



Project funded by the
EUROPEAN UNION

THE NEXT SOCIETY

INNOVATORS ACADEMY

Tunis, Tunisia

23rd-24th April

 *Fueling
Europe's Growth*



**AGENCY FOR THE PROMOTION
OF INDUSTRY AND INNOVATION**

CONNECT

Confédération des Entreprises Citoyennes de Tunisie
كنفدرالية المؤسسات المواطنة التونسية

Welcome to THE NEXT SOCIETY Innovators Academy!

We are very pleased to welcome you all today for the second edition of THE NEXT SOCIETY Innovators Academy, and the first one for the second promotion of TNS entrepreneurs and researcher-entrepreneurs! Building upon the success of the Innovators Academy event in Milan in May 2018, we have once again brought together inspiring entrepreneurs from Algeria, Lebanon, Tunisia, Egypt, Morocco, Jordan, and Palestine with experienced investor coaches.

We hope you will enjoy this day with us in Tunis, and that you will make the most of this opportunity offered by THE NEXT SOCIETY.

We wish you a great and fruitful day!



AGENCE DE PROMOTION
DE L'INDUSTRIE ET DE L'INNOVATION

APII

Co-organiser and TNS Partner



EBAN

Co-organiser and TNS Partner

Day 1 - Start-ups and Researchers 23/04/2019

Registration	9.00-9.30
Welcome to THE NEXT SOCIETY Innovators Academy	9.30-9.45
Brief introduction round for the participants and coaches	9.45-10.15
Intellectual Property Workshop (Raffaele Buompane)	10.15-11.15
Coffee break	11.15-11.30
Vision, strategy & business model, a framework for successful development (Nathalie Dumas)	11.30-12.45
Networking Lunch	12.45-14.00
Innovation to Market Workshop (Jean-Louis Brelet)	14.00-15.15
Route to Finance Workshop (Marcel Dridje)	15.15-16.30
One2one sessions	16.30-17.45
Welcome Dinner	19.30

Day 2 - Start-ups and Researchers 24/04/2019

Second Day Welcome	9.00 - 9.15
Artificial intelligence workshop (Coaches TBC)	9:15 - 10:15
One2one sessions	10.15-11.35
Coffee break	11.35-11.50
Presentation skills (Audra Shallal)	11.50 - 12.50
Networking Lunch + Finalize your pitch	12.50-14.00
Parallel Pitching Competitions 1: Start-ups and Researchers	14.00-15.00
Coffee break	15.00-15.15
Parallel Pitching Competitions 2: Start-ups and Researchers	15.15-16.35
Jury deliberations	16.35-17.00
Award ceremony: Start-ups and Researchers	17.00-17.30
Networking Dinner	19.30

Coaches



Khaled Ben Driss

Associate Director | Wevioo

Khaled BEN DRISS is a graduate of the Ecole Centrale de Lyon and Doctor of the University Paris VI (Pierre et Marie Curie), he taught at the University of Tunis and the Polytechnic of Tunisia as Maitre-Assistant 1995 to

1999.

Between 1999-2002 he worked as Vice President of R & D at a Banking & stock exchange software Editor. In 2002 he founded NetProgress: Technology firm specializing in Information Systems and Enterprise Architecture. As, senior architect, Khaled BEN DRISS works with major accounts as a consultant in Information Systems urbanization and EA. He specializes in software architecture and coaching of technical team on new technologies and was involved in many projects with large companies in Information Systems.

In 2006 NetProgress merged with OXIA. Khaled worked as CTO in charge of business Technology Consulting (IA, API management, Service Oriented Architectures (SOA), Urbanization, POC realization, team coaching, implementation of IT governance...) and head of the innovation program OXIA.

Since 2010 Khaled is Associate Director in charge of BU Engineering Software and Director of Wevioo Labs. Khaled founded and help to found several startups.



Laetitia Biciacci

*DSI - IT Inward Investment manager |
Provence Promotion*

For the past 20 years, Laetitia and Provence Promotion have provided free assistance to foreign entrepreneurs to establish and develop themselves in the Aix-Marseille areas.

This support includes seeking funding, HR engineering, real estate, mobility and visa processes.

Laetitia has a post-graduate level degree in the digital field. She is an IT and Innovation expert at Provence Promotion, where she started working as an IT director.



Jean-Louis Brelet

President Emeritus | Sophia Business Angels

Jean-Louis BRELET is President of CLODESOCRES Holding, SOPHIA BUSINESS ANGELS President Emeritus, France Angels Board Member

CEO of READY Immo company, & Professor at SKEMA Business School, and instructor at TheCamp

Jean-Louis Brelet has 30 years of experience in hi-tech industry and 12 years in startup investments. He cofounded in 2017 READY Immo to provide innovative solutions based on AI, to real-estate market. He is also President of Entrepreneur Avenue (www.entrepreneur-avenue.com), Board member at 3ROAM (www.3roam.com), and Vice-President at Azure Trend (www.azuretrend.com).

His main activities as consultant are the innovation, the strategic planning and early stage funds raising.

From 2014 to 2016, he oversaw the business development and Board member at MENTA (www.menta.fr), a fast-growing company offering a disruptive micro-electronic FPGA solution.

