

ME AND STARTUPS

Programme Director: TechInnovate
Technology Entrepreneurship
Fellowship, NUI Galway (new role!)

Stewardship Council Member:
Blackstone LaunchPad, NUI Galway

Co-Founder: Entrepreneurship
Society, NUI Galway

Co-Founder: boards.ie; adverts.ie,
New Tech Post/Technology Voice;
StreamGlider (with Bill McDaniel
and Nova Spivack)

Chairman: Startup Galway

Director: Galway City Innovation
District; WestBIC (Business and
Innovation Centre)

A close-up photograph of a traffic light, showing the two circular lenses. The text "SEARCHING FOR STARTUPS" is overlaid in a white, handwritten-style font across the center of the image.

SEARCHING FOR STARTUPS

@JohnBreslin

@SocialSemantics @Insight_Centre

@TechInnovate_ @NUIGalway

“SEARCHING FOR STARTUPS”

- *Ambiguous title...*
- *What is it?*
- Enabling existing startups to develop search capabilities...
- Helping startups to find stuff...
- Ideas for new keyword search-focused startups...
- Enabling others to find startups...
- Something else?

--> FINDING STARTUPS IS THE FOCUS TODAY <--

- All the other aims are good, but this one is important!
- Ireland, for one, wants to gather more definitive data on its startups, and a searchable database would help
- *Multiply that by 36, for each of the European COST Action countries*

WHY IS IT IMPORTANT?

- There are various attempts to create national and international databases of startups
- Lots of potential users: investors, governments, enterprise agencies, inward/foreign direct investment, job hunters, and the startups themselves
- It's still hard to find what you want :(
- We will go through some of their needs in a bit...

90% OF STARTUPS FAIL!

Or so they say... We need better data, because it can help create better awareness of what startups are out there, generating more opportunities for them to survive/thrive!

STARTUP DATABASES

INTERNATIONAL STARTUP DATABASES

CrunchBase	<u>www.crunchbase.com</u>
AngelList	<u>www.angel.co</u>
F6S	<u>www.f6s.com</u>
Women	<u>womenwhotech.com/women-startup-database</u>
Middle East	<u>startupdb.arabnet.me</u>
Israel	<u>finder.startupnationcentral.org</u> <u>www.startbase.co</u>

EUROPEAN STARTUP DATABASES

StartupXplore

startupxplore.com

Tech.eu Radar

radar.tech.eu

Startup Europe / dealroom.co

app.startupeuropeclub.eu

COUNTRY-SPECIFIC STARTUP DATABASES

Estonia www.start-smart.me/en/startup-database?filter%5Bcountry%5D=FINLAND&filter%5Bindustry%5D=ALL&filter%5Bstage%5D=ALL&filter%5Btype%5D=STARTUP&filter%5Bsort%5D=ALPHABETICAL

Nordics [thenordicnumbers.thenordicweb.com/#/companies/table?q=hq_locations\(Iceland,Denmark,Sweden,Norway,Finland\)](http://thenordicnumbers.thenordicweb.com/#/companies/table?q=hq_locations(Iceland,Denmark,Sweden,Norway,Finland))

Lithuania www.startuplithuania.lt/en/startups/r-nox/272

Denmark startr.dk/startups

Latvia www.labsoflatvia.com/startups

Netherlands www.dutchstartupdatabase.com

etc.

Startups / Monea

Startup:
MoneaDescription:
Micropayment application. To inspire society go coinless.

Send or request small amounts of money to any person directly to their bank account in seconds.

Investments

Previous funding

Fundraising

Off 

Total:

1 050 000 €

Investors

Expansion Capital

 EXPANSION
CAPITALDevelopment stage:
Early Stage#
FINTECH
STARTUPConnect:
Go to website **Contact via E-mail**



2theloo

**Collection** [Startups](#)**Status** Active**Website** <http://www.2theloo.com/>**Industry**

- Hospitality

- Toilets

- Retail

Founders

- [Almar Holtz](#)
- [Eric Treurniet](#)

Address Kalverstraat 126, 1012 PK Amsterdam**Investors** [Avedon Capital Partners](#)**Founded** 2011**Funding** 2013**City** Amsterdam**Region** Noord-Holland

STAKEHOLDER NEEDS

A STARTUP NEEDS...

