



Social Innovation Solutions

2023 Annual Report

socialinnovationsolutions.org



Welcome to SIS

We are an organization that supports solutions for a sustainable future in CEE. We do that through our educational programs, our global conversation platforms and our foresight & sustainability research.

Key numbers for the first 6 years

7500+

Youth in
educational
programs

450+

Business
ideas
incubated

200K+

Euro
awarded to
start-ups

7 countries

Active across
Central and
Eastern Europe

1,7 million+

Online
viewers in
events

5300+

Offline
participants
in events

150+

Partners
from 10+
countries



Our Vision and Mission

Vision

To prepare for a sustainable future 100K+ people from 30 countries, powering a global movement of future-proof entrepreneurs, scientists and policy makers.

Mission

Our mission is to empower individuals and organizations to understand future transformations and to develop sustainable tech, policy, and entrepreneurial solutions.

Our approach for a Sustainable Future

Educational Programs:

We support in an integrated way all stages of solutions development - from early stage youth ideas and research ideas from scientists to MVP-ready start-ups and mature SMEs and NGOs. Our hybrid methods of learning offer blended education through 1:1 mentorship, self-paced digital materials, workshops and peer-to-peer learning.

Conversation & research programs:

We bring all relevant stakeholders to the table (public, private, civic and academia) in large international meetings and foresight-based workshops to map solutions and create future scenarios.



What we do: Educational Programs in CEE



Future Makers

Digital incubator for tech and non-tech solutions engaging 50 start-ups/year from 6 CEE countries. We offer an intensive 3 month program, international mentorship, expert works and 15K euro awards.



Sustainability Academy

E-learning platform for SMEs in sustainability. Starting with December 2023, SA is active in 4 CEE countries working with several thousands SMEs with a 20+ hours of self-paced expert-driven educational content, webinars and B2B opportunities.



Transformator

Intensive 3 month education program present in 4 CEE countries for 20+ SMEs focusing on sustainability strategies. The Program offers hybrid learning settings, and consultancy hours with international experts.



Games of Science

Educational program in public speaking for young researchers in Romanian universities and research centers. The program also offers financial support to the 150+ participants.





Sustainability
Academy
2023

The first educational and social platform offering sustainability-focused courses to SMEs seeking to deepen their knowledge on sustainability and develop an integrated sustainability strategy, in the national languages of four countries - Romania, Bulgaria, Serbia, and Croatia.



Launched in 2023, the platform engaged over 50 experts, entrepreneurs and collaborators in the development of the 12 educational modules. Less than a year after its launch, the platform hosts over 3000+ members from all Romania's 41 counties



The Sustainability Academy has become one of the main sources of information about sustainability in Romania, attracting a community of over 7,000 followers. The published content has more than 4,400,000 views and a total watch time of 9,700 hours



Written publications such as HotNews, Ziarul Financiar, and Start-up.ro have adapted materials and articles from the Academy. In addition to these, the Sustainability Academy made a notable presence at the IlikeIT show and received an invitation to participate in the Banii în mișcare show



