



ΚΥΠΡΙΑΚΟ  
ΕΜΠΟΡΙΚΟ ΚΑΙ  
ΒΙΟΜΗΧΑΝΙΚΟ  
ΕΠΙΜΕΛΗΤΗΡΙΟ



Λευκωσία, 29 Σεπτεμβρίου 2015

**ΠΡΟΣ:** Όλα τα Μέλη

**ΘΕΜΑ:** Καινοτόμος Σχεδιασμός Προϊόντων, και ευκαιρίες χρηματοδότησης, 7 Οκτωβρίου 2015, 1<sup>ος</sup> Όροφος ΚΕΒΕ Λευκωσία

Κυρία/ε,

Το ΚΕΒΕ σε συνεργασία με το Κέντρο Παραγωγικότητας Κύπρου και τον Κυπριακό Σύνδεσμο Επιχειρήσεων Έρευνας και Καινοτομίας, διοργανώνουν ημερίδα με θέμα:

### **Καινοτόμος Σχεδιασμός Προϊόντων & Ευκαιρίες Χρηματοδότησης**

Η ημερίδα αποτελεί συνέχεια των προσπαθειών του ΚΕΒΕ για εμπλοκή των Κυπριακών επιχειρήσεων σε δραστηριότητες έρευνας και καινοτομίας. Στην ημερίδα θα γίνουν παρουσιάσεις – ομιλίες από ξένους ειδικούς για θέματα βιομηχανικού Σχεδιασμού προϊόντων και προσέλκυσης επενδυτικών κεφαλαίων και θα ακολουθήσει συζήτηση.

Η ημερίδα θα διεξαχθεί την Τετάρτη **7 Οκτωβρίου 2015 και ώρα 3:00 μ.μ. στον 1<sup>ο</sup> όροφο του ΚΕΒΕ στη Λευκωσία**. Συνημμένα μπορείτε να βρείτε την πρόσκληση και τα βιογραφικά σημειώματα των ειδικών οι οποίοι έρχονται από τη Δανία για το σκοπό αυτό. Για τη Δήλωση Συμμετοχής παρακαλώ ακολουθήστε το Σύνδεσμο που υπάρχει στην επισυναπτόμενη πρόσκληση. Επιπρόσθετα, όσες επιχειρήσεις επιθυμούν να έχουν κατ' ιδίαν συνάντηση με τους ειδικούς θα πρέπει να μας ενημερώσουν εκ των προτέρων για να το διευθετήσουμε.

Για οποιαδήποτε επιπρόσθετη πληροφόρηση παρακαλώ όπως επικοινωνείτε είτε με τον κ. Νίκο Φιλίππου (ΚΕΠΑ) στο τηλ. 22-806111 είτε μαζί μου στο τηλ. 22-889737.

Με εκτίμηση,

Ανδρέας Ανδρέου,  
Αναπλ. Διευθυντής Τμήματος Βιομηχανίας,  
για Γενικό Γραμματέα.

/ΜΚ.



ΚΥΠΡΙΑΚΟ  
ΕΜΠΟΡΙΚΟ ΚΑΙ  
ΒΙΟΜΗΧΑΝΙΚΟ  
ΕΠΙΜΕΛΗΤΗΡΙΟ



## Πρόσκληση

Προσκαλείσθε σε ημερίδα με θέμα:

### “Σχεδιασμός Έξυπνων Προϊόντων και Ευκαιρίες Χρηματοδότησης”

Την Τετάρτη 7 Οκτωβρίου 2015, 3:00μμ – 6:00μμ.

Στον 1<sup>ο</sup> όροφο του ΚΕΒΕ, Λεωφόρος Γρίβα Διγενή 38, Λευκωσία.

Την ημερίδα διοργανώνει το Κέντρο Παραγωγικότητας Κύπρου σε συνεργασία με το Κυπριακό Εμπορικό και Βιομηχανικό Επιμελητήριο και τον Κυπριακό Σύνδεσμο Επιχειρήσεων Έρευνας και Καινοτομίας.

