

Vienna, 6<sup>th</sup> December 2021

## EIT Manufacturing East and the Vienna Business Agency invite eight CEE-Start-ups to Vienna

Vienna, 6<sup>th</sup> December 2021. From 3<sup>rd</sup> – 16<sup>th</sup> November, eight Industry 4.0 start-ups from six Eastern European countries had the chance to explore the start-up and manufacturing ecosystem in Vienna as part of the programme “Discover Vienna: Manufacturing Edition”. The programme, organized by the EIT Manufacturing Co-Location Center (CLC) East in cooperation with the Vienna Business Agency, comprised a variety of sessions and trainings with industry partners and investors, the participation in start-up events as well as individual coaching sessions with experts from EIT Manufacturing and the Vienna Business Agency.

In September, the Vienna-based CLC East of [EIT Manufacturing](#), an innovation community supported by the [European Institute of Innovation and Technology \(EIT\)](#), a body of the European Union, and one of its network partners, the Vienna Business Agency, initiated the programme “**Discover Vienna: Manufacturing Edition**”. Start-ups and scale-ups from eleven Eastern European countries were eligible to apply for the participation in a two-weeks intensive programme in Vienna. Together with the Vienna Business Agency, the team of EIT Manufacturing East organized more than 20 agenda items, among others, trainings, meetings with partners from industry and academia, meetings with start-ups, investors, or public funding authorities. The participation at the aws Connect x Hardware event and a get together with the Austrian representations of the start-ups’ home countries was also part of their busy schedule.

Out of many high-quality applications, the jury nominated the best eight start-ups to join the two-weeks intensive programme in Vienna. The costs for traveling and accommodation were covered by the organizers. In addition, EIT Manufacturing CLC East provided the participants with free office space in their offices at the Technology Center Seestadt.

*“With this programme, we want to facilitate the access to the Austrian market for industry 4.0 start-ups coming from the CEE-region and at the same time to bring new technologies to the manufacturing sector in Austria.”, says **Jasmina Popovska**, Senior Business Creation Manager at EIT Manufacturing CLC East, who organized and coordinated the first edition of Discover Vienna: Manufacturing Edition. “The start-ups have become an integral part of our EIT Manufacturing pan-European ecosystem and will receive business development and investment readiness support in the coming months.”, she elaborates further.*

*“The consolidation and further development of Vienna as a hub for Smart Production and Industry 4.0 is a crucial objective of Vienna’s economic strategy 2030. With launching the program ‘Discover Vienna: Manufacturing Edition’ in cooperation with EIT Manufacturing CLC East, we set concrete activities to support this aim. Together, we were able to offer an exclusive two-weeks program with a tremendous added value to manufacturing start-ups. The selected start-ups were given unique insights in the Austrian market by visiting Viennese production facilities, research centres, investors and ecosystem players.”, says **Gabriele Tatzberger**, Startup Services, Vienna Business Agency.*

### Many corporate partners as supporters of Discover Vienna: Manufacturing Edition

A number of renowned and well-known organisations were involved to support the start-up programme in Vienna with specialised presentations, workshops or consulting sessions: **TU Wien** and the **Pilotfabrik**

Vienna, 6<sup>th</sup> December 2021

**Industrie 4.0** of TU Wien, **Incus**, **Atos**, **d4pro**, **Infineon**, the **Austrian Business Agency (ABA)**, **voestalpine High Performance Metals**, **Kapsch BusinessCom**, **Round2Capital**, **Borealis**, **Austria Wirtschaftsservice aws** and the **Austrian Research Promotion Agency FFG**.

*“EIT Manufacturing does a very good job in connecting start-ups and bigger corporates to enhance businesses for all parties. I recognized a clear target and a very well aligned programme management throughout all meetings, and I am looking forward to working together on building the manufacturing industry.”*, says **DI (FH) Roland Ambrosch, MSc.**, Head of Digital Factory, Kapsch BusinessCom about the Discover Vienna: Manufacturing Edition programme.

Individual sessions with the start-ups as well as a tailored B2B-Sales training were held by EIT Manufacturing and the Vienna Business Agency. In addition to the on-site programme, the selected start-ups receive two months of mentoring and coaching from the Business Creation team of EIT Manufacturing.

