



**HHL**

LEIPZIG  
GRADUATE SCHOOL  
OF MANAGEMENT

*HHL*  
*Best Founders*  
*Competition*

# *4<sup>th</sup> HHL International Investors Day*

*Digital Transformation of Industries with focus on AI and SaaS*

*June 13 and 14, 2017*

*HHL Campus, Leipzig Germany*

*and Leipziger Baumwollspinnerei*

## ***Take part in the 4<sup>th</sup> HHL International Investors Day***

*On June 13 and 14, 2017, the 4th HHL International Investors Day will take place at HHL. In this event, founders, investors and representatives from big corporations will come together and will discuss how the topics of Artificial Intelligence (AI) and Software as a Service (SaaS) will disrupt current industries and what opportunities this will create for founders and investors. Thereby, the focus will be on the three industries Energy-Tech, Smart City and MedTech. Again, the event will be a mix of panel discussions and key-note speeches of investors, successful founders and industry experts. Various speakers from Silicon Valley will join the event and contribute the newest insights.*

*You can register online for the HHL International Investors Day until May 28, 2017. Please use the link “Registration” on our website <http://www.hhl.de/investorsday>.*

## ***Take part in the HHL Best Founders Competition***

*You have a great business idea and want to attract money to realize the idea? Submit your idea until April 23, 2017 and you may be selected to present your ideas to well-known investors and attract a first financing. The best business concept will win the HHL Best Founders Award including prize money of 2,000 Euro. The second prize is 500 Euro. In addition, we award the KARL KOLLE Prize of 1,500 Euro for the best technology based-ideas. We are looking for ideas*

- mainly focusing but not limited to the area of digital business*
- that have already been developed into a full business concept*
- that are already in the process of being realized or have already been realized (not older than 2 years).*

*To take part in the idea competition, please send your pitch-deck (as pdf) to [investorsday@hhl.de](mailto:investorsday@hhl.de) until April 23, 2017. Selected teams are invited for a virtual presentation on May 5, 2017 (through a video conferencing tool). The best virtual presentation will be awarded with 500 Euro prize money. The six best teams will be invited to pitch at the HHL International Investors Day to compete for the awards.*

*The head of the jury is Hendrik Krawinkel, Co-Founder and Managing Partner at FinLeap. The jury further includes representatives from various venture capital funds and partners from HHL.*

### ***Apply for the Best Bio-based Business Award***

*For the second time, we will honor the best ideas from the bio-based economy and the energy field with the Best Bio-based Business Award. We are looking for the best pitches in the fields of bio-based and energy-based products and services. To take part, send your pitch deck (as pdf) to [julia.busch-casler@hhl.de](mailto:julia.busch-casler@hhl.de) until May 5, 2017. Selected teams will be asked to take part in a virtual consultation (via a video conferencing tool) between May 10 and 18, 2017. The best entries will then be invited to pitch at HHL International Investors Day. The best pitch will receive a 500 Euro cash prize and is eligible for a fast track application for the TGZ Halle Accelerator. Antje Strom, Partner at KMPG will be head of the jury. The jury will consist of representatives from Bio-Net Leipzig, the German Biomass Research Centre (DBFZ) and more.*

*More information for both competitions can be found on our website <http://www.hhl.de/investorsday>*

## **Entrepreneurial Network Event on June 13, 2017 at Leipziger Baumwollspinnerei**

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- 7:00 p.m.** *Panel Artificial Intelligence*  
*Fabian Westerheide* | Coordinator AI, Bundesverband Deutsche Startups e.V.  
*Holger Weiß* | CEO and Founder, German Autolabs  
*tba, next 47 \**  
Moderation: *Frank Schmiechen* | Chief editor, Gründerszene
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- 8:00 p.m.** *Snack and networking*
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## **HHL International Investors Day on June 14, 2017 in Leipzig at HHL Leipzig Campus**

