

Great success of academic entrepreneurship at the 15th exhibition, held under the motto: “Stronger Together”

The international exhibition BE THE ROLE MODEL™ INOVA 2019® was held from 13 to 16 November 2019 in Zagreb, under the motto: “Stronger Together”. The Exhibition featured a total of 290 exhibits from 31 participating countries, presented in different categories. TERA Tehnopolis d.o.o. and the Croatian Association of Inventors - Entrepreneurs (Hrvatska udruga inovatora poduzetnika), with the support of their partners, sponsors, co-sponsors, and the network of certified mentors, helped the participants of the business plan writing competition to prepare their business plans and their pitch presentations. Of the 151 teams registered in the competition, ten teams qualified for the finale. This year, the finale of the competition took place on the third day of the Exhibition, on 15 November 2019, when secondary school and university students presented their business plans to the expert jury and won various awards. Also, family farms and innovators exhibited their products and innovations within the framework of the “Flavours and Traditions of Slavonia and Baranja” (Okusi i tradicija Slavonije i Baranje), the European IP Helpdesk presented a guide titled Intellectual property management at trade fairs in the Croatian language, and the EIT Food HUB Croatia organised the Awareness Day Zagreb 2019.



Be the Role Model 2019: finalists, jury, mentors, and TERA team



Be the Role Model 2019: the audience

You can find out more about the awards on the page no. 8 of the Exhibition Newsletter or by scanning the Exhibition QR code. The award ceremony took place on Friday, 29 November at 10:00 at the business premises of TERA Tehnopolis d.o.o.



GRAND PRIX BE THE ROLE MODEL 2019 for the best innovation was awarded to a student of the Faculty of Electrical Engineering, Computer Science and Information Technology Osijek, Armando Filić, for the innovation named Smart Solar Systems.



THIS YEAR'S GRAND PRIX for the best business plan was won by students of the Faculty of Agrobiotechnical Sciences Osijek: Nives Sić, Sanja Antunović, Ana Čolak, and Andrea Gregurec with the business plan named Horse Spirit for Human Health.

TERA TEHNOPOLIS IN 2019

1. TERA @ ‘Smart Intellectual Property for a Competitive Europe’

The representative of TERA Tehnopolis gave a remarkable presentation at the “Smart Intellectual Property for a Competitive Europe” conference. The organisers, the European Committee of the Regions and Finland’s Presidency of the Council of the European Union, gathered those who have the will and the means to change Europe for the better.



2. The start of the beeB project

TERA Tehnopolis is a partner in the beeB project consortium, whose mission is to provide beekeepers with technological and entrepreneurial support in the development of competitive and sustainable apiculture operations over a period of two and a half years of project duration. Find out more on the page no. 8.



3. Micro-grants for SMEs in the area of environmental protection



Bor-plastika d.o.o.

Bor-plastika d.o.o. has received a €50,000 grant within the KET4CleanProduction project. The project is being implemented in cooperation with research and development organisations International Iberian Nanotechnology Laboratory from Portugal and the Jožef Stefan Institute from Slovenia.



Phoenix d.o.o.

Within the KETGATE project, the Phoenix d.o.o. company has received a €20,000 grant to implement the project that aims to improve the mechanical properties of machine tooling. Phoenix d.o.o. is currently implementing the project in cooperation with a Hungarian research and development organisation Bay Zoltán Nonprofit Kft.

4. BBB 2019 our first Entrepreneurial Bootcamp



We had organised our first “Entrepreneurial Bootcamp” training. We spent two days analysing various business cases, creating multiple scenarios, talking to mentors of very different careers, but above all, we enjoyed learning, hanging out with interesting people, and we had a great time. Congratulations to all the participants and the mentors.

5. The E-business Incubator TERA project successfully completed

The E-business Incubator TERA project, implemented within the Business Infrastructure Development Programme, was completed at the end of October. The project improved the incubation TERA offers at Trg Ljudevita Gaja 6 and the consultancy services, which are the basis for the consultancy work with entrepreneurs. All the infrastructure developed within the project is fully operational.

6. AAA Certificate for Business Excellence of TERA



The AAA Certificate for Business Excellence is one of the most important European standards by which the quality of the business is defined. It is an internationally recognised standard and an indicator of the excellence of a company. For the outstanding results in the past twelve months, TERA Tehnopolis d.o.o. qualified for and passed the certification process by Bisnode, obtaining the AAA Certificate for Business Excellence.

7. Croatian citizens and the EU projects

As many as 68% of Croatian citizens stated that they are aware of the positive impact of EU projects. The TERA team is very proud of the fact that they contributed to this by implementing 44 EU projects in the period from 2008 – 2019.

Source: Panorama, no. 70 – autumn 2019.

EIT Food

The EIT Food programme is an initiative related to the agri-food sector, which connects companies, universities, and research centres in Europe and promotes entrepreneurship and innovations. TERA Tehnopolis has been implementing the EIT Food activities since 2018 when it became the EIT Food HUB for Croatia.

EIT FOOD IS ORIENTED TOWARDS SIX STRATEGIC OBJECTIVES

1. Overcome low consumer trust
2. Create consumer-valued food for healthier nutrition
3. Build a consumer-centric food system
4. Enhance sustainability through resource stewardship
5. Educate to engage, innovate and advance
6. Catalyse food entrepreneurship and innovation

EIT Food is oriented on and brings together three groups of stakeholders, experts and entrepreneurs, research centres and students and provides them with consultancy, educational, and financial support.

The EIT Food community encompasses regions throughout Europe, with the headquarters situated at Leuven (Belgium) and five regional offices in Munich, Reading, Leuven, Madrid, and Warsaw.



TERA TEHNOPOLIS, THE EIT FOOD HUB CROATIA, IMPLEMENTS ALL THE EIT FOOD ACTIVITIES, AND THE ESSENTIAL ONES ARE:

- **Regional Innovation Scheme (RIS) – RIS Fellowships** is an activity aimed at students and young entrepreneurs from the agri-food sector, which provides them with internships lasting from 3- 6 months, alongside monthly financial support of €1,350, in one of the renowned European companies.
- **EIT Food Government Executive Academy** activity is aimed at RIS countries government representatives of all levels, and researchers working in the field of agri-food innovations in the industry, academia, and European institutions. The Academy is a training programme that offers insight into challenges associated with food system innovations and regulations. It is also an opportunity to exchange best practices that will contribute to further improvements in Research & Innovation Smart Specialisation Strategies and future development of operational programmes based on the EU Structural and Investment Funds.
- **EIT Food Innovation Prizes** is an activity aimed at innovative entrepreneurial ideas that could transform the agriculture, fisheries or the food sector. The Innovation Prizes are awarded to entrepreneurs and early-stage startups to support the development of new products and services that can help transform our food system; making it healthier, more sustainable and more reliable. The participants of this activity have an opportunity to win financial rewards of €10,000 and €5,000.