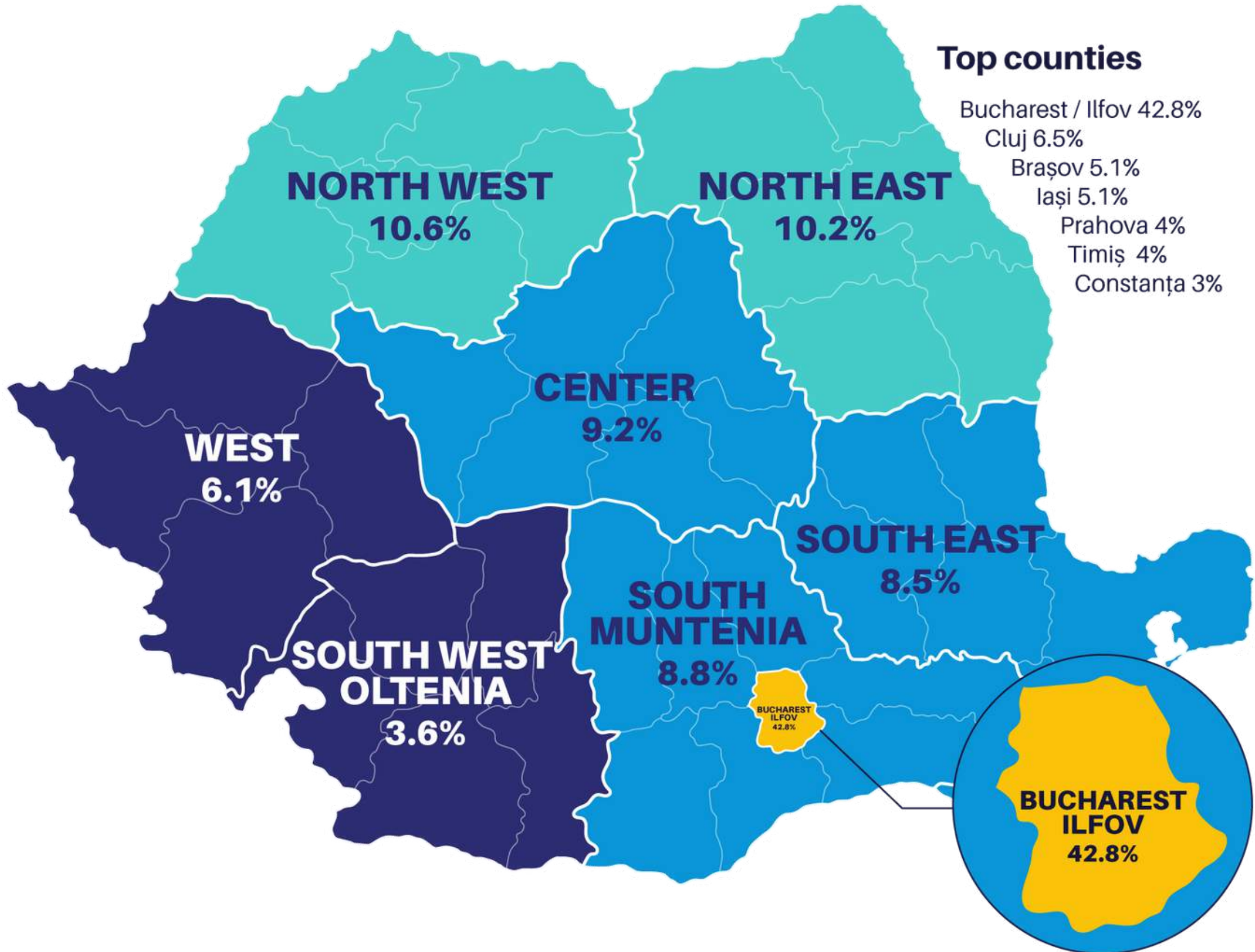
After rounds of feedback from both the Academy collaborators and the users of its platform, the need to develop a module dedicated to the hospitality industry emerged. The HoReCa industry is almost all composed of SMEs, many of which wanting to green their activities and their industry. This is the latest module to be launched in February 2024.

The inception of the Sustainability Academy was rooted in a vision to contribute meaningfully to the achievement of the United Nations Sustainable Development Goals (SDGs). Understanding that SMEs play a crucial role in fostering economic growth and innovation, the Sustainability Academy aims to empower these businesses with the knowledge and tools needed to embrace sustainability. By aligning the educational content with the SDGs, the Academy sought to address a broad spectrum of sustainability challenges and opportunities, encouraging a holistic understanding of environmental, social, and economic pillars.

