

## STARTUPS SECURE MORE THAN 30 POCs AND PARTNERSHIPS AT KICKSTART ACCELERATOR 2017

### Kickstart Accelerator, Zurich-based technology accelerator programme ends tonight with the announcement of numerous Proof of Concepts and other partnerships

ZURICH, 17 November 2017 – Over 30 Proof of Concepts (PoCs) and partnerships have been secured at [Kickstart Accelerator](#), one of Europe's largest no equity, multi-corporate accelerator programmes that culminates today – most of them with leading corporations. Coop, Credit Suisse, Empa, EY, Helsana, Migros, PwC Switzerland, Raiffeisen, Swisscom as well as UBS have entered into partnerships with the entrepreneurs participating in this year's acceleration programme.

At tonight's grand Closing Ceremony the established PoCs and other partnerships will be announced in addition to the winners in each vertical, who will receive a 25'000 CHF grant. The accelerator – an initiative of [digitalswitzerland](#) and operated by [Impact Hub Zurich](#) – saw 29 startups as well as an intrapreneur team from [AXA Winterthur](#) and [Swisscom](#) working in collaboration for 11 weeks in the specially designed co-working space [Kraftwerk](#). Their goal was to develop, scale and promote their business in the Swiss innovation ecosystem with the guide of industry experts and unparalleled access to internationally recognized corporations. The programme also supported by [C4DR](#) and [evitive](#), focused on the fields of FinTech, Food, Smart Cities as well as Robotics & Intelligent Systems, which is reflective of Switzerland's heritage innovation sub sectors.

### PoCs to deliver better air quality, blockchain-based e-voting-systems and ways to avoid food waste (Details at the bottom of the press release)

In the [Fintech](#) vertical, 14 PoCs and other partnerships were secured with Kickstart Partners:

- [Credit Suisse](#) and Swiss-based Startup [PriceHubble](#) are exploring a cooperation in the field of mortgage business.
- [Credit Suisse](#) is looking into how to use [Adjoint](#)'s blockchain technology to improve compliance processes in their FX operations.
- [Credit Suisse](#) is discussing potential for a cooperation in the field of compliance with Zurich-based [Apiax](#).
- [Credit Suisse](#) and [Blocko](#) are collaborating to explore opportunities in the field of blockchain-based e-voting systems.
- [EY](#) and [Apiax](#) are going to intensify discussions about a possible partnership.
- [EY](#) is collaborating with US-startup [Adjoint](#) to develop a PoC in the field of blockchain for a global insurance client.
- [Helsana](#) insurance and [Fjuul](#) are joining forces to further improve functionality and user experience of the new Helsana+ App.
- [PwC Switzerland](#) has signed a Letter of Intent with Zurich-based [Apiax](#) to intensify the discussion about joining forces to work on digitising compliance processes in the financial industry.
- [PwC Switzerland](#) and Finnish startup [Fjuul](#) have signed a Letter of Intent to further evaluate the option of jointly bringing exciting digital solutions to insurance companies.
- [Swisscom](#) is planning a PoC to integrate services that [PriceHubble](#) offers into their existing banking service.
- [Swisscom](#) cooperates with [Apiax](#) as well as [SoBA](#) on a PoC to work in the field of Open Banking.
- [UBS](#) and [AAAccell](#), a University of Zurich spin-off working in the field of risk- and asset management, will start a PoC project to build a smart risk-based engine.

- [UBS](#) and [PriceHubble](#), a startup offering innovative real estate software-as-a-service solutions, agreed on a common PoC to further develop UBS's offering in the mortgage business.
- [UBS](#) and [CityFALCON](#) have worked closely together to explore different opportunities on how to leverage a potential partnership. Nothing has been agreed yet, however, it can be confirmed, that UBS sees value in exploring CityFALCON's offering in a potential PoC.