EIT Food Awareness Day 2019

The second EIT Food Awareness Day 2019 was held on 15 November 2019 in Zagreb, within the framework of the international exhibition of innovations, prototypes, and business plans Be the Role Model™ Inova 2019®.

The event aimed to promote the activities of the agri-food sector that were carried out within the EIT Food project, an initiative in the “food” thematic area. A panel discussion on “What is required for the development of a competitive and sustainable agri-food business?” was held within the event. The participants of the panel discussion were: Josip Grgić (Croatian Bank for Reconstruction and Development - Hrvatska banka za obnovu i razvitak), Vesna Torbarina (Croatian Chamber of Economy - Hrvatska gospodarska komora), Vjekoslav Jukić (Croatian Ministry of Environmental Protection and Energy), Zvonimir Novak (EUVITA cluster), Domagoj Dumančić (the winner of the Demo Day 2018), and Valentina Stanić (a participant of the Erasmus for Young Entrepreneurs programme).

During the panel discussion, all the attendees had an opportunity to find out all the information necessary to initiate an entrepreneurial venture, both in the agri-food and other sectors. Moreover, the attendees were familiarised with the opportunities for business financing, finding business partners, and placing a new or existing product on the market. They also found out how to overcome other challenges that new entrepreneurs face.

The winner of the Demo Day 2018, Domagoj Dumančić, shared his experience of participating in the competition and starting a business to give the attendees a first-hand account of the advantages and the problems that potential entrepreneurs will encounter. Valentina Stanić, a participant of the Erasmus for Young Entrepreneurs programme, spent five months on an exchange in Vienna, where she worked in the agri-food sector, and accordingly, presented her thoughts on the subject “entrepreneurship abroad”.



JURAJ BUČEVIĆ AND DOMAGOJ DUMANČIĆ, the winners of the Demo Day 2018

The reward we won at the EIT Food Demo Day competition allowed us to launch our Use&Reuse project, which involves converting waste into commercial products. I would recommend this competition to all those who have “unconventional” and innovative ideas because it is aimed at the out-of-the-box ideas that truly cause a change in the sectors of the circular economy and urban food production.

Tera Tehnopolis implements the Demo Days competition within the framework of the Innovation Prizes activity since 2018. Students, entrepreneurs and early-stage startups are presented with rewards to support the development of new products and services that could help transform the food system, making it healthier, more sustainable, and more reliable. The competition is also a great opportunity to gain self-confidence, to connect with ambitious people, and to receive information on the grants provided by the EIT Food programme, the Croatian Small Business and Investment Agency (Hrvatska agencija za malo gospodarstvo i investicije - HAMAG-BICRO), and the Croatian Bank for Reconstruction and Development (Hrvatska banka za obnovu i razvitak - HBOR), whose representatives were also the jury members. The first Demo Day Croatia 2018 took place in Zagreb as a part of the international exhibition of innovations, prototypes and business plans Be the Role Model/Inova 2018. Marja-Liisa Meurice, the president of the EIT Food CLC North-East sp.z.o.o board of directors, was one of the jury members. The winners of the Demo Day Croatia 2018 were Juraj Bučević and Domagoj Dumančić, who won the €5,000 reward, as well as Mia Orešković and Tea Kordić, who won the €10,000 reward. Likewise, the EIT Food Demo Day competition was held this year, on 13 June 2019, at the premises of Tera Tehnopolis. The most successful participants went home with excellent deals. This year’s winner was the TEKY team (Kristijan Gorupić and Tea Januš), who won the €10,000 reward. The second place and the €5,000 went to the PRO-GUM team (Krešimir Žnidarec and Damir Vidović).



TEA JANUŠ AND KRISTIYAN GORUPIĆ, the winners of the Demo Day 2019

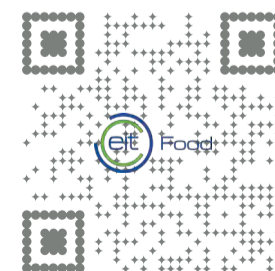
Participation in the Demo Day competition was an invaluable experience for us. The dedication, hard work, and self-restraint eventually paid off. The knowledge we have gained while creating the project cannot be replaced by any monetary reward. We are currently at the stage of refining biomass for moulds, detailed market analysis, and negotiations with potential future investors.

EIT Food Big Brand Bootcamp

The two-day workshop, EIT Food Big Brand Bootcamp 2019, was held on 30 and 31 November 2019. The workshop focused on the business improvement in pre-incubation and incubation phases. The mentors were experts in various fields, such as:

- Innovative product and market segmentation
- Business model and positioning
- Financing and market penetration
- E-commerce
- Business networking and cooperation
- Packaging, graphic design, and certification

The participants outlined the business problems they encountered or are still facing in short presentations. The mentoring sessions followed, during which the mentors provided constructive advice to assist the participants in overcoming their problems. There were plenty of team-building and networking activities. At the end of the workshop, the participants presented the solutions they intend to implement in their future business operations. All the participants and mentors have received certificates of participation in the Bootcamp, which will surely be of help in their further business ventures.



ERASMUS FOR YOUNG ENTREPRENEURS

Erasmus for Young Entrepreneurs

Do you want to develop business contacts abroad?

Do you want to improve or share your skills?

Do you want to discover new cooperation opportunities?

WE INVITE YOU TO PARTICIPATE IN ERASMUS FOR YOUNG ENTREPRENEURS

by tera tehnopolis

Why the Erasmus for Young Entrepreneurs programme?

If you are a new entrepreneur, the Erasmus for Young Entrepreneurs allows you to cooperate with experienced entrepreneurs who manage a small or medium enterprise (SME) in another country.

THE PROGRAMME ENCOURAGES:

- entrepreneurship
- competitiveness
- foreign market entry
- the growth of startups and the existing small and medium enterprises

How does the Programme work?

A new entrepreneur travels to the host's country, with financial support by the EU. During the exchange, which lasts from 1 to 6 months, the entrepreneurs cooperate and help each other develop their businesses. The Programme's local contact points in both countries provide support to both entrepreneurs during their participation in the Programme.

Who can participate?

- Potential entrepreneurs who are planning to start a business, or new entrepreneurs (with less than three years of experience) – as a new entrepreneur.
- Experienced entrepreneurs (owners-managers) with more than three years of experience in managing a company – as a host entrepreneur.

There is no age limit for participation!



