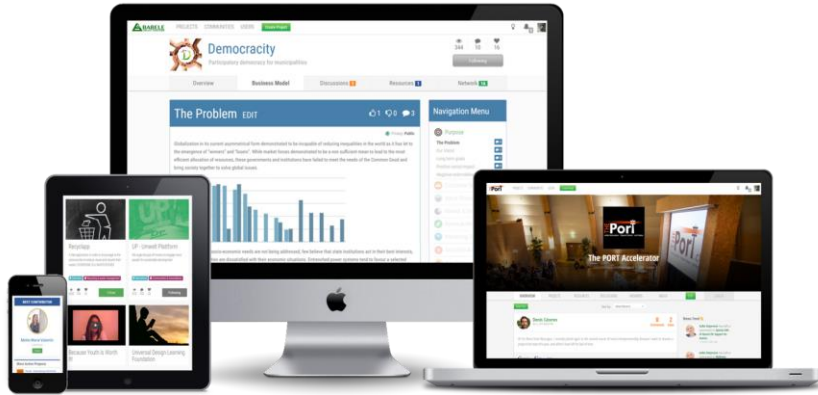






An all-in-one platform to manage your accelerator program and engage stakeholders in business modeling and mentoring



Babel is **all-in-one customizable virtual acceleration platform**, to engage the network and coordinate the activities of business incubators and accelerators.

Beyond the provision of the online tool, Babel also provides onboarding material to get users started in the platform, as well as **continued support** (through training and guidance), on how to engage stakeholders during and after the program.

The platform in a nutshell:



Fully customized SAAS whitelabel platform, with **customized** DNS and privacy, accessible using **Linkedin** and SSO services..



The platform is perfectly **responsive** and adaptable to all screen sizes, devices and operating systems. We tailor the look, feel and user interface to match EIP's branding.



The platform is perfectly **secure** and optimized to prevent brute force attacks. Participants have full control over their data (we are GDPR compliant), which is secured on a dedicated infrastructure.



The cryptographic protocols Secure Sockets Layer (SSL) prevents attacks to the inside of the IP of the users. Our development team is **ISO/IEC 27001 certified** and have successfully passed intrusion audits made by Thales.



Cloud based, kubernetes (GKE), with **high availability**: we provide **dynamic server capacity** to ensure the response time optimization.



The platform is **multilingual** – currently available in English, French, Italian and Portuguese. The addition of new languages can be done in a couple of hours.



Following, are all the features that are currently available in the platform.

Accelerator work-spaces are dynamic ecosystems of people, startups, threads and know-how. Accelerator managers are responsible for the workspaces: they can **customize and coordinate the incubation process**, manage program's assignments, organize the online mentoring, foster peer-learning & collaboration. Entrepreneurs can **apply to join** one or more work-spaces, while accelerator managers can evaluate and accept only the relevant requests.

Live Feed

All the relevant news & updates on startups, entrepreneurs, mentors and investors, converge in this page.

This page provides a **clear overview of the community activity**. This includes: relevant posts from the accelerator managers & residents, startups' assignments and reports, newly uploaded resources and discussion created in the forum.

The **popularity dashboard** shows the most active residents and startups in the community.

Users receive **site & email notifications** whenever there are updates and can adjust the notifications frequency and format.

The screenshot shows the DAI Live Feed interface for the BIC Dushanbe workspace. The header includes the DAI logo, navigation tabs (Live Feed, Startups, Library, Forum, Community), and user profile icons. The main content area features a large banner image of a mountain range with the BIC Dushanbe logo and name. Below the banner, there is a 'Post' section with a text input field and a 'Publish' button. A list of posts follows, including one by Anna Hejker about a social enterprise in Romania, one by Giovanni Ansaldo about online collaboration, one by Elena Marinacci about a webinar, and one by Johanna Pilledda about a webinar. To the right, there are sections for 'Recently active people' (listing Adriana C., Esther Billa..., and Miruna ML.), 'Recently active projects' (listing Chicco inn., Babele, and Democraci...), and 'News feed' (listing Ruxandra Creosteanu's comments).

