



NESTIM

Powering Ecosystems by connecting people and technology

Dr. Bastian Halecker
Matchmaker & Entrepreneur

Das bin ich...



+

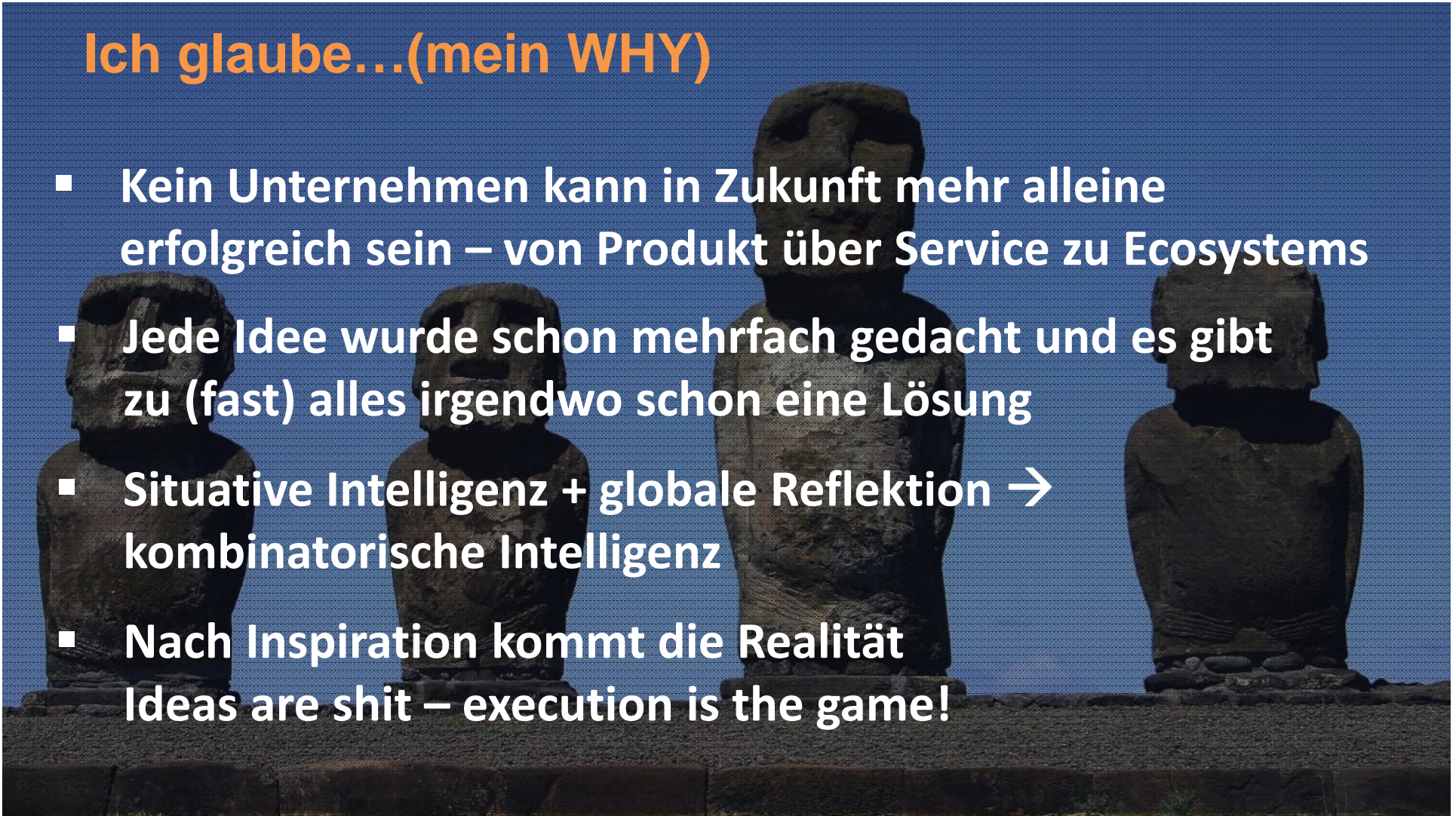


Spirit
of a pirate

Skills
of a Navy Seal

Ich glaube...(mein WHY)

- Kein Unternehmen kann in Zukunft mehr alleine erfolgreich sein – von Produkt über Service zu Ecosystems
- Jede Idee wurde schon mehrfach gedacht und es gibt zu (fast) alles irgendwo schon eine Lösung
- Situative Intelligenz + globale Reflektion → kombinatorische Intelligenz
- Nach Inspiration kommt die Realität
Ideas are shit – execution is the game!