#### Πρόγραμμα Εκδήλωσης

3.00 – 3.15 μμ	Προσέλευση
3.15 – 3.30 μμ	Χαιρετισμοί
3.30 – 4.00 μμ	<b>Σχεδιασμός έξυπνων προϊόντων - επίδειξη έξυπνων προϊόντων,</b> Nicos Nicolaou, Industrial Design Architect, Nicodesign Ltd (Denmark)
4.00 – 4.30 μμ	<b>Funding opportunities for smart products,</b> Dr Anders Weber, Venture Capital Professional, CEO, BIOGASOL LTD
4.30 – 4.45 μμ	<b>Σχεδιασμός και Ανάπτυξη του παιχνιδιού Engino,</b> Κώστας Σίσαμος, Γενικός Διευθυντής Engino.net Ltd
4.45 – 5.00 μμ	<b>Σχέδιο Χορηγιών για Ενίσχυση της Επιχειρηματικής Καινοτομίας,</b> Νίκος Ιωάννου, Λειτουργός Βιομηχανίας, Υπουργείο Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού
5.00 – 6.00 μμ	Συζήτηση
6.00 μμ	Δεξίωση

Για online δηλώσεις συμμετοχής κάνετε κλικ [εδώ](#).

# Nicodesign/Nicolas Nicolaou – CV

- **Nicodesign** “creates and develops concepts and specifications that optimizes the function, value and appearance of products and systems for the mutual benefit of both users and manufacturers” Processes used are user research, sketching, comparative product research, model making, prototyping, and testing.

Nicodesign is a company which provides services within various branches and undertakes the following tasks, among others:

- Medical design
- Product design
- Furniture design
- Green-tech design solutions
- Industrialisation of Architecture

Design is a force that delivers innovation that in turn has exploited creativity.

Design is the central factor of innovative humanization of technologies and the crucial factor of cultural and economic exchange.

- **NICODESIGN'S PHILOSOPHY/WORKING METHODS**

When function- and also multifunction – and aesthetics form a synthesis, we as designer have done our job. But we also need to add new aspects to well-known objects in order to justify our existence. It is our design philosophy; that design should be for all, it must make life easier, and it should be as “green” as possible.

-Functionalism and flexibility combined with aesthetics are the key words for our design.

-The aim of our designs are to give the consumer objects that they did not necessarily associate with something they owned previously - things that have been considered to the tiniest detail.

-When we design, we start at the user’s needs. We look at what is missing in their everyday lives, and how we can solve them through design.

- We get inspired by working with many varieties of material and product forms. In our design process, ideas develop. However we do not believe in the idea of specialising to the last detail. This means we are not locked by various problematics, or by what can and can’t be done.

-Good design should be accessible for all purposes and target groups.

- We find it important that the designer take responsibility for the climate problem. The whole world is screaming for environmental friendly and energy saving products, and this is where the designer comes in.

- We have designed several products which use e.g. solar energy as the energy source for lighting or cooling down.

### **WORKING METHODS:**

NICODESIGN has designed numerous household items; kitchen utensils, chairs, telephones, lamps, houses etc. for companies such as; Menu Zone, WUF, Olsen watches, DELTA, Netto, Tele Danmark, Philips, etc.

NICODESIGN works with very simple design solutions and large advanced high-tech innovations.

NICODESIGN has been busy in the permanent collections both at the Design Museum Denmark and at MOMA .

We have received numerous awards at home and abroad . " INDEX AWARD / design to improve life in 2007 ."

Today, we primarily work with larger systemic design solutions, with socially innovative perspective. We can be characterized as pronounced ' T- shaped ', as we work with a very wide range of materials, processes and technologies.

The tasks NICODESIGN prefers to work with has a social, like political aspect, and "welfare products - smart products " that meet " better living conditions, benefits the individual, and economy " . Solutions can also be exported and thus benefit the economy. This means, we the industrial designer's most important role today.

