



ANNUAL REPORT 2023

 technovator

FOREWORD

As the sun sets on another year, I find myself reflecting not just on the milestones we've achieved, but the remarkable journey we've shared. 2023 has been a whirlwind of innovation, collaboration, and, above all, people.

At Technovator, we understand that innovation doesn't bloom in a vacuum. It thrives in diverse and fertile ground, nurtured by the brilliance of passionate minds. That's why growing talents to innovate is our meaning. This year, we welcomed a vibrant new flux of experts, mentors, and innovators, each bringing their unique skillset and fresh perspectives to the table.

The results speak for themselves. We've seen our team blossom, tackling ambitious projects that once seemed impossibly vast.

From spearheading the Deeptech GigaHack, the largest hackathon of its kind in Moldova, to empowering countless students through Startup Students, and playing a pivotal role in the organization of the Moldova Digital Summit, we've embraced challenges with open arms and emerged stronger.

Our focus on the Eastern Partnership (Armenia, Azerbaijan, Georgia, the Republic of Moldova and Ukraine) ecosystem, coupled with our dedication to fostering a business tracking methodology, has been instrumental in shaping Technovator's impact on the regional innovation landscape.

This growth wasn't bounded within four walls. We actively sought fresh perspectives by venturing beyond our borders. We explored the cutting-edge Estonian ecosystem, delved into the biggest ecosystem community at the Deep Ecosystems Conference took place in Hungary, and even journeyed to Silicon Valley, developing connections and absorbing knowledge from some of the world's leading tech minds.

Each achievement, wouldn't have been possible without the trust of our incredible partners as Future Technologies Activity founded by USAID, Sweden and UKaid, Western NIS Enterprise Fund, UNDP Moldova, European Fund for Southeast Europe (EFSE), GCIP Moldova, and everyone support us, we are deeply thank to you.

Looking ahead, the horizon hums with the promise of even greater possibilities. We stand poised to dive deeper into the realms of digital advocacy and transformation, empowering stakeholders across industries to embrace the transformative power of technology.

Together, we are paving the way for a world where innovation flourishes, fueled by the collective ambition of brilliant minds and fueled by the unwavering support of partners like you. Thank you for being a part of this extraordinary journey.



Mary Nemciuc

Founder, CEO Technovator

2023 IN NUMBERS

2400

people at events

30

SMEs supported

10

Universities involved

21

startups helped

69

initiatives managed

13000

emails sent

ABOUT TECHNOVATOR

ABOUT

Technovator is a non-profit organization, since 2021, focused on driving technologies and innovation by providing top talent to the market economy and society

Our goal is to foster prosperity, sustainability, and agility through our support of tech entrepreneurial ecosystems, strong connections with tech communities, access to a network of high-profile experts, and the use of suitable methodologies.

At the core of our values is a commitment to excellence and a dedication to making a positive impact on the world.

Our organization offers a range of products and services to help achieve these goals, including support for tech startups, training and development opportunities, and consulting services.

VISION

Technovator's vision is to push the frontiers of innovations and provide the best talents to the market economy & society that will ensure prosperity, sustainability, and agility.

This engagement is realized by supporting tech entrepreneurial ecosystems development, the strong connections with the tech communities, the access to a network of high-profile and relevant experts, and assigning the most suitable methodology.

MISSION

The overall mission of Technovator is to promote the growth of talents to innovate and the development of people in tech-related fields by:

- Connecting tech with key industries such as AgTech, HealthTech, FinTech, and PowerTech ecosystems;
- Developing the startup mindset for students in 10 universities in Moldova;
- Growing experts, and communities: Product Management, Business Trackers, and Startup mindset to be able to come up with disruptive implementations.
- Driving innovations by organizing Innovation Laboratories, Forums, Hackathons, Conferences, etc.