NELA GROSS
with a host entrepreneur from Valencia

Erasmus for Young Entrepreneurs presents a great opportunity during the transitional period between graduating from university and finding first employment, which is nowadays hard to attain in Croatia. So many young people dream of starting their own companies but lack the experience, which can be gained only through practice. This Programme gave me an insight into management and other critical processes within a company, as well as into the human resources domain, which is the field in which I would like to start my own company someday. Moreover, I gained working experience in an international team composed of people from different countries in a country that was, until then, foreign to me. I had always known that in order to be successful in business, it is necessary to take a risk, and this is the smallest risk possible, considering the relatively simple application process and the fact that I had the support of my "intermediary organisation" during the entire process. I deem participation in such programmes as very important for the future of highly educated young people in Croatia.

MARIJA MEDUGORAC
on an exchange in Czech Republic

Erasmus for Young Entrepreneurs provides a fantastic opportunity for anybody interested in learning about entrepreneurship, regardless of their profession. As one of the foundations of the free society, entrepreneurship is underrepresented in the Croatian educational system. In other words, we have not yet found a link between our profession and the way we think about work, production and profit. Erasmus for Young Entrepreneurs allowed me to realise how to give something valuable to society and become independent, while at the same time working with

entrepreneurs and exchanging knowledge and experience. I was providing services in managing human potentials through the work with the host entrepreneur's interns, and he introduced me to finances, marketing, and company management. I realised an exchange in Brno, the Czech Republic, a country that was in a similar situation as Croatia in the 1990s. However, because they recognised the significance of entrepreneurship for a free and growing society, the Czechs managed to advance economically. There are plenty of opportunities in Europe. So, to all those who want to broaden their horizons, I recommend applying to the Erasmus for Young Entrepreneurs programme.



HOST ENTREPRENEUR

THE BENEFITS FOR HOST ENTREPRENEURS INCLUDE:

- developing business contacts abroad;
- working with serious and motivated new entrepreneurs who have fresh ideas
- gain knowledge of foreign markets
- find innovative solutions to improve your business
- discover cooperation opportunities
- expand your business into another country

A new entrepreneur will work in your company and contribute to its growth. On the other hand, you will share your entrepreneurial experience with them. That is going to be exclusively your obligation, and you will not be able to pass it on to somebody else.

YOU CAN PARTICIPATE AS A HOST ENTREPRENEUR IF:

- you have a permanent residence in one of the EU countries, as defined in the Programme
- you are the owner or a member of the board of directors of an SME
- you have more than three years of experience
- you are willing to share your knowledge and experience with a new entrepreneur, whom you will mentor.

For any additional information, contact us at ivana@tera.hr or visit us at Trg Ljudevita Gaja 6, Osijek.

NEW ENTREPRENEUR

If you want to become an entrepreneur, or you have recently done so, you are currently facing important decisions. You need help from somebody with "firsthand" experience. Learning by working on specific projects, together with an experienced entrepreneur, will provide you with answers to all your questions and prepare you for successful management of your own business.

BUT THAT IS NOT ALL, YOU WILL ALSO:

- develop business contacts abroad
- get acquainted with another market and different ways of business management
- perfect your skills in specific business branches
- meet successful businessmen
- discover cooperation opportunities
- receive financial support by the European Commission

YOU CAN PARTICIPATE AS A NEW ENTREPRENEUR IF:

- you want to become an entrepreneur and you strongly decided to start a company OR you are an entrepreneur who started a business within the past three years (there is no age limit)
- you have a permanent residence in one of the participating countries
- you have a specific project or business idea that is reflected in your business plan
- you can clearly express your motivation and the will to enter a business relationship with an experienced entrepreneur from another participating country
- you are prepared to cover the costs of your stay that exceed the amount of the financial support provided by the EU

VALENTINA STANIĆ
on an exchange in Vienna

When you realise that books cannot help you with finding a job or starting a business, you have to turn to a different solution. For that reason, I decided to participate in professional training abroad. The Erasmus for Young Entrepreneurs programme helped me not only to acquire business knowledge but also to get to know myself in the business world. Some will start their own company, some will work for a company in the private sector, but in both cases, they will know how to improve their work, as well as the business operations, which is very important for development



CIRCULAR ECONOMY IS A BIG ENTREPRENEURIAL OPPORTUNITY



Workshop "Step into the future without plastics", 5 June 2019

MOVECO

The implementation of the project MOVECO - Mobilising Institutional Learning for Better Exploitation of Research and Innovation for the Circular Economy has been successfully completed. Within the framework of the Danube Transnational Programme, MOVECO is an Interreg project, co-funded by the European Regional Development Fund (ERDF) and the Instrument for Pre-Accession Assistance (IPA). The total project budget was €2,203,277.54, with €1,724,89.37 funded by the European Regional Development Fund and €129,956.50 funded by the Instrument for Pre-accession Assistance.

With the motto "Your trash is my treasure", the main objectives of the MOVECO project included improving the framework conditions for innovations and promoting the economic growth, environmental sustainability, and social engagement in the Danube Region. The MOVECO project worked on raising awareness among companies, research institutes, public authorities, economic development institutions, and citizens. It emphasised the harmfulness of our current, linear economy and the necessity of the transition to the circular economy, which can be achieved through smart product design and innovative business models.

The linear economy is guided by the "produce-use-dispose" principle. Within such an economic model, resources are extracted and processed into products that are discarded after use. Thus, alarming amounts of resources are lost to landfills or by incineration and inefficient recovery. However, the leading idea of the circular economy is to retain the value of materials hidden in the waste within the economy for as long as possible. In fact, in the circular economy, products are designed and created to be easily shared, repaired, refurbished, and recycled, and all that by using renewable energy sources. Such an approach generates a positive effect on both the economy and the environment. The circular economy protects the resources and the environment by increasing resource efficiency and reducing the amount of waste and allows the economic growth and innovations, an increase of a company's competitiveness due to reduced production costs and reduced dependability on raw materials imports. Finally, it allows the creation of new jobs through the development of new business models, products, and services.

The Circular Economy Strategy, adopted by the European Commission, aims at "closing the loop" of product lifecycles by increasing the rate of recycling and reuse. Closing the loop of material streams poses many challenges for research and innovations. Those challenges include increasing the durability, reparability and recyclability of products, as well as improving waste management and resource efficiency in industrial sectors.

The MOVECO project responded to those challenges and set its objectives on the improvement of framework conditions and policy instruments for eco-innovation and the transition to the circular economy by fostering smart and sustainable growth and reducing disparities among the countries in the Danube Region.

Tera Tehnopolis d.o.o. from Osijek is a member of the MOVECO project consortium, which is composed of sixteen partners from ten Danube Region countries. The consortium includes government institutions, business support institutions, research and development organisations, and civil society organisations from Austria, Bulgaria, Germany, Moldavia, Hungary, Romania, Serbia, Slovenia, Slovakia, and Croatia. The MOVECO project has created a strong transnational partnership to meet the ambition to close the loop and has built bridges between policy-makers, research and development organisations, enterprises, and the public for the transition to the circular economy.

