

# B-hub Acceleration Mentors: who will be delivering acceleration?

*The B-hub consortium is a team of experts that unite to scale up European blockchain startups.*

*All have extensive experience in startup coaching on a European and global level; and master key levers of SME development such as sales, marketing, business modelling, product management, compliance, intellectual property protection, fundraising and investments.*

*B-hub's internal capacities are amplified by a substantial network of actors in the corporate, finance, investment, innovation and tech sector.*

*Discover B-hub's team of acceleration experts!*

## CONNECT GLOBAL



### SILVAN JONGERIUS

HEAD OF B-HUB FOR EUROPE, GERMANY

Silvan Jongerius is the Head of B-hub for Europe at Connect Global, the German partner in the B-hub for Europe consortium. He is a recognized expert for data protection and GDPR regulation for deep tech, in particular for blockchain, and is the founder of TechGDPR, a boutique consultancy on privacy for technology. Silvan has spent over 12 years in senior technology leadership, general management and innovation for large technology educators, and has focused on Blockchain projects since 2014. Silvan is the initiator and co-chair of the privacy working group at INATBA ([inatba.org](http://inatba.org)) and the President and Founder of BerChain ([berchain.com](http://berchain.com)), a non-profit with the mission to connect and promote the blockchain ecosystem of Berlin.



### GERALD HOFF

HEAD OF CORPORATE PARTNERSHIPS, CONNECT GLOBAL

Gerald is a Sales Expert and Entrepreneur with 18 years of experience and a passion for Sales & Sales Management in different industries (Benefits, IT & legal). In 1999, he started out as a part time sales assistant in the financial industry. 15 years later he made an impressive old economy career in this field.

At the time the industry had little to no digital and disruptive business cases and Gerald decided that instead of being part of the problem, he'd rather be part of the solution.

In 2014, he started providing startups and companies with the knowledge of how to implement a sustainable sales process. His mission is to help great products break through by scaling them via a smart and powerful sales solution. After scaling sales as Head of Sales at Sensorberg, he's currently Head of Corporate Partnerships at Connect Global, where he's helping to further innovation by connecting cutting-edge startups and major industry players globally.

## CONNECT GLOBAL



### **PROF. DR. MANFRED HAUSWIRTH**

PROFESSOR AT TU BERLIN; MANAGING DIRECTOR AT FRAUNHOFER FOKUS DIRECTOR; WEIZENBAUM INSTITUTE FOR THE NETWORKED SOCIETY

Over the last 30 years Fraunhofer FOKUS has founded more than 30 spin-off companies under the leadership of Prof. Manfred Hauswirth. Since October 2019 Prof. Hauswirth has been co-spokesman for the field of quantum computing at the Fraunhofer-Gesellschaft. In his research work, he engages particularly with distributed information systems, the IoT, data stream processing, AI and advocating for sustainability in technology.



### **EDEN DHALIWAL**

GLOBAL MANAGING DIRECTOR AT CONFLUX NETWORK; EXECUTIVE ADVISOR AT OUTLIER VENTURES

Experienced blockchain expert & start-up architect, Eden Dhaliwal is the global managing director at Conflux Network, an open protocol for a new world of DApps, finance, and Web 3.0. With 14 years of experience in emerging tech, Eden is an industry leader in discovering, incubating and investing in the next generation of the internet. Previously, as a Partner at Outlier Ventures, Eden built the firm's cryptoeconomics practice and currently supports the venture firm as an Executive Advisor.

## CONNECT GLOBAL



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### ANDREAS DITTRICH

HEAD OF BLOCKCHAIN SOLUTIONS CENTER AT T-SYSTEMS MULTIMEDIA SOLUTIONS GMBH

Andreas Dittrich leads the Blockchain Solutions Center at T-Systems and establishes the company as a trusted 3rd party that helps solving problems on the strategic and technological levels. Andreas says that Blockchain is all about adding transactions to the chain and making them transparent and immutable. His expertise lies in ensuring that those transactions are properly validated before they are added to the chain.