PRODUCTS



Deeptech gigahack
350+ participants 8 challenges 300 000 lei prizes
gigahack.md/



Product Management Community Moldova
Monthly meetings 400+ people in the community yearly conference
productmanagement.md/



HEALTHTECH FORUM MOLDOVA
150+ participants from government, IT and healthcare, academia 5 workshops



careeraid
Mentorship in IT 700 jobs 350 candidates CV review and mock interview services 12 career mentors
careeraid.tech/



AGTECH Innovation Lab
Hackathon of 60 people 4 startups in the accelerator 100+ conference participants



startup students
10 Universities 200+ students 1 conference 17 teachers
startupstudents.co/



Business Tracking
13 business trackers 50+ businesses tracked Worked with 6 accelerators
businesstracking.co/



DIGITAL UPGRADE CAHUL
Study programmes developed from 8 modules Managed 3 baths in Agriculture, Logistics and Tourism Helped 30 companies

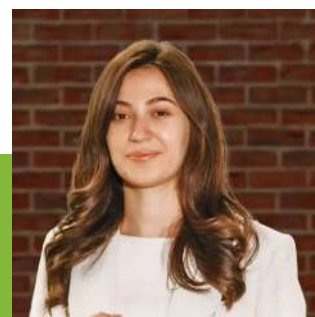
TECHNOVATOR TEAM



Mary Nemciuc
Founder, CEO



Natalia Novicova
COO



Irina Tizu
Project Manager



Diana Perju
Business Developer



Adelina Renchev
Communication Manager



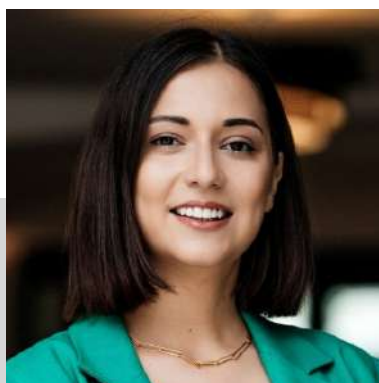
Vera Nemtanu
Head of Design

ADVISORY BOARD



Ghenadie Cernei

Business Development
Manager, Finergy Tech



Lisa Gutu

VP of Sales EMEA, Yapily



Thomas Kösters

Managing Director,
DEEP Ecosystems

Calendar 2023



January	February	March	April	May	June
<ul style="list-style-type: none"> Digital UPGRADE Cahul; Meetup: Product analytics, where to start; Meetup: System Thinking for Product Succes 	<ul style="list-style-type: none"> IT Business Connect; Meetup: Developers' view of product management 	<ul style="list-style-type: none"> Careeraid Mentorship Program; Meetup: Data Analytics in Mobile Aplication 	<ul style="list-style-type: none"> Moldova Digital Summit 2023, Meetup: Challenges & Frameworks for Growth 	<ul style="list-style-type: none"> Meetup: Gamification for Product Managers 	<ul style="list-style-type: none"> Product Management Bootcamp
July	August	September	October	November	December
<ul style="list-style-type: none"> Careeraid HRmodule WOW 	<ul style="list-style-type: none"> Copilot X Workshop 	<ul style="list-style-type: none"> GigaHack; Moldova Startups in San Francisco 	<ul style="list-style-type: none"> Product Management Conference 2023 	<ul style="list-style-type: none"> Guest Lectures, Innovative Solutions for Moldova Hackathon, Meetup: Trends in Product Management; Startup Students Accelerator 	<ul style="list-style-type: none"> Startup Students Accelerator; Guest Lecture; The potential of Innovations in Energy

WHAT WE DID GOOD IN 2023

#Ecosystem Development

Digital UPGRADE Cahul



Digital Upgrade Cahul was the program that started the year 2023 and has been a successful initiative in supporting the digitalization of SMEs, in the Cahul region.

The program was developed to contribute to economic growth by strengthening the capacities of 30+ companies in 3 batches: Agriculture, Logistics and Tourism. Technovator played a pivotal role in the implementation of the Digital Upgrade program (digitalization of SMEs) particularly in the Tourism sector.

Through the program, participating companies were provided with the knowledge and information they needed to acquire, generate, and disseminate technology solutions related to digital business transformation, process automation, sales, marketing, and more. The program also provided a framework for learning and exchange of experience that contributed to the development of human capital by strengthening the capacities of SMEs in the Cahul region.

During the program, companies achieved unexpectedly good results from 9 business trackers, which provided guidance and deep consultancy support for each of the companies participating in the program.

The Digital Upgrade program was realized within the project EU4Moldova: Startup City Cahul courses with the financial support of the European Union in partnership with Sweden and implemented by ATIC.

IT Business Connect

IT Business Connect is the first IT entrepreneurship acceleration program on the left bank of the Republic of Moldova. In total, over 40 IT professionals, students, and representatives of IT companies from the region have been certified to participate in seminars, mentoring sessions, and individual work meetings with mentors and business trackers.