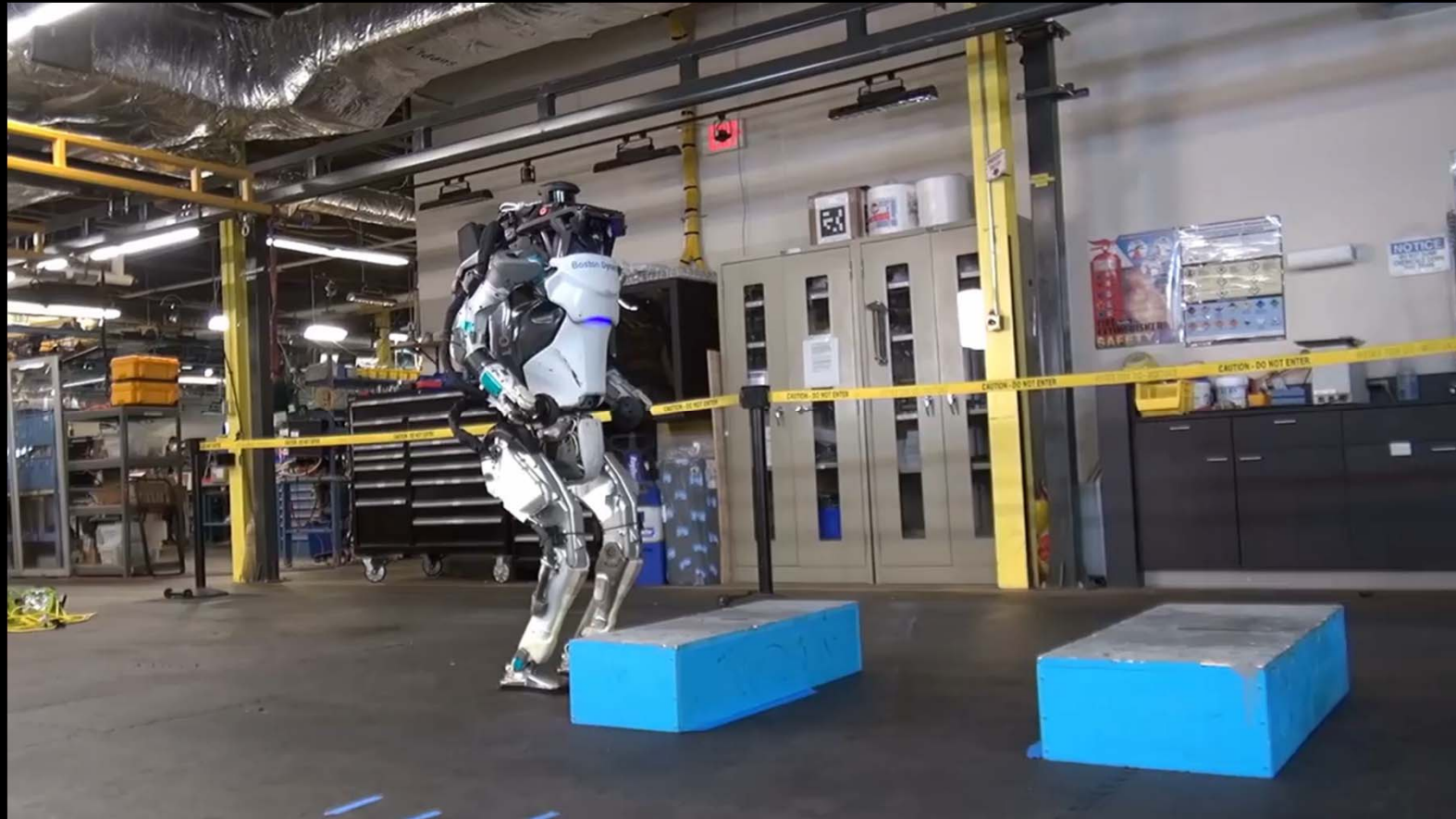




#CES2018









ESTIM

Boston Dynamics



PARKING

DATA-DRIVEN URBAN PLANNING

WASTE MANAGEMENT

ENVIRONMENTAL/LOCATION SENSORS



WATER SOFTWARE & ANALYTICS

DISASTER MANAGEMENT

TRANSPORT/TRANSIT DATA

SMART TRANSPORT (SHUTTLE/BIKE)

CONNECTIVITY

GRID/ENERGY

Source: CBInsights



Amazon

Amazon strives to be Earth's most customer centric company where people can find and discover virtually anything they want to buy online.

I WORK HERE

SUGGEST EDITS

- amazon.com
- Internet > Cloud Computing
- Big Data > Storage
- Internet > Web Development
- Big Data
- Technology > Artificial Intelligence
- Information Services
- B2c
- Founded in 1994
- Raised \$56M

