastructures include initiatives such as the creation of a leading European centre for semiconductor research and manufacturing for IMEC, the world's leading independent nanoelectronics R&D hub.
- **Technology Parks and Innovation Hubs:**
Málaga TechPark, Cartuja, Aerópolis, PTS Granada, and PITA Almería host thousands of tech companies. And Incubation programs from Andalucía Open Future and BIC Euronova nurture startups.
- **Clusters and Networks:**
Andalucía Aerospace, OnTech Innovation, and Smart City Cluster promote collaboration among businesses and research entities. Andalusian Technology Corporation (CTA) acts as a key bridge between academia and industry.

4.3.2. Scouting and Recruitment Process

The Spanish partner, **Málaga TechPark** took responsibility for coordinating the scouting process and fostering collaboration among key innovation stakeholders in Andalusia. The activities combined mapping, outreach, and evaluation phases, and were implemented in close partnership with Andalusian innovation ecosystems, including pre-accelerators, accelerators, and entrepreneurship networks. This collaborative approach facilitated the identification and engagement of a broad spectrum of start-ups and scale-ups representing different levels of technological and business development and led national-level scouting and collaboration efforts between October 2023 and October 2025. These actions were carried out in close cooperation with Andalusia's network of pre-accelerators and accelerators, ensuring access to a diverse pool of high-potential start-ups at various stages of maturity.

a) Scouting and Mapping

- Mapped the Andalusian innovation ecosystem, identifying more than 30 key actors including start-ups, incubators, accelerators, technology parks, and business clusters.
- Engaged with regional stakeholders such as Andalucía Emprende, the IDEA regional Agency, the University of Málaga to ensure consistency with Andalusia's and Spain's innovation and entrepreneurship strategies.
- Gathered and cross-referenced data from public databases (e.g., Andalucía Emprende Network, LinkbyUMA, EEN Andalusia) and community insights obtained through Málaga TechPark, enabling a comprehensive and validated mapping process.

b) Outreach and Engagement

- Promotion of the ATTRACTION project through Málaga TechPark's regional, national, and international networks.

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- Engaged start-ups, SMEs, research centres, universities, and innovation clusters to foster collaboration opportunities.
- Dissemination of the project activities via Málaga TechPark’s communication channels (website, newsletter, social media).
- Promotion of the project in major innovation events, including **Digital Enterprise Show (DES)**, **Talent Land Andalucía**, **Transfiere Forum 2024–2025**, and **Greencities**.
- Collaboration with **Andalucía Emprende**, **IDEA Agency**, and the **University of Málaga** to align actions with regional innovation strategies.
- One of the main challenges related to the implementation of the activities of the project atTRACTION in the Andalusia's ecosystem is the great number of entrepreneurship’s support and acceleration spaces available from local and regional public institutions, as well as private entities which organize events as well as training sessions. Therefore, it is not easy to engage startups in the activities foreseen within the project, because there are many options and limited time.

c) Selection and Shortlisting

The evaluation and shortlisting of start-ups followed a unified methodology designed to ensure fairness and alignment with the project’s objectives. Each candidate was assessed according to a common set of qualitative and quantitative indicators that reflected both innovation capacity and strategic fit within the atTRACTION framework.

Results:

- **More than 100 entrepreneurs, pre-startups and start-ups** identified.
- **36 companies joined the atTRACTION community in Euroquity.**
- **10** shortlisted for deeper engagement and pilot activities in WP6 and WP3 or WP5.