During the program, 16 university representatives from Tiraspol and Rabnita had the opportunity to share their experiences with Chisinau representatives to align methodologies and curricula in IT and entrepreneurship fields.

The participants also had the privilege of attending the conference “Artificial Intelligence: Threats and Opportunities for Business!” where they discussed the near future development of AI, opportunities and threats for businesses, and how to use AI to boost productivity and save time.



Moreover, at the "Trans-River Synergies for a More Resilient Business Environment" forum, this Program received the nomination for the title of "Best Partnership for Tech Entrepreneurship Community Development."

The project was carried out under the Connect IT Business Program, by Technovator (right bank) in partnership with the Agency for Innovation and Development (left bank), with financial support provided under the European Union Program "Confidence Building Measures," implemented by the United Nations Development Programme (UNDP).

#Talent Development

Careeraid Mentorship Program



Careeraid is a platform that offers professionals all the tools for switching easier to a new IT career, offers mentorship from a team of experts in the chosen domain and shares insights on how to develop the soft skills needed to get employed.

During the project we were able to help 1500+ participants. We organized individual consultations with mentors, several webinars, bootcamps, a professional mentorship program in groups and a special HR module for IT courses.



One of the achievements of 2023 was the launch of a large professional mentoring program, which combined technical and HR direction.

The specialists provided insightful and excellent work sessions for 6 workgroups with over 40 participants in the following IT domains: Project Management, QA, Frontend and Backend development and UX/UI design. The best mentors, real professionals with practical experience, worked weekly with the teams and helped the participants to understand how to work on their skills and manage their workflow.

In addition, HR accompanied the participants at several stages of the program. The HR part started with creating a solid resume, followed by working on the attractiveness of the LinkedIn profile. The participants were also given job search tips, preparation for the interview, including a simulated interview and much more.

Also throughout 2023, we have organized 10 HR modules for courses "Women in Online Work" (WOW) powered by Tekwill - a great project that supports 1000+ girls and women to provide IT services online in the areas of Social Media Marketing, Graphic and Web Design, Testing and Project Management.

CareerAid.tech as platform is implemented by Technovator with the support of the Development Facility of the European Fund for Southeast Europe (EFSE DF).

Moldova Digital Summit 2023



Technovator was proud to contribute as co-organizer to Moldova Digital Summit 2023. Summit's vision centered around a borderless future, deeply resonating with Technovator's beliefs. Our collaborative efforts aimed at fostering high-value connections have been truly rewarding.

55 speakers were honored with the presence of Moldova Digital Summit, which will bring to the forefront the international experience on strategies, policies, legislative framework in the field of digital economic development.

Besides the numerous facts that happened during the Summit, would like to spotlight one of the delegations we assembled, representing over 20 participants from Eastern Partnerships Collaborations, joining the session "Digital transformation in EaP countries" and being so active in this specific topic.

The event was organized by ATIC under the aegis of the Prime Minister and funded by USAID, the governments of Sweden, Great Britain, Germany, Switzerland and the EU Delegation. Other international and local partners such as: GIZ Moldova, Investment Agency, AmCham, Orange, UNDP, Technovator and others contributed to the event.

Copilot X Workshop

This offline workshop, centered on the innovative tool Copilot X, offered a unique opportunity for developers to elevate their coding skills. This session highlighted how Copilot X functions as an intelligent coding companion, aiding in refining, debugging, and testing code more efficiently.

The workshop was led by Vitalie Eșanu, a seasoned programmer and the Founder & CTO of Soofragio and Privesc.Eu. Vitalie's deep expertise in programming languages and his passion for sharing knowledge provided an enriching experience for all attendees.

The workshop received overwhelmingly positive feedback. 20 middle and senior developers appreciated the balance between theoretical knowledge and practical application, highlighting the interactive nature of the event as particularly beneficial.



DeepTech GigaHack



Deeptech GigaHack was the largest hackathon ever held in Moldova, on September 9-10, which attracted countries such as Estonia, France, Romania and Ukraine, uniting nearly 280 participants from the thriving tech community.

Over the span of an intense 36-hour competition, these participants collectively engineered more than 40 cutting-edge solutions.