Modules and topics:

- Introduction to Sustainability
- Principles of Sustainable Business Development
- The Natural Capital and Transitioning to a Circular Economy
- Sustainable Business Models: Case Studies from local countries and Internationally
- Legal, Financial, and Administrative Challenges Related to Sustainability Obligations
- Developing a Sustainable Business Strategy
- Sustainable Production
- Sustainability in the Supply Chain
- Using Technology for Sustainability
- Green Investments and Financial Instruments for SMEs
- Taxonomy and Non-Financial Sustainability Reporting
- Modules tailored to various industries

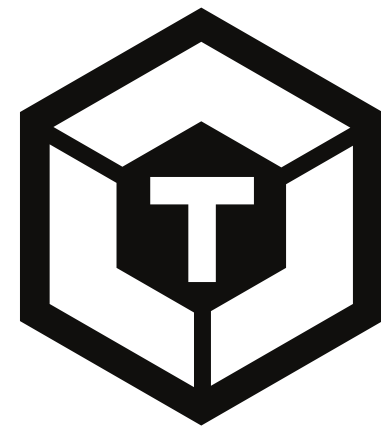
**20h+ of content****25+
experts &
entrepreneurs****11 modules****4500+
units completed**



Top counties

- Bucharest / Ilfov 42.8%
- Cluj 6.5%
- Braşov 5.1%
- Iaşi 5.1%
- Prahova 4%
- Timiş 4%
- Constanţa 3%

Our philosophy is distinguished by the holistic approach to sustainable development within the entire country, without focusing exclusively on large urban centers. Although big cities seem to be the epicenters of economic activity and numerous SMEs, we believe that a significant shift towards a greener future must be systemic and include all regions of the country.



TRANSFORMATOR

Sustainability. Foresight. Investment

2023

Education program for SMEs that want to **transform their business model into a sustainable one.**

How it started

Transformator started in Romania in 2021, following a complicated pandemic time to many SMEs and NGOs. The Program supported in the first 3 years over **60 SMEs and NGOs** to transform their business model and become more sustainable in their approach.

The **curriculum** is developed and implemented by the experienced Social Innovation Solutions team including graduates of programs in sustainable finance and sustainability from Harvard, Cambridge and Stanford, as well as over **75 experts and business leaders.**

The year 2023 marked the **third edition of the program**, attracting over **100 applications for the 3-month intensive program.**



What does the program offer?

Program

- 3-month intensive free-of-charge, program with several offline/digital workshops, assignments or mentorship opportunities.

Sustainability

- Sustainability audit and support for developing a sustainability strategy
- Educational module in Sustainable Business Making
- Workshops in sustainable finance, strategy, tech for sustainability, digital comms and sustainability legislation.

Investment

- Investment pitch sessions with CEE investors interested in sustainable companies

Exposure

- Media and PR exposure
- Consultancy hours with experts from global companies
- Networking and learning opportunities with alumni from similar programs in Serbia, Bulgaria & Croatia.

Community

- Access to over 25 mentors, experts and investors
- 2 days of bootcamp
- 1 individual 3-hour session on strategy with an Advisory Board: expert, entrepreneurs & investors



Mentors & Experts



Andreea Roșca
Fondator, Vast & Curious



Mircea Ilie
Proprietar, Argonautica Edu



Dragoș Anastasiu
Președinte, Eurolines Romania Group



Ana Murray
Country Director, Ashoka



Victor Caplescu
Project Manager, Stratos



Roxana Suciș
Sustainability and Environmental Manager, KPMG Romania



Roxana Lupu
Consultant, Ashoka



Dragoș Nicolaescu
CEO, Visionary Business Consultants



Andreea Ghiocel
Sustainability Consultant & Head of Reporting Division, The CSR Agency



Răzvan Voicu
Manager General, OLX Group



Livia Stan
Relații Publice & Director Fonduri Europene, E.ON România



Tudor Juravlea
Senior Service & Product Designer / Innovation facilitator / Design educator