From 2001 to 2011, Jean-Louis has been responsible for FPGA product definition projects in Xilinx's World-Wide marketing division (www.xilinx.com), a well-known semi-conductor company leader of programmable devices (FPGA).

From 1984 to 2000, Jean-Louis worked for DASSAULT Electronique in France, ABB in Germany and GEC in UK

23rd – 24th 2019, Tunis (Tunisia)

Jean-Louis has an executive MBA from HEC (Paris, France), an International Certificate in Corporate Finance ICCF@HEC, Babson College (MA – USA) and Stanford AeA program (CA – USA), Blue Ocean Strategy certificate from INSEAD, Master Electronic Engineering degree (MSEE) from ESEO (France).



Raffaele Buompane

Senior Adviser and Project Manager | EBN

With more than 25 years of multifaceted experience, in particular in the fields of Intellectual Property, Strategic Management and Public Relationships,

Raffaele has a legal and economic academic background holding a PhD in Economics, a master's in international political sciences and a Master in Geopolitics. He also attended an MBA course in the Imperial College in London.

Being professionally born as External Relation Manager, he worked in the Italian Patent and Trademark Office, where he specialised himself in Intellectual Property, and the European Patent Office in Germany and in Serbia as External Relations Manager, Project Director and Team Leader for an IPR EC project. In the private sector, among others, he had a cooperation with BMW as Chief Event Manager.

In EBN he has been so far responsible for the implementation of a portfolio of several projects in various programmes (H2020, COSME, Interreg, Erasmus+, Leonardo, Europe Aid, World Bank).



Marcel Dridje

President | Sophia Business Angels

A seasoned European Sales senior Executive, Marcel has substantial field experience helping IT and Telecom startups in the US and EMEA. Marcel has a broad range of experience in all aspects of sales, marketing, communication and management with direct experience with Fortune 500 enterprises and

23rd – 24th 2019, Tunis (Tunisia)

startups. During the course of his career he has held VP roles most notably as VP EMEA Corvis where he grew the team and business to an outstanding success. Of French-Algerian and British origin,

Marcel launched his career after completing a BSC in Electronics and Computer Science from Portsmouth Polytechnic UK and holds an M&A executive program credentials from INSEAD.

Marcel most recently left CISCO after 35 years in IT and Telecom Sales to start his new venture as a Business Angel with SBA to help startups with seed money, VC connections and Business development.

A self-proclaimed Serial Entrepreneur, Marcel loves new Challenges in sharing his 30 years IT& Telecom experience with IT VC firms and new High-tech Start Ups Ready to expand their Sales & Mktg success across EMEA,USA and APAC.



Nathalie Dumas

Founder and CEO | Flyingrhino.fr

Nathalie is a graduate from Stanford GBS and has been leading her career at international level working for industry technology blue chip companies such as Cisco, Oracle and Intel.

Her specific approach to business innovation relies on her thorough understanding of emerging technologies and new business models, particularly with regards to ecosystems and platforms.

She's President and Board Member of several organizations, and Advisor to the President of the Chamber of Commerce of Marseille Provence.

Conference speaker, she's also a Business Angel and start-up coach at Thecamp, Marseille Innovation and Sophia Business Angel.

23rd – 24th 2019, Tunis (Tunisia)

Nathalie founded FlyingRhino, with a goal to help CEOs and leadership teams tame their innovation and digital transformation efforts, as a tool to drive business value: her role is to enable them to challenge themselves and evolve their strategies and models.

In 2017, she was awarded the Voxfemina price as Digital Transformation Expert, as well as the Golden Trophy of the « Femmes de l'Economie 2017 » for the International Woman of the Year Award.



Godefroy Flament Morgand

Business Development Manager | THALES

Awarded with a diploma of Management and Business Development from Audencia Business School, Godefroy created his own company before joining THALES.

After developing the IOT in Western and Central Africa he is now in charge of the business development of the Mobile Connectivity Solution BU for Africa.

He is a regular visitor of African incubators, always seeking for innovations that could shape tomorrow's future.

Sailor and keen of adventure himself, he is member of the DRHeam Cup organization, which seeks to integrate underprivileged kids into upper class society by making them participate, together, to sailboat race.

23rd – 24th 2019, Tunis (Tunisia)

Yahia Houry

Managing Director | Flat6Labs



Yehia HOURY is Managing Director at Flat6Labs Tunisia, a regional startup accelerator and VC fund. Prior to Flat6Labs, Yehia was leading tech-driven initiatives for youth employability and entrepreneurship at a regional organization working across the MENA region. Throughout his career, he held various roles in non-governmental, research, and multilateral organizations in Africa and Asia before joining the World Bank in their Microfinance division. As an Acumen Fund Fellow, he advised a large-scale health-tech company in India and managed technology and business

strategy at a startup based in Jordan. Yehia holds a BSc in Computer Science from McGill University in Canada and a Masters in International Affairs from Columbia University in New York.

Hichem Radoine

Co-founder | Factory 319



A chartered accountant, Hichem Radoine has more than 18 years of experience in the management and administration of companies in a heterogeneous and international cultural environment. He has held positions of responsibility in administrative and financial departments in innovative companies and have been a CEO of an R&D company for more than 5 years.