By clicking on the tab **STARTUPS**, users have access to the [list of startups and SMEs](#) that are part of the incubation program. Accelerator managers can create one (or more) [customized program curriculum](#), based on the specific programs they manage. Accelerator managers can also define the [program milestones and assignments](#) for both startups and advisors, as well as set [deadlines and automatic reminders](#) to keep participants engaged throughout the program.

Startups

All the startups engaged in an incubation program are easily accessible from one place.

Entrepreneurs can [submit a new startup](#) to the program by following an intuitive step-by-step framework.

BIC managers can [approve or reject new applicants](#), after having reviewed the startup information submitted.

Mentors, investors and peers can follow the teams that are relevant to them, [track their progress and performance](#), and give feedback when appropriate.

[Startups can be filtered](#) according to their Geographical location, vertical, stage of development, SDGs, tags, etc.

The screenshot shows the DAI Startups repository interface. At the top, there is a navigation bar with the DAI logo and tabs for 'Live Feed', 'Startups' (which is highlighted), 'Library', 'Forum', and 'Community'. Below the navigation bar is a header section with a background image of a server room. The header text reads 'BIC Dushanbe Startups' and includes a button 'Add a new Startup'. Below the header is a filter section with dropdown menus for 'Country', 'Category', and 'Progress', and a 'Sort by: most recent' dropdown. There is also a search bar labeled 'Search a solution'. Below the filter section, it says 'There are 4 new applicants'. The main content area displays a grid of startup cards. Each card features a thumbnail image, the startup name, location, and a 'DENY' or 'ACCEPT' button. The cards shown are: Jenfaza (Cape Town, South Africa), Skoll Foundation (Ottawa, Canada), Project Manhattan (Cape Town, South Africa), Tell me more (Ottawa, Canada), Mobilize Africa (Dushanbe, Tajikistan), Renewal Funds (Dushanbe, Tajikistan), World Cleanup D... (Dushanbe, Tajikistan), Umthombo Yo... (Dushanbe, Tajikistan), and MeteoSwift (Dushanbe, Tajikistan). Each card also shows a small icon for 'Health', 'Refuges', 'Displacement', and 'Integration'.



By clicking on the tab **COMMUNITY**, users have access to all the **network members**. Accelerator managers can organize all users in **Stakeholders Circles** (e.g. residents, mentors, industry experts, partners, investors, alumni, etc.) and assign to each circle **different levels of privacy access** to each group. Accelerator managers can invite new users via email or in a bulk, as well as **accept or reject the request to join from the experts** of other accelerators that are part of the network.

Community

Organize all users in the accelerator with a light CRM. Manage roles and communication from 1 place.

Users can be **filtered by competence, interests, geographical location**: so e.g. a startup can fetch the right experts to move forward.

Accelerator managers can **easily invite new people** to join the community, via group email or by sharing a unique URL to become a member.

BIC managers can **approve or reject new requests** to join the community.

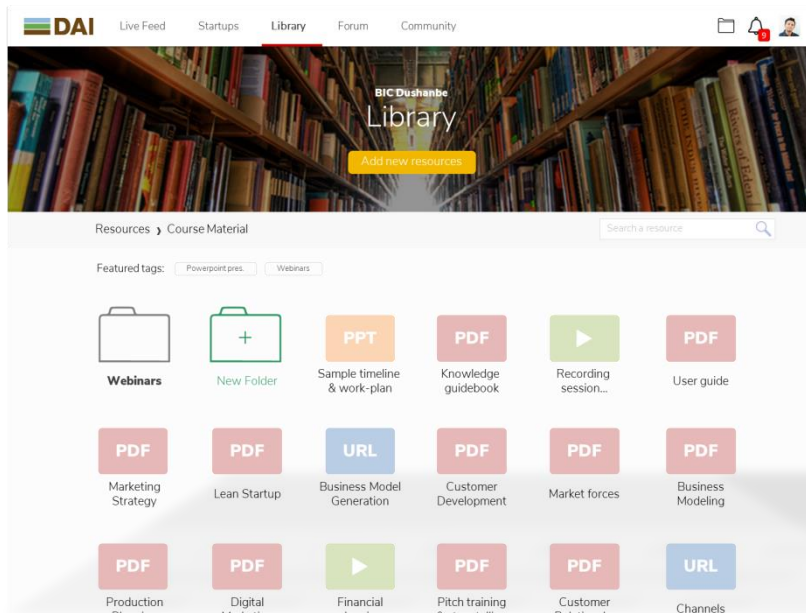
They can also **send private messages** to individuals, and **create news-letters** to communicate with one or more circles.