Daniela Lică
Product Coaching Manager, METROdigital



Corina Radu
Director / Sustainability Coach / B Leader



Claudiu Butacu
Co-fondator, EFdeN



Magdalena Caramilea
Director de Sustenabilitate, Autonom Group



Ionuț Georgescu
Fondator & CEO, FEPR Waste Division



Tudor Stanciu
Co-fondator & Avocat de Tehnologie, Ventures'n'Law



Luminița Roșca
Director General, Stratos Management



Irina-Elena Petcu
Președinte, Asociația Europeană a Profesioniștilor din



Mathieu Gregori
Managing Partner, ECONOS



Theodor Genoiu
Investment Manager, Roca X



Oana Groșanu
Director Executiv, Ambasada Sustenabilității în România



Adelina Dabu
Head of Public Affairs, Confederația Patronală Concordia



Ioana Csatlos
General Manager, EFdeN



Mihaela Niță
Public Affairs Manager, The Coca-Cola Company



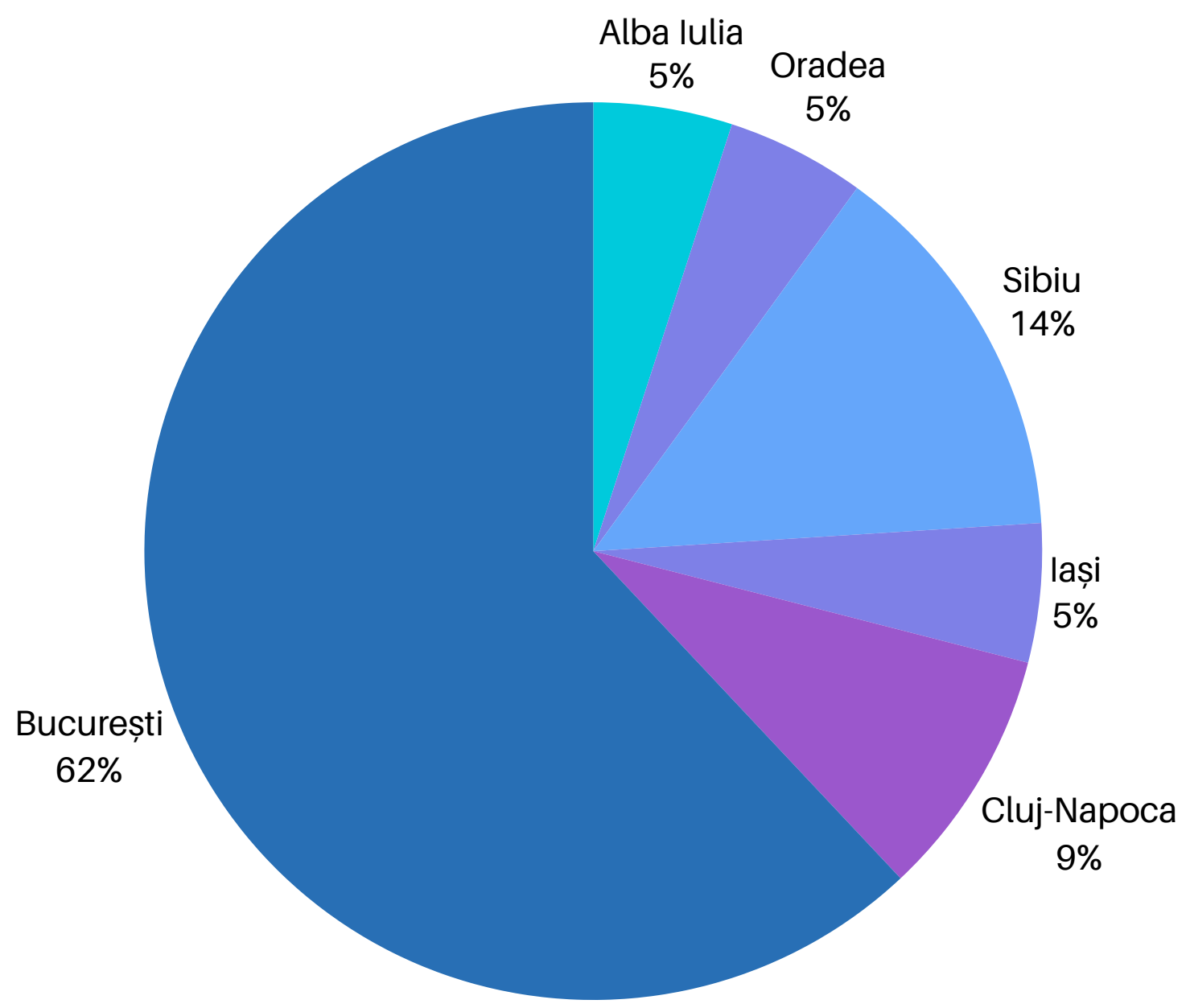
Thea Gherdan
Chief Revenue Officer, The C-fit Group



Oana Niculae
Coordonator Sustenabilitate și Responsabilitate Socială, Aquila Part Prod Com S.A.