The [Food](#) vertical saw four PoCs resulting from the programme:

- [Coop](#) has announced a collaboration with Swiss company [KITRO](#). The two firms plan to test KITRO's solution to prevent food waste at several [Coop](#) restaurants within a PoC next year.
- [Raiffeisen Bank](#) has acquired a Living Farming tree by the Italian Food startup [Hexagro Urban Farming](#) as the first step of a PoC and will validate a potential use in Raiffeisen offices.
- [Coop](#) and [Migros](#) have both agreed on individual PoCs with FlavorWiki. Their technology allows food producers, retailers and others to collect detailed data about consumer taste preferences. Coop and Migros will both test this technology internally.

The [Smart Cities](#) vertical resulted in seven PoCs and other collaborations:

- [Swisscom Broadcast](#) will work together with Zurich-based startup [Antavi](#) on a PoC to develop a smart tracking solution for public safety.
- [Swisscom](#) has signed a PoC with [uHoo](#). The ICT-provider will integrate the indoor air quality device by the Singapore-based company in the Swisscom [TestLab](#) in Biel.
- [Swisscom](#) and [Hawa Dawa](#) have signed a PoC to develop a real-time data model of air quality in Zurich. The German startup is leveraging open data from the [city of Zurich](#) and is using big data analytics and machine learning algorithms to model the air quality in the whole city.
- [The city of Bern](#) provides [Hawa Dawa](#) in a PoC with data to establish a profound data model and to calibrate their instruments.
- [Swisscom](#) starts a partnership with [BikeLook](#): The Irish startup will use [Swisscom's Low Power Network](#) to have an improved battery lifetime.
- [Empa](#) will be launching a PoC with Zurich-startup [Parquery](#) that is working in the field of smart parking management.
- The cities of Zurich, Bern and St. Gallen, are discussing further collaboration and sharing of knowledge with different startups, e.g. with [BikeLook](#) from Dublin.

The [Robotics & Intelligent Systems](#) vertical saw one confirmed partnership:

- [Coop](#) has defined a PoC with Indian startup [iFuture Robotics](#) to test the startup's autonomous robots to automate certain processes within Coop's retail warehouses.

In addition to the cooperation between the startups and corporate partners, some of the startups have also started to cooperate with each other. For example, the intrapreneur team [Rent`n`Share](#) has partnered with the UK/Switzerland based startup [Spark Horizon](#) to offer a sustainable mobility solution. The FinTech startups [AAAccell](#), [Blocko](#) and [Coincube](#) confirmed partnerships to work on two individual blockchain pilots. Zurich-based [Apiax](#) is going to work with South African startup [Libryo](#) in the field of legal and insurance solutions. Meanwhile, [CoinCube](#) and [CityFALCON](#) will be working together on AI/blockchain solutions and London-based startup [Nivaaura](#), that took part in the 2016 programme, is starting a joint project with [Adjoint](#) from this year's batch focusing on blockchain solutions.

*"It is great to see the number of partnerships between the startups and the corporates has increased significantly compared to last year,"* said Patricia Schlechter, Programme Manager at Kickstart Accelerator. *"This shows that Kickstart Accelerator has the potential to truly support international startups to gain access to the Swiss innovation ecosystem."*

## International tech companies anchor in Switzerland

Several of the participating startups have already or are planning to bring units of their businesses to Switzerland. For example, the Ghana-based food tech startup [Farmerline](#) is planning to base their third office in Zurich and US-startup [RADICAL](#) is opening the first office outside New York in Zurich to attract talent in the areas of AI and autonomous systems, with the Zurich office expected to serve as the company's research and development lab. In addition, US-startup [COINCUBE](#) is incorporating in Switzerland to implement projects in the digital asset space. More incorporations are being planned.

## International and local funding floods in: More than 8 million CHF raised in 5 months

Furthermore, since the start of the programme in July this year, the Kickstart Accelerator startups all together have raised more than 8 million CHF funding from international and Swiss investors. *"At the beginning of the programme, we set ambitious goals - and we are overwhelmed to even have exceeded them. Besides the promising cooperation agreements, several of the startups are also hiring Swiss employees or even plan to open a new office here,"* Programme Manager Patricia Schlechter said. *"In addition, the quality of this year's startups was exceptionally high - as for example shown by the investor funds raised since the programme started. We are convinced that Kickstart Accelerator 2017 has once again contributed to strengthening the Swiss innovation ecosystem."*

Kickstart Accelerator 2017 ends tonight with the official Closing Ceremony. It will be live streamed on Kickstart Accelerators' [Facebook page](#) today from 4:15 PM to 7:15 PM CET.