The screenshot displays the DAI Community workspace interface. At the top, there is a navigation bar with tabs for Live Feed, Startups, Library, Forum, and Community (which is highlighted). Below the navigation bar is a header section with the text "BIC Dushanbe Community" and a prominent "Invite new users" button. A search bar is located on the right side of the header.

The main content area shows a list of user profiles, each with a profile picture, name, role, and "DENY" or "ACCEPT" buttons. A dropdown menu is open over the "Circles: All" filter, showing options like "All", "Entrepreneur", "Mentors", "Investors", and "New Circle".

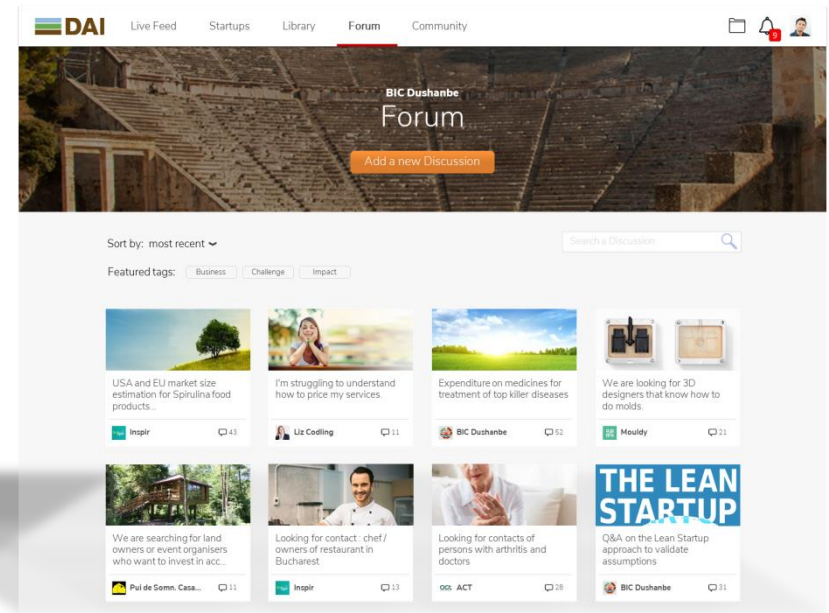
An "Invite new users" modal is open in the bottom right corner, showing a list of selected users (Anna He, Anna Heijker, Sbirulina Podda, Emanuele) and a "Validate Selection" button. The modal also displays details for the selected user, including their name, role, and a "Invite" button.

In the **LIBRARY**, accelerator managers upload docs, files, videos, learning material and other relevant resources. They can **customize the privacy** of each file, providing access only to the right stakeholder group.



- Accelerator managers can import files from their laptop, via **Google Drive** or using the **Dropbox integration**.
- These resources can also be used in the **e-learning component of the program curriculum**, for startups to complete their incubation's assignments.
- Resources can be categorized by **tags and keywords** and (available soon) **organized in Folders**.