Hichem graduated from HEC Paris with degrees in Corporate Finance and Corporate Strategy. He also holds a Master's degree in Accounting from IHEC Carthage and a Graduate Certificate in Accounting Review. He is a mentor in Factory 619 (Tunis) and Co-founder of Factory 319 (Marseille), which supports Tunisian start-ups to organize themselves locally and helps them go international from the Aix-Marseille region.

23rd – 24th 2019, Tunis (Tunisia)

Hanen Samet

Partner | Istebdaa Tunisia



Hanen Samet is a Partner in Istebdaa Tunisia. She holds a University Teaching degree. She is also a consultant of PACS program at the Ministry of Trade. She is a leader trainer at the Ministry of

Telecommunications on its national project TUNISIA Digital 2020. She has also professional experience in Higher Institute of Biotechnology Sidi Thabet and Private College of Engineering and Technology. She participated in the establishment and management of the entrepreneurship support program of INJAZ AL ARAB. She has a close collaboration also with a number of incubators and mentored a number of startups, including the winning startup

in INJAZ Tunisia’s national competition. She is WeMENA Mentor, she was part of a select group of experts to mentor one of the top 34 finalists for WeMENA 2017. Supported by the World Bank, she provided one-on-one training and guidance for this startup leading to their final pitches at the Grand Finale event.

Audra Shallal

**Board Member | Nordic Female Business
Angel Network**



Audra promotes Entrepreneurship and Angel Investing through Programs, Mentoring, Business Plan

Competitions, Business Angel Networks and Women Economic Empowerment within the EU and MENA region.

She consults for international organizations such as OECD, UNEP, UNIDO and the European Commission, and teaches courses on Entrepreneurship to the Grandes Ecoles such as ENSCP, X, ParisTech, CELSA. Audra has played a key role in launching the Enterprise Financing Network within the MENA-OECD

23rd – 24th 2019, Tunis (Tunisia)

Investment Programme which creates a unique platform to connect entrepreneurs, financiers, research bodies and policymakers in order to improve the conditions for financing entrepreneurship.

She is past Vice-President of the Femmes Business Angels and currently serves on the Board of BADGE (Les Business Angels des Grandes Ecoles), the Advisory Board of Tenmou-Bahrain First Business Angel Company, and the Paris Executive Business Accelerator. She is also Chair of the Mentoring Taskforce within the American Chamber Women Leadership Committee and is an accredited Mentor for the Cherie Blair Foundation for Women, the Tony Elumelu Foundation, and BiD Network. She is a Member of the Board at NFBAN – Nordic Female Business Angel Network.

Companies

Affinity Consulting

One of the first DMPs in this region, specializing in the collection & structuring of behavioral to target and optimize marketing investment in Africa



Affinity is a next-generation, more modern & more agile Marketing Solutions' Provider. We want to be recognised as the specialists of data and its use for Marketing & Advertising purposes, all sectors of activities combined. Affinity considers technology and data as its strategic allies. Our signature: 'Data Driven Performance'.

Our leitmotiv is to help our customers master the customer journey, reach the right user at the right time with the right message and motivate them to take action, both offline & online. In order to meet this challenge, we help companies analyse the lifestyle and behaviour of their existing and potential customers to accurately target them based on this data.

To be able to accurately analyse the constant increase in data volume, not only a data strategy is needed but also and above all a system that makes the data easily accessible to Marketing Managers or Analysts. For this reason, data management platforms (DMPs) have become unavoidable. Affinity Consulting's DMP provides businesses with technology that collects and consolidates data from different sources and allows them to organize and activate this data.

Website:	Under construction
Country:	Morocco
Sector(s):	Financial services, FMCG, Automotive, Media..
Is looking for:	5 Million Euros
Contact:	Nabil Abouzaid Nabil.abouzaid@affinityconsulting.co



City Locker

CITYLOCKER is a delivery solution based on smart lockers

CITYLOCKER is a smart delivery solution consisting of automated parcel lockers that are accessible 24/7.

Installed in different locations (supermarkets, shops, office hall or simply in public places), the lockers act as automated relay points managed via a mobile app. They are suitable for both professionals delivery services and consumers.

The mobile app allows the users to manage the reception of items: be notified at the delivery, assign a representative or manage the returns and the claims in case of a problem with the parcel.

Website:	www.citylocker-algerie.com
Country:	Algeria
Sector(s):	Delivery, IoT
Is looking for:	€100 000,00
Contact:	Sofiane BOUDJEMA, CEO and Co-Founder, sboudjema@brenco-algerie.com - Tel: +213 669401516



Engineers International Community

Smart interactive platform for commercializing innovations.

Engineers International Community, an innovative online platform which aims to bridge academia with the industry by providing an easy to use problem solving online platform, where through engineersic.com the industry can present their challenges, problems and even research related topics for aspiring researchers and engineers to compete in solving, as we also assist researchers & engineers to commercialize their projects and innovations.

Website:	www.engineersic.com
Country:	Jordan
Sector(s):	IT
Is looking for:	\$150000
Contact:	Hisham Balatiah (ceo@engineersic.com)



EVEY TECHNOLOGIES

Evey helps event organizers to manage/engage their audiences in a one-stop shop platform with advanced data analytics & reporting

Evey develops an engagement platforms that helps organizations manage/engage their communities with real time votes/surveys and advanced analytical dashboard system that are secure, transparent, effective.

