



Dutch startups meet the Israeli VC and angel investment community

Global Challenges, Dutch Israeli Innovative Solutions

1 Feb 2021, 15:00-16:30 IL time/14:00-15:30 NL Time

Registration: <https://www.eventbrite.com/e/136941320175>

Zoom: <https://us02web.zoom.us/j/84346983406>

Objective

The overall objective of the CES 2021 Israel event is to introduce Dutch startups to the Israeli angel and VC investment community and to the latter to investments in the Netherlands.

Program

- Firechat between HRH Prince Constantijn, Special Envoy TechLeap.NL, and Yossi Vardi
- Presentation of Israeli innovation ecosystem, the driver of “Startup Nation”
- Pitching of NL startups looking for Israeli investment
- Panels of Israeli investors

15:00-15:05 Welcome note

- HE [Hans Docter](#), Netherlands Ambassador to Israel

15:05-15:15 Dutch Startups Meet Israeli Investors

Moderator: Herman Knevel, Director NLMTD Consultancy

- His Royal Highness Prince Constantijn, Special Envoy [TechLeap.NL](#)
- [Yossi Vardi](#), Chairman, International Technologies Ventures

15:15-15:25 Presentation IL innovation ecosystem

- [Nili Shalev](#), VP International Division, Israel Innovation Authority

15:25-15:40 Pitches of 6 Dutch startups (2 min/each)

1. **Jasper Wognum**, Co-founder & CEO, [Braincreators](#) – Intelligent digital inspectors to accelerate business
2. **Christian Rood**, Co-founder & CEO, [LeydenJar](#) - pure silicon anodes batteries for energy storage
3. **Thomas Alflen**, Director, [Oddity.AI](#) - monitor and alert real-time violent incident video feeds

4. **Monty Johnson**, CEO, [OPNT](#) - Optical Positioning, Navigation and Timing (OPNT) solutions beyond GPS
5. **Ard Jol**, Managing Director, [Pandora Intelligence](#) - create actionable intelligence from unstructured data and real-time information
6. **Niels Bultink**, Co-founder & CEO, [QBloX](#) - dedicated qubit control equipment

15:45-16:20 **Panels with Israeli investors and questions from NL startups and from IL investors**

15:45-16:00 Panel A

Moderator: Herman Knevel, Director NLMTD Consultancy

- [Yoram Yaacovi](#), Venture Partner, West Fountain Global Fund LP (WFGF) and former head Microsoft Israel R&D
- [Shmuel Chafets](#), General Partner & Vice Chairman at Target Global
- [Roy Ramon](#), Managing Partner & Investor, Zero Gravity Capital

16:05-16:20 Panel B

Moderator: Herman Knevel, Director NLMTD Consultancy

- [Shir Sarouf](#), Senior Associate, M12, Microsoft Ventures
- [Merav Weinryb](#), Managing Director, Qualcomm Ventures, Europe & Israel
- [Yair Snir](#), Vice President, Managing Director at Dell Technologies Capital

16:25-16:30 **Closing remarks**

- **Dr. [Racheli Kreisberg](#)**, Innovation Attache, Netherlands Innovation Network, Ministry of Economy and Climate Change



Biosketches

Shmuel Chafets, General Partner & Vice Chairman at Target Global



Shmuel Chafets is a General Partner & Vice Chairman of Target Global, an international Venture Capital firm headquartered in Berlin, with over €1.5bn in assets under management. Prior to joining Target Global Shmuel was a partner at the Berlin based Hasso Plattner Ventures where he invested in companies such as iZettle and Hansoft and served as a board member in DreamLines and reBuy. Before that Shmuel was a partner at Giza Venture Capital in Tel Aviv where he invested in companies such as Soluto (sold to Asurion), Vishal.ly and other early-stage internet ventures. Together with Giza, Shmuel founded GPV, a pioneering Warsaw based venture fund where he also led virus internet and software investment. Shmuel was also co-founder of Localoco (sold to Say Media Group) a social gaming startup targeting emerging markets. Shmuel started his career as strategic consultant to GCS and a consultant for several members of the Israeli parliament and government.