We mentioned a current project that improves the lives of Alzheimer's patients. It is being studied currently at 3 nearby nursing home. The proposed solution involves interaction with patients, nursing staff, psychologists and others.

" We should be able to define who you should pull into cooperation".

We believe that the industrial designer's role today is primarily about "how creativity and innovation can create export " .

### **COLLECTIVE / TEAM / AGENCY**

NICODESIGN is the creator loner , but in the export team-oriented . All projects developed in iterative processes with skilled and professional occupational profiles.

However, we are not a stranger to the subject of new design solutions to benefit the economy, etc.

### **DESIGN AS ISOLATED PROBLEM VS DESIGN AS PART OF A PROCESS / SOCIAL CONTEXT.**

**NICODESIGN works today only with projects that have a civic aspect, ie . problem solutions which are part of a larger social context .. "that improves people's living conditions ."**

DESIGN SPECIALIST VS GENERATING LISTS / TEAM.

NICODESIGN is working as creator and initiator based on their own ideas, but the further phase in multidisciplinary with other professional groups that have different approaches to the problem. Nicodesign and user.

For questions about NICODESIGN we "talk to consumers and test ideas " and that our example "contacts political committee in parliament " to get nuanced perceptions about the problems we are working with.

For a design task where NICODESIGN has developed a combined wheelchair and patient bed. We have contacted various nursing homes, where we interviewed and observed those that pushed the beds, they are located in beds, nurses, etc. It's always a fight for OS . The wheelchair will address quality of life and self-respect of the user . "

NICODESIGN works, as mentioned, today with issues of public design, social innovation, sustainability, - ie . major tasks that tend to ' wicked problems ' (3) that includes political makers, community groups and individual users in a specific collaboration on design solutions .

" wicked problems " was first described in design contexts by Horst Rittel/1973, connection. complex societal issues where many, often conflicting interests are involved.

Perspectives in this respect .. "that people need to learn more " .. " society to learn more about consumption and brought up . "

NICODESIGN points out that we have always had as a rule, our designs have to have at least 3 improvements over competitors' similar products on the market. Otherwise there is no need to produce it.

**nicodesign**  
industrial design  
architect

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[www.nicodesign.dk](http://www.nicodesign.dk)

- **CURRICULUM VITAE: NICODESIGN – Nicolas Nicolaou.**  
**Cypriot/Danish architect /industrial designer**

**Graduated from The Royal Danish Academy Master Degree.**

**Among our works are:**

**Mobile telephone.**

**Medical equipment.**

**Copy machine/repro-machine.**

**Fly seats**

**Wheels chair**

**Bikes**

**Save water solution**

**Diabet pen**

**Diabet device**

**Walkers for seniors**

**Hospital bed**

**product for Alzheimer patients**

**biopsy device for women's breast cancer**

Public design - street lightning, park benches etc.

Cafe-furniture

Out-door sitting devices

Handicrafts in aluminium and stainless steel.

Telephone-box.

Furniture design.

Hotel furniture

Lightning.

Ceramics design.

Dinner sets in porcelain

Cups in bone china

Cutlery

Kitchen tools

Pots.

Toilet fixtures.

Cast iron products.

Watches.

Family houses.

Audio/ Stereo

speakers

Babychair

Luggage & tablet

**The following projects have been awarded:**

Telephone-box - 1st prize in Denmark (Jysk Telefon and KTAS)

Thermos - 3rd prize in Hackman-competition in Finland.

Office desk - 1st prize, best furniture - Cyprus Furniture Fair 1995

Baby chair - awarded by the Danish Ministry of Culture

Furniture – awarded by “DROMEAS” in Greece.

My products have been exhibited in London, Paris, New York, Malmø, Tokyo

Helsinki, Athens, Birmingham, Frankfurt, Dusseldorf, Singapore, Nicosia and Copenhagen.

Four of my products are part of the permanent exhibition at the Museum of Decorative Arts in Copenhagen.

Two of my products are part of the exhibition at the ‘Museum of Modern art’ in New York and San Francisco.