d) Thematic Results

Sector	No. of startups scouted	Startup name
Digital Transformation & AI	12	<u>Owo</u> , <u>Zicofy</u> , <u>Adity</u> , <u>Borg.ai</u> , <u>PinMy</u> , <u>ADAPT-IA VIDA</u> , <u>SBP Data</u> , <u>Datlight</u> , <u>Morethanverso</u> , <u>Coderland</u> by <u>Dominion</u> , <u>OK Located</u> , <u>Onversed</u>
Green & Circular Economy	3	<u>Mygreens</u> , <u>Agrow Analytics</u> , <u>MuMa - Murciélagos Málaga</u>
Industry 4.0 & Manufacturing	3	<u>AANoiseControl- Acoustic Lab</u> , <u>EXPERTTS</u> , <u>AG Photonics</u>
Smart Mobility & Energy	3	<u>Next Generation Rail Technologies SL</u> , <u>Waisense</u> , <u>Ubora</u>
Cibersecurity	2	<u>Decentralised Security</u> , <u>Comunix</u>
MedTech	1	<u>BioHerent</u>

Table 8 Startups scouted in Spain

e) Engagement Outcomes

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

- Strategic collaborations were established with Andalucía Empeñe, Promalaga, and the University of Málaga, strengthening regional coordination and ensuring alignment with Andalusia’s innovation strategy.
- Málaga TechPark organised and represented at the Digital Enterprise Show, Talent Land Andalucía, Transfiere Forum 2024–2025, and Greencities, promoting atTRACTION and engaging high-potential start-ups.
- During all the atTRACTION project, a large number of bilateral meetings were held with incubators, accelerators, and innovation clusters to collaborate in different activities.

4.3.3. Results

The outcomes of the scouting phase included the consolidation of a diverse and high-quality portfolio of Spanish start-ups and scale-ups, active in several strategic innovation fields:

Name	Sector	Description	TRL	Stage
Datlight	LiFi Solutions	Focused on secured connectivity through LiFi/VLC technology Products and services for Wireless Communications through LIGHT, R&D in wireless communications, Open Innovation, and IoT technology	9	Start-up
Decentralised Security	Cibersecurity	Their mission is to support the growth of the blockchain ecosystem by developing core cybersecurity components. The company works on BLS signing hardware for ETH 2.0 nodes, training platforms for smart contract auditing and secure digital asset custody protocols based on multi-party computation.	4	Start-up
SBP Data	Information and communication technologies (ICT)	SBPdata is a company specialising in high-quality, low-cost cloud storage solutions. Its value proposition focuses on offering a reliable and redundant infrastructure for technology projects, while ensuring the most competitive prices on the market.	8	Start-up
Waisense	Water Efficiency	Waisense Comfort is an IoT solution to save water and energy when using hot water. Instead of turning the tap on and wait for hot water to be ready, wasting water and time, they offer you Waisense Comfort. It is a technology that adapts to different sectors whose main objective is to help save water and enhance sustainability.	9	Start-up
Uborá	Energy	A precision-engineered energy platform that delivers real-time performance diagnostics, autonomous fault detection, and adaptive optimisation across solar, thermal, and smart home systems. Uborá integrates AI-driven analytics and on-device decision-making to ensure resilient, carbon-neutral infrastructure—securely monitored and continuously self-improving.	9	Start-up
Adity	Insurance	Adity Seguros is a Spanish insurance platform that revolutionizes the way insurance is	9	Start-up

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

		contracted by making insurers compete in real-time to offer the best prices and conditions to customers. Through its innovative bidding system, Adity provides personalized insurance solutions, including car, health, home, life, and pet insurance, among others. This approach ensures clients receive tailored coverage at competitive rates, enhancing transparency and efficiency in the insurance market		
Mygreens	Agrifood Technology	MyGreens designs and operates controlled-environment farms for high-value crops such as microgreens, edible flowers, and baby leaves. MyGreens combine products, systems, vertical farming methodologies and proprietary solution, AI and IoT-powered with circular regenerative practices.	9	Start-up
Agrow Analytics	Agrotech	Agrow is a solution focused on water optimization in agriculture through a cutting-edge solution able to integrate different sources of information and recommend the amount of water needed for every crop increasing the production	9	Scale-up
OWO	VR, AR, and Haptic Technology	OWO Game is a Spanish technology company based in Málaga that specializes in haptic innovation. It has created a wearable device that transmits physical sensations to the body, enabling users to feel what happens in digital environments such as video games, virtual reality, and simulations. Its technology merges the physical and virtual worlds, enhancing immersion and interaction.	9	Start-up
MuMa Murciélagos Málaga	Greentech VR	MuMa combines bat-based biological pest control with a unique VR game and immersive education platform, turning biodiversity conservation into scalable infrastructure for tech parks, hotels and cities.	7	Scale-up