Dr. Racheli Kreisberg, Innovation Attaché, Netherlands Innovation Network, Ministry of Economy and Climate Policy and Israeli Dutch Innovation Center



Dr. Racheli Kreisberg serves since January 2016 as the Innovation Attaché of the Holland Innovation Network, Ministry of Economic Affairs, at the Netherlands Embassy in Israel. She is responsible for developing R&D and business collaborations between Dutch and Israeli companies, Universities and research institutions. Her work is focused on the High-Tech Systems and Materials (HTSM) top-sector, i.e., photonics, robotics, cyber, agro-tech as well as the Life Science and Agro&Food top sectors. Prior to this position she managed her own consultancy company that specialized in the initiation and management of collaborative EU research projects and she serves as an evaluator of the EU. Dr. Kreisberg was the Head of the Bioinformatics Unit of Tel Aviv University between 1998-2005. Dr. Kreisberg holds a PhD in Biotechnology and Molecular Microbiology from Tel Aviv University (TAU), an Executive MBA from TAU, an MSc in Chemistry (summa cum laude) from the Technion Israel Institute of Technology.

Roy Ramon, Managing Partner & Investor, Zero Gravity Capital



Roy Ramon is an Investment Manager in Intel Capital's Platform Engineering Sector (PEG). Roy leads Israel and EU external partnerships in the area of Semiconductor and Intellectual Properties (IP) that help PEG to create market leading SOCs via business transactions ranging from Licensing, Equity Investments, JV to M&A. Roy is also the Founder of the Israel/EU based Intel Ingenuity Partner program to enable startups to be successful via hosting and coaching by Intel expert engineers. In 2016 Roy started Intel FinTech Technology HUB at "The Floor" in Tel Aviv in partnership with partners like RBS, Banco Santander, HSBC, Intesa Sanpaolo, Accenture and KPMG. Roy joined Intel through the acquisition of Envara LTD. After that he served in various leadership positions enabling WiMax initiatives with Sprint & Clearwire. Through wireless innovation programs, Roy led the formation of innovation teams and led multiple successful initiatives including CCF®, OIC and Intel Unite®. Roy holds multiple patents and has contributed to several standards. Roy is an Entrepreneur at heart and sold his first startup at

the age of 17. Roy has advised multiple startups in Israel and co-founded GenomeCompiler that was later acquired in March 2016. Roy is Graduate of the Israeli Naval officer academy and had the distinguished pleasure of contributing as the head of communication and cyber unit of Navy. He holds a BA in Computer Science & Business management (Magna Cum Laude).

Shir Sarouf, Senior Associate, M12, Microsoft Ventures



Shir is a Senior Associate for M12 based in Israel. Previously she was a BCG Associate where her case experience included online communities and automotive. Before BCG, Shir was an Attorney at S. Horowitz & Co. where she was part of the international dispute resolution group, taking charge of high-profile litigation cases. She began her career as a Deputy Officer of Operations at the Paratroopers Brigade at the IDF where she oversaw the operations of a combat paratroopers battalion. Shir holds an MBA from the Wharton School of Business, a B.A in Accounting and an LL.B in Law with high honors from Tel Aviv University.

Nili Shalev, VP International Division, Israel Innovation Authority



Nili Shalev, VP International Division, Israel Innovation Authority has more than 28 years of experience in a wide range of executive positions. Appointed to her present position in February 2021, Mrs. Shalev is responsible to implement the international strategy of the Israel Innovation Authority. Prior to Director General of ISERD - The Israel-EU R&D Directorate at the Israel Innovation Authority, responsible for the implementation of the Israel's association to the European Framework Programs on Research and Innovation, creating support-infrastructure and initiating activities for promoting industrial and academic R&D cooperation between Israel and Europe through a variety of multilateral and binational platforms. Since first joining the Ministry in 1995, Mrs. Shalev was the Director of the Government SEED Fund at the Office of the Chief Scientist, a multimillion dollar support program aimed at providing incentives for prospective investors in Israeli high-tech start-up companies. She also served as the Advisor to the Director General of the Ministry. From 2004 – 2008, she served as the Israeli Trade Commissioner in Australia and New Zealand. In 2010-2011 Ms. Shalev served as the Director of the International Projects and Financing Department managing several multimillion dollar funds in order to promote and finance Israeli industries. And prior to her recent appointment, from 2011-2016, she served as the Economic Minister to North America of Ministry of Economy and Industry in NY, responsible for promoting trade and investment between North America and Israel. From 2008-2010, Mrs. Shalev was employed in the private sector as Marketing Director for Miya, an Arison Group company that offers comprehensive water efficiency solutions for municipalities. Ms. Shalev holds an MBA (1996), an MA in Communications (1996) and a BA in International Relations (Cum Laude, 1989-1992), from The Hebrew University in Jerusalem. She is married with two children.