## PoCs and partnerships in detail

### PoCs and partnerships with the corporate partners of Kickstart Accelerator

PriceHubble and Credit Suisse	<a href="#">Credit Suisse</a> and <a href="#">PriceHubble</a> are exploring a cooperation in the area of the power of insights generated from big data, wrapped into appealing visualisations to a mortgage process fit for the 21st century.
Adjoint and Credit Suisse	<a href="#">Credit Suisse</a> is looking into how to use <a href="#">Adjoint</a> 's UpLink blockchain technology to improve compliance processes in their FX operations.
Blocko and Credit Suisse	<a href="#">Credit Suisse</a> and <a href="#">Blocko</a> are collaborating to explore opportunities to empower e-voting systems based on Blocko's blockchain technology.
Apiax and Credit Suisse	<a href="#">Credit Suisse</a> and Zurich-based Regtech company <a href="#">Apiax</a> are discussing potential for a cooperation.
Apiax and EY	<a href="#">EY</a> and <a href="#">Apiax</a> had interesting discussions and will continue and intensify discussions about a possible partnership over the next weeks.
Adjoint and EY	<a href="#">EY</a> is collaborating with US-startup <a href="#">Adjoint</a> to develop a PoC for a blockchain-based treasury token and associated management system for a global insurance client.
Apiax and PwC Switzerland	<a href="#">PwC Switzerland</a> and <a href="#">Apiax</a> signed a Letter of Intent to intensify the discussion about joining forces. Together they aim to digitise today's compliance processes in the financial industry.

Fjuul and PwC Switzerland	<a href="#">PwC Switzerland</a> and <a href="#">Fjuul</a> signed a Letter of Intent to continue to evaluate the option of jointly bringing exciting digital solutions to insurance companies. Together they aim to take significant steps towards customer focused ecosystems for the insurance industry.
PriceHubble and Swisscom	<a href="#">Swisscom</a> has agreed on a PoC with <a href="#">PriceHubble</a> . The project aims to examine the integration of PriceHubble services into the existing Swisscom Banking service <a href="#">eVoja</a> . eVoja is an innovative consulting tool that enables customer advisers of banks to interact in a new way with their clients. Together with PriceHubbles approach of applying state-of-the-art machine learning techniques, the enrichment of the Banking Service is a logical step.
Apiax and Swisscom as well as SoBa	<a href="#">Swisscom</a> strongly believes in Open Banking and therefore cooperates with the Fintech startup <a href="#">Apiax</a> and Baloise Bank <a href="#">SoBa</a> in a PoC. The Swisscom <a href="#">Open Banking Hub</a> connects SoBa with Apiax through a secure platform exchanging digital information within the financial ecosystem. The Open Banking Hub is offering every market player access to all available APIs on the hub through one single connection.
PriceHubble and UBS	<a href="#">UBS</a> and <a href="#">PriceHubble</a> , a startup offering innovative real estate software-as-a-service solutions, agreed on a common PoC following PriceHubbles' Kickstart Accelerator 2017 participation. Amongst other capabilities, PriceHubble analyses real estate offerings in the Swiss market using modern machine learning and big data methods. UBS plans to leverage these valuable insights for further development of its digital offering in the mortgage business.
AAAccell and UBS	<a href="#">UBS</a> and <a href="#">AAAccell</a> , a spin-off company of the University of Zurich, intend to collaborate on a common PoC to build a smart risk-based engine. As part of the collaboration, AAAccell will bring the latest research achievements in quantitative finance and machine learning thanks to its strong connection to leading worldwide academia. UBS will contribute to this partnership with business and process knowledge, IT skills, training and data back testing to calibrate a new set of machine learning algorithms.
CityFALCON and UBS	<a href="#">UBS</a> and <a href="#">CityFALCON</a> , which provides personalised financial and business news using AI, have worked closely together to explore different opportunities on how to leverage a potential partnership. The discussions are still ongoing and nothing has been agreed yet, however, it can be confirmed, that UBS sees value in exploring CityFALCON's offering in a potential PoC.
Fjuul and Helsana	<a href="#">Helsana</a> insurance and <a href="#">Fjuul</a> are joining forces to further improve functionality and user experience of the new Helsana+ App.
Antavi and Swisscom	<a href="#">Swisscom Broadcast</a> and <a href="#">Antavi</a> have conducted a PoC to develop a smart tracking solution for public safety organizations using both the <a href="#">Low Power Network</a> (LPN) and the mobile network (4G). The platform combines the permanent tracking of security officers' cars over LPN and is combined