The participants of the first Discover Vienna: Manufacturing Edition were very satisfied with the provided support. **Svetoslav Vasilev**, CEO of Siviko clearly recommends the programme to other start-ups: *“Discover Vienna is one of those rare opportunities that someone is really interested in helping you develop your business. The two-weeks program is an excellent opportunity to grow your business outside of your home market by finding customers, partners or investors, not just from Austria, but across the region.”* **Lubos Brzobohaty**, CEO & Co-Founder of SANEZOO was able to get first leads in order to grow his business: *“I am very grateful for the connections with Austrian corporations. Some of these contacts generated new opportunities for our surface inspection products right away. EIT manufacturing was very helpful and gave us a full load of valuable feedback.”*

### The eight CEE-start-ups – an overview

#### Bulgaria

**Siviko** enables the industry to be more productive and efficient through industrial engineering and software solutions, such as the integration of industrial robots and Ignition SCADA, MES and IIoT. <https://siviko.com/>

#### Croatia

**Protostar Labs** with its Protostar Platform provides an end-to-end solution for AI-driven industrial automation, AI-powered quality inspection, detecting any anomalies that may occur on the product and sending signals to the main control of the production line. As an addition to visual inspection, foreign bodies in raw materials can be detected with the solution, LOT numbers/labels can be read and recognized, and predictive maintenance can be performed. <https://protostar.ai/>

**Dynamic Division** enables huge area operators (manufacturers/warehouses) to cut their floor cleaning expenses with its autonomous industrial floor cleaning robots. <https://dyndiv.io/>

#### Czech Republic

**SANEZOO** sells unique inspection and robot guidance products that transform tedious manual work into

Vienna, 6<sup>th</sup> December 2021

reliable, fully automated solutions. They use special lighting and software for advanced analysis and exploit various methods of AI on all stages of the processing pipeline. <https://www.sanezoo.com/>

### Hungary

**ViveLab Ergo** is a cloud-based simulation software solution that is providing fast and accurate 3D virtual ergonomic tests, analyses, and planning while highlighting the time-consuming and the health-damaging effects of forced movements caused by incorrect workplace design. It helps to create the right working conditions and processes for the people who work in occupational safety and engineering fields. <https://www.vivelab.cloud/>

### Serbia

**Digital worx** supports the synchronization of workers and machines on the shop floor. It is used for performance management and energy monitoring. <https://digital-worx.rs/>

**SmartFireBlock Ltd** is driven by the business philosophy to provide value with novel technology products and eco-technological solutions. Their goal is to establish leading industrial production of novel Passive Fire Protection products. <https://smartfireblock.rs/>

### Slovakia

The **Predictive Data Science** artificial intelligence platform solves anomaly prediction for cars, machines, robots, devices and tools. <https://predictivedatascience.sk/en/home/>

## Background Information

The [European Institute of Innovation and Technology \(EIT\)](#) strengthens Europe's ability to innovate by powering solutions to pressing global challenges and by nurturing entrepreneurial talent to create sustainable growth and skilled jobs in Europe. The EIT is an EU body which is an integral part of Horizon Europe, the EU Framework Programme for Research and Innovation. The Institute supports the development of dynamic pan-European partnerships – EIT Knowledge and Innovation Communities – among leading companies, research labs and universities.

[EIT Manufacturing](#) is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union. It is one of eight innovation communities within EIT. The others are EIT Climate-KIC, EIT Digital, EIT Food, EIT Health, EIT InnoEnergy, EIT Raw Materials, and EIT Urban Mobility. EIT Manufacturing's main goal is to bring European stakeholders focused on manufacturing together in innovation ecosystems that add unique value to European products, processes and services and inspire the creation of globally competitive and sustainable manufacturing. EIT Manufacturing brings together more than [65 organizations](#) (universities, research institutes and business).

**EIT Manufacturing East GmbH** is one of the five Co-Location Centers (CLC) of EIT Manufacturing, located in the Technology Center Seestadt in Vienna, Austria. CLC East serves twelve countries in Central and Eastern Europe: Austria, Bulgaria, Croatia, Cyprus, Czech Republic, Greece, Hungary, North Macedonia, Romania, Serbia, Slovakia, and Slovenia, of which eleven are EIT RIS eligible countries, being considered

Vienna, 6<sup>th</sup> December 2021

modest and moderate innovators according to the European Innovation Scoreboard. Therefore, the Regional Innovation Scheme (RIS) Pillar Leadership and its eight local Hubs in the CLC East Region are strongly involved in the CLC East network and its activities. CLC East works in close cooperation with its nine full members from industry, research and academia: Atos, the Czech Technical University in Prague, Joanneum Research, Jožef Stefan Institute, LMS – Laboratory for Manufacturing Systems & Automation, Magna, the Slovak University of Technology in Bratislava, the Technical University Vienna, and voestalpine High Performance Metals, and its network partners AM-Austria, Plattform Industrie 4.0, Vestbee and the Vienna Business Agency. EIT Manufacturing CLC East is additionally supported by three Austrian Ministries (Federal Ministry Digital and Economic Affairs; Federal Ministry Climate Action, Environment, Energy, Mobility, Innovation and Technology; Federal Ministry Education, Science and Research) as well as the Austrian Research Promotion Agency (FFG).

### **EIT Manufacturing — Making Innovation Happen!**

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From left:

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**Jasmina Popovska**, Senior Business Creation Manager, EIT Manufacturing CLC East

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