Evey mainly aimed at the event segment : it is an Event Management and Participant Engagement solution. Not only does it help the organizers to manage the logistical aspects of an event (registration, badging, agenda ...) but it also makes it possible to transform the event into a real Community Building & Development tool. It is ideal for Pitching events, e-voting, panels, conferences-debates, trainings, seminars ...

Evey allow to organizers to manage the entire value chain of events from the Badging to the Reporting in a one stop shop plateform.

Website: <https://eveytech.com/>

Country: Tunisia

Sector(s): Tech & Software

Is looking for: 500k TND

Contact: Noomen Lahimer - CEO & Founder
noomen.lahimer@gmail.com

Mouna Slim - Project Manager
mouna.evey@gmail.com

Fabricaid

A new start for your old clothes



FabricAID

FabricAID collects clothes from local NGOs for 0.5 USD per kilogram and through smart clothing collection bins. The bins are equipped with a sensor that monitors the level of clothes in each bin and draws collection routes to increase efficiency. For every kilogram collected through the bins, a partnering charity benefits from 0.5 USD.

Collected clothes appropriate for reuse are sorted into over 70 categories to be sold either through one of FabricAID's own permanent shops or at pop-up markets for prices ranging between 0.3 and maximum 3 USD per item. FabricAID distribution channels maintain a dignifying shopping experience, similar to the one provided traditional clothes retailers (clothes neatly display, price labels, changing rooms, personalized advice).

FabricAID also sells clothing in sorted bales to pre-existing second-hand shops. High quality revealing female clothing are up-cycled into fashionable clothing items, while clothes unfit for re-use is shredded and used in furniture. The start-up helps protect the environment and support underprivileged communities in Lebanon by offering clothes at affordable prices.

Website:	www.fabricaid.me
Country:	Lebanon
Sector(s):	Clothing Industry
Is looking for:	150,000 USD
Contact:	Omar ITANI, General Manager, omar@fabricaid.me - Tel: +962 03067447

GeoScope



GeoScope is an innovative fleet management solution based on GPS, IoT, Analytics and Machine Learning

The first phase of the project consists of setting up a fleet management platform which consists of many modules: GPS Tracking, Fleet management, Route optimization, Eco-driving, Geomarketing, Mobility
Several technologies are used: IoT, Analytics, Machine Learning, Business Intelligence (dashboards, indicators, reports...)

The aim of the platform is to help the client manage daily activities (planification, real time tracking, objectives...), fleet cost (fuel, trips, working time...), fleet size (underused vehicles, overused vehicles...), drivers' behavior (speeding, eco-driving...), vehicles' status (prevent maintenance ...)

The second phase of the project consists of building vertical solutions based on the same principle / technological bricks: Get field information (IoT) --> save data --> create dashboards, reports and alerts --> Implement Machine Learning (IA). This, the more global platform, is for Industries (sensors...), consumers (home automation) ...

Website:

Country: Morocco

Sector(s): IT/AI

Is looking for: €100 000.00

Contact: Ahmed Lahbabi /ahmed.lahbabi@gmail.com



HawKar

An electric vehicle for people with reduced mobility.

HawKar is building an electric vehicle for people with reduced mobility directly accessible in wheelchair and adapted to different physical disabilities.

Website: www.hawkar.tn
Country: Tunisia
Sector(s): Automotive / Mobility
Is looking for: 1 795 400 TND / 592 190 \$ / 529 530 €
Contact: contact@hawkar.tn

Khadija Jallouli Founder & CEO:
khadija.jallouli@hawkar.tn

Seifeddine Aïssa Co-Founder & CTO:
seifeddine.aissa@hawkar.tn



Optomedicine

Health technology services from the future

We are Global Health Technology project that provides distance services for vision impairment customers and users from 38 countries. Our techniques aim to provide effective low cost solutions, compatible with the Sustainable Development Goals.

Doctors and other healthcare professions can prescribe our software services to diagnose or treat vision, with the international patients, and without the need of meeting each other.

The computerized vision apps are programed graphics designs (Home-based desktop software), and work on a PC screen. It is a safe non- invasive Optometric Vision Therapy method, to examine, train and stimulate the visual brain neurons and the ocular muscles through the eyes.

Website:	www.optomedicine.com
Country:	Palestine - Gaza
Sector(s):	Health technology, Software, 3Dprinting
Is looking for:	\$ 500,000
Contact:	Ahmed Taneera optomedicine@gmail.com

Qaleb Studio



In-house created pre-designed templates and mockups with Arabic & Islamic flavour!

Qaleb Studio is an online platform that offers in-house created pre-designed templates and mockups with Arabic & Islamic flavour. These templates & mockups can be edited and customised online easily, instantly and downloaded by users of even minimal digital literacy. Qaleb Studio addresses the digital divide and digital literacy challenges through:

- Hardware: the platform does not require hefty hardware, allowing any computer access to its digital product that is processed on the cloud, alleviating the load on the user's computer itself.
- Software: Qaleb Studio's solution does not require the user to pay any fees for the utilisation of the platform, only one USD per design.
- Learning curve: Qaleb Studio's UI and UX have been developed to be easily comprehensible by non-experienced users through minimising the required designing tools and providing an extensive library of pre-designed templates.