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### FELIX ISRAEL

MANAGING DIRECTOR AT BERLIN INNOVATORS

Felix is a seasoned entrepreneur experienced in both corporate and startup environments. His passion lies in bringing customer-centric products to market based on well thought-out concepts and strategies. Felix values speed, simplicity, design, data-driven decisions, and straightforward business models.

## CONNECT GLOBAL



### **ECKART BURGWEDEL**

ENTREPRENEUR | LAWYER | ENGINEER; CO-FOUNDER AND CEO AT UBERCHORD

Eckart has over 20 years experience in building software companies with strong digital products, both in startup and corporate environments. He is a lawyer by training, a software professional by vocation, and an entrepreneur by heart. Eckart is a seasoned expert for complex digital transformation projects and company building for companies like Aareon, Axel Springer, BSH Home Appliances, futureLAB, Mivune, Volkswagen, SUVA, Swisscom, Zumtobel and others.



### **CHRISTINA OELKE**

LAWYER & SENIOR LEGAL COUNSEL AT VAUNET GERMAN MEDIA ASSOCIATION

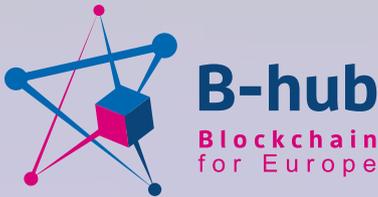
Christina Oelke is an IP/IT lawyer with 12 years of experience. Her expertise lies in consulting of national and international startups on the regulatory issues, industrial property and IT law, protection and exploitation of information technology and development results within R&D.



### **SASCHA KARSTAEDT**

MANAGING DIRECTOR GERMANY AT FOUNDER INSTITUTE

Entrepreneur, Investor, Strategic Corporate Advisor, Keynote Speaker, Innovation Consultant, Workshop Facilitator.



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## CONNECT GLOBAL



**JASMINE ZHANG**  
PARTNER AT IOSG VENTURES

IOSG Venture is an early-stage fund for decentralized protocols and companies. We're a community of founders, engineers, and researchers who pool our capital, expertise, and networks together to support the world's most ambitious teams. Since 2016, we have invested in 56 blockchain projects.

IOSG Venture is one of Polkadot's largest investors, Blockstack's Asian Strategic Investor, NEAR Protocol's China community lead investor and Casperlabs's Asian Strategic and advisory Investor.



**DR. TORSTEN OELKE**  
EXECUTIVE CHAIRMAN AT CONNECT GLOBAL

Dr. Torsten Oelke is Executive Chairman at Connect Global and active as Investor, company owner and founder of digital businesses. He is an active Member of Advisory Board for the young digital economy for the German Minister of Economic Affairs and Energy.

Oelke's industry and other relevant expertise comprises: Digital Economy, Industry 4.0; Startup and incubator, Startup ecosystem and global matchmaking platform; Business evaluation of over 1,000 applications and startup business plans; Concept, execution and operation of diverse accelerator and incubator programs; Long-term advisor of top management of one leading European online classified portal; Initiator of a Berlin-based digital conference "Valley in Berlin" (since 2014); Managing Director of digital transformation companies with over 100 projects in mobile, digital strategy and operations, lean startup methods, startup projects, hackathons and startup weekends, mobile app development, digital business building canvas.

Oelke's Functional expertise consists of: Strategy development; Digital transformation; Lean startup; Hackathons; Business modeling and KPI; Reorganisation and Restructuring; Accelerator.

## INNOVA



**ALEARDO FURLANI**  
CEO INNOVA

Founding Director and CEO of INNOVA, an Accelerator and Applied Research Lab based in Rome since 1993 with operations across Europe and US and a seed capital fund, Invent, which has now a portfolio of 14 high-tech startups. Aleardo is also the founding Director of Inavya a UK-based technology venture with special focus on machine learning, quantum computing and artificial intelligence based in London. He is member of the Board of Roma Startup, the association of accelerators, incubators and innovation stakeholders in the Lazio Region. Aleardo is expert in business modelling, marketing and scale-up. He engages globally at senior level across government, finance and corporate areas. He is an expert in IPR strategies formulation.