ELSEWHERE

Overview Funding 2 Investments 42 Acquisitions 57 Apps 28 People + ADD INFO

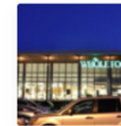
+ ADD TRANSACTION

04 Oct 2017



Whole Foods Market

Acquired by Amazon



Amazon's acquisition of Whole Foods will bring AI technology to grocery stores

VentureBeat

03 Oct 2017



Body Labs

Acquired by Amazon



Amazon has acquired 3D body model startup, Body Labs, for \$50M-\$70M

TechCrunch

+4

14 Aug 2017



harvest.ai

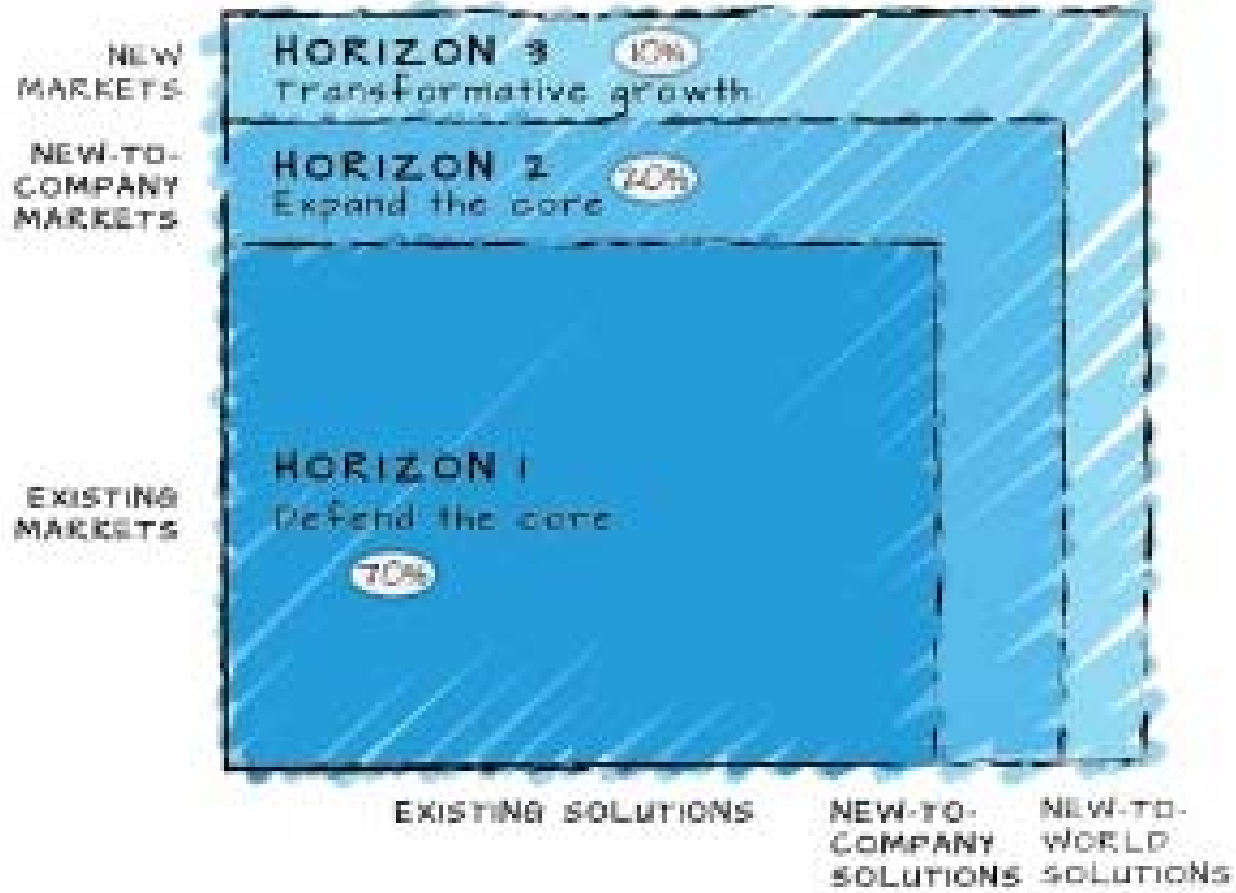
Acquired by Amazon

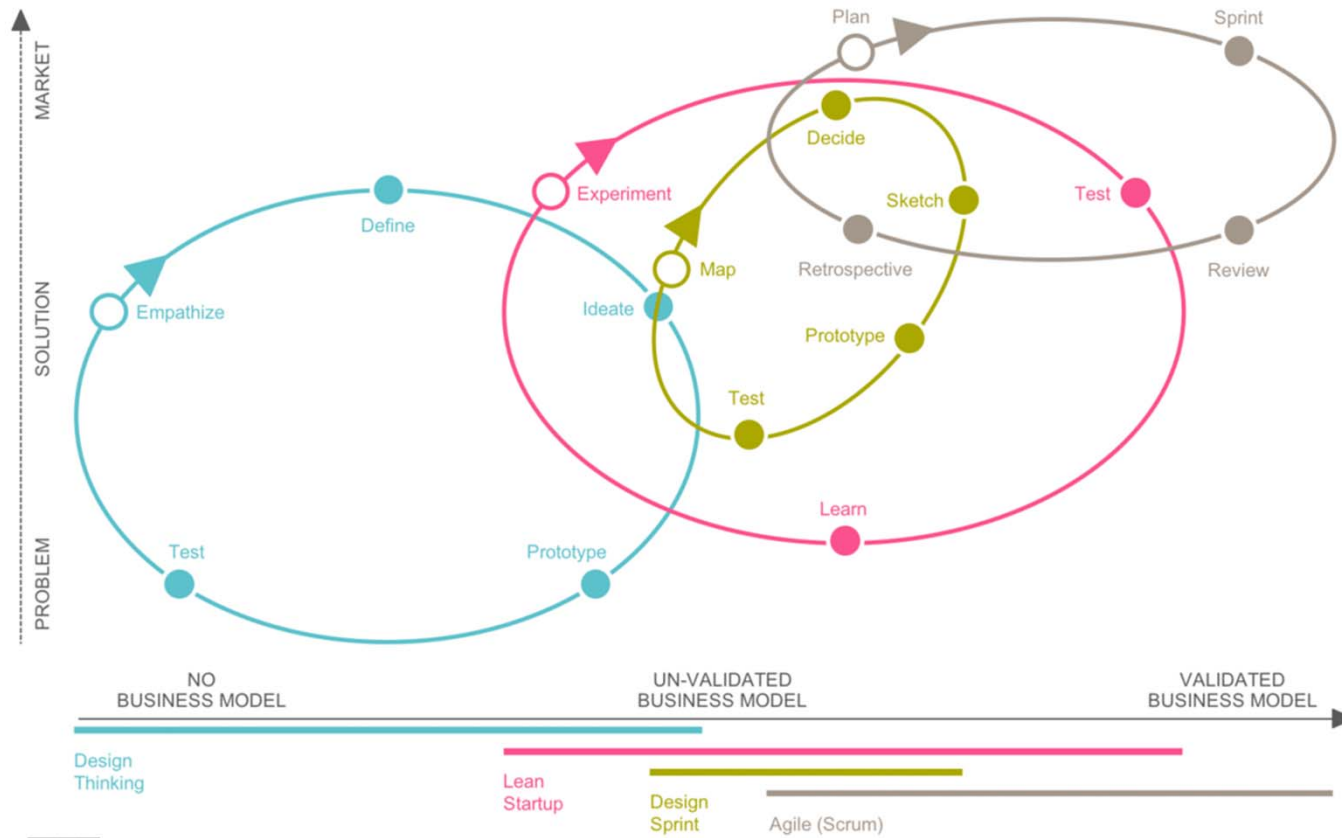


Amazon Web Services taps machine learning to tackle security with Macie

GeekWire

+1

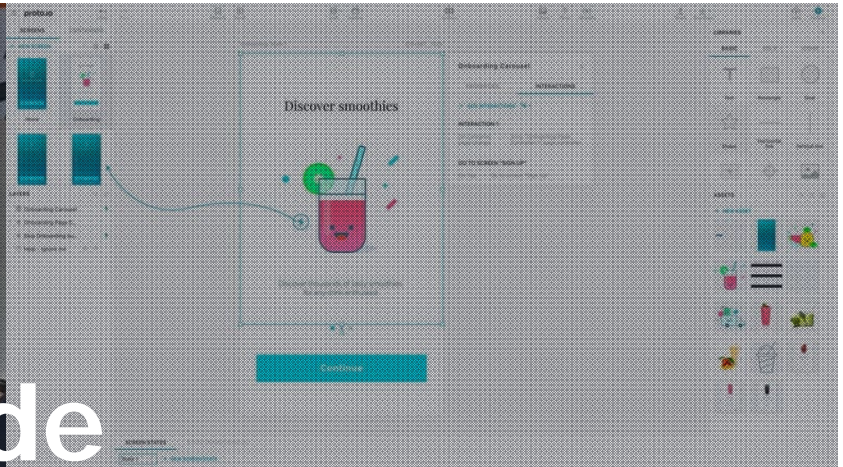