Simple drag and drop to edit the pre-designed templates or even design from scratch, making the process much quicker and easier!

Website: www.behance.net/Qaleb

Country: Jordan

Sector(s): Graphic Design

Is looking for:

Contact: Abas AL ASMAR, Founder, info@qalebstudio.com
- Tel: +962 786441813



Quizzito

Help children love books!

Our slogan is: read, play and win. Children read online or paper books, play quizzes on Quizzito and win prizes.

Our main customers are libraries, schools and families.

They use our platform in order to launch reading competitions and to monitor children results and reading behaviours.

Website: www.quizzito.com

Country: Algeria

Sector(s): Edtech

Is looking for: 250 000 \$

Contact: Fabienne Harizi

Rapid Expense



*from scanning to
accounting*

RapidExpense helps you automate your invoices processing in a simple click within a secured cloud. Works 100% paperless and reduces manual tasks. With its user-friendly web and mobile design, RapidExpense enters data for accountants, enforces policies for managers and codes invoices for admins.

Website:	RapidExpense.com
Country:	Morocco
Sector(s):	ICT
Is looking for:	
Contact:	Chakib Allal chakib.allal@rapidexpense.com

Saleem Application / Mobileznation

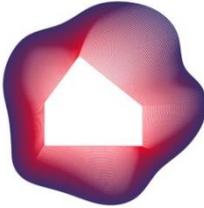


A Mobile App that makes it easy for patients to find a nearby available Doctor that can give them the needed medical treatment at their place.

Saleem is the first mobile app that offers patients GP home visit services. It resolves problems both GPs and patients face. Among the struggles fresh graduate GPs face is the lack of absorption into specialty residency programs and low incomes during. This is where Saleem's role is vital as it offers GPs a platform to earn secondary income through freelance home visits. Saleem also helps alleviate problems patients go through to obtain medical treatment. Families who have toddlers or babies and similarly the elderly will not have to leave the comfort of their homes for medical treatments. Saleem is also a convenient solution for patients who suffer chronic illnesses and have to constantly visit medical centers and clinics.

Saleem is available in both English and Arabic languages and it consists of two applications; one for the patients and the other for doctors. Patients can request a GP, track their location and estimated arrival time, and rate the visit.

Website:	www.mobileznation.com
Country:	Jordan
Sector(s):	Healthcare , ICT
Is looking for:	220,000 EUR
Contact:	Anas Hijjawi Anas.hijjawi@mobileznation.com



SARAAB

Saraab

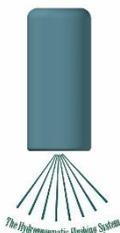
Immersive Design Workflow

Being able to communicate architecture is not an easy thing, it's hard to find a point of context with a wide audience and SARAAB works to enable that touch, fill communication, collaboration, visualization gaps within the team and with their clients

Immersive Design Workflow designed for architects by architects, offers a digital workspace for your team to manage the design process interactively with Agile tools, 3D and VR/AR. Leave the long email threads, long meetings and printing blueprints era behind and make your clients partners in the process, review, mark-up and validate every step of the design in real time through the Design Narrative Interface, Web based 3D and VR/AR accessible anywhere anytime and embeddable in any Website.

SARAAB aims to help steering creative processes efficiently into powerful outcomes resulting in efficient, cost effective, smart, people oriented buildings of the future and let Architects focus on what they do best... Design.

Website:	www.saraab.net
Country:	Palestine
Sector(s):	AEC, Architecture, Agile Management, 3D, VR/AR
Is looking for:	200K USD
Contact:	Omar K. Aboudi o.aboudi@saraab.net



Soghyen

The smart hydropneumatic flushing system

Leaks in the flushing system are a widespread phenomenon in households and communal toilets. These leaks are caused by failures due to mishandling and frequent use. Leaks generate water loss and cause high maintenance costs.

To solve this problem, we create a new concept of toilet flushing system we called : the hydropneumatic flushing system.

This flush, save water, eliminates leaks and withstands frequent use.

It has this characteristics: - Remote controlled, so no direct contact between the user and the flushing device which greatly reduces breakdown due to mishandling; - It eliminates bad odors and no noise when filling the tank - The volume of water discharged is controllable by the user; - Very low maintenance. - Adapts all type of bowls.

Our flush has two configurations: a collective configuration intended to communal toilets and individual configuration intended to household and coffee.

Website: www.elguetitianouar.simplesite.com

Country: Tunisia

Sector(s): Water field, sanitary

Is looking for: €100 K

Contact: Anouar El Guetiti, soghyen@gmail.com

Spike

Spike

A mobile assistant for diabetics that proactively and automatically provides insulin reminders and food suggestions on a situation basis

Spike is a mobile assistant that helps diabetics better manage their diabetes. Spike monitors the patient's daily behavior and jumps in with reminders and tips when needed about insulin, food, activity, etc.. In addition to that, Spike stores the patient's data for further analysis and/or sharing with doctors and caregivers.

To complete the solution we provide:

- A medicine adherence network from friends, family and other diabetics.
- A real-time dashboard for doctors.

With all the data being collected, Spike is the first warehouse for insulin consumption data in correlation with the environment of the diabetic making it an essential player in the creation of the artificial pancreas.