Yair Snir, Vice President, Managing Director at Dell Technologies Capital



Yair leads Dell Technologies Capital in Europe and Israel, focusing on early stage enterprise technology startups. He has over a decade experience in building companies, most of which in charge of Microsoft's Business Development and M&A activity in the region. Previously, Yair held corporate strategy leadership roles at ECI Telecom and at Rotem Strategy. Yair has founded and worked in various bio-tech hi-tech companies and holds a BS in Computer Science and Computational Biology from Jerusalem's Hebrew University and an MBA from the Interdisciplinary Center in Herzliya, Israel. Dell Technologies Capital is the investment arm for Dell Technologies -Dell, Dell EMC, VMWare, Pivotal, RSA, Virtustream, and Secureworks. Yair represents Dell Technologies Capital on the board of directors of: Otonomo, VDOO, VAST Data, Lightbits Labs, Guardicore, TOKA, Iguazio, SecureNative, FLOLive, Pecan.ai and Reshuffle.

Yossi Vardi, Chairman, International Technologies Ventures



Dr. Yossi Vardi was born in 1942 in Israel. He is one of Israel's early entrepreneurs. Mr. Vardi co-founded, led, funded, and helped build more than 85 high-tech companies in diverse areas of software, energy, internet, mobile, electro-optics, clean water and others. Today he is the co-founder & serves as board observer at Wefi and he also a chairman at 4YFN. In 1996 he became the founding investor of Mirabilis- the creator of ICQ, which is the first Internet-wide Instant messaging. In 1969, Vardi co-founded and was the first CEO of Tekem. He also co-founded Alon oil company, ITL (International Laser Technologies), Granite Hacarmel & others. Vardi was chairman of the board of trustees of Jerusalem Foundation, serves on the board of trustees of the Technion and served on those of Weitzman Institute, The Hebrew University & The Open University. He was advisor to the World Bank, United Nations Development Program, CEOs of Amazon, AOL, Siemens-Albis, and Allied-signal. Vardi was member of the World Economic Forum, and Co-chairman of the EU-Israel business dialogue. Vardi also holds extensive government and public experience. He was the director general of Ministry of Development and Ministry of Energy and served as chairman of Israel National Oil Company, and Israel Chemicals.

Merav Weinryb, Managing Director, Qualcomm Ventures Europe & Israel



Merav is the Managing Director of Qualcomm Ventures in Europe and Israel, in this capacity Merav led the investment or on the board of companies such as SentinelOne, Cellwize, TytoCare, WekaIO, ScyllaDB and CrazyLabs. Merav was also in the BOD of Tapingo (acquired by GrubHub), Magisto (acquired by Vimeo) and Panoramic Power (acquired by Direct Energy). Merav has more than 12 years of venture capital experience. Prior to joining Qualcomm Ventures, she was a Director at Intel Capital, and before that a principal at Pitango Ventures. During these years, Merav led and was involved in several investments including: Forescout (Acquired by Advent), LiveU (Acquired by Francisco Partners), and many more. Merav holds a B.Sc. in Information Systems Engineering (cum laude) from the Technion, and an MBA from INSEAD, France. Merav is also the founder and is on the steering committee of the Women Founder Forum; an organization that encourages and supports female tech entrepreneurs.



Yoram Yaacovi, Venture Partner, West Fountain Global Fund LP (WFGF)



For seven years and through January 2018, Yoram was the General Manager of the Microsoft Israel Research & Development center, one of the three Microsoft Global Development Centers (GDCs), responsible for the R&D centers in Herzliya, Haifa and Nazareth, developing core cybersecurity, business intelligence and big data analytics products for Microsoft. During his tenure as General Manager, Microsoft Israel shipped multiple products globally, acquired seven companies in Israel and founded the Microsoft Startup Accelerator, one of the first successful corporate accelerators globally. Earlier in his career Yoram served in a variety of software development at Microsoft in Redmond. He is the co-author of 23 patent applications and several IETF RFCs. These days Yoram is splitting his time between being a Venture Partner at the West Fountain Global Fund, the global fund of Shenzhen Capital Group, the largest VC in China, serving as an advisor to several Israeli startups in cybersecurity, digital advertising, and enterprise software. In 2017, Yoram was appointed to the Board of Directors of the Technion, Israel's Institute of Technology, where he also serves on the Advisory Board of the Computer Science department.