Table 9 Startup and scaleup portfolio in Spain

4.3.4. Collaboration with Local Accelerators, Pre-accelerators, and Incubators

Collaboration was established with Andalusia’s leading innovation support actors:

Type	Organisation	Role in collaboration
Local network of incubators	<i>Promalaga</i>	Promotion of the atTRACTION activities and collaboration in the organization of the Demoday 2025 that will take place in Málaga in December 2025
Incubator	<i>Bic Euronova</i>	Promotion of Euroquity and the activities of the project
Pre-incubator	<i>LinkbyUMA</i>	Promotion of the training activities foreseen in the atTRACTION project
Organization of businesses and professionals	<i>Chamber of Commerce of Málaga</i>	Promotion of Euroquity and the activities of the project

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

Regional network of incubators	<i>Andalucia Emprende</i>	Promotion of the training activities foreseen in the atTRACTION project
Incubator and accelerator	<i>Polo Digital</i>	Promotion of the atTRACTION activities and collaboration in the organization of the Demoday 2025 that will take place in Málaga in December 2025

Table 10 Collaboration with local stakeholders in Spain

Joint activities (2023- 2025):

- Meetings with representatives from the network of public incubators Promálaga, the Málaga Chamber of Commerce, the regional foundation Andalucía Emprende, and Polo Digital, to coordinate joint actions within the atTRACTION framework. These discussions focused on open innovation programmes, DemoDays, training and networking activities foreseen in the atTRACTION project, to strengthen connections between start-ups, investors, and business support entities.
- Málaga TechPark will organise in december 2025 the Andalusian Start-ups atTRACTION DemoDay, during the Winter Invest event in collaboration with Polo Digital, enhancing visibility for early-stage companies and fostering regional collaboration opportunities.

4.3.5. Regional Insights and Recommendations

- Andalusia’s innovation ecosystem benefits from strong collaboration among universities, technology parks, and public agencies such as Andalucía Emprende.
- Málaga TechPark’s coordination enhanced visibility and engagement of start-ups in key sectors: green technologies, digitalisation, Industry 4.0, and mobility.
- Despite this progress, access to early-stage funding and international investment networks remains limited, particularly outside Málaga and Seville.
- Recommendations:
 - Enhance cross-regional cooperation with investors and accelerators from Northern and Central Europe to increase access to international capital.
 - Foster stronger links between universities, spin-offs, and acceleration programmes to facilitate the commercialisation of research results.
 - Use Málaga TechPark’s ecosystem connections to organise joint demo days and investor missions, ensuring continuity of project outcomes.
 - Encourage wider use of Euroquity and collaboration with regional agencies such as IDEA and Andalucía TRADE to align regional initiatives with European innovation strategies.
 - Establish formal collaboration mechanisms with key institutions (e.g., business incubators, technology parks, universities) to avoid overlap and to position ATTRACTION as a complementary initiative rather than an additional competing offer.
 - Organize co-branded activities with local accelerators, chambers of commerce or business associations to attract startups already engaged in those ecosystems.

5. Conclusions and Lessons Learnt

5.1. Conclusions

Task 6.1 successfully established a harmonised approach to scouting and engaging high-potential start-ups and scale-ups from three emerging innovation ecosystems — **Wielkopolska (Poland), Lithuania, and Andalusia (Spain)**.

Through structured collaboration with incubators, accelerators, and early-stage investors, the partners mapped, evaluated, and connected a diverse pool of deep-tech ventures addressing the **twin transition** challenges — medtech, digitalisation, green transformation, and advanced manufacturing.