The objectives of the MOVECO project have been reached by creating a transnational strategy for the transition to the circular economy in the Danube Region, which recognised possible material streams and developed the implementation plan. The MOVECO consortium has developed three cross-country roadmaps for three innovation groups and established an action plan to support the transition to the circular economy, aiming to implement the transnational strategy. The Action Plan is aimed at small and medium entrepreneurs and composed of informative materials, training programmes, cooperation tools, and financing tools. The consortium has also developed an online platform to support the cooperation between business and research, a virtual marketplace to promote reuse and stimulate industrial symbiosis, and a mobile exhibition on best practices in the circular economy of the Danube region, which travels across Austria, Germany, Slovakia, and Slovenia.

● To visit the MOVECO project platform, follow the link <https://danube-goes-circular.eu/> or scan the MOVECO QR code.



THE MOVECO PROJECT SUCCESS STORY: OSPERA



Ospera is an independent association founded in 2013 in Osijek, aiming to introduce the principles of permaculture and sustainable living to the public, encourage the exchange of knowledge and skills and take the joint action in creating healthier and higher-quality surroundings. The association implements various projects, such as Solidar and Ekološka tržnica (Eco Market), Festival biološke raznolikosti (Biodiversity Festival), and Use & Reuse, which is based on the use of coffee waste for mushroom production.

With the help of the collaboration tool, developed within the MOVECO project, the association began the implementation of the circular economy and unleashed its potential for sustainable economic growth. The tool allowed them to create a business plan and a project proposal within the EIT Food project. The association also participated in the EIT Food Demo Day Croatia in Zagreb, on 16 November 2018. The EIT Food programme is the leading initiative in the agri-food sector that connects companies, universities, and research centres in Europe and promotes entrepreneurship and innovations. Within the EIT Food Innovation Prizes competition, prizes are awarded to entrepreneurs and early-stage startups to support the development of new products and services which can help transform our food system, making it healthier, more sustainable and more reliable.

By using the MOVECO information tools, Ospera obtained information on various events important for the development of their business, especially for the Use & Reuse project. The members participated in workshops, where they got acquainted with the fundamental business skills, as well as in the Be the Role Model™/Inova® 2018, within which they developed their business plan. That business plan won the EIT Food Innovation Prize and earned them financial support for further business development.

They also used MOVECO financing tools, which helped them find the most suitable financing opportunities. Besides winning the reward for the Use & Reuse project, this association got an opportunity to connect with potential investors and to participate in the high-quality training, which was carried out by experts.

The association members were motivated to continue developing their idea of recycling coffee waste for mushroom production and promoting a healthy lifestyle as a constituent of the green economy. The green economy promotes organic production, reduces the ecological footprint, and encourages physical activity, which is why they collect coffee waste only by bicycles.

Since this idea is based entirely on the circular economy principles, the MOVECO platform served as the first and the last point for further business development, as well as for finding potential partners and distributors.

Ospera currently offers fresh and dried mushrooms, but intends to extend the product assortment with pickled mushrooms, mushroom powder, and a home-grown mushrooms kit, named "Shrooms2go". Moreover, the extended offer includes humus of high quality and mosquito repellent candles, made of coffee waste, beeswax, and essential oils. The association is also preparing an online education for mushroom production on coffee waste.

● The Ospera association will continue to use the assistance of TERA Tehnopolis d.o.o. and the MOVECO project tools in all these activities



Domagoj Dumančić, the winner of the Demo Day 2018



The KET4CP project team at Tyndall institute in Cork, Ireland



KET4CleanProduction

The KET4CleanProduction project (KET4CP) aims at small and medium enterprises (SMEs) in the manufacturing sector throughout Europe. It is funded by Horizon 2020, the EU Framework Programme for Research and Innovation and lasts from January 2018 to February 2021. The project provides small and medium enterprises with micro-grants that cover 70% of the total project costs, in the highest amount of €50,000, provided as a lump sum. Micro-grants are offered for transnational cooperation projects between small and medium-sized enterprises and minimally two KET technology centres (KET TCs), whose aim is to integrate key enabling technologies (KET) to solve clean production challenges. The expected project duration is up to six months, and the next open call for project proposals will be launched on 31 January 2020.

The strategic objectives of the KET4CleanProduction project focus on providing support to manufacturing SMEs to connect with KET technology centres abroad and solve the clean production challenges. This results in the advancement of sustainability, innovativeness, and competitiveness. The use of advanced production technologies and related key enabling technologies leads to the improvement of production processes and makes SMEs more materially and energy-efficient.

The KET4CleanProduction project consortium is composed of 20 partners from 18 European countries. The partners are KET technological centres and members of the Enterprise Europe Network (EEN). TERA Tehnopolis d.o.o. joined the KET4CP consortium as an Enterprise Europe Network member. Within the project, TERA Tehnopolis d.o.o. raises awareness of SMEs on the clean production innovation for improved product quality, increased productivity, and improved environmental per-

BOR-PLASTIKA D.O.O.

Bor-plastika is a regional company that produces wastewater treatment devices, which are designed according to the European norms and serve for environmental protection. Through its activities, while trying to use alternative energy sources and preserve water resources to the fullest possible extent, the company develops new ways of wastewater treatment. The company's vision is to strengthen the economy and improve the quality of life for the entire community.

This year, Bor-plastika joined the KET4CleanProduction project and received a €50,000 grant for the introduction of the moving bed biofilm reactor (MBBR) technology in their production processes. The project is implemented in cooperation with two research-technology organisations, the International Iberian Nanotechnology Laboratory from Portugal and Jožef Stefan Institute from Slovenia. The main objective of this project is to improve the existing technology for the production of wastewater treatment plants and to reduce raw materials and energy consumption. The introduction of the MBBR technology will achieve all that while maintaining or improving the performance of the company's devices.

Bor-plastika currently uses around 200 tons of thermoplastics per year. The introduction of the MBBR technology will reduce the raw materials consumption and the device volume. This will also maintain or improve the device efficiency and reduce the consumption of energy and resources necessary for device testing (water, electricity). Thermoplastics reinforced with a bio-based nanocrystal will not only have a positive environmental impact but also improve the mechanical properties and reproducibility of biomass carriers, as well as reduce the use of oil-based material.

formance. Also, it connects Croatian SMEs with KET technological centres in Europe so they could apply for grants as partners.

The KET4CleanProduction project created an open innovation ecosystem, with all the information available at an online platform. Aiming to facilitate the grant application process, the project partners organised educational workshops for new business support institutions and devised a guide that simplified the creation of a technology request. Therefore, everyone can easily access important information and connect and start communicating with KET technology centres on the platform. Also, after the project completion, the matching system will be automated. All the project activities have been created with one goal in mind, and that is to create a self-sustainable ecosystem that unites the technology infrastructure, small and medium enterprises, and innovative advanced manufacturing technologies.