In this grand competition of identifying practical and real solutions, public and private companies, international investors, and the Government of the Republic of Moldova have enlisted, each presenting specific tech-related challenges.

As a result, this platform has evolved into a comprehensive ecosystem, with all industry stakeholders involved, fostering an environment conducive to the development of a wide array of innovative concepts, including:

- Advanced energy solutions
- Healthcare innovations
- Biotechnology breakthroughs
- Financial solutions,
- Governmental efficiency
- Big Data and analytics
- Unconventional innovations



Deeptech GigaHack was organized by Technovator, with co-organizers including Digital Park, XY, and unde.io.

The event was held under the auspices of the Ministry of Economic Development and Digitalization, with the support of the Future Technologies Activity, funded by USAID, Sweden, UKAid, and WNISEF. Partners of the event included the UNIDO GCIP Moldova project, the e-Government Agency, Moldova Cybersecurity Rapid Assistance, IT Bricks, MegaWatt, Veridion, AC Tech, CoRLabtech, Medpark, Big Data Federation, Efes Moldova, Simpals, StarNet, Wisecube, La French Tech, Rift Sequence, OM, Smart Coffee, Gusto Italiano, and many other contributors and co-organizers.

Moldova Startups in San Francisco

We are extremely proud to be the first generation that organized a fascinating visit to San Francisco for a group of best Moldovan startups. The Moldovan startup community participated from 18 to 22 September 2023 in this visit to showcase their innovation and place Moldova on the global technological map.

The Moldovan Pavilion has boosted the country's dynamic startup ecosystem, highlighting the most promising tech initiatives. The startups caught the attention of journalists from TC Disrupt, who were intrigued by their tech solutions and what Moldova has to offer.

Moldovan startups rocked the pitch showcase stage at TechCrunch - Brizy, unde.io, Selftalk.space, Fagura, Langly App, Pinky CyberSafe, Viar.Live, and Index.dev delivered exceptional pitches. The startups had the opportunity to pitch in front of a global audience of investors, fellow tech visionaries, and industry leaders.



Moldova Startup Day San Francisco was a seed planted to support the integration of Moldovan startups on the American market, to create collaborations with local investors and enterprises and to contribute to the economic development of Moldova.

Moldovan Startups in Silicon Valley. Engaging directly with tech giants such as Stanford, Google, and Apple, our startups were privy to firsthand insights into the world's most disruptive innovation models and forging meaningful connections for potential future collaborations that can elevate Moldova's tech landscape.

This initiative was supported by the Future Technologies Project in Moldova – Innovate Moldova, funded by USAID, Sweden, and the United Kingdom and Western NIS Enterprise Fund, at the initiative and implementation of Technovator.

#Community & Talent Development

Product Management Community

Product Management Community Moldova within **Technovator** has proactive engagement and dedication in 2023 to advancing local professionals in the field.

Regular meetups - counting at this day's 14 editions to foster continuous learning and dialogue on topics pivotal to the industry.



With sessions ranging from network effects, UX/UI design, systems thinking, to data analytics and gamification, these meetups are critical for those looking to stay ahead of the curve in product management trends and practices.

Each of these initiatives is bringing around 40 participants in different tech hubs from Chisinau as FinTech Hub, Enpact, and Orange Systems and contributes significantly to the growth and sophistication of Moldova's product management landscape.

They represent the commitment, by professionals from top product-oriented companies from Moldova such as maib, Simpals, SaltEdge, Endava, Index, IMB, Simpals and many more, to nurturing talent, fostering innovation, and reinforcing country position within the global product management community.



Product Management Bootcamp and Courses - tailored for individuals at the cusp of their product management journey. This intensive program equips participants with a comprehensive understanding of product management topics, from user needs and personas to product development lifecycles and data analytics provided by experts from the community.



The weekend of June 24-25, 2023, at FinTech Hub, product management enthusiasts gathered for an intensive and transformative experience at the Product Management Bootcamp.

This two-day program was designed to equip participants with the knowledge, skills, and industry insights needed to excel in the dynamic field of product management.

The bootcamp's success was attributed to the presence of industry experts and mentors, such as Sergey Komarov and Sergey Bobrov, who shared their invaluable expertise and practical experiences with the participants.