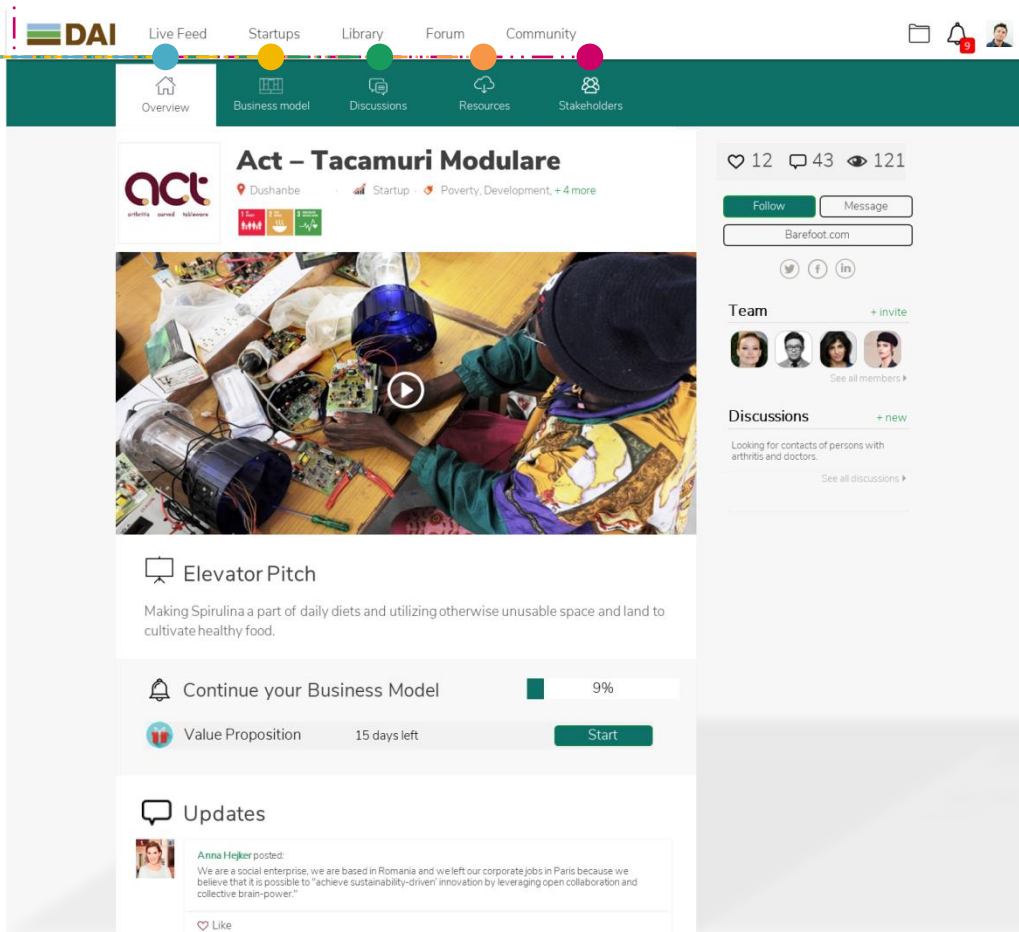
The **Discussion FORUM**, gathers the hot threads, challenges and debates from the BIC admins and the startups. This enables to **gather in 1 place all the startup challenges**, questions and requests.



- Discussions **replace hard-to-follow email chains**, keeping the entire conversation about a specific topic on a single page.
- Accelerator managers and startup owners can easily **customize the privacy** of the discussions they create, in order to involve only the right stakeholders in the conversation.
- It is possible to **filter participants by skills**, in order to invite those users that can add the most value to each thread.



- ➔ **Overview:** teams can share **progress & performance updates**, report **notes after meetings** with contributors;
- ➔ **Assignments:** incubation program's **assignments submission**, **online mentoring** and **E-learning** components;
- ➔ **Discussions:** startup forum for **discussions**, **challenges** and **debates** (linked to the accelerator workspace's forum);
- ➔ **Resources:** space to **upload docs**, **files**, **videos**, **links** and relevant resources – integrated with **Gdrive and Dropbox**;
- ➔ **Stakeholders:** directory of **stakeholders & contributors**, organized **in circles**, with **granular privacy** access;



Startup Profile

Entrepreneurs have an **organize space to manage their startup info & updates, engage contributors & get feedback.**

Entrepreneurs can **create and join the team**, invite contributors to mentor their venture.

They can **submit the accelerator's required documents**, questionnaires, and reports, as well as **manage granular access permission** to each upload & assignment.

Startups can **crowd-source feedback and validation** from the right mentors and experts in the community and platform.