Website: www.thespikeapp.com

Country: Lebanon

Sector(s): Healthcare

Is looking for: \$500,000

Contact: Ziad ALAME, Founder & CEO,
ziad@thespikeapp.com - Tel: +961 70636133

THE OFFICE

THE OFFICE

ThE OFFICE is the RBNB of working spaces!

THE OFFICE is a platform that connects offerers and seekers of working spaces.

Companies don't use their workspaces at 100%. Mostly, a business meeting room is used twice a week only for a couple of hours by a company's collaborators. In parallel, many startups, freelancers, and other professionals are looking for an affordable workspace.

THE OFFICE enables companies to make their working places profitable and allows start-uppers and freelancers to work in a supportive environment by offering them other related services (catering, communication, transportation and accommodation) in a networking ecosystem.

Website:	www.theoffice.digital
Country:	Algeria
Sector(s):	Internet Services
Is looking for:	200.000 \$
Contact:	Naouel BOUKIR, COO, bkr.naouel@gmail.com - Tel: +213 551125481

UniOrders



Orders Management Platform

*Uniorders is a powerful, quick, and simple orders management platform between pharmacies & warehouses, which increase visibility and control of all orders management processes. Uniorders customers benefit from increased accuracy, reduced orders processing costs, and resolved real-time issues that come up every day. Uniorders also speed up fulfilment and accelerate team's performance. With our powerful orders management features, can increase sales and fulfil orders efficiently.

*We reached 30% of Jordanian market (pharmacies)

*We reached > 10 000 transaction with total orders amount: 1 000 000 JD

Website:	www.uniorders.com
Country:	Jordan
Sector(s):	Pharmaceutical Industry
Is looking for:	400 K \$
Contact:	Shahed Jaber, shahed.jt@gmail.com



Winshot

Connecting brands with consumer's community to collect valuable data

Winshot is a Tunisian based early stage startup developing an AI-driven live web analytics dashboard based on crowdsourcing model that helps FMCG companies in Africa monitor their field distribution inefficiencies and reach their full sales potential at informal and traditional distribution networks.

For that winshot leverage a community of contributors called "winshooters", that uses its mobile application, collect on the ground data from informal outlets and get paid per visit in cash through mobile payment solutions.

Website:	www.winshot.net
Country:	Tunisia
Sector(s):	IT, Fast moving consumer goods (FMCG), Retail
Is looking for:	200K USD
Contact:	Walid MZOUGH, Founder & CEO, walid@winshot.net - Tel: +216 24525636

Researchers



Belhaj Yahia Nesrine

Job Description: STUDENT

Name of the Organization: INRAT

In recent years, a change in the eating habits of the Tunisian consumer has been observed. This change is essentially related to the modernization of Tunisian society, urbanization and the work of women. As a result, an increase in cardiovascular disease and obesity has been observed in our society. Aware about his health, the Tunisian consumer asks about food products which must be with high nutritional value and easy to prepare.

Borghol is a traditional durum wheat food product known in the Middle East and the Mediterranean. Indeed, it has a high nutritional value where it represents a high content of protein and low in fat, a good source of folic acid and it contains dietary fiber (18.3%). In addition, it contains easily absorbed minerals, vitamins and insoluble fiber. This product is highly appreciated by the Tunisian consumer but has a high cooking time (60 min) compared to couscous and pasta. The project involves setting up a process for the production of a debranned durum wheat product (Borghol), a fast-cooking dry product (cooking time less than 15 minutes). The approach adopted is to take the steps of the traditional preparation of borghol, where it would be necessary to control and optimize the various stages of manufacture of the product and subsequently add additional steps to have the desired product: fast-cooking borghol. This new product will provide to the Tunisian market a new cereal product with high nutritional and quick cooking time.

Country: Tunisia

Sector(s): Food industry

23rd – 24th 2019, Tunis (Tunisia)**Insaf Achour and Jawaher
Korbosli***Job Description: Etudiantes en
Master**Business and Economic Statistics
Modeling Laboratory*

Nous proposons un système de suivi des médicaments depuis leur fabrication jusqu'à leur administration chez les patients ou bien leur destruction en cas de péremption.

L'idée est d'affecter à chaque lot de médicament un registre qui va le suivre tout au long de son cycle de vie. Ce registre contient toutes les données nécessaires concernant la matière première. Il contient, également, le protocole de fabrication, l'identité de l'opérateur, le rapport de fabrication, le rapport de contrôle qualité du produit fini, l'étiquette du produit fini, les données sur le stockage au labo, à la pharmacie centrale, chez le grossiste, à l'officine, à la pharmacie de l'hôpital.

Il est important d'ajouter les données sur le patient ayant bénéficié de ce médicament ainsi que les données sur le personnel médical qui l'a administré.

Ce système nous permettra de tracer tous les lots de médicaments et détecter les fraudes, la contrebande, les évènements indésirables.

Website: <http://www.isg.rnu.tn/content/bestmod>

Country: Tunisia

Sector(s): Higher education

AutisToy*Job Description: Student**Name of the Organization: ISTMT*

Recently, autism disorders and their treatment has been the main topic all around the world, actually one hundredth of children worldwide is an autistic. Unfortunately, autism has not any effective treatment, but an early one allows integrating children into society, and yet still some countries suffering from the lack of specialized centers and of awareness toward these disorders.

