



Demo Day

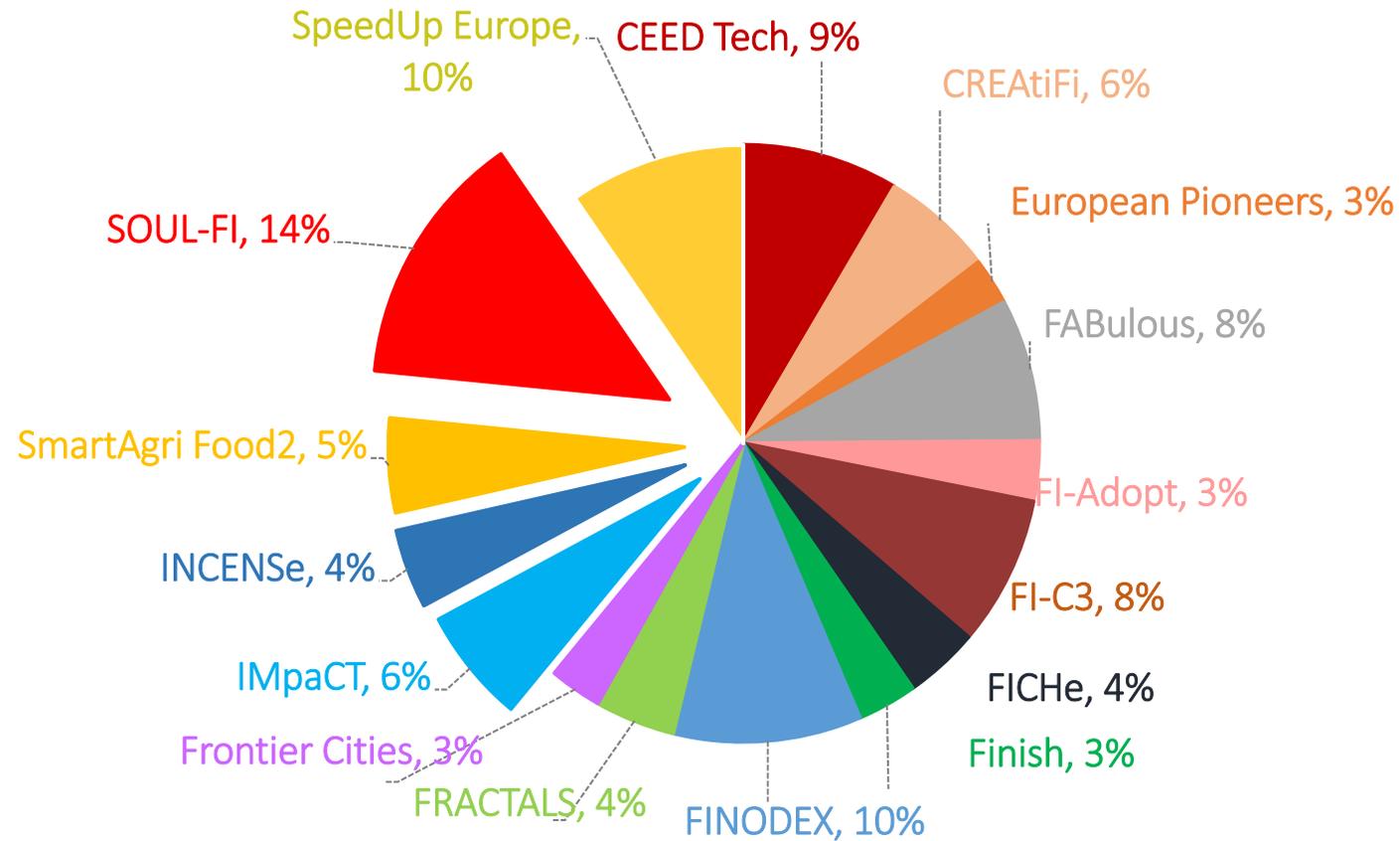
Povo (I) May 31st, 2016

Overview of FIWARE Accelerators results

Paolo Paganelli, Bluegreen / FI-IMPACT

www.FI-IMPACT.eu

985 Companies funded by FIWARE

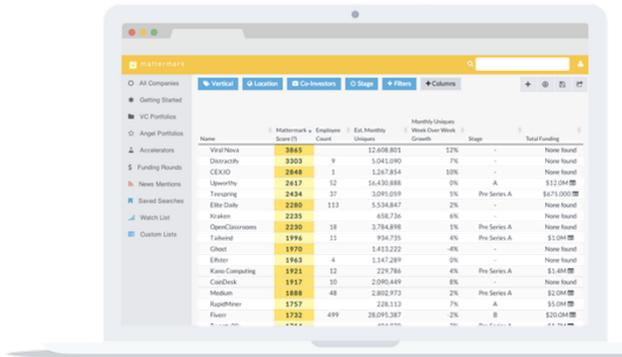


n = 985 selected proposals; base = 16 accelerator, April 13th 2016

FIWARE Startups footprint on the Web

737

Companies tracked by Mattermark



How much they're active on the social media:

51% are on Facebook



1800 average Likes
+136k max. Likes

48% are on Twitter

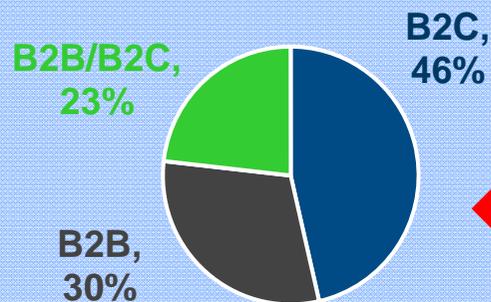


900 average Followers
+47k max. Followers

21% are on LinkedIn

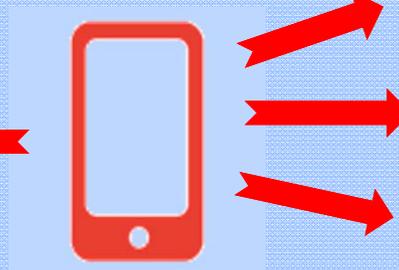


88 average Connections
+2k max. Connections



8%

Have a mobile app



Which channels are used for their apps?

54% Have a Google App

29% Have a iOS app

18% Have both

FIWARE Startups on the Web – getting traction

737

Companies tracked by Mattermark

Name	Market Cap	Employee Count	Health Score
Wolfspeed	10,408,815	12%	None Found
Deere	9,241,490	7%	None Found
CEVA	5,187,554	10%	None Found
Uperby	36,430,388	1%	A
Truway	2,000,000	1%	Pro Series A
Elio Dole	5,534,847	2%	None Found
Wolfspeed	10,408,815	12%	None Found
Uperby	36,430,388	1%	Pro Series A
Talend	934,720	1%	None Found
Cher	1,413,322	4%	None Found
Elan	1,147,289	1%	None Found
Kan-Computing	200,764	1%	Pro Series A
ConDisk	2,000,000	1%	None Found
Mellanox	2,802,970	2%	Pro Series A
Apogee	176,113	1%	A
Flux	28,045,387	2%	B