Each startup profile contains the specific **accelerator program curriculum**, which guides the startup team through all the program assignments (fully customizable). Assignments have **deadlines**, which generate **automatic reminders** for both startup-teams and mentors. **The E-Learning component** allows to provide a clear explanation for each program module: helping startups to complete their assignment while taking inspiration from glaring examples and best practices.

Startup assignments

Startup teams follow an intuitive **business model builder** to complete the **accelerator's assignments**.

Venture teams can **complete the program assignments in the platform** and **fully customize their privacy access**.

They can create **tables**, embed **videos** and upload **attachments**; they can fork discussions and **Export the plan in PDF**.

Mentors and experts can **leave their feedback to each startup assignment**, helping the team to validate key assumptions in a Lean way;

The **feedback prompt** provides a concise guideline for mentors and experts on the feedback they should provide to each assignment.

The screenshot displays the DAI platform interface. At the top, there's a navigation bar with 'DAI', 'Live Feed', 'Startups', 'Library', 'Forum', and 'Community'. Below this is a secondary navigation bar with 'Overview', 'Business model', 'Discussions', 'Resources', and 'Stakeholders'. The main content area is titled 'Value Proposition' and includes an 'ASSIGNMENT' section with details for 'ACT'. The assignment description states: 'ACT is a set of utensil for person that suffers of arthritis or other disease that affect the mobility of the hands. ACT helps people with limited mobility of the hands to regain independence and brings back the joy of eating, without the help of others.' Below the text are three images showing adaptive utensils. A 'Feedback' section at the bottom shows a prompt: 'In this section it has to be clear which is the value proposition of the project. Therefore, you should see if the following topics have been addressed well in the value proposition: solution, pains, gains and jobs to be done.' Two user comments are visible: one from Anna Hejzer and another from Giovanni Ansaldo.

On the right side, a 'Navigation Menu' is visible, listing various categories and sub-items:

- Export in PDF
- MARKET
 - Problem and Customer
 - Validation strategy
 - Customer segmentation
 - Market
 - Competition
- BRAND
- Value proposition (highlighted)
 - Unfair advantage
 - Product roadmap
 - Brand Building
- BUSINESS MODELING
 - Channels
 - Customer relationship
 - Revenue Streams
 - Key Activities
 - Key Resources
 - Partners
- PLANNING
 - Production plan
 - Marketing strategy

A dashed green line and a bracket on the right side of the image group the 'MARKET', 'BRAND', 'Value proposition', and 'BUSINESS MODELING' sections, with a label pointing to them: **accelerator program's assignments**.

Accelerator managers have access to the **accelerator program builder**, which allows to customize **program curriculum, e-learning material, assignments** and the **respective deadlines**.

#	Topic	Assignment	Start Date	Delivery Date	Mentoring	Reminders
<input type="checkbox"/>	Customer Segment	ArcheType	05/05/2019	15/05/2019	30/05/2019	Yes
<input type="checkbox"/>	Customer Segment	Tasks, pains & gains	15/05/2019	28/06/2019	30/06/2019	Yes
<input type="checkbox"/>	Customer Segment	Early adopters	25/05/2019	28/07/2019	30/07/2019	Yes
<input type="checkbox"/>	Customer Segment	Observation & Interviews	05/06/2019	28/08/2019	30/08/2019	Yes
<input type="checkbox"/>	Value Proposition	Our Solution	15/06/2019	28/09/2019	30/09/2019	Yes
<input type="checkbox"/>	Value Proposition	Value Proposition Canvas	25/06/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Value proposition	Minimum Viable Product	05/07/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Value proposition	Validation Strategy	15/07/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Value proposition	Production Plan	25/07/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Customer Relationship	Relationship Type	05/08/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Customer Relationship	Acquisition	15/08/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Customer Relationship	Retention	25/08/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Channels	Communication	05/09/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Channels	Distribution	15/09/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Revenue Streams	Revenue Model	25/09/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Revenue Streams	Pricing	05/10/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Key Activities	Value Proposition	15/10/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Key Activities	Customer Relationship	25/10/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Key Activities	Channels	05/11/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Key Activities	Revenue stream	15/11/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Resources	Facilities & equipment	25/11/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Resources	Human Resources	05/12/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Resources	Financial Resources	15/12/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Resources	Intellectual property	25/12/2019	18/05/2019	18/05/2019	Yes
<input type="checkbox"/>	Stakeholders	Key Partners	05/01/2020	18/05/2019	18/05/2020	Yes