● To visit the KET4CleanProduction platform, follow the link <https://www.ket4sme.eu/> or scan the KET4CP QR code.

TERA – SAPO

TERA Tehnopolis advises entrepreneurs within a project that includes the provision of consultancy and online mentoring services and information services, aiming to promote the growth and development of SMEs. The project is co-funded by the European Regional Development Fund, and it is aimed at startups and existing small and medium entrepreneurs, legal and natural entities, tenants of the TERA incubator, and all the holders of innovative, technology-based ideas.

The project focuses on expert support regarding intellectual property protection, the EU funding opportunities, business planning, business internationalisation, finances and accountancy, and legal issues. Regarding intellectual property protection, entrepreneurs are provided with an assessment of the patentability of their idea, as well as trademark and industrial design availability. With its day-to-day activities, TERA strives to encourage entrepreneurs to apply for EU funds, with all the services offered by TERA Tehnopolis focused on that. The analysis of entrepreneurs' business, identification of tenders suitable for their entrepreneurial projects, and the assessment of their compliance with the requirements are all daily tasks of experts employed at TERA Tehnopolis.

WHAT DOES THE TERA – SAPO PROJECT OFFER TO ENTREPRENEURS:

- The assessment of their compliance with the EU funding requirements
- Mentoring in business plan writing
- Consultancy services on legal issues
- Individual analysis of patent, trademark, and industrial design availability.

This project, in the total amount of 608,298.00 HRK is co-funded by the European Regional Development Fund in the amount of 500,567.00 HRK. This eighteen-month-long project started in July 2018 and will last until December 2019.



Entrepreneur education within TERA – SAPO



KETGATE

The KETGATE (Central European SME Gateway to Key-enabling Technology Infrastructures – Sparking a new Transnational KET Innovation Ecosystem) project is implemented within the framework of the European Union Interreg Central Europe Programme. The project began on 1 January 2016 and lasts until 31 August 2020. It gathers business support institutions and research organisations and provides small and medium entrepreneurs with access to high-technology services, to strengthen the cooperation with relevant stakeholders in the field of research and technology.

The main objective of the KETGATE project is to deliver tools and network structures for the establishment of an international key enabling technologies (KET) ecosystem. The key enabling technologies are a group of six technologies: micro- and nanoelectronics, nanotechnology, industrial biotechnology, advanced materials, photonics, and advanced manufacturing technologies. Those also provide the basis for innovations in several industry sectors. Companies active in sectors like food, transport and he-

althcare make use of innovative infrastructures and technology services through regional channels.

The project aims to allow Central European SMEs the access to the state-of-the-art KET infrastructures of the highest quality, namely by connecting them with research-technology organisations in the field of key enabling technologies. The ultimate goal is to accelerate the process of introducing new technologies and transforming them into innovative solutions that can respond to societal challenges. The implementation of the KETGATE project platform creates an opportunity for a new network of regional smart access points, whose purpose is to develop services in the field of key enabling technologies. Those services will be aimed at small and medium entrepreneurs and created according to their needs. This also allows working on the creation of new transnational cooperation opportunities for small and medium entrepreneurs in Central Europe. Such a network shall represent a model of a sustainable transnational KET Innovation Ecosystem.

To encourage the connection with the KET Innovation Ecosystem, the Project develops "starter kits" and "toolboxes". As a result, small and medium enterprises will be able to more rapidly and more efficiently place their smart solutions on the market, influence private and public investments, encourage the dynamic development of knowledge-based on key enabling technologies, and influence changes in Central Europe.

● To visit the KETGATE project platform, follow the link <https://ketgate.eu/> or scan the KETGATE QR code.

PHOENIX D.O.O.

Phoenix d.o.o., a company situated in Orahovica, with more than fifty employees, is an established producer of springs and spring production machines. The company participates in the most prominent spring production fairs every year and serves customers from all around the world.

In the fully equipped 2000 m² production plant, the company produces various standard and custom-made spring production and wire bending machines and owns more than thirty machines.

Phoenix d.o.o. got involved in the KETGATE project and, in cooperation with the Hungarian research-technology organisation Bay Zoltán Nonprofit Kft., began the implementation of the project that aims to improve the mechanical properties of machine tooling, or more precisely, make them more durable and wear-resistant.

The main objective of this project is to investigate the damage on cutting tools used in spiral spring production and work out proposals for the extension of the tools' lifecycle. Similarly, the goal is to explore novel materials for tool production or further surface treatment, i.e., types of advanced materials, their requests, cost efficiency, and other specifications.

TERA TEHNOPOLIS D.O.O. in the next programme period

The **E**-business Incubator TERA project provided the crucial business infrastructure for a successful business

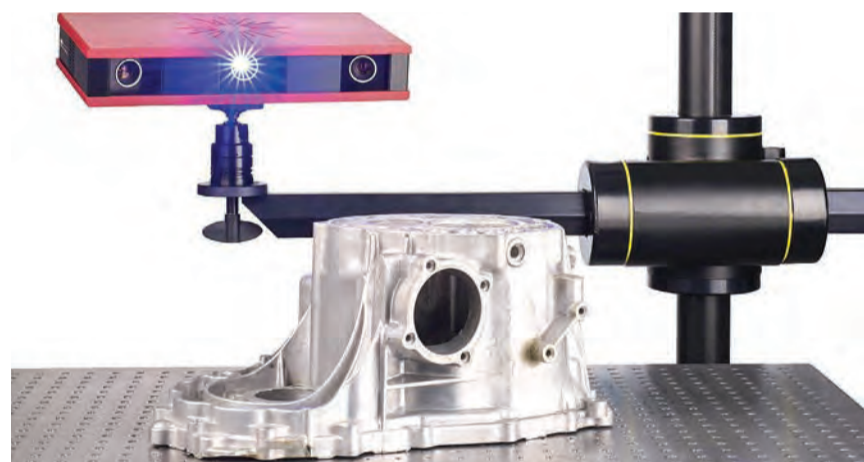
THE MAIN OBJECTIVES OF THE PROJECT ARE TO IMPROVE

- 1) the incubation by enhancing the quality of the business space TERA offers to entrepreneurs at Gajev trg 6
- 2) consultancy services by developing software tools that are going to be the basis for further consultancy work with entrepreneurs

TERA has developed into an institution that provides complete support to innovative entrepreneurs. It operates as a Technology Transfer Office of the home university and a regional Technology Transfer Office, certified by HAMAG-BICRO as a business innovation centre and a technology incubator. Within its business activities, TERA keeps up with international trends and develops services in accordance with the 3rd and 4th business incubator generations, which emphasise networking, virtual incubation, and online services. It offers access to technology, business, and financial networks, as well as support in the development of international businesses of its tenants and clients. Thus, new tools for entrepreneurs are currently under development. Those tools will facilitate business management, business planning, and result monitoring. With the digitalisation of services, TERA plans to expand the business on the entire region, but also include local business support institutions in the provision of specialised services and connecting with research institutions. The total value of the project, of 2,492,875.90 HRK, is co-financed by the European Union's European Regional Development Fund, Operational Programme Competitiveness and Cohesion 2014 - 2020, in the amount of 1,946,686.79 HRK.

