

EU-LAC Digital Accelerator: Scaling through corporate partnerships

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The team

tecnal:a

MEMBER OF BASQUE RESEARCH
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wayra
Innovation

IESE Business
School

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eban

ebn

**EXPERTISE
FRANCE**
GROUPE AFD



Agenda

1. Introduction to the EU-LAC Digital Accelerator
2. Open Call details
3. Challenges and opportunities
4. Q&A Session



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Introduction to the EU-LAC Digital Accelerator



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Acceleration pathway

MATCH

BUILD

CORPORATES



Formalise a
EU-LAC
partnership

EU-LAC PARTNERSHIPS



STARTUPS

Our journey so far

Track record

>42

Partnerships
Facilitated
MATCH

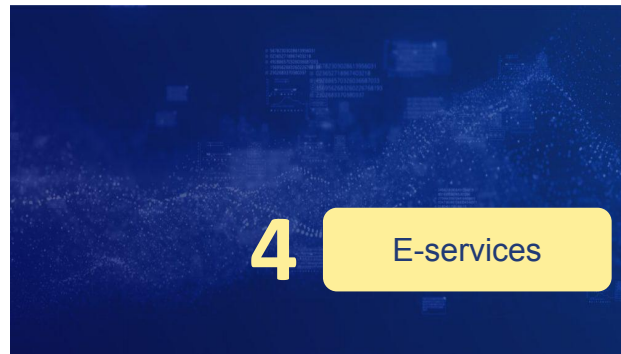
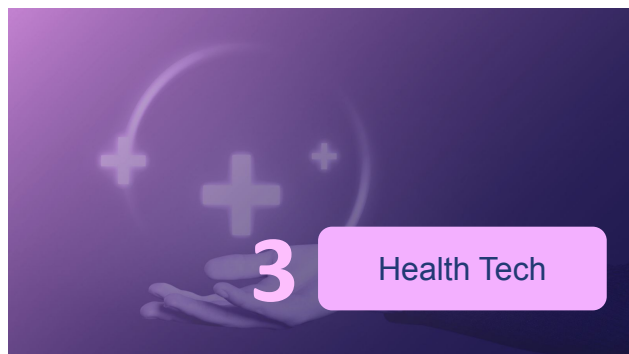
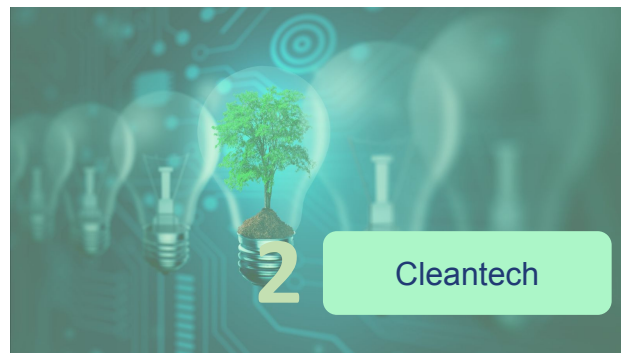
>33

Partnership being
Accelerated
BUILD



Opportunity areas

Every year, we add a new area. However, we support corporate-startup partnerships regardless the industry.



Open Call details



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Open call #4 focused on E-SERVICES

- What are **e-services**?

They enable users to access, request, and interact with services remotely, often in real-time, without the need for physical presence.

- **Examples** of e-services:



Banking: A biometric verification on a bank app.



Cultural & Creative industries: A virtual exhibition on a museum's website.



Sports tech: A “man of the match” poll on a football club fan app.

INSURANCE/INSURTECH

GAMING & ESPORTS

CULTURAL & CREATIVE
INDUSTRIES

FINANCIAL SERVICES

RETAIL & ECOMMERCE

EDUCATION & E-LEARNING

TELECOMMUNICATIONS

REAL ESTATE & PROPTech

SPORTS TECH

TOURISM

Types of services



Roadmap



Proof of Concept

- Open Innovation bootcamps
- Corporate Venturing capabilities
- PoC design & prototyping
- Reliability of AI solutions



Business Case

- Business Model Design
- International growth & soft-landing
- IP Management
- Product roadmap & digital skills



Investment & Scaling

- Scaling into corporate structures
- Full process digitalisation
- Investment readiness
- Access to public funding

Services valued at up to 30,000 € - or 40,000 € if a Caribbean partner is involved



Grants for startups



€7,000

for proof-of-concept development

EU-LAC Digital Accelerator
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Global Gateway

- €7,000 for proof-of-concept development



Up to €3,500

for travelling & transporting equipment*

*To test solution in real environment

EU-LAC Digital Accelerator
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Global Gateway

- Up to €2,000 to travel to the corporate's premises to execute PoC
- Up to €1,500 to transport the necessary equipment to test the solution in a real-world environment



... but how do I reach the corporates?