The agenda covered a wide range of topics related to product management, including:

- Understanding user needs and personas
- Product development methodologies (Agile, Waterfall, etc.)
- Introduction to product road mapping and prioritization
- Understanding the product development lifecycle
- Data analytics and A/B testing for product optimization
- Developing and managing a product backlog

The event attracted over 30 participants, from beginners, juniors, middle product managers, to entrepreneurs and professionals from diverse backgrounds.

Product Management Conference 2023

On October 21st, the second edition of the Product Management Conference took place. This unique niche event dedicated to the management of technological products brought the industry's most brilliant minds directly to Chisinau.



The event gathered around 200 participants from 30 local companies, including product managers, entrepreneurs, and various technology professionals. We are proud to host exceptional speakers from globally renowned companies like Google, Amazon, Spotify, RisersNet and Bolt. We also appreciate the development of our local talents grace our Product Management Community Moldova



The Product Management Conference 2023 was organized by the “Product Management Community Moldova”, developed within “Technovator”, supported by The Future Technologies Project, funded by USAID, Sweden, and UKAid. Partners: Moldova Innovation Technology Park, Tekwill, Simpals, IAMP, Techdoor.md.

Product Management Community Moldova was created in the spring of 2022, within Technovator. Fueled by a shared passion and driven by Mary Nemciuc - CEO & Founder at Technovator, and Elena Pavlovskaya- Senior Product Manager at Portside, Founder of Techdoor.md.

#Research & Development

Innovative Solutions for Moldova Hackathon



Innovative Solutions4Moldova Hackathon took place between November 10-12 with the aim of creating technological solutions that accelerate the sustainable development of the Republic of Moldova in these essential areas.

For 36 hours, more than 40 participants divided in 10 teams – technology professionals, technical experts, enthusiasts – developed solutions to tackle pressing challenges in three key areas: road safety, agriculture, and energy.

Guided by mentors and using technologies such as machine learning, artificial intelligence, and geospatial data (satellite images), the participants worked, tested, and iterated their ideas of innovative solutions and built functional prototypes.

The prototypes were evaluated by an independent jury made of representatives of public institutions and partner organizations, who selected the following solutions:

- Energy: Power generation prediction solution (Wise Energy team);
- Agriculture: farmer's cabinet, where soil and crop datasets can be accessed and soil analysis services etc. can be ordered (Strawberry Vision team);
- Road safety: intelligent alerting system based on accident prediction algorithm and other road safety aspects (Road Heroes team).



The event was organized by UNDP Moldova, with the financial support of the German Federal Ministry for Economic Cooperation and Development (BMZ), in partnership with the Government of the Republic of Moldova, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Technovator, Orange, Premier Energy, and Waze.

Startup Students

Startup Students is a vibrant community of students from 10 universities that involves the most active members in the most significant initiatives that aim to develop and train entrepreneurs to understand the mechanisms of startups.

Our primary objective in this initiative was to cultivate a vibrant community of student entrepreneurs. To achieve this, we aimed to address fundamental questions such as: What defines a startup? How does one nurture an entrepreneurial mindset? Where can students acquire valuable insights into the world of entrepreneurship?

These inquiries form the cornerstone of our project's purpose.



To raise awareness and inform students about startups, we organized a series of lectures, named Guest Lectures, at 10 universities in Moldova: Technical University of Moldova, State University of Moldova, Academy of Economic Studies of Moldova, State University of Comrat, "Bogdan Petriceicu Hasdeu" State University of Cahul, "Alecu Russo" State University of Balti, International Free University of Moldova, State University of Physical Education and Sports, "Ion Creangă" State Pedagogical University, and "Nicolae Testemițanu" State University of Medicine and Pharmacy. A total of 500 students participated in Guest lectures.

The most important program represents the program Speed Pre-Accelerator. We aim to motivate the next generation of innovators and changemakers by giving them the tools and knowledge to turn their startup visions into reality. The program was held between November 15 and December 15, 2023.

15 students went through the program learning about how to launch a startup. The subjects we dived into are: introduction to the startup ecosystem and basics, Idea validation and market research, customer development and HADI cycles, problem and solution validation, lean canvas and team formation, and how to pitch.

Our participants developed their own startups, mentored by a business tracker, throughout the program. Participants presented their projects and shared their impressions with us at the end of the program.