They are shipping product and talking to customers

they're more likely to continue to grow as a result

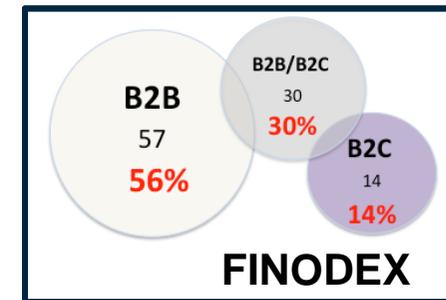
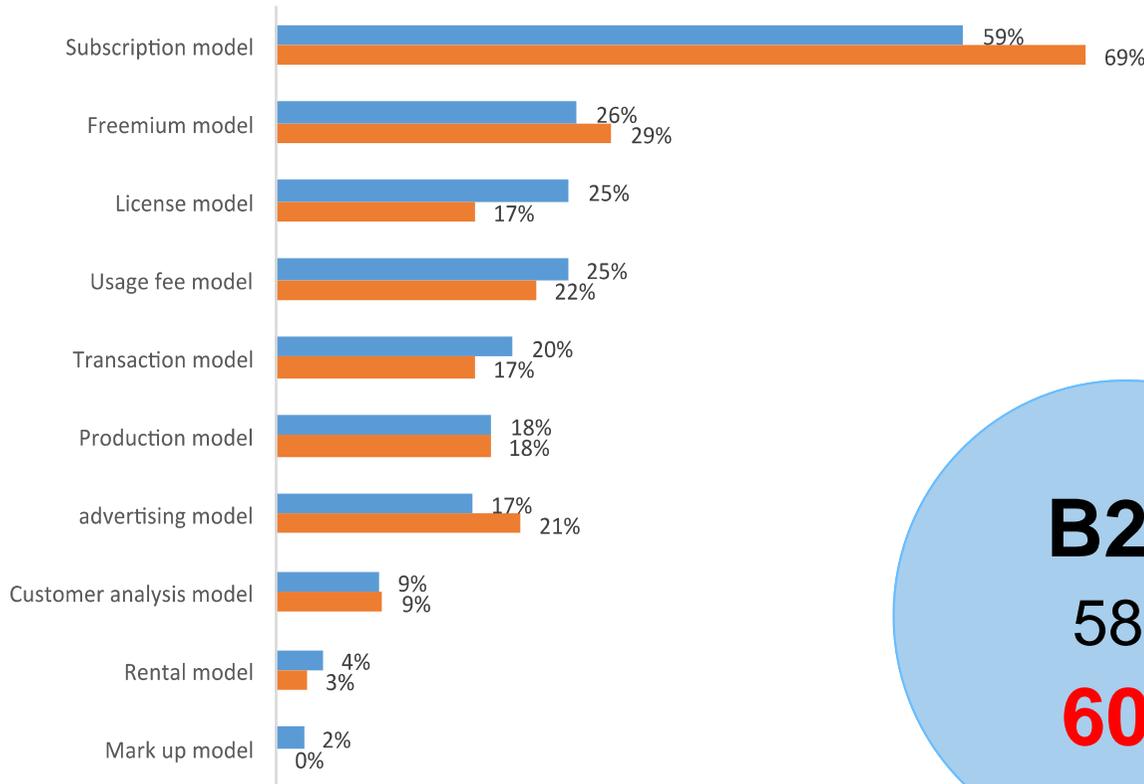
11% of tracked companies raised +350k€ funding

They are hiring: 1.1 employee/company

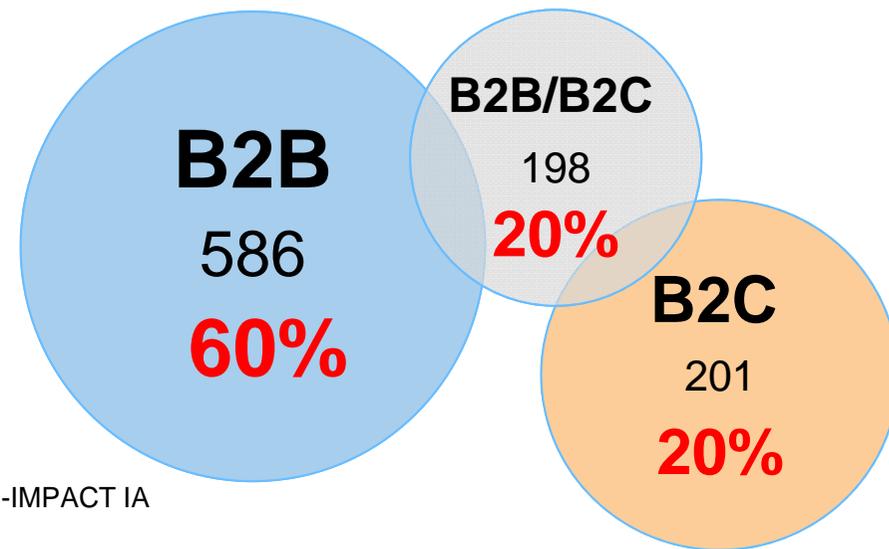
These companies are increasing their online footprint