Top nominee INDEX Award 2007 “Design to improve life” as one of the hundred best products in the world (product “Diabet Cool”).

2<sup>nd</sup> price for Mobile phone for SAMSUNG

The “Diabet Cool” product is to be exhibited by INDEX in South Korea, England, Australia and South Africa in 2008 .

2008 Invited to participate in the exhibition “Design and The Elastic Mind” at the Museum of Modern Art in New York.

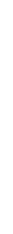
2011 Bronze medal international for ”intelligent Green Building “ arch/design competition

2013 We were awarded money from the Innovation Ministry in DK, to work on our product for Alzheimer patients

- **NICODESIGN teaches and trains students from the following international universities: in architecture & industrial design**

- o Mondragon uniberbitatea ( Spain )
- o Straté College (France)
- o College of Design (Arizona, USA)
- o Copenhagen business School (Denmark)
- o CPH Business (Denmark)
- o L'ecole de Design Nantes Atlantique /(France)
- o Universidad Politecnica de Valencia (Spain)
- o Lund Institute of Technology (Sweden)
- o KEA (Denmark)
- o Emily Carr University of Art and Design (Canada)
- o Ballerup DTU (Denmark)
- o University of West of England (Bristol, England)
- o The Icelandic Academy of Arts (Iceland)
- o Cyprus University (Cyprus, Greece)
- o Syddansk Universitet (Odense, Denmark)
- o Cesi Folio (France)
- o Prague Design University (Prague, Czech Republic)
- o Danmarks Design Skole (Denmark).
- o Syddansk University (Denmark)
- o Politecnico di Torino ( Italy )





## PROFILE

General manager. Venture Capital professional. Finance and business development of technology companies. Divestment of companies or assets. Marketing and sales of products and patent licenses.

## EXPERIENCE

### CEO, BIOGASOL — 2009 -

#### **Company:**

Provider of process technology for 2<sup>nd</sup> generation bioethanol production.

#### **Responsibility:**

Total budget responsibility including all aspects of capital raising: Business planning, investor presentations and due diligence. Business development, including marketing and sales and negotiation of out-licensing deals.

#### **Results:**

Reorganised the business, arranged for funding from Fjord Capital Partners.

### CEO, UPFRONT CHROMATOGRAPHY A/S — 2005-2008

#### **Company:**

Provider of integrated process solutions. Development, manufacture and sale of products and services for chromatographic manufacture of protein products including biomedicine (MAB's and plasma fractions) and ingredients including whey proteins and functional proteins from plant sources.

#### **Responsibility:**

Total budget responsibility including all aspects of capital raising: Business planning, investor presentations and due diligence. Business development, including marketing and sales and negotiation of out-licensing deals.

#### **Results:**

I reorganised the business, developed the business plan which included new products for the biotech sector, raised 80 million DKK in four consecutive rounds from one existing shareholder and four new VC shareholders including a pan European venture loan provider. I closed a number of licensing deals including a strategic licensing deal with AVEBE (the largest potato starch manufacturer in the world). The deal with AVEBE consolidated the business. I negotiated and closed a strategic licensing deal with DSM Biologics, brought in DSM Venturing as investor and together with the CSO I oversaw the successful development of new products for the biotech sector. Also in collaboration with Allan Lihme and external partners: The British BPL, Canadian Hemosol and French adviser Thierry Burnof I developed a complete clinical project for the manufacture, regulatory approval and distribution of alpha-one antitrypsin for the control of COPD.

### PARTNER, MEDIC HOUSE OF SCANDINAVIA — 2003-2004

#### **Company:**

Privately owned incubator, 8-10 early stage companies within the areas of ingredients, medical devices, diagnostics and natural medicine. Four to 6 employees and consultants.

#### **Responsibility:**

Managing portfolio companies: Licensing-in, establish and fund portfolio companies, out-licensing technology and divest portfolio companies.

#### **Results:**

Completed business plans for four different ventures, raised 5 million DKK for one business from private investors and elicited an offer from a VC of 80 million DKK to fund a medical device project.