Overall, the scouting activities have:

- Enhanced visibility of regional innovation potential across European networks;
- Strengthened cooperation between start-ups and ecosystem enablers;
- Created foundations for cross-border investment readiness and matchmaking activities in subsequent WP6 tasks.

While ecosystem maturity and access to funding differ among the three pilot regions, all partners demonstrated strong engagement capacities and a shared commitment to developing long-term, sustainable links between local and international innovation communities.

5.1. Recommendations

Based on the comparative analysis of the three regions, the following recommendations are proposed to ensure continuity and amplification of project outcomes:

1. Strengthen cross-regional investment networks

Establish a joint investor and accelerator events connecting Lithuania, Poland, and Spain with advanced ecosystems (Baden-Württemberg, Berlin, Île-de-France). Leverage **EuroQuity**, **EEN**, and existing venture capital networks to attract investors and syndicate deal flows across the three regions.

2. Develop integrated acceleration pathways

Link local pre-accelerators (e.g., Tech-Park Accelerator, Promálaga) with mature accelerators (FIRSTPICK, Baltic Sandbox, CTA) to form a **cross-regional acceleration pipeline**. This will ensure a seamless transition from early validation to investment readiness.

3. Enhance international visibility of deep-tech ventures

Prepare a **joint start-up portfolio** and promote it through European innovation events (e.g., Web Summit, Slush, VivaTech). Continue using EuroQuity and atTRACTION's communication channels to showcase top-performing start-ups and scale-ups to international investors.

4. Strengthen academia–industry collaboration

Foster stronger cooperation between universities, research centres, and start-ups to accelerate technology transfer and commercialisation. Encourage the participation of university spin-offs in acceleration and matchmaking activities supported by atTRACTION.

5. Expand access to early-stage financing

Facilitate blended financing mechanisms combining public (e.g., regional agencies, EU recovery funds) and private capital. Continue encourage partnerships between **public agencies (IDEA, PPNT, LITBAN)** and **venture investors** to address funding gaps in less-developed regions.

D6.1 Report on the scouting activities and results of start-ups and scale-up recruitment and collaboration with local accelerators and incubators

6. Foster inclusion and diversity

Promote the active involvement of **women-led** and **migrant-founded** start-ups. Include diversity and inclusion indicators in future calls, mentoring programs, and investor outreach to ensure balanced participation across all ecosystems.

5.2. Lessons Learnt

The implementation of Task 6.1 generated valuable insights applicable to both the atTRACTION partnership and broader European innovation policy contexts:

1. Ecosystem maturity and connectivity vary across regions

Lithuania demonstrated an advanced and well-connected innovation ecosystem, whereas Wielkopolska and Andalusia continue to build strong regional pipelines. Harmonised methodologies enabled comparable results and mutual learning.

2. Collaboration with accelerators is a key success factor

Engaging established accelerators and incubators significantly improved the quality and reach of scouting activities. These entities act as critical multipliers, filtering high-potential start-ups and facilitating continuous mentoring.

3. Visibility and direct engagement drive participation

Local events, information sessions, and hackathons were more effective in mobilising start-ups than purely digital campaigns. Face-to-face networking remains crucial for trust-building and ecosystem engagement.

4. Investment readiness remains uneven

While most scouted start-ups showed strong technological and market potential, many required targeted support to improve financial planning, investor relations, and pitching capabilities. Tailored mentoring programs should precede matchmaking activities.

5. Internationalisation requires structured support and continuity

Start-ups need guided access to international markets and investor networks. The cross-regional collaboration model developed under atTRACTION proved effective but requires institutional continuity beyond the project lifecycle.

6. Collaborative scouting builds long-term ecosystem trust

Joint scouting among project partners, accelerators, and public agencies created new channels of cooperation that are expected to continue post-project, reinforcing regional innovation ecosystems and contributing to Europe's deep-tech competitiveness.