	with a high accuracy tracking mobile app which is activated only on-demand in case of emergency.
uHoo and Swisscom	<a href="#">Swisscom</a> will be integrating <a href="#">uHoo</a> 's indoor air quality device in the Swisscom <a href="#">TestLab</a> in Biel, which makes it possible to rapidly test market demand in Switzerland. With this PoC, uHoo will get over hundred customer interactions in less than a week, in order to validate a potential commercial joint offer with Swisscom.
BikeLook and Swisscom	<a href="#">Swisscom's Low Power Network</a> , a complementary IoT network that delivers the ideal communication platform for Internet of Things applications, is also being used by other Smart City startups from this year's batch. <a href="#">BikeLook</a> 's devices, for instance, will get an improved battery lifetime due to the optimized network for IoT.
Hawa Dawa and Swisscom as well as City of Zurich	<a href="#">Swisscom</a> and <a href="#">Hawa Dawa</a> have signed an agreement to develop a real-time data model of air quality in Zurich. Hawa Dawa is leveraging open data from the <a href="#">city of Zurich</a> and is using big data analytics and machine learning algorithms to model the air quality in the whole city. The new Swisscom Insights platform, used by civil administrators, tourism and marketing professionals, and others, will use these air quality insights directly into the tool allowing taking even better decisions and planning, combining these insights with unique mobility information.
Hawa Dawa and City of Bern	<a href="#">The city of Bern</a> provides the startup with Open Government Data, detailed Geo Data as well as existing environmental Data, to enable <a href="#">Hawa Dawa</a> to establish a profound data model and to calibrate their own instruments. In a next step, the municipal network of monitoring stations shall be complemented in a pilot project with Hawa Dawa instruments.
Parquery and Empa	<a href="#">Parquery</a> will be launching a PoC with <a href="#">Empa</a> , covering the parking spots in front of the innovation building NEST to demonstrate the efficiency of Parquery's artificial intelligence algorithm for the management and optimization of the parking spot .
KITRO and Coop	<a href="#">Coop</a> announces a collaboration with Food-startup <a href="#">KITRO</a> to undergo a PoC in multiple Coop restaurants as of June 2018. The project intends to test the functionality of the hardware and the scope of the analysis of the reports needed to change behaviours towards food waste.
FlavorWiki and Coop as well as Migros	<a href="#">Coop</a> and <a href="#">Migros</a> have both agreed on individual PoCs with <a href="#">FlavorWiki</a> . Their technology allows food producers, retailers and others to collect detailed data about consumer taste preferences with its patent pending online survey tools. By combining these data with existing digital touch points such as Facebook, YouTube and loyalty programmes, FlavorWiki can help their customers to develop food and drink products that are perfectly suited for market tastes and can therefore assist marketing and advertising professionals in creating more customized campaigns. Both Migros and Coop are currently conducting independent internal trials to validate FlavorWiki's technology and identify various use cases across their different business units.



Hexagro UF and Raiffeisen	<a href="#">Raiffeisen</a> has acquired a Living Farming Tree as the first step of a PoC to validate a potential business model and use of <a href="#">Hexagro</a> 's technology in Raiffeisen offices.
iFuture Robotics and Coop	<a href="#">Coop</a> is testing the Ark Robot, a product of <a href="#">iFuture Robotics</a> , one of India's leading Robotics startup, to automate certain processes within their retail warehouses in a PoC. Ark Robot will handle Coop's inventory totes by sorting them as per different Retail stores. Upon finding a suitable concept for the retail warehouse in Chur the project is moved into a more extensive test and is potentially rolled out to other warehouses.