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Join our
Matching Platform!



EU-LAC Digital Accelerator

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 **EU-LAC**
Digital Accelerator

Building bridges
to **accelerate innovation**
across EU, LATAM and the Caribbean

#EULACDigitalAlliance

EU-LAC Digital Accelerator

Welcome!

 **EU-LAC**
Digital Accelerator

MATCHING PLATFORM



Register now
Open until 31 May 2027

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Find us at: eulacdigitalaccelerator.com



Matching platform

Current status



EU



LAC



TOTAL



Corporates

139

127 + 44

310



Startups & SMEs

569

671 + 315

1,555



Other
Stakeholders

139

154 + 49

342



Active
challenges

54

27+0

81

Historic
challenges

175

167+28

370



Check the challenges

8 Challenges found



☒ CHALLENGE (70)

REGION

- ☐ Europe (45)
- ☐ Latin America (25)

SPECIFIC AREA

- ☐ Construction (25)
- ☐ Others (24)
- ☐ Agriculture (10)
- ☐ Energy transition and efficiency (9)

Show more (28) ▼

TECHNOLOGY

- ☐ Artificial Intelligence (54)
- ☐ Big Data Analytics (42)
- ☐ IoT (37)
- ☐ Machine learning (34)

Show more (13) ▼

OPPORTUNITY AREA

- ☒ Healthtech (8)
- ☐ Other (43)
- ☐ Smart Production (14)
- ☐ Cleantech (5)

CHALLENGE

Updated on April 23, 2025

sanIA Copilot: Tech-enhanced capabilities for...

The digital transformation in the healthcare sector is imminent, and the role of the healthcare professional is evolving towards a more technology-assisted model. At SANITAS, we want to drive this evolution with the development of a digital solu...

HEALTHTECH Europe Hospitals +7



JR
Sanitas (Madrid, Spain)



CHALLENGE

Updated on April 22, 2025

How to Anticipate Resident Health Deteriorat...

Company description: an international healthcare group that manages Nursing homes, Home care, and private hospitalization in rehab and psychiatrics, offering innovative and personalised care for the ageing and vulnerable population....

HEALTHTECH IoT Europe Others +15



Nathan ROUSSEAU
Business Innovation Manager at HealthTech Company (Paris, France)



CHALLENGE

Updated on April 22, 2025

Early Response to Vehicular Accidents

Pacifico Seguros is a Peruvian insurance company that offers general, health, life and business insurance. It is part of Credicorp, the most important financial holding company in Peru. Through constant innovation, it seeks to provide its cus...

HEALTHTECH IoT Robotics +3



AA
Augusto Acosta
Innovation Strategist at Pacifico Seguros (Lima, Peru)



Propose
a match

< Browse Challenges

CHALLENGE

sanIA Copilot: Tech-enhanced capabilities for the healthcare professional of the future

Updated on April 23, 2025

JR

JRS

Send message

Propose match

Request meeting



Click here!

The digital transformation in the healthcare sector is imminent, and the role of the healthcare professional is evolving towards a more technology-assisted model. At SANITAS, we want to drive this evolution with the development of a digital solution that assists healthcare professionals in their daily practice through tools based on artificial intelligence and automation. This project already has a name, sanIA Copilot, and is being actively promoted by the company. Our objective now is to make it more sophisticated by incorporating new functionalities, carry out pilot tests in a controlled environment and scale it up.

What are we looking for?

This challenge is looking for startups with innovative solutions that can complement the sanIA Copilot solution and enrich the experience of the healthcare professional of the future, improving their efficiency, reducing their administrative burden and optimising clinical decision-making.