Participants 2023





**future
MAKERS
2023**



2023



Social Innovation Solutions's equity-free digital incubator for CEE (Central and Eastern Europe) early-stage startups. Future Makers supports individuals to transform their ideas into viable go-to-market products or services.

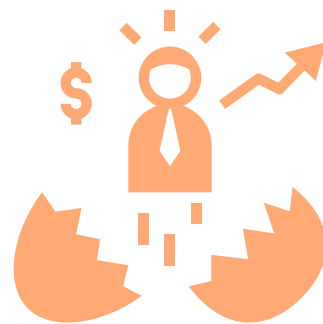
Previous editions: 2018-2023



6 successful editions



29 winners



220 teams



125.000€ awards



545 applications



7 countries

Key aspects

- Future Makers digital course that helps participants build their: Business Model Canvas, Business Plan, Business Executive Summary, Business Deck & Elevator Pitch.
- A group of 80-100 international trainers, mentors & experts.
- SDG focused curriculum for the programs.
- More than 15 workshops, guest sessions and community meetings during each Future Makers incubator.
- Series of practical challenges that develop the start-ups & their teams.
- Learning journey taking place in SIS internal digital platform.
- 15K euro awards for both incubators.
- 14 teams selected for the investment pitch session.



2023 Grand winners


**Quantified
Health**
Health Cohort

[eHelper.io](https://www.eHelper.io)
eHelper
*Open Innovation
Cohort*

Awards & Recognitions

**”Promoting the Entrepreneurial Spirit”
Award from the European Commission
European Enterprise Promotion Awards**



**”Inclusive Entrepreneurship Initiative” Award
Future of Emerging Europe**



What we do: Conversation Platforms



Climate Change Summit

International event focusing on solutions to climate challenges engaging hundreds of key stakeholders at EU, CEE and Romanian level. CCS is also a global conversation platform, reaching 1.6 mil viewers at the first 2 editions.



Future Summit

Series of events focusing on trends in technology, sustainability and skills. FS also engages local stakeholders in foresight exercises about cities in 2040.



Sustainable Futures

Working groups based on 10 SDGs engaging key Romanian stakeholders in solution-mapping exercises and scenarios of sustainable development.