**ANTONIO ZANGRILLI**  
CEO - INVENT

Expertise in business modelling and business development for innovative technologies. As a business expert, he contributed to several market deployment projects, mainly related to innovative IT services for SMEs. CEO at Invent, a seed capital fund investing in research spin-offs and high-tech startups with 14 deals actually in its portfolio. Senior consultant at INNOVA dealing with acceleration services for startups and deep-tech companies. He is a member of juries in pitching sessions for fundraising. He is a trainer for young entrepreneurs. He is expert evaluator for the European Commission and Innovation agencies at national and regional level.

## SPHERIK



### CRISTINA JUC

EXECUTIVE DIRECTOR @ SPHERIK

Executive Director of Spherik Accelerator, Cristina has been involved in the local and regional startup ecosystems for 5+ years, organizing and supporting initiatives such as Startup Weekend Cluj, How to Web, Edtech Romania, etc; mentoring and judging various startup competitions and hackathons. Her background is in product and project management, marketing and communication.



### MIRCEA VADAN

PROGRAM MANAGER @ SPHERIK

Mircea is involved in various projects and communities related to startups ecosystems. He founded Cluj Startups community in 2013 and later on FreshBlood.Health and Cluj.AI as domain focused organisations/communities. He is also involved in Spherik Accelerator on B-Hub program, in Fintech.Camp and Romanian IT and managing Activize.Tech, a company focused on consultancy for corporates, startups, accelerators and VC funds. He is working with startup teams on various topics such as idea validation, product shaping, product metrics, go-to-market strategy, business development and investment. In the software sector, he is part of TechMatch, a company focused on business development and lead generation/referral for software development companies.

## SPHERIK



### **ECATERINA SILOVA**

PROJECT MANAGER & HEAD OF EU PROJECTS @ SPHERIK

Ecaterina has close to 6 years of experience in management consulting, with a focus on innovation projects and EU funding for companies building disruptive products. She has helped multiple CEE-based startups raise EU grants and advised tens of teams in their funding readiness journey. She has been active in the local entrepreneurship ecosystem by organizing several startup community events of various scope and size, from small thematic meet-ups to large regional conferences, as well as training sessions for the private, public and non-governmental sectors. Ecaterina is also a co-founder of an NGO aimed at informal education on digital communication subjects, and is a US State Department alumna from the Digital Communication Network fellowship program.



### **CIPRIAN CRACIUN**

OPERATIONS MANAGER @ ACTIVIZE

Ciprian Craciun has over 5 years of experience in business development, operations, product and project management. He has led more than 10 international product and project teams and has been active in the startup ecosystem from both Romania and Argentina.

## STARTUP DIVISION



### **VYTAUTAS CERNIAUSKAS**

EXPERT @ STARTUP DIVISION

Vytautas Černiauskas, has an International MBA degree and over 13 years of experience in business development, operations, project management, communications, and managing startups. Previously, Vytautas worked at Swedbank and Uber. He has mentored, coached and advised around 100 startups.



### **UGNIUS RAMANAUSKAS**

INNOVATION EXPERT @ CIVITTA

Ugnius Ramanauskas, an expert at CIVITTA, has a Masters degree from the George Washington University, over 12 years of experience in finance, product management, digital marketing and analytics, and managing startups. Previously, Ugnius worked at Ernst&Young, the World Bank, the Foundry, and managed his own startup for 3 years. He has mentored, coached and advised dozens of startups.