Coming up with the idea of creating a robot, which I called AutisToy. It is an intelligent humanoid robot in the shape of a toy able to develop the child' social and educational skills using artificial intelligence models.

Autistoy will be the child's personal assistant to alleviate his difficulties and to reduce parents' stress towards these disorders. I hope this will make social integration much easier, and make the kid's life similar to kids in his age

Website:

Country: Tunisia

Sector(s): e-Health

Is looking for: Investment / incubation

Contact: Phone : +216 23 213 331

Mail : khouloud.bencheikh@etudiant-istmt.utm.tn

Maha SOUAYEH

Job Description: Intelligent embedded system controlling implemented on an optimized system-on-chip

Name of the Organization: ENET'Comluable data

Optimization and intelligent control monitoring with system fault diagnosis.

The system is used on transport ships and in-ports facilities.

Website:

Country: Tunisia

Sector(s): Embedded system - Neuronal network - fuzzy controller

Is looking for: Guidance

Contact: Maha.souayeh@gmail.com // 00216 24842511



**Mariem BRIKI & Sabrine BEN
ABDRABBAH**

*LARODEC/ Institut supérieur de
gestion, université de Tunis*



Smart travel package recommender system.

With the continuing increase in web resources, finding relevant information becomes a challenging task. To address the information overload problem, recommender systems have been widely deployed in online information systems, such as E-commerce platforms, social media sites, news portals and so on. The idea of this project consists in analyzing users' preferences and providing the

corresponding personalized recommendations.

Moving beyond the traditional task of recommending a single item for users, in this work we focus on providing recommendations of a package of different types of items. For example, the travel package recommendation that consists in proposing hotels, places of interest, attractions, events, etc.

In this project, we propose to develop three different recommendation algorithms: item-based collaborative filtering, user-based collaborative filtering, Ontology-based recommendation algorithm

This first algorithm is already implemented and tested and published. The second and third algorithms are under construction.

The team:

Nahla Ben Amor, Professor at Institut Supérieur de Gestion, Tunis and head of LARODEC lab (Advisor) ; Raouia Ayachi, Assistant Professor at École Supérieure des Sciences Économiques et commerciales de Tunis (Advisor) ; Sabrine Ben Abdabbah : Postdoc at Institut Supérieur de Gestion, LARODEC lab. ; Mariem Briki, master student at Institut Supérieur de Gestion, LARODEC lab.

Narjess Chtioui

PhD Student/University

Teacher

ENIM/ISET



Eco-design refers to the consideration of the environment in the design of products. It involves introducing the environmental constraint within the set of traditional design constraints (customer needs, cost constraint, technical feasibility, etc.). Eco-design, a multi-criteria approach to the environment (water, air, soil, noise, waste, energy, raw materials, etc.), is considered preventive because it upstream the decisions by taking into account all stages of the life cycle of a product since the CAD phase. The manufacturing phase presents the most environmentally damaging phase for the majority of products. New manufacturing technologies has emerged such as the additive manufacturing (commonly knowing as 3D Printing) that allows to create complex shapes that we cannot manufacture with the traditional technologies without resorting to specific tools. Additive Manufacturing is defined as the process of forming products by adding material and stacking successive layers. My research purpose is to develop an eco- design methodology for additive manufacturing. Create an application based on this methodology and possibly launch a start-up around this type of development would be a potential innovation.

Country:	Tunisia
Sector(s):	Cleantech / Mechanical Engineering / Eco-design for additive manufacturing
Is looking:	To discover how to explore market, funding, commercialization, and business opportunities, and how to develop a valid business model
Contact:	+216 97883561 chtioui_narjess@yahoo.fr

Rihab BOUSLAMA

Smart Negotiation

23rd – 24th 2019, Tunis (Tunisia)

Automated negotiation is a discussion between multiple autonomous agents, aiming to reach agreements through exchanging offers. Recently, this field has gained the interest of many AI researchers. This evolution makes the negotiation process simpler, faster and more efficient. Automated negotiation is characterized by its agents (2 or more) and its protocol (bilateral, one-sided and double-sided). Existing researches generally focus on game-theory based strategies for negotiation. Our target is to make the automated negotiation more efficient by integrating the argumentation in the negotiation process in order to accelerate the process and help conflicting parties to reach a mutually satisfying and beneficial compromise.

Hence, argumentation-based negotiation is the subject of this research project within the LARODEC laboratory.

We are proposing an intelligent argumentation-based negotiation system for car dealers to help them negotiate their cars purchasing. The final product takes the form of a smart chatbot that will be integrated in selling/buying online platforms. This will make car dealers gain time and effort by giving the hand to our backend system based on intelligent agents to negotiate on behalf of them and get the best deal.

The chatbot contains a Meta engine that works on six modules: Fact QA, FAQ search, Opinion review, Argumentation mining, Price negotiation and chit-chat. Until now, Price negotiation, Chit-chat and Argumentation mining modules are in an advanced stage.