- Accelerators can have **one or more program curricula**, enabling to run several acceleration programs at the same time.
- The **e-learning for each assignments** is fully customizable: with reading material, videos, tables, attachments and examples.
- The **scheduler** enables to **set Deadlines for the startup team** to deliver an assignment **and for mentors** to provide feedback.

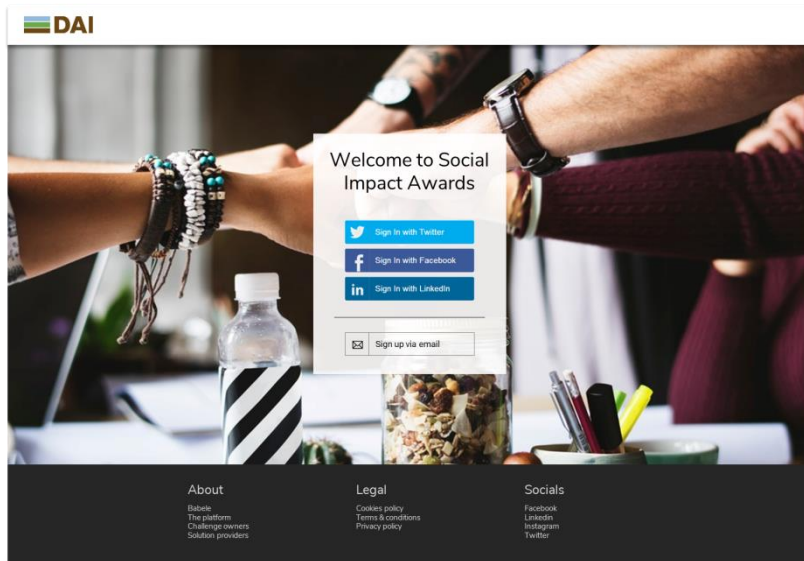
A complete **set of statistics on the activity of the accelerator** is accessible from the admin panel. Only accelerator managers have access, and they can **export the data as Excel sheets**.

Startup ID	Startup Name	Country	Category	Creation Date	Team Members	Contributors	# Views	# Assignments completed	# Comments	Last Updated
4128	Chase	Russia	Doing, validation & research	10/12/2018	3	3	65	0	0	10/12/2018
4128	Done well's means	Turkey	Hardware	16/11/2018	2	8	230	0	45	16/11/2018
4122	The House Of Cards	Armenia	Software & policy making	16/11/2018	1	9	208	0	34	16/12/2018
4124	Reflexion	United States	Business	16/11/2018	2	7	173	0	0	16/11/2018
4128	Living in a flight	United States	Start & Entrepreneurial services	16/11/2018	2	7	101	0	12	16/12/2018
4122	Dr.Hamed Afshar	Uganda	Business	16/11/2018	2	7	208	0	0	16/11/2018
4122	Coastline	Canada	Business Service	16/11/2018	2	8	185	0	0	16/12/2018
4128	Beating Bi	Costa Rica	Food & Dining	16/11/2018	2	7	239	0	38	16/12/2018
4128	Charmes	United Kingdom	Business	16/11/2018	4	8	281	0	0	16/12/2018
4127	Harmonia	France	Business	16/11/2018	2	8	238	0	18	16/11/2018
4128	Swarm Data	India	Platform & Commerce	16/11/2018	2	8	131	0	0	16/11/2018
4126	Water Generation in a	Indonesia	Recycling & waste management	16/11/2018	1	9	121	0	23	16/12/2018
4128	Genex	India	Hardware	16/11/2018	2	8	80	0	0	16/12/2018
4128	PROBE	United States	Doing, validation & research	16/11/2018	3	9	229	0	28	16/12/2018
4128	Proxima	Canada	Recycling & waste management	16/11/2018	2	9	84	0	14	16/12/2018
4128	Bin	Indonesia	Art & Culture	16/11/2018	2	9	189	0	27	16/12/2018
4128	Iman	Uganda	Hardware	16/11/2018	2	8	70	0	18	16/12/2018
4127	Drinking Bottles with Potential	Indonesia	Business	16/11/2018	3	7	182	0	34	16/12/2018
4128	Autove	Spain	Health, fitness & nutrition	16/11/2018	3	6	148	0	22	16/12/2018
4128	HaruCoffee	Mexico	Foodservice & Restaurant	16/11/2018	3	9	113	0	22	16/12/2018
4128	BioSolve	Turkey	Business	16/11/2018	2	9	80	0	21	16/12/2018
4128	Smart	Turkey	Logistics & Delivery	16/11/2018	2	9	82	0	17	16/12/2018