#Community

The potential of Innovations in Energy – An opportunity for Women Entrepreneurs

Discussions about innovations in energy were the focus at the event "The Potential of Innovations in Energy - An Opportunity for Women Entrepreneurs". Within the framework of this initiative, 3 empowerment events were organized with active women from the Tekwill Community, iHUB Chişinău and FEMEIE community within enpact. In total, 50 women entrepreneurs gathered at these events.

Local experts like Nicolae Soloviov, the national coordinator of the “Clean Technology Innovation Programme for SMEs Start-ups in the Republic of Moldova”, and Nicolae Olari, Head of the Energy Efficiency Department at the Ministry of Energy of the Republic of Moldova, provided a current perspective on the latest trends and innovations in the energy sector.



Also, Dorina Margine, financial consultant at GCIP Moldova and Cristina Lazariuc, GCIP Moldova's consultant on gender equality, shared valuable insights on financing methods for innovative projects in the energy field and emphasized the importance of diversity and inclusion in this vital sector.

The event was organized by Technovator in partnership with the FEMEIE community within enpact and GCIP Moldova, supported by the United Nations Industrial Development Organization (UNIDO).



Eurochambres' EU4Business project in Estonia, managed by CIVITTA



Alongside esteemed players from Moldova and the representants from countries in the Eastern Partnership (EaP) means Armenia, Azerbaijan, Georgia, Moldova, and Ukraine, Technovator had the incredible privilege of exploring Estonia - the renowned "Startup Nation" and a land of unicorns.

During our time in Estonia, we were immersed in the vibrant entrepreneurial landscape, gaining firsthand insights into what drives Estonia's startup success such as Startup Estonia, e-Estonia, LIFT99, VIVITA Creativity Accelerator for Children & Youth.

Also during the visit, we attended Latitudde59, the largest startup and tech event in the Baltics, which is surrounded by industry leaders, investors, and visionaries.

Smart Diaspora 2023 Conference in Timișoara

At Conference, we represented the innovative startup community of the Republic of Moldova at the workshop on "The Role of Technological Transfer in Developing the Research, Innovation, and Entrepreneurship Ecosystem."



Approximately 50 representatives from Romanian public authorities and business sectors attended the workshop, including Sebastian Burduja, Minister of Research, Innovation, and Digitalization in the Government of Romania.

In the panel session "Best Practices in Collaboration for Regional Technology Transfer," our CEO, Mary Nemciuc shared our country's experience in aligning talent demand with local facility offerings within the context of successful partnerships.

The Conference was organized under the High Patronage of the President of Romania and under the aegis of the Government of Romania, the Ministry of Education, and the Ministry of Research, Innovation, and Digitalization, by the Timișoara University Alliance (ATU), UEFISCDI in partnership with the Romanian Academy. This significant event coincided with Timișoara being the European Capital of Culture for 2023, attracting over 1500 attendees from around the globe.

Deep Conference in Hungary, organized by DEEP Ecosystem

At Deep Conference, we showcased our specialized Business Tracking offering.

With an exclusive network of experts in economics, finance, marketing, software development, and product management, we stand ready to assist accelerators, startups, and companies in the Eastern Partnership region to make a significant impact on their businesses and the economy.

The conference was a reminder that we're not alone in our journey. Meeting 100 fellow builders, sharing experiences, and realizing our shared challenges was a relief and a validation.

Participation of Technovator at this Conference was possible to grace Innovate Moldova within the Bridge program.





Let's collaborate in 2024!

Over the past year, Technovator has developed & implemented the following projects and initiatives:

- Deeptech GigaHack;
- Business Tracking Academy;
- Careeraid Platform;
- Product Management Conference;
- Startup Students;
- Empowering Women Entrepreneurship
- Digital Upgrade Program

Our services:

1

Research and Development

Bring talented people and give them the challenges to provide innovative solutions at hackathons, bootcamps, accelerators

2

Community Development

Meetups, Conferences and similar initiatives aimed at fostering your community growth, collaboration, and knowledge-sharing.

3

Training and Development Programs

Educational programs to enhance skills and knowledge in various tech-related fields.

4

Marketing Services

Providing marketing support, strategies, and campaigns to promote tech initiatives, products, and services.

5

Business Trip Management

Facilitating trips and strategic engagements for businesses to connect with relevant partners, industries or ecosystems.

6

Platforms development

Creating and managing platforms and tools based on organization needs such as career.aid.tech

Contact and Inquiries

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