### CEO, PRECISENSE A/S — 1998-2003

#### **Company:**

Medical device start-up company. Develops a minimally invasive glucose monitor for diabetics of my own invention. Eight to 15 employees.

**Responsibility:**

Budget responsibility, rising of capital and business development.

**Results:**

I raised 80 million DKK of finance for Precisense in three consecutive rounds. I built the organisation and oversaw the development from idea to prototype. I successfully dealt with a complicated IP situation, which entailed negotiation of a cross license with an American competitor. Currently the company is being divested to an international corporation.

**CEO, RETINALYZE A/S — 1998-2003**

**Company:**

Diabetes diagnostics company. Automatic processing of images of the retina provides diagnostics information about capillary damage associated with diabetes. Retinalyze developed algorithms, graphical user interface to a complete product aimed for 1) diagnosing diabetic disease, 2) monitoring of vessel damage in diagnosed diabetics and 3) drug development.

**Responsibility:**

To fund the company and develop the business.

**Results:**

I raised 120 million DKK of finance for Retinalyze in three consecutive rounds. Together with the CSO Michael Grunkin I set up the organisation. In close collaboration with leading, international opthalmologists and diabetologists the product was developed and validated and a marketing and sales organisation was set up. In parallel I maintained out-licensing discussions with major diagnostics and medical corporations (American and Japanese). Offers for exclusive licenses were elicited. The assets of the business were divested to a Danish ophthalmometrist group.

**CEO, AMDEX A/S — 1994-1998**

**Company:**

Technology start-up company, diagnostics technology. AMDEX developed and out-licensed amplification technology for lateral flow devices and other immunodiagnostics formats. Fifteen employees

**Responsibility:**

Budget. In-Licensing of technology, forming and funding the company. Business development, out-licensing and sale of company on behalf of the shareholders.

**Results:**

Established the company based on in-licensed technology, attracted and negotiated funding, licensed technology to 5 major diagnostics corporations and finally successfully negotiated the sale of AMDEX.

**BOARD MEMBERSHIP — 1989-NOW**

Non-executive director on boards of small and medium sized companies. Over a period of two years I represented The Danish Growth Fund on the board of Dansk Innovationsinvestering P/S. At the moment I serve as chairman of the board of Solianis a Swiss medical device company.

**INVESTMENT MANAGER, DANISH DEVELOPMENT FINANCE CORPORATION — 1989-1994**

**Company:**

At the time the largest Danish VC company covering all technology areas and all stages of company development. Six investment managers, 2 analysts and 4 administration staff.

**Responsibility:**

Identifying investment opportunities, establishing investment cases and fund raise internally and externally. Participate in building companies and serve on the board of portfolio companies. Assist management either directly or through board participation.

**Results:**

Counting number of deals, failure rate on capital raising and return on employed capital I was the most successful of the investment managers through the time of my employment. The most successful

investment i did for the fund was PNA Diagnostics A/S. I in-licensed hitherto overlooked diagnostics uses of a synthetic DNA analogue from Copenhagen University, established the organisation and in my capacity as chairman of the board I negotiated a sale of the company to a large diagnostics corporation for 5 times the amount invested over 2 years.

**ASSISTANT PROFESSOR, THE ROYAL VETERINARY AND AGRICULTURAL UNIVERSITY — 1987-1988**

**GUEST PROFESSOR, BIOTECH CENTRE, PITTSBURGH — 1986-1987**

**CONSULTANT FOR ELY LILLY'S ADVANCED SENSOR INITIATIVE — 1986-1987**

**MANAGER, NEW TECHNOLOGY, RADIOMETER — 1984-1986**

## **EDUCATION**

Cand. Brom. - M. Sc. (1984) ; Lic. Agro - PhD (1986) The Royal Veterinary and Agricultural University, Copenhagen.

## **PERSONAL QUALIFICATIONS:**

Direct, clear and convincing attitude. Ambitious and a good achiever. Particularly good at attaining goals in competitive and difficult environments. Assumes responsibility, challenges others and is inventive in achieving goals.