Country:	Tunisia
Sector(s):	Artificial Intelligence
Is looking for:	Networking, exchange of knowledge and tools, learning about IP
Contact:	rihabbouslama@yahoo.fr

23rd – 24th 2019, Tunis (Tunisia)**Rim EL JENI**

*Docteur en Sciences Biologiques
Institut National des Sciences et
Technologies de le Mer/Institut
Pasteur de Tunis*

Several conventional hygienic and prophylaxis techniques have been used in aquaculture to prevent microbial disease. However, Due to antibiotics accumulation risks in aquaculture fish tissue, such uncontrolled use constitutes a public consumer and environmental threat. Probiotics were explored as the principal alternatives to antibiotics. Our innovative approach has been developed through biotechnological processes. We are interested to develop market, in Tunisia. We have the opportunity to develop new innovative probiotic-based products and to market them at competitive prices.

In order to create “ProbioTs” Start Up, the project revolves on the valorisation, at industrial scale, of new isolated probiotic strains characterized to develop aquaculture sector (aquaculture and fish farming), an economic priority sector for the Euro-Mediterranean region..

Website:

Country: Tunisia

Sector(s): Aquaculture

Is looking for: Ecological aquaculture

Contact: +21627025020



Soumaya Sakouhi

Job Description: Smart home services

*Name of the Organization: Smart home
"Gérer votre maison à distance"*

The "smart home" or smart home is the logical evolution of a house with much connectivity. By centralizing all data on a single interface (a single application on your laptop typically), it allows the creation of a real dashboard of your home. Thus, it quickly becomes tedious to juggle from one application to another depending on the product installed, and only the communication between the different connected objects will allow developing truly powerful interactions. In your Smart Home, the radiator of the room switches off automatically when you open the window of this same room because all the sensors and all the actuators (these equipments which for example cut or activate an electric circuit like your heating) are connected together and meet multiple rules to improve your comfort, your safety or decrease your consumption.

In this configuration, the house remains connected to alert you remotely, but automates a number of actions that you had to do so far, and you could often forget: switch the heating economy mode out, in mode frost off when going on vacation, turn off the lights by leaving, send you the camera shot in case of intrusion detection or, as said above, cut the radiator of a room whose window is open ...

Obviously, the level of "intelligence" of your home will depend on the number of sensors, actuators and rules that you will install. So there is not a Smart Home but multiple levels of Smart Home, from managing the essential features (heating, intrusion, fire safety) to homes capable of managing multiple light scenes, outdoor watering...

Country: Tunisia
Sector(s): Smart Technology
Contact: +216 25 677 262

23rd – 24th 2019, Tunis (Tunisia)

Takoua Abdellatif

*Associate professor in IT
Polytechnic School of Tunisia.
Carthage University*



I propose an event-based anomaly detection surveillance system. This assumes that a set of surveillance cameras are connected to a central server for video frame processing. With the expansion of Internet of Things IoT, in surveillance systems are increasingly used in smart cities, factories, hospitals, military zones, etc.

Through distributed and collaborative cameras, larger insights are observed about the surveyed area and correlated observations allow the detection of abnormal events that are not detectable by single cameras. For instance, a person suspicious movement may not be detected by non-correlated video frames, but with correlation, it is possible to detect the non-coherence in a movement. Furthermore, an analysis of a sequence of observation can allow detecting cameras corruption by an attacker. Based on this idea, we adopt a novel approach to anomaly detection. Rather than focusing on a single camera as input, we observe a sequence of events from different cameras. We build a chain of observed events and match this chain with an expected chain of events.

With the recent big data analytics technology, event-driven anomaly detection becomes possible in real-time. A prototype is already implemented and its evaluation shows its accuracy and scalability, that is it can analyze a large amount of events and notifies in real time about anomaly detections.

Country: Tunisia
Sector(s): Artificial technology and security
Is looking: To build a start-up to sell the product
Contact: Takoua.Abdellatif@ept.rnu.tn or takoua_abdellatif@yahoo.fr



Tesnim Charrad

Job Description: Doctorante

*Name of the Organization: Business
and Economic Statistics Modeling
Laboratory*

ECG patch Monitor est un instrument intelligent de surveillance médicale. Ce dispositif cutané a été conçu pour permettre un meilleur suivi des constantes vitales des patients depuis leurs domiciles. Ceci permettra de réduire la prise en charge, parfois inutile, et de réduire le nombre de jours passés à l'hôpital pour des patients atteints de maladies cardiaques dont l'état est stable. Par conséquent, ce patch permet d'alléger la charge quotidienne du staff médical qui ne s'occupera dorénavant que des cas lourds. En cas de crise, ECG Patch Monitor permet de détecter, instantanément, la détérioration de l'état du patient et prévenir le médecin.

ECG patch Monitor est un instrument portable géré à distance via une plateforme. Collé au thorax, il collecte les signes vitaux du patient. ECG patch Monitor a fait l'objet d'une demande de brevet.

Website: <http://www.isg.rnu.tn/content/bestmod>

Country: Tunisia

Sector(s): Enseignement Supérieur

Is looking for:

Contact: 55 335 111



Zoubeida Ghorbal

Job Description: Student

Name of the Organization: ISTMT

My project it's a smart wheelchair that can moves in any direction, it can help disabled people to live easily their daily life and to make disability awareness.

Website:

Country: Tunisia

Sector(s): Health Sector

Is looking for:

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www.thenextsociety.co

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