### Further partnerships and collaborations

City Partnerships	The cities of Zurich, Bern and St. Gallen are discussing further collaboration and sharing of knowledge with different startups. For example, they will share their experiences with the Irish startup <a href="#">BikeLook</a> in order for them to adapt their offering to enter the Swiss market.
Intrapreneur-Team: Rent`n`Share	An intrapreneur team – composed of <a href="#">Swisscom</a> and <a href="#">AXA Winterthur</a> – used the Kickstart Accelerator programme to progress their idea of an alternative to car ownership via a flexible and digital subscription model. With <a href="#">Rent`n`Share</a> , they went live with the first prototype of their product, defined their go-to-market and strategy with the ambition to scale their user base in a next phase.
Startup Cooperation: Rent`n`Share and Spark Horizon	Whilst in the programme, <a href="#">Rent`n`Share</a> collaborated with a fellow startup, <a href="#">Spark Horizon</a> : Rent`n`Share provided an electric car that is being fueled by the charging station that Spark Horizon has installed in front of <a href="#">Kraftwerk</a> .
Startup Cooperation: AAAccell and CoinCube	<a href="#">AAAccell</a> and <a href="#">CoinCube</a> announced their strategic cooperation in offering investors a solution to reduce the risks of crypto-currency investments. US-based CoinCube offers a crypto currency platform to enable investors easy and comfortable access to crypto-currency portfolios while AAAccell optimizes the risk and returns within the different investments.
Startup Cooperation: AAAccell and Blocko	<a href="#">AAAccell</a> and <a href="#">Blocko</a> announced a strategic cooperation to offer blockchain-based risk- and compliance solutions to the financial service industry. While Blocko has extensive experiences in blockchain application, AAAccell has deep knowledge in asset- and risk management.
Startup Cooperation: Apiax and Libryo	Zurich-based <a href="#">Apiax</a> is going to work with South African startup <a href="#">Libryo</a> in the field of legal and insurance solutions.
Startup Cooperation: CoinCube and CityFALCON	US-based crypto currencies-startup <a href="#">CoinCube</a> will integrate personalised financial news for Bitcoin and other currencies from UK-startup <a href="#">CityFALCON</a> .
Startup Cooperation: Adjoint and Nivaura	London-based startup <a href="#">Nivaura</a> , participant of the 2016 programme, will be testing their issuance and administration platform for structured notes on the <a href="#">Adjoint</a> blockchain infrastructure within the FCA Regulatory Sandbox.

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## About Kickstart Accelerator:

[Kickstart Accelerator](#) invests in solutions that work for problems that matter. The programme, an initiative of [digitalswitzerland](#) and operated by [Impact Hub Zurich](#), is one of Europe's largest zero equity, multi-corporate accelerators with the aim of putting the Swiss innovation ecosystem on the global map of entrepreneurship.

For 11 weeks, 50 startups come to Switzerland where they are provided with coworking space, seed funding as well as direct access to leading corporate partners, investors, mentors and experts. The programme is open to the best international startups within the following six verticals: FinTech, Food, Smart Cities, Robotics & Intelligent Systems, EdTech and Healthcare. EdTech vertical is in partnership with [EPFL](#) and operated by [venturelab](#). It will end on November 23 with a Final Demo Day. To offer the healthcare-specific vertical, Kickstart Accelerator has entered into a partnership with [BaseLaunch](#) (operated by [BaselArea.swiss](#)). The vertical will start into a second phase in January.

Kickstart Accelerator's corporate partners are AXA Winterthur, Coop, Credit Suisse, EY, Gebert-Rüf-Stiftung, Migros, PwC Switzerland, Raiffeisen Switzerland, Swisscom and UBS. The programme is also supported by ABB, Accenture, Empa, ETH, Global Fintech Association, Helbling, Helsana, Hilti, Maxon Motor, Metall Zug, Stäubli, Swiss Life as well as the city of Zurich, city of Bern and city of St. Gallen.