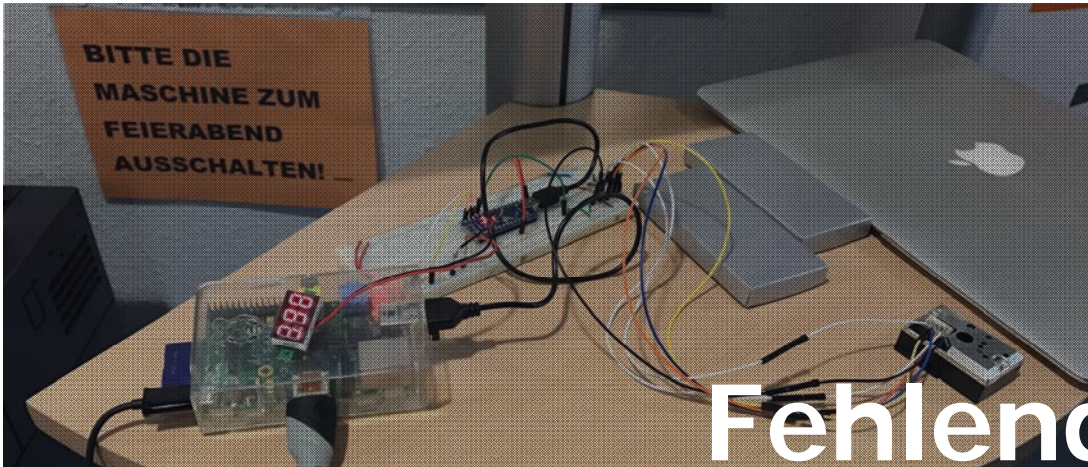




A photograph of a shower head and a shower curtain. The shower head is at the top, and a shower curtain is hanging below it. There is a significant tear in the shower curtain, revealing the shower pan underneath. The background is a dark, textured blue. The text is overlaid on the image.