WHAT DOES THE e-BUSINESS INCUBATOR OFFER TO ENTREPRENEURS:

- The use of business space in the TERA Incubator
- The use of the Incubator's equipment and software
- The use of significantly improved consultancy services



TERA 3D RAPID PROTOTYPING LABORATORY

- TERA 3D rapid prototyping laboratory has recently been upgraded with another top-grade device that, alongside the existing Ultimaker 2.0 3D printer, completes and improves the 3D laboratory services. It is a high-performance device of a guaranteed quality - 3D scanner ATOS Core 185 Essential 5M. The ATOS Core is specialised for 3D scanning of small and medium-sized objects up to 500 mm. It uses the verified advantages of the ATOS system, such as the blue light technology and the GOM stereo camera system. The laboratory is now able to provide a full service, from scanning 3D objects to printing 3D models.

ENERGY EFFICIENCY

- The efficiency in the use of resources, including energy efficiency, is an important project component. In co-operation with the home university, TERA has installed aluminium exterior windows of high-quality, which make the incubator much more pleasant to work in, while reducing the space heating and cooling costs.



BUSINESS MODEL #11 – DIGITALISATION

- The implementation of this business model largely depends on the possibility to transform a product or service into a digital form without losing the value for customers. Digitalisation enables simpler, quicker, and cheaper distribution on a much larger territory. In this case, the implementation of the digitalisation business model is two-fold. In the first phase, all printed publications were digitalised, and new kinds of multimedia were introduced, such as educational and promotional animated clips. The second phase included the creation of applications that allow business plan writing, investments studies, management of company resources, and project cycle management.

MORE ON BUSINESS MODEL AND INNOVATIVE ENTREPRENEURSHIP IN THE UNIVERSITY HANDBOOK INOVATIVNO3 PODUZETNIŠTVO (INNOVATIVE3 ENTREPRENEURSHIP).

STANDARDIZATION OF SERVICES INTENDED FOR ENTREPRENEURS USING THE PROJECT BOND



- Hrvatska agencija za malo gospodarstvo, inovacije i investicije HAMAG-BICRO (Croatian Agency for SMEs, Innovations and Investments) initiated the establishment of the Business Organisations Network Development - BOND, aiming to gather all business support institutions in one platform. The objective is to facilitate entrepreneurs' access to information, to ensure an integrated support in all stages of development, and to make business knowledge, services, and partners equally accessible to all. Of 169 business support institutions registered in Croatia, 59 participate in the first phase of the network development. TERA Tehnpolis is one of them, and its employees underwent an extensive education programme, which strengthened the advisory capacities of the company. The BOND members employee education is followed by the development of new standardised services of high quality that will be evenly accessible across regions and at disposal to all entrepreneurs.

e-INCUBATOR TERA – SUPPORT TO INNOVATIVE ENTREPRENEURS

- Knowledge and technology-based entrepreneurship is extremely demanding. So, to achieve and maintain long-term competitiveness and sustainability, the paradigms of high-technology global entrepreneurship must be taken into account. Small and medium entrepreneurs can develop their own products. However, they mostly take over research results from external sources. Regardless of the source, research and development are long-lasting and expensive. For a global, high-technology entrepreneur, intellectual property protection is an absolute prerequisite. It is the basis of an entrepreneur's maximal positive differentiation compared to the competitors, and an essential requirement for long-term success. An important attribute of knowledge and technology-based entrepreneurship is interdisciplinarity, which conditions systematic, not partial solutions, efficient team management, continuous learning and good contract writing. Finally, such entrepreneurs sell their products on a market whose buyers are overwhelmed with advertisements, so the uncertainty is the only thing they can be sure to encounter. Accordingly, business support institutions that help entrepreneurs also have to be qualified for the work in demanding and dynamic surroundings. With the assistance of the E-Incubator TERA project, the company has been fully prepared for efficient business operations in the next programme period.

FOR ALL THE INFORMATION CONTACT US BY EMAIL AT URED@TERA.HR OR BY PHONE AT +385 031 251 000. YOU CAN ALSO VISIT US AT TRG LJUDEVITA GAJA 6 IN OSIJEK, EVERY WEEKDAY FROM 8:00 AM TO 4:00 PM.



Enterprise Europe Network (EEN)



Enterprise Europe Network, as the largest business network, has been active in Croatia since 2008, and since then has been assisting Croatian companies with internationalisation and commercialisation of their innovations. By working together, six partnering institutions in the Croatian consortium secure the increase in the competitiveness of small and medium enterprises, as well as their growth on the single market and broader.

The Croatian partners of the EEN network are Hrvatska gospodarska komora (Croatian Chamber of Economy), HAMAG-BICRO (Croatian Agency for SMEs, Innovations and Investments), TERA Tehnopolis from Osijek, Technology Park Varaždin, University of Split, and STEPRI from Rijeka. Our goal is for the EEN to be recognised by the small and medium entrepreneurs and other stakeholders as an essential "European branch" of the regional/national business support systems, with a clear European added value and the provision of services held in high esteem by the clients.

With the assistance of our partners, namely, more than 600 institutions within the Network, we managed to help small and medium entrepreneurs to export within the single market and broader, as well as to increase their innovation management capacities

by using methodologies of high quality. Over the years, by organising info days, workshops, B2B meetings, and individual consultancy sessions, the Croatian consortium influenced and enabled the signing of 285 Business Cooperation Agreements between Croatian and foreign companies. Those agreements provide our companies with distribution, franchise, joint production, and licences in other countries.

The Croatian consortium provided the essential services to innovative companies and companies with innovation potential (Key Account Management - KAM) through support packages. The objective was to identify potential applicants for the H2020 -SME Instrument programme. The analysis of the innovation needs was followed by the agreement on further steps and the selection of trainers. Although we had provided only six KAM services out of 85 innovation potential assessments, everybody was very satisfied with both the Key Account Manager and the trainers' performance.

We hope to see more and more innovative companies in the following years, which will be able to use the "SME Instrument" funding, with the continuous assistance of the Enterprise Europe Network experts.

Vesna Torbarina, the EEN project manager in Croatia

HBOR and TERA supporting future entrepreneurs together



HBOR, the Croatian Bank for Reconstruction and Development, with other business support institutions, strives to help the existing and future entrepreneurs. For that reason, we cooperate with TERA Tehnopolis on the Be the Role Model™, to facilitate the process of starting a business for young people. Since young people find it the most difficult to acquire funding, HBOR has special funding programmes for the young, women, and start-ups.