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- 9:30 a.m.** *Opening Remarks by the Dean of HHL*  
*Prof. Dr. Andreas Pinkwart* | Holder of the Chair of Innovation Management and Entrepreneurship, HHL
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- 9.35 a.m.** *Opening Remarks from Silicon Valley: „The digitalization in the US – Can Germany still compete?“*  
*Daniel Zimmermann* | Partner, WilmerHale ( Palo Alto, USA)
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- 9:50 a.m.** *Keynote I: „Opportunities of digitalization and artificial intelligence for startups - The perspective of SAP“*  
*Prof. Dr. Martin Hill* | Vice President & Head of LOB R&D, Manufacturing, SAP SE
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- 10:10 a.m.** *Keynote II: „The future of digital business from a governmental perspective – What has to change?“*  
*Prof. Dr. Tobias Kollmann* | Professor, serial entrepreneur and investor

**10:30 a.m.** *Break and change of rooms*

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**10:55 a.m.** **Panel 1: Energy-Tech**  
Startup: **Dr. Jan Marckhoff** | CEO, BEN Energy  
Incumbent: **Timo Taubner** | M&A, Viessmann Group \*  
Investor: **Arne Morteani** | Partner, etfPartners \*  
Moderator: **Prof. Dr. Andreas Pinkwart** | Chair of Innovation Management and Entrepreneurship, HHL

**Panel 2: SaaS**  
Startups: **Hans-Martin Hellebrand** | Co-Founder, Humada Inc. (Palo Alto, USA)  
Incumbent: **Tim Kruse** | Corporate Finance, Mercateo AG  
Investor: **Friedrich A. Neuman** | CEO, MAKERS.do \*  
Moderator: **Dr. Claudia Lehmann** | Executive Director CLIC, HHL

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**12:00 a.m.** *Business Model Pitches Bio-Economy*  
Moderator: **Antje Strom** | Partner Audit, KPMG

*Business Model Pitches Digital Transformation of Industries*  
Moderator: **Dr. Dorian Proksch** | Executive Director of CEIM, HHL

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**1:00 p.m.** *Lunch Break*

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**2:30 p.m.** *Awarding of Deutschland Stipendium*

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**2:35 p.m.** *Keynote III: tba*  
**Dr. Alex von Frankenberg** | CEO, High-Tech Gründerfonds

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**2:55 p.m.** *Room switching*

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**3:10 p.m.** **Panel 3: Smart City**  
Startup: **Dénes Honus** | Founder, Green City Solutions  
Incumbent: *tba* | Siemens \*  
Investor: **Daria Saharova** | Principal, Vito Ventures  
Moderator: **Jun.-Prof. Dr. Vivek Velamuri** | Holder of Rolf Schrömgens Professorship in Entrepreneurship and Technology Transfer, HHL

**Panel 4: MedTech**  
Startups: **Stoyan Halkaliev** | CEO NursIT Institute  
**Dr. Tobias Gantner** | CEO Health Care, Futurists GmbH  
Incumbent: **Prof. Friedrich Wilhelm Mohr** | Medical Director, Leipzig Heart Center  
Investor: **Dr. Martin Pfister** | Senior Investment Manager Life Sciences & Healthcare, High-Tech Gründerfonds  
Moderator: **Jozsef Bugovics** | Partner, Quarton International

4:10 p.m. Short break

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4:30 p.m. Keynote IV: „How a Health Cloud can disrupt the medical world?“  
Dr. Rouven Westphal | CEO, Hasso-Plattner Capital

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4:50 p.m. Keynote V: „In the heart of Silicon Valley – The hype and realities of the current investment climate in the Silicon Valley“  
Bill Reichert | CEO, Garage Technology Ventures (Silicon Valley, USA) \*

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5:10 p.m. Announcement of the Winners  
Dr. Burkhard Eymmer, Association of Friends of HHL \*; Hendrik Krawinkel | Co-Founder & Managing Partner, FinLeap;  
Prof. Pinninghoff, KARL-KOLLE-Stiftung; Dr. Dorian Proksch, HHL

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5:20 p.m. Closing Remarks  
Prof. Dr. Andreas Pinkwart | Holder of the Chair of Innovation Management and Entrepreneurship, HHL

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\* invited

We thank our sponsors:



Heinz DÜRR Invest GmbH



Stadt Leipzig



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