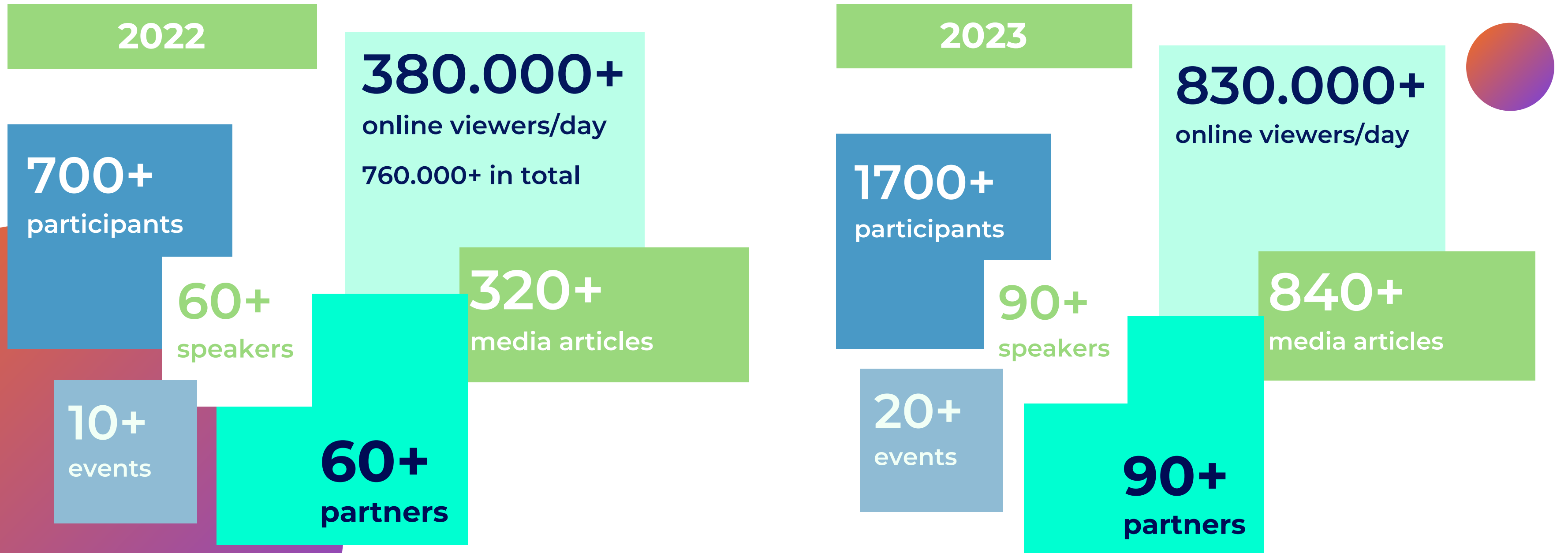


**CLIMATE
CHANGE
SUMMIT**

2023



International event focusing on solutions to climate challenges engaging hundreds of key stakeholders at EU, CEE and Romanian level. CCS is also a global conversation platform, reaching 1.6 mil viewers at the first 2 editions.



Day 1 / October 19th Bucharest National Opera House

Blue Stage

700 participants

- Speeches from international experts, policy makers and entrepreneurs on climate related issues at European and CEE level;
- Panels on issues relevant to main partners.

Green Stage

approx. 150 participants

- Speeches from scientists & entrepreneurs on actionable climate solutions;
- Panels on issues relevant to Romania with key public & private stakeholders.

Day 2 / October 20th 20 locations in Bucharest

Selected international & local speakers talk in sessions on climate issues in different settings, 20 events, 800+ participants:

- Speeches & panels with students & youth in 5 universities;
- Official meetings in the Parliament, Government and the Ministry of Environment;
- Meetings with business, civic, and youth organizations members (e.g. Romanian Business Leaders, Foreign Investors Council, BVB, Aspire, CCIFER);
- Workshops at the European Commission, EFdeN Sustainable City, Cărturești;
- Other types of activities such as guided tours, conferences and working groups inside communities (full list on the next page).





Day 2 Event Locations Map

October 20

Day 2 events are diverse and engaging, make sure you book a seat and attend as many as you can!

Legend



Open Access to event



Access to event only by invite

01. National University of Science and Technology Politehnica Bucharest (Conference) 10.00 - 11.30
Green Tech Start-ups, Climate Change and AI, Energy Transition and Renewables

02. University of Agronomic Sciences and Veterinary Medicine of Bucharest (Conference) 10.00 - 11.30
Sustainable Agriculture Practices, Precision Farming and Agri-Tech, Transitioning to Organic Farming

03. Romanian-American University (Conference) 12.00 - 13.30
Identifying the Green Skills Gap, The Future of Green Jobs, Sustainable Skills for Traditional Industries, Green Entrepreneurship

04. Faculty of Agrifood and Environmental Economics, Bucharest University of Economic Studies (Conference) 12.00 - 13.30
Circular Economy Opportunities, Circular Business Models in Practice, Collaborative Platforms and Sharing Economy

05. Faculty of Management, National University of Political Studies and Public Administration (Conference) 12.00 - 13.30
Green Finance, Sustainable Investments, Climate Resilient Financing

06. Cărturești (Conference) 19.00 - 20.30
Climate Literature Exploration, Storytelling for Climate Action

07. Romanian Parliament (Roundtable) 10.00 - 11.30
Legislative Approaches to Climate Change, Global Lessons from Climate Change Legislation and Litigation