- Statistics are organized by **accelerator, startups and users**.
- **Startups Statistics:** showcase the program assignments completion, last updates, #comments and overall engagement.
- **User Statistics:** showcase the activity of each resident: #comments, #accesses, #following users & followers, etc.

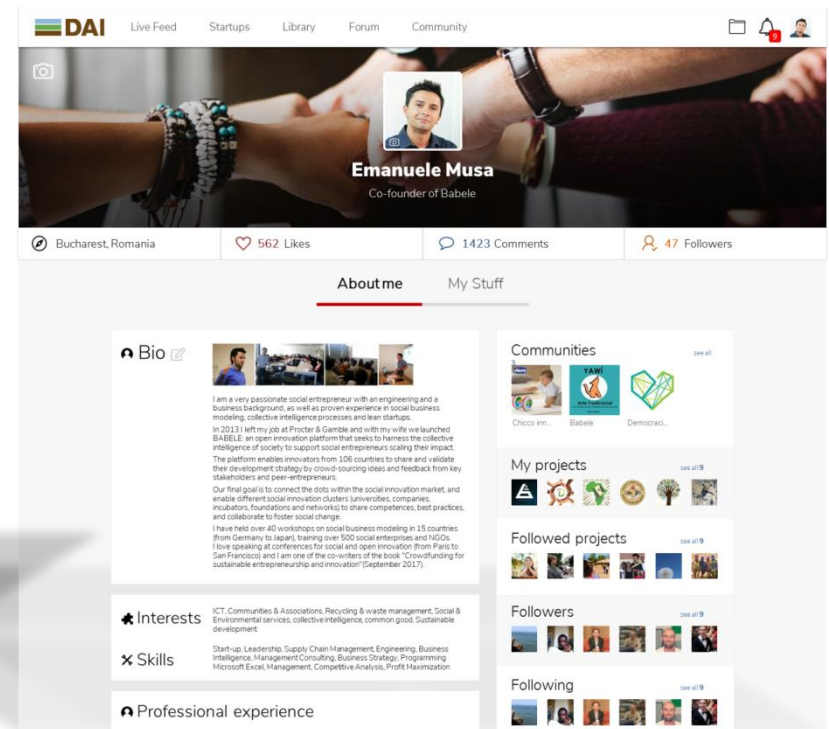


The platform is structured in a very neat and intuitive way, so that users are able to find the right section without the need of a user-guide or instruction manual. The wireframe is based on widely recognized **best practices in the social networking field** (e.g. user profile, notifications, posting, etc.), which are combined with the key components for the **Management of Business Incubation Programmes** (e.g. workspaces, startups profiles, assignments, etc.)



Your accelerator has an **independent landing page**, so users can join through a direct URL. It is possible to create an account through linkedin, which creates a full user profile in 1 click.

Participants have a **professional user profile**, which can be synced to their LinkedIn account. Users write a short bio, choose their skills and interests, and upload their professional experience.



User They create a **virtual portfolio of the startups they manage and support**, as well as create their network of influence. They can follow or be followed by other users in the ecosystem. Furthermore, they can adjust the email-notifications frequency to their needs.

Thank you