#5

Zu viel Lösung zu wenig Problem



Fehlende Digital Execution!





1 Lab Irrsinn

Beste Innovation-Labs

Von den rund 100 Digital Innovation Units in Deutschland nahmen 34 an der Studie teil. Darunter 17 Innovation-Labs, also eigenständige Innovationslabore. Sie wurden nach sechs Kriterien bewertet

LAB	STEUERUNG	THEMEN	EINBINDUNG	METHODEN	SKALIERUNG	NETZWERK	GESAMT ¹
Lufthansa Innovation Hub (Start: 2015)	4,0	4,0	4,0	5,0 ²	4,0	3,0	4,0
Daimler Business Innovation (2011)	4,0	3,0	4,0	5,0	5,0	3,0	4,0
MAN X-Lab (2014)	4,0	3,5	3,5	5,0	4,0	4,0	4,0
Thyssenkrupp Innovation Garage (2018)	4,5	4,5	4,5	5,0	2,0	3,0	3,9
Deutsche Bank Digitalfabrik (2016)	4,5	3,0	3,0	4,0	4,0	4,0	3,8
W&W Digital GmbH (2015)	2,5	3,5	1,0	5,0	4,0	4,0	3,3
KSB Business Innovation Lab (2017)	4,5	4,0	2,5	3,0	3,0	3,0	3,3
msg minnosphere (2016)	3,5	3,5	2,5	3,0	4,0	3,5	3,3
Deutsche Bahn d.lab (2015)	2,5	3,0	3,5	5,0	3,0	3,0	3,3
Hermes Digital Lab (2018)	4,0	3,5	3,0	3,0	4,0	2,0	3,3
eprimo InTraLab (2015)	2,5	2,5	3,5	5,0	2,0	3,5	3,2
Rehau Unlimited X (2018)	3,0	4,0	3,0	3,0	2,0	4,0	3,2
MunichRe The Lab (2016)	3,5	3,0	3,0	3,0	3,0	3,0	3,1
Porsche Digital Lab (2018)	3,5	2,5	2,0	3,0	3,0	4,0	3,0
Krones Innovation Lab (2018)	2,5	3,0	2,5	3,0	2,0	1,5	2,4
MHP Lab (2016)	2,5	2,5	1,5	3,0	2,0	3,0	2,4
Evonik Big Data Lab (2018)	2,0	2,5	2,0	1,0	4,0	2,0	2,3
DURCHSCHNITT	3,5	3,0	3,0	4,0	3,0	3,0	3,3

¹) Durchschnitt der Einzelwerte. Rangunterschiede bei gleichen Werten ergeben sich aus dem Nachkommabereich ²) Höchstwerte sind gefettet



Spitzer/
Segmentierter
Markt bzw. Nische



Einfache
Hardware/
Technologie



Cleverness
through data &
intelligence (AI)