To be found by investors, MNC partners, customers

To advertise job hires (e.g. on F6S)

To auto-fill in accelerator/incubator/space application form

To search for competitors, partners, trends

To easily push their data to other databases (interoperable)

AN INVESTOR NEEDS...

To be visible to startups and to have visibility of startups

To generate deal flow

To research industry trends

To find co-investors

A HUB, COWORKING SPACE OR ACCELERATOR/INCUBATOR NEEDS...

To be known as a place that startups can apply to

To see emerging trends and adapt to them

To track where alumni have gone on to

A GOVERNMENT NEEDS...

To get statistics on the startups in a country or region

To ensure startups are clustered with other entities according to themes and regions (MNCs, research institutes, etc.)

To track where supported startups have progressed to

To get an export of relevant data (CSV, JSON, etc.)

A MULTINATIONAL CORPORATION NEEDS...

To connect with startups for contract development

To have visibility of potential acquihires (acquire a company to 'hire' the talent)

To locate in an area with the appropriate talent (from related companies, including startups in a particular space)

IDEA!



CAN WE DO BETTER, AND GET
MORE ATTENTION FOR
KEYWORD-BASED SEMANTIC
SEARCH WHILE WE ARE AT IT?

STARCH: STARTUP SEARCH W/ SEMANTICS UNDER THE HOOD

GOING BEYOND EXISTING STARTUP DATABASES

Most services just allow simple browsing and keyword search

We can make more (and better) connections with semantics

Link startup data to relevant context: sectoral, geographic

Extract entities from regional tech news sites to show trends in each area and startups associated with those trends

Create a “StartupID” identifier for startups, like ORCID, for data reuse and interoperability

BETTER SERVE THE QUERY NEEDS OF NON-TECHNICAL SEARCHERS...

**French startups in the medtech or ICT sectors
with more than 10 people**



...AND TECHIES

**site:.fr AND (sector:medtech OR sector:ICT)
AND team:>10**



SOME OF THE STARTUP METADATA REQUIRED

Acquired; Acquisitions; Advisors; Amount to Raise; Board Members; Business Model; Company Stage; Company Timeline; Competitors/Similar Companies; Contact Person; Date Founded; Description; Founders; Funding Received; Geographic Markets; Has Customers; HQ; Incubator/Accelerator; Investments; Investors; IPO Status; Logo; Looking for Investment; Name; Newsfeed; Number of Employees; Offices; Product Stage; Products; Revenues; Screenshots; Sector (Categories/Tags); Social Media Channels; Status (Active/Inactive); Team; Twitter Timeline; URL; Videos

WHAT SEMANTIC MODELS ARE RELEVANT?

Schema.org and FOAF (Organization = Startups, Teams; Person = Founders, Board of Directors, Team Members, Contacts)

Schema.org (schema:founder)

GoodRelations (Startup Services, Product Offerings)

DOAC, Resume-RDF (Jobs Being Advertised)

DOAP, FRAPO ([Startup Projects](#))

SIOC (Social Streams)

WHAT COMPONENTS ARE REQUIRED?

Let's brainstorm...

Thanks for your attention!

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CODA, AFTER PRESENTATION

Via Sebastian Ruder, Mattermark's search function is available to all: <https://mattermark.com/>

More startup databases thanks to the KEYSTONE COST Action MC: <http://portugalstartups.com/> <http://www.romanianstartups.com/> <http://greekstartups.com/>

Also a nice resource via Omar Boucelma on Aix-Marseille French Tech: <http://amft.io/> and reference to Dun & Bradstreet: <http://www.dnb.com/>