## STARTUP DIVISION



### **OLGA BARRETO GONCALVES**

EXPERT AT CIVITTA

Olga holds BSc in Economics and Business Administration from the Stockholm School of Economics in Riga and MSc in Energy, Natural Resources and the Environment from the Norwegian School of Economics. Having worked in the real estate, investment banking and renewable energy sectors, she gradually gravitated towards entrepreneurship, innovation and tech4good. After nearly a decade spent in South East Asia, Olga returned home in 2016 to become a Chief Startup Instigator at Investment and Development Agency of Latvia, where until July 2020 she was leading StartupLatvia team, a governmental taskforce to design startup support instruments and promote local innovation ecosystem globally.



### **MARIJUS ANDRIJAUSKAS**

PORTFOLIO PRINCIPAL AT STARTUP WISE GUYS

Marijus is an entrepreneur, analytical and creative thinker, technologist. He's a team-oriented leader with over 15 years' experience spanning company management, strategy, sales, marketing, business development and operations for software markets and technologies. Currently, as a Portfolio Principal at Startup Wise Guys, he manages 200+ VC portfolio startups. He's always in the process of fundraising, startup and VCs relations, traction and daily life challenges founders meet. Strategy, pitch decks, investor decks, fundraising, business plans are the key areas he advises as a mentor over the program.

## SYSTEMATIC



### **KARL GEDDA**

DEVELOPMENT DIRECTOR AT SYSTEMATIC PARIS-REGION

Karl Gedda works as a Deep Tech Expert to support entrepreneurs. He has a bi-national Master's Degree from Paris and Berkeley business schools and completed undergraduate studies in sciences & engineering in France. He acts as an expert for BPI and I-lab contest for spin-off creation and is a coach for SME instrument winners. He has published articles on sustainable development as a key driver for innovation. Currently, he is preparing a PhD on the impact of entrepreneurship on Innovation Ecosystems.

Karl was a serial entrepreneur, in both California and France, as well as a strategic consulting manager in both countries. Before joining Systematic, Karl was cluster manager at OpticsValley, Paris Region Photonics & Deep Tech hub. He has more than 20 years of experience in the field of business strategy and development as an entrepreneur, a consultant for EY, and as a cluster manager. He is highly involved with stimulating and coaching students-entrepreneurs. Currently he is coordinating the acceleration program designed in Deep Tech 4 Good.



### **ISABELLE VEIL**

SME-INVESTORS COORDINATOR AT SYSTEMATIC PARIS-REGION

Isabelle Veil has worked at Systematic Paris-Region since 2013, focusing on Venture Capital and private equity activities. She provides support for technology companies in order to develop their activities during early-stage corporate and business development. She involves industrials, public institutions and PE funds to accompany and to finance SMEs. Isabelle settled EIP Label (Entreprise Innovante des Pôles - Cluster Innovative Enterprises) since its creation in 2009. Currently, Isabelle is leading "REINDustry", an accelerator program for digitalization of the industry. This action is co-funded by DIRECCTE (the regional representation of French Economics Ministry) and major corporations. The aim is to reach some POC of innovative solutions proposed by scale-up thanks to the launching of technological challenges provided by the large manufacturing companies.

She published three studies on Corporate Venture activities in France, in order to facilitate investments in digital SMEs. Before joining Systematic, Isabelle had 15 years' experience in developing digital SMEs in Italy and France, business and corporate development.

## SYSTEMATIC



### **RODRIGUE GERMANY**

HEAD OF CYBER & SECURITY HUB AT SYSTEMATIC PARIS-REGION

Rodrigue Germany works as Head of the Cyber & Security Hub at Systematic Paris-Region. Rodrigue has a Master in Physics. He coordinates an ecosystem of industrials and academic stakeholders, facilitates the emergence of collaborative projects between Startups, SMEs, industrial groups and laboratories to accelerate innovation and increase companies positioning inside and outside Europe. He also supports business development on e-technologies.

Before joining Systematic, Rodrigue had over 20 years of experience as a Telecom Expert in the telecommunications industry. He used his technical and management backgrounds to develop international system deployments. He worked in different culture values (Europe, Asia, Africa), and on different technologies such as GSM900-GSM1800-DUALBAND, UMTS, WiMax.