Concrete Business Models & Approaches



n = 101 respondents, April 13° 2016



■ All respondents to FI-IMPACT IA survey, April 6° 2016

■ FINODEX respondents to FI-IMPACT IA survey, April 6° 2016

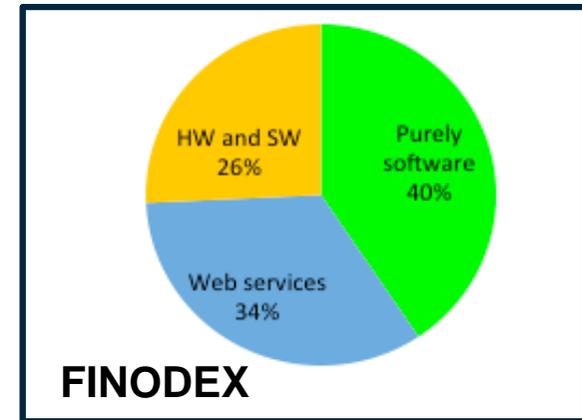
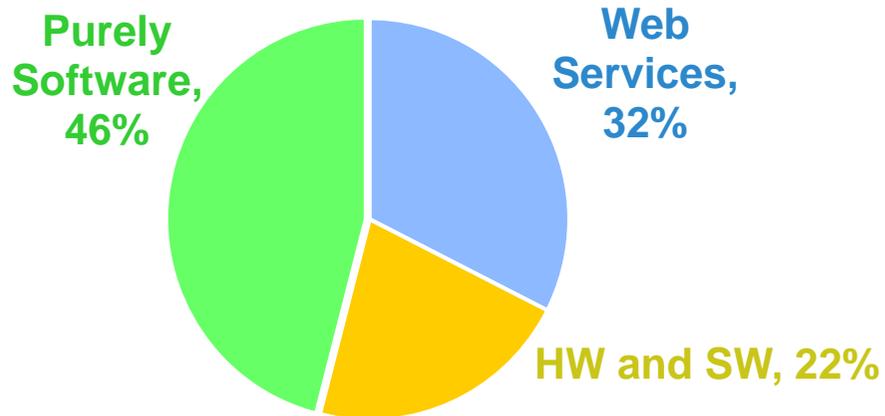
n = 605 respondents, April 13° 2016