The goal of sanIA Copilot is to develop an advanced digital assistant that enhances medical practice by automating administrative tasks and supporting clinical decision-making. We start from the functionality of transcription and structuring of the medical history and seek to expand its capabilities with new functionalities highly valued by doctors.



Sanitas





Propose matching

Shortly explain with a title and a description how your company offering matches the challenge

TITLE *

(0/160)

SHORT DESCRIPTION *

(0/5000)

Get in touch

Be specific in your unique value proposition for this challenge (not generic messages)



Don'ts in the Matching Platform

-  **Do not SPAM**

-  **Do not sell services to participants**

-  **Do not create a profile with a clear description**



How to apply

Our process

1. Check our website (section Open Call)
2. Read the guidelines for applicants
3. Fill the Application Form (together with your partner)
4. Submit your Application to the Open Call

**Open Call 4:
July-October 2025**

What's next?



Challenges and opportunities

Wayra



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Challenge:

Digital Solutions to Advance Hevea Cultivation (Rubber) for Sustainable Tire Production.

Objective:

- Promote technological solutions to improve productivity, sustainability, and the work experience on natural rubber plantation in South America.

What is Michelin looking for?

- Robotics & Automation Solutions
- Digitization of operations
- Smart Farming with advanced technologies.



What does Michelin offer?

- Real pilots in Brazil
- Access to a global network of experts
- Financing and scaling
- Partnerships and international visibility



Challenge:

Smart digital integration of the traditional channel with central operations using IoT, AI, and advanced analytics

🎯 Objective:

- Digitally integrate traditional channel warehouses with our central operation using technologies such as IoT, AI, and advanced analytics to achieve dynamic inventory management, proactive response to demand.

📦 What is Alvarez Bolh looking for?

- AI to anticipate demand and optimize promotions
- APIs to connect warehouses with our ERP
- Blockchain for total traceability



What does Alvarez Bolh offer?

- Test, validate, and scale the solution in real-world conditions
- Access to:
 - 56,000 active points of sale.
 - 227,000 monthly orders.
 - 28,500 m² of logistics infrastructure.



Challenge:

Connectivity with Purpose: Digital Literacy for Rural Communities.

🎯 Objective:

- Connect rural areas that do not yet use the internet significantly due to a lack of digital skills.

📦 What is Internet para Todos looking for?

- Inclusive digital training using accessible and blended methodologies.
- Productive use of the internet with proven solutions that are easy to implement with low connectivity.
- Clear impact measurement with KPIs and a focus on low cost per literate user.



What does Internet para Todos offer?

- Access to a national network of connected rural communities.
- Visibility as a strategic partner.
- Technical support for piloting and scaling up.
- Integration into sustainable development projects.



Challenge:

Innovation to develop AI-based solutions to protect worker safety during the construction of substations and transmission lines.

🎯 Objective:

- Develop artificial intelligence (AI)-based solutions that protect worker safety during the construction of substations and power transmission lines, especially in remote and changing environments where there is no fixed infrastructure or constant connectivity.

📦 What is REP looking for?

Autonomous AI solutions capable of:

- Detecting unsafe acts and hazardous conditions in real time (no PPE, falls, unauthorized access, etc.).
- Operating without fixed infrastructure, with intermittent connectivity.
- Adapting to changing terrain with portability and autonomy.



What does REP offer?

- Access to real projects to validate the technology in the field.
- Technical support, operational data, and regional visibility.
- Potential for long-term strategic alliances in the Latin American energy sector.



Challenge:

Transforming Emotional Well-Being with a Click

🎯 Objective:

- Implement a comprehensive digital emotional well-being platform that expands access to quality psychological care, offering personalized support, continuous monitoring, and secure, scalable technological tools to positively impact the mental health of millions of people.

📦 What is Centro Skinner looking for?

- Digital solution to automate appointments, payments, and reminders, unify secure medical records, and offer personalized content and emotional support.
- Real-time monitoring and metrics to assess emotional progress and optimize care.
- Solvers with experience in healthtech, edtech, or digital wellness.



What does Centro Skinner offer?

- Pilots in real clinical settings.
- Network of professionals and strategic allies.
- Opportunity to scale the technology..



Any questions?



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Thanks!

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