08. Foreign Investors Council (Roundtable) 10.00 - 11.30
Trends and Outlook in Green Investments, Policy Landscape, Risk and Return in Green Investments, Strategies for Identifying Green Investment Opportunities

09. Grow your Future. Grow your Business (Conference) 10.00 - 11.30
Sustainable Agriculture, Food Security, Sustainability in Agribusiness

10. BRD - Groupe Société Générale (Roundtable) 10.00 - 11.30
Water Infrastructure, Clean Water and Sanitation, The Role of Local and Central Authorities in Reaching SDG6 Goals

11. Ministry of Environment (Roundtable) 12.00 - 13.30
National Climate Strategy, Policy Impact Assessment, Green Infrastructure Investment

12. Ministry of Energy (Roundtable) 14.00 - 15.30
Research & Development in Energy Technologies, Energy Security, Financing Renewable Energy Projects

13. Romanian Government (Roundtable) 14.00 - 15.30
International Climate Commitments, Carbon Pricing Mechanisms, Enhancing Policy for Climate Mitigation and Adaptation

14. Bucharest Stock Exchange (Conference) 14.00 - 15.30
ESG Due Diligence in Pre-IPO Stage, Financing Sustainable Investments and Businesses through BVB Instruments, Impact of ESG on Valuation

15. CEE Climate Meeting (Roundtable) 14.00 - 16.30
Research and Knowledge Sharing, Regional Climate Strategies, Green Financing Opportunities in the Region

16. Romanian Business Leaders (Roundtable) 15.00 - 16.30
Climate Risk Management, Sustainable Finance and Green Bonds, Net-Zero Transition Strategy, Leadership in Green Innovation

17. Conservation of Nature - A Bridge Between Urban and Rural Communities (Workshop and Guided Tour) 16:00 - 17:30
Conservation of nature, Natural heritage in the Benefit of Communities, Urban Natural Areas

18. ASPIRE (Roundtable) 18.00 - 19.30
Young People in Climate Action, Opportunities in Green Start-ups, Youth-Led Climate Organizations

19. Global Shapers Bucharest Hub (Roundtable) 18.00 - 19.30
Youth Representation in Climate Policy Discussions, Skills Required for a Career in Sustainability, Educational Programs for Youth in Climate Action

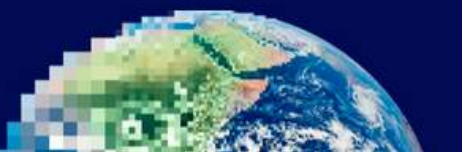
20. Climate Hub - Rezidența9 (Whole Day Happening) 09.00 - 17.00
A hub for speakers, partners, and press to come together, network and exchange thoughts

21. Green Cities: Unveiling Urban Sustainability at EFdeN (Workshop) October 21st - Whole Day
Sustainability Education, Young People in Climate Action, Green Cities, Renewable Energy



CLIMATE CHANGE SUMMIT 2023

SOLUTIONS FOR THE FUTURE. IN PROGRESS.



What we do: Research, AI and Trends



Research and Trends Analysis

Through **Solutions.**, the SIS business arm, we support entrepreneurs, companies, and policymakers to better understand the challenges & opportunities of the future.

Solutions.
Sustainability | Foresight | Innovation

We create trends reports on a variety of fields, offer consultancy and education in foresight, trends, and sustainability, as well as event design and implementation.

Solutions. has also created **GRAI**, the first AI-sustainability consultant for SMEs.



Who we are?

We are a group of 20 professionals ranging from 20 to 45 years old with experience in various fields like: research, event organizing, education & incubation, marketing or science.

70+

We work with over 120 international mentors, experts and advisors in all our programs.

215

Cumulated years of experience from the SIS team members, including extended team.



Advisory Board



Selected Partners

Financial



Organizational





Memberships





How to get in touch with us

General inquires: hello@innovationsolutions.eu

Fundraising & Representation:

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Roxana Cojocaru, Executive Director

roxana.cojocaru@innovationsolutions.eu

Admin inquires:

silvia.mihailescu@innovationsolutions.eu



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