n = 77 respondents, April 13° 2016

n = 985 selected proposals; base = 16 accelerator, April 13° 2016



Innovative Tech Solutions based on FIWARE



n = 101 respondents, April 13° 2016

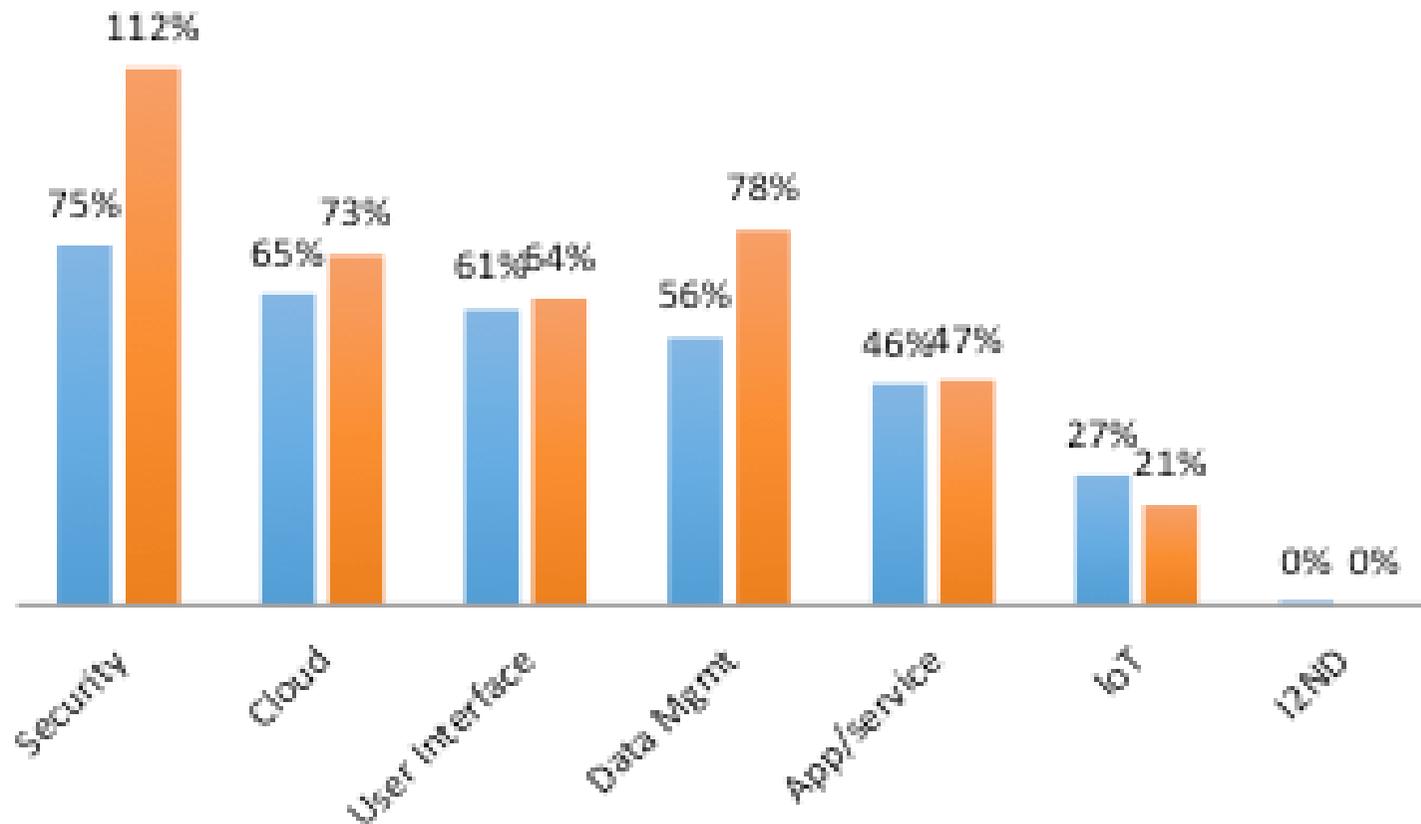
43% offer a mobile solution
34% provide Big Data

78% embed IoT technology

41% offer a B2B services

n = 985 selected proposals; base = 16 accelerator, April 13° 2016

FIWARE addressing Core Technology Needs



■ All respondents to FI-IMPACT IA survey, April 6° 2016
 ■ FINODEX respondents to FI-IMPACT IA survey, April 6° 2016

n = 605 respondents, April 13° 2016

n = 77 respondents, April 13° 2016

Some items for discussion

FIWARE Accelerators are excellent at attracting startups and innovative SMEs

Lots of young, eager, innovative people involved from ICT and related disciplines

FIWARE startups have concrete business models and plans .. but they are not all at the same level of “validated learning”

FIWARE startups (together) have good market potential but .. funding demand seems to exceed offer (traditional VC model)



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