**Simple new solution for
(world) problems**

Smart solution



DESIGN

USER EXPERIENCE

Rethink Innovation

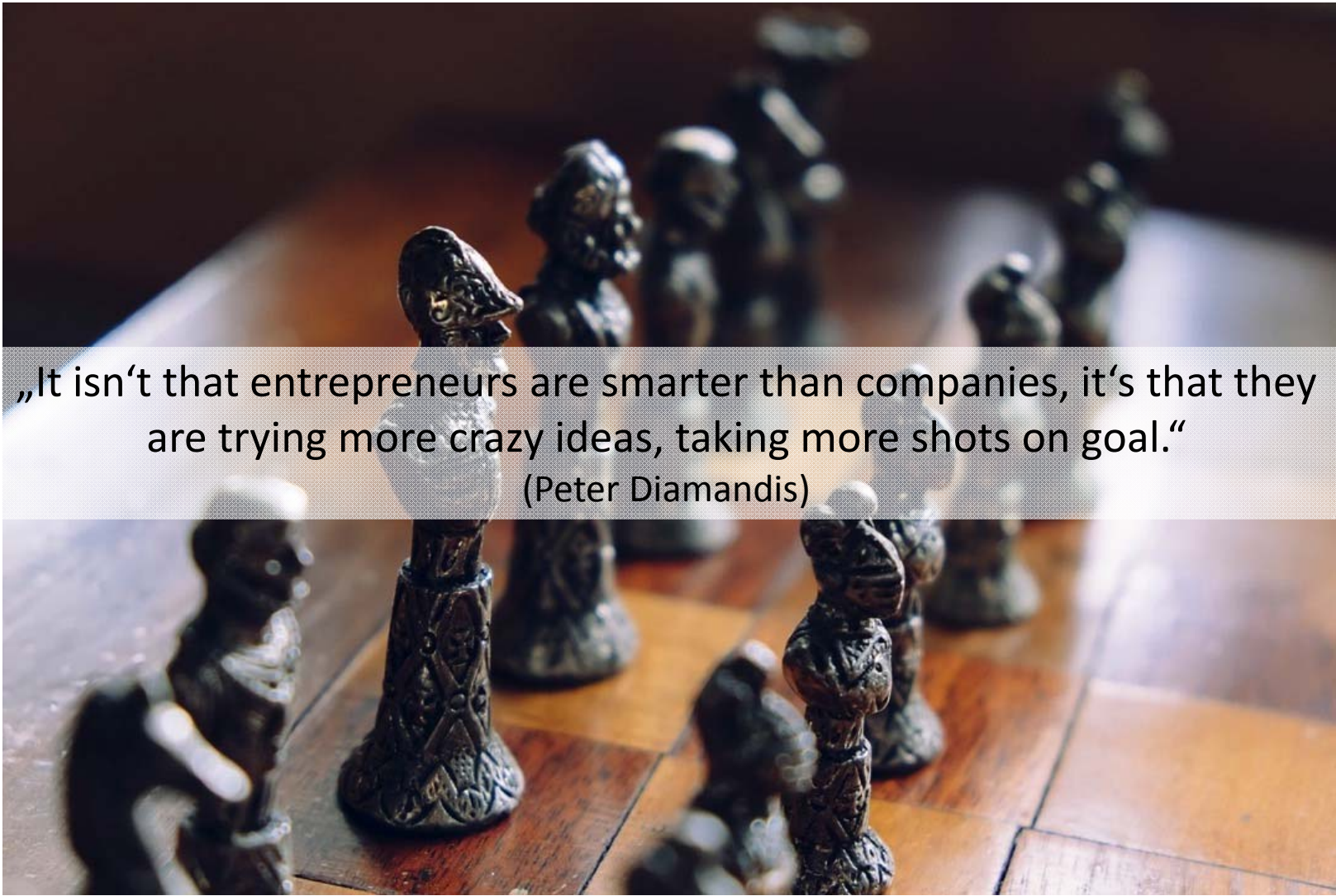


#1

Is not about ideas –
is about solving problems

#2

Is much about finding partners
as building products

A photograph of several dark, ornate chess pieces on a wooden chessboard. The pieces are arranged in a line, with the focus on the central pieces. The background is blurred, showing more pieces and the board's surface.

„It isn't that entrepreneurs are smarter than companies, it's that they are trying more crazy ideas, taking more shots on goal.“
(Peter Diamandis)

A collection of vintage tools and gear laid out on a dark wooden surface. The items include a hammer, a pickaxe, a hand saw, a pair of pliers, a pair of work gloves, a metal cup, a flashlight, a tape measure, a utility knife, a small metal container, and a leather pouch. The tools are arranged in a somewhat organized fashion, with some larger tools like the pickaxe and hammer in the center and smaller items like the gloves and cup around them.

Rule #1 Execute every day
Rule #2 Don't forget Rule #1

Teilnehmende Startups

1. Chargery
2. SIUT
3. Radbonus
4. Fleetbird
5. Targomo
6. Sonah

Jeder 7 min
3 min Q&A

Dr. Bastian Halecker
Nestim / Startup Tour Berlin

+ 49 (0) 171 72 25 567
bastian.halecker@nestim.com