Over the years, as the jury member, I have been pleasantly surprised by the quality

of the mentoring work and entrepreneurial ideas developed by the finalists. The business plans have all the attributes of the plans that are ready for funding and implementation. Therefore, I invite all the finalists and their mentors to a meeting in the HBOR regional office for Slavonia and Baranja in Osijek, so we could explore the possibilities of starting a business based on the prepared business plans, with the funding provided by the HBOR.

Boris Čagalj, Head of the HBOR Regional office for Slavonia and Baranja

Obrtnička škola Požega

(Trade School Požega)

For the students of the trade school in Požega, the participation in the competition in business plan writing Be the Role Model™ 2019 was another great acknowledgement of the hard work they had put into the realisation of their project. They realised the project through the activities within the Entrepreneur Team and the Media Group, whose members participate in extracurricular activities. The idea for our projects was born from the desire to make the students think like future tourism professionals. We started with the analysis of ourselves in the role of customers who always look for something new and then in the role of future tourism professionals who will satisfy that need. By brainstorming, we came up with two projects - wine ice cream (Vinys) and the production of healthy meals and the installation of self-service healthy food machines in schools (Vitaminium). During the work on this project, the leitmotif led us from the idea to the realisation.

Prof. Marijana Levar,
Obrtnička škola Požega



We are proud of our students' success. Students always have wonderful ideas, and if we give them space and direct their activities, we can learn so much from them. The long-time work in class has demonstrated that project teaching is the best method for realising the students' potential because it brings out their creativity and innovativeness that cannot be encouraged by the usual teaching methods. Student activities that strengthen their communication skills and vocational competencies are at the centre of our thought. The participation in the Be the Role Model™ 2019 once again confirmed to our students that hard work and effort are the essential success factors if there is a tendency to realise a business idea. The feedback we received as mentors supports the fact that our students improved their self-esteem and that they are proud of the acknowledgement they received, especially with regard to the other participants. To be a third-grade student of a trade school and to compete with final-year university students is a great challenge and a big recognition.

Prof. Jadranka Kaučić,
Obrtnička škola Požega



Within this project, the students have developed their idea from the concept to the realisation, unleashed their creativity, thought out of the box, believed in themselves, showed responsibility, and succeeded. We are so pleased that the expert jury of the Be the Role Model™ 2019 recognised the work of our students, as well as their enthusiasm, creativity, and entrepreneurial spirit. Also, in Tera Tehnopolis, we found a partner that will encourage the development of entrepreneurial competencies in students by giving them high-quality guidelines in entrepreneurial thinking and doing. Such cooperation is going to be an invaluable capital for our entrepreneurial team since it is the only way to encourage our students to take up entrepreneurship. You can check out our works and ideas at our websites <https://vinys.webnode.hr> and <https://vitaminum.webnode.hr>.



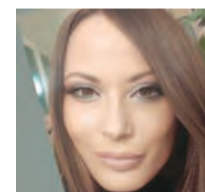
Hrvatska udruga poslodavaca

(Croatian Employers' Association)

The Croatian Employers' Association (HUP), a voluntary association of entrepreneurs, promotes the entrepreneurial spirit and entrepreneurs' rights and freedoms. Within their activities, they pay particular attention to young people, the future staff of their members. By conducting business education (the PUMA programme) for fifteen years, this association has been providing the best students of the University of Josip Juraj Strossmayer in Osijek with free-of-charge seminars and workshops. For excellence, the association is involved in the projects of partner organisations, including those of TERA Tehnopolis. For fifteen years in a row, the Croatian Employers' Association has been rewarding the best student business plans within the framework of the BE THE ROLE MODEL™ exhibition.

HUP has recognised that, by cooperating with TERA Tehnopolis on joint projects, we can do so much more for the young, but also for the wider community, in strengthening their entrepreneurial spirit. For that reason, the excellent cooperation between HUP and TERA continues in the future, to the benefit of not only the incubator tenants or HUP members but also the benefit of a wider community.

Ivan Sarić, Legal advisor at the Regional Office in Osijek



College of Applied Sciences "Lavoslav Ružička" in Vukovar

The business plan writing competition BE THE ROLE MODEL is a big challenge for both the students and me as a mentor. With their innovative ideas, each year, the students of the College of Applied Sciences "Lavoslav Ružička" in Vukovar prove that the proactive approach and the persistence on the business idea always pay off, while conveying a message to their colleagues on the importance of learning from personal experience as well. We are grateful to TERA Tehnopolis, who, through the development of the partnership with Croatian and European business institutions and the public sector, allowed the contestants to transform their ideas into a successful entrepreneurial venture. We are looking forward to new challenges and the next BE THE ROLE MODEL™ competition.

Associate Dean Darija Ivanković, M.Sc., senior lecturer

THE ERASMUS+ BEEB PROJECT – BEEKEEPING BRIDGES

Without bees, our lives would be significantly different, and bees are currently endangered and need our help. The beeB project aims to help the beekeepers develop a competitive and sustainable business in the following way:

- To contribute to the acquirement and development of basic skills and key competencies in smart beekeeping, based on the continuous professional training, with the aim to facilitate the process of innovations, economic growth, and social cohesion through education, training, and personal development.
- To reduce the disparities in the approach and the inclusion of groups with fewer opportunities, such as family and female beekeepers, and the unemployed in rural areas, encouraging the inclusion and gender equality through formal and informal education based on the use of innovative and digital technologies and continuous professional education.



- Develop and structure partnerships for the promotion of learning on the beekeeping sector at a workplace, and create skills and competences for the people who are or intend to be beekeepers, and who have no experience and knowledge in that area.
- The initial project meeting took place alongside the XX. Portuguese National Beekeepers Forum and it was a great pleasure talking to innovators, scientists, and practitioners about the details of the future project. TERA Tehnopolis is a partner who is in charge of the entrepreneurship education for beekeepers and had the pleasure to give a lecture on the subject: "What to do and not to do when developing an innovative business".

The project partners are: Norges Birokterlag, Forening, Norway, EOSA - Estrategia y Organización SA, Spain, Eesti Maalikool, Estonia, Bio-Distretto Cilento, Italy, Instituto Politecnico de Viseu, Portugal, and TERA Tehnopolis d.o.o., Croatia.



Nives Sić, Sanja Antunović, Ana Čolak, Andrea Gregurec
(Faculty of Agrobiotechnical Sciences Osijek);
Business plan Horse Spirit for Human Health:
THE WINNERS OF THE GOLD MEDAL (1ST PLACE)
AND THE GRAND PRIX 2019 FOR THE BEST BUSINESS PLAN



Tomislav Kaučić, Luka Penezić, Filip Šangut, Goran Alković, Bruno Bašić
(Faculty of Electrical Engineering, Computer Science and Information Technology Osijek, Faculty of Organisation and Informatics);
Business plan InFlower:
THE WINNERS OF THE SILVER MEDAL (2ND PLACE)



Ivan Banjadvorec, Marko Markešić, Matej Uhlarić, Krunoslav Vrljić
(College of Applied Sciences "Lavoslav Ružička" in Vukovar);
Business plan Share4play:
THE WINNERS OF THE BRONZE MEDAL (3RD PLACE)



The teams Vinys and Vitaminumm (Obrtnička škola Požega)
MENTORS: prof. Marijana Levar and prof. Jadranka Kaučić



The teams Smartwatch, Danubius game, and Share4play
(College of Applied Sciences "Lavoslav Ružička" in Vukovar)
MENTORS: Associate Dean Darija Ivanković, M.Sc., senior lecturer and Miljenko Smit, M.Econ., senior lecturer

Be the Role Model™ Special awards

Since the beginning, TERA Tehnopolis has been paying special attention to the commercial capacity of the innovations exhibited at the Exhibition. For that reason, it presents special awards, and not only as a recognition for the achievements but also as an incentive to continue working on commercialisation of innovations. The award is presented for a commercial product of high-quality, or a functional prototype. However, there is one exception, the "Visionary concept special award". The most prominent awards GRAND PRIX Be the Role Model™ are awarded in two categories: for the best innovation and the best business plan. Receiving that award is often the basis for a later "guerrilla marketing" campaign.

● We assign special significance to mentors, who after participating in the training in business plan writing, carry out the education among their students. After the training in business plan writing within the I-Dare project, conducting the business plan writing education in secondary schools proved to be a very successful move. Since then, secondary school students participate alongside the university students in the finale of the Be the Role Model™ competition.

No.	BE THE ROLE MODEL 2019 SPECIAL AWARD	INNOVATION TITLE	INNOVATOR	INSTITUTION
1.	GRAND PRIX BE THE ROLE MODEL FOR THE BEST INNOVATION	Smart Solar Systems	Author: Armando Filić Mentor: Dominika Crnjac Milić, prof., PhD	Faculty of Electrical Engineering, Computer Science and Information Technology Osijek
2.	GRAND PRIX BE THE ROLE MODEL FOR THE BEST BUSINESS PLAN	Horse Spirit for Human Health	Authors: Nives Sić, Sanja Antunović, Ana Čolak, Andrea Gregurec Mentor: Ivan Stefančić, prof., PhD	Faculty of Agrobiotechnical Sciences Osijek
3.	BE THE ROLE MODEL SCIENTIFIC INNOVATION	A portfolio of innovations moved by pneumatic muscles	Authors: Andreas Šantek, Šime Grbić Mentors: Željko Šitum, prof., PhD Juraj Benić, M.Sc.Mech.Eng.	Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb
4.	BE THE ROLE MODEL GASTRO	Vinys and Vitaminumm	Authors: group of students of the Obrtnička škola Požega (Trade School Požega) Mentors: prof. Marijana Levar, prof. Jadranka Kaučić	Obrtnička škola Požega (Trade School Požega)
5.	BE THE ROLE MODEL VISIONARY CONCEPT	Sludge Screw Press	Author: Zvonimir Lukadinović	Bor-plastika d.o.o.
6.	BE THE ROLE MODEL THE BEST FEMALE INNOVATOR	Danubius game	Authors: Marijana Bataković, Dejan Marković, Sandra Opšić, Anamarija Švenda Mentor: Darija Ivanković, M.Sc., senior lecturer	College of Applied Sciences "Lavoslav Ružička" in Vukovar
7.	BE THE ROLE MODEL THE BEST	Portfolio of products for a healthy lifestyle	Author: Josip Užarević	Croatian Association of Innovators-Entrepreneurs (HUIP)
8.	BE THE ROLE MODEL ACHIEVEMENT IN THE CIRCULAR ECONOMY	Idun enzyme	Author: Verica Šalata	Croatian Association of Innovators-Entrepreneurs (HUIP)
9.	BE THE ROLE MODEL KEY ENABLING TECHNOLOGIES (KET)	Smart clothing for the people diagnosed with dementia	Authors: Snježana Firšt Rogale, Željko Knezić, Suzana Uran, Siniša Fajt, Daniel Časar Veličan, Damir Begić, Sonja Šterman, Simon Rajh	University of Zagreb Faculty of Textile Technology
10.	BE THE ROLE MODEL JUNIOR	RGB Infinity Mirror and Racing Drone	Authors: Luka Bjedov, Bartol Gašpar, Antonio Škrinjar Mentor: prof. Mirko Mešić	Elektrotehnička i prometna škola Osijek (Electrical Engineering and Traffic School Osijek)

No.	WINNER	BUSINESS PLAN TITLE	UNIVERSITY/FACULTY
GOLD MEDAL			
1.	Nives Sić Sanja Antunović Ana Čolak Andrea Gregurec	Horse Spirit for Human Health	Faculty of Agrobiotechnical Sciences Osijek
SILVER MEDAL			
2.	Tomislav Kaučić Luka Penezić Filip Šangut Goran Alković Bruno Bašić	InFlower	Faculty of Electrical Engineering, Computer Science and Information Technology Osijek
BRONZE MEDAL			
3.	Ivan Banjadvorec Marko Markešić Matej Uhlarić Krunoslav Vrljić	Share4play	College of Applied Sciences "Lavoslav Ružička" in Vukovar

No.	INOVA SPECIAL AWARD 2019	INNOVATION TITLE	WINNER	INSTITUTION
1.	THE BEST EXHIBITOR IN COSMETICS	COSMETIC PRODUCTS LINE	JOSIP UŽAREVIĆ	CROATIAN ASSOCIATION OF INNOVATORS-ENTREPRENEURS (HUIP)



Armando Filić (FERIT);

Smart Solar Systems innovation:
WINNER OF THE GRAND PRIX 2019 FOR THE BEST INNOVATION



Josip Užarević (HUIP);

Portfolio of products for a healthy lifestyle and a Cosmetic products line
WINNER OF THE SPECIAL AWARDS BE THE ROLE MODEL THE BEST AND THE BEST EXHIBITOR IN COSMETICS



Verica Šalata (HUIP);

Innovations Idun enzyme and Iduna natural cosmetics:
WINNER OF THE SPECIAL AWARD BE THE ROLE MODEL ACHIEVEMENT IN THE CIRCULAR ECONOMY



Mirela Brechelmacher (CTR);

Razvojna agencija Brodsko-posavske županije (Brod-Posavina County Development Agency), in cooperation with TERA, has achieved synergy in providing support to entrepreneurs, especially regarding the "STRONGER" project branding, intellectual property protection, and gaining experience through the Erasmus for Young Entrepreneurs programme

