



Accelerate Greece 2024

**Build it in Greece.
Sell it to the world.**



**An accelerator program for
Greek entrepreneurs
building the next wave of
successful tech companies.**



Our Team



PETER POLYDOR



YONIDA KOUKIO



VICTORIA BOUKOVALAS



ROMANOS BYLIRIS



EVAN MAMAS



STEVEN MAKRINOS

Our Startups



grandmama
bringing healthcare at home

GRANDMAMA
HEALTHTECH, SAAS



info@grandmama.gr



[linkedin.com/company/grandmama](https://www.linkedin.com/company/grandmama)

COMPANY PROFILES

Grandmama streamlines and simplifies the homecare journey, facilitating seamless connections and coordination among families and homecare professionals.

The platform digitizes the homecare journey, connecting families of the elderly, individuals with disabilities, and patients directly with trustworthy and available caregivers in real time.

Grandmama eliminates the need for an agency intermediary, offering a seamless and efficient solution.

www.grandmama.gr



MANAGI

WHOLESALE FOOD & BEVERAGE



it@managi.eu



[linkedin.com/company/managi](https://www.linkedin.com/company/managi)

COMPANY PROFILES

ManaGI is the One-Stop-Solution for international buyers of Greek food & beverage products, providing a Single Point of Contact to effortlessly source products from multiple suppliers, enhanced with RFQ automations.

The company provides Export and Sales services for Greek producers. It creates sales opportunities and managing the end-to-end export process, allowing producers to focus on product development, and improvement.

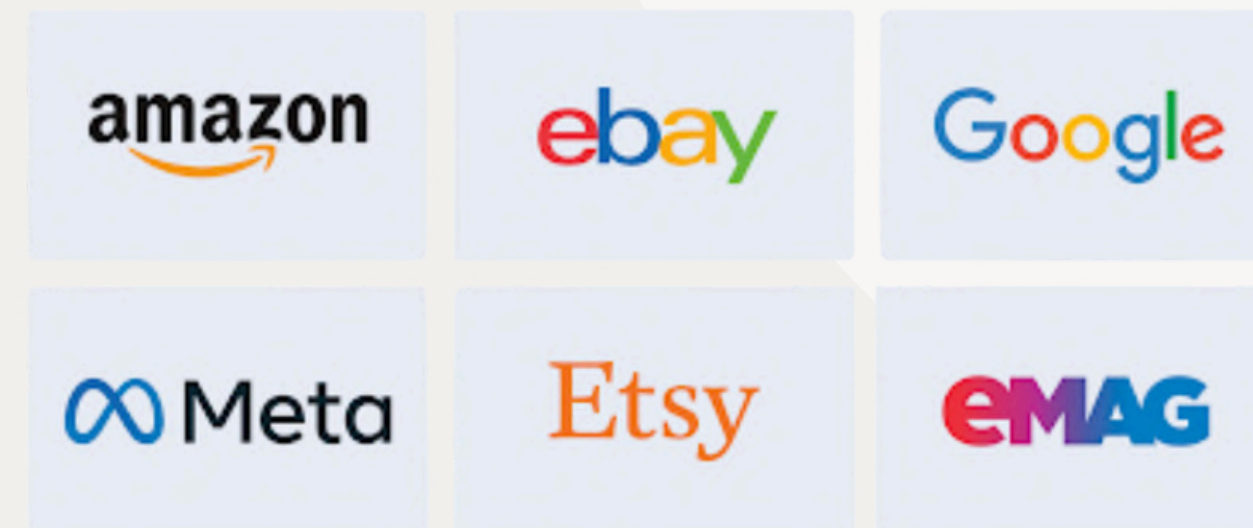
ManaGi 3.0, currently under development, will streamline the procurement process for international buyers by utilizing advanced AI and seamlessly interconnecting all involved stakeholders in the export process.

www.managi.eu



TPL connects suppliers, marketplaces and logistics to create an agile and turnkey solution for placing, promoting, selling, and delivering products internationally.

TPL's partners include but are not limited to the following:



TPL
INFORMATION TECHNOLOGY & SERVICES

The company adopts innovative technology early, and continuously works towards operational efficiency.



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Our Mentors

**Monday,
September 30, 2024**



IRA DUBINSKY

*VP, MARKETING,
STICKERYOU*



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Ira has had a diverse career spanning politics, retail, consumer goods and tech. He thrives on learning how a business operates and helping translate technical innovation into commercial momentum.

Ira has many years of global experience as a marketing, communications, e-commerce and technology leader. His expertise covers brand and business strategy, operations and supply chain, product innovation, customer insight, media, commerce, digital marketing, CRM and end-to-end customer experience.

He started his first business building websites when he was a kid, worked for a major software player in Adobe, built the brand of a major political party in Canada, managed a number of global digital marketing projects for Dove/Unilever, held senior marketing and customer strategy roles for Marks & Spencer, led ultra-talented marketing and innovation teams at YUM/KFC and then joined tech startup Peak. He is now leading the amazing marketing team at StickerYou, bringing cutting edge custom printed products to customers across North America.



PETER POLYDOR
*FOUNDER AND PRESIDENT,
ERGO HOLDINGS*

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Peter Polydor is a successful entrepreneur and the Founder and President of Ergo Holdings, a privately-held group of companies in the finance and real estate sectors. His belief in life is to always be building and is where Ergo gets their guiding principal to Build Prosperity. At Ergo, Peter heads the commercial real estate development company Ergo Properties as well as their multi-stage investment arm Ergo Capital

Since the early 2000s when Peter built and sold his first company he has been in the business world and supported entrepreneurs. He built one of the largest innovation campuses in California called the Eureka Building, a not-for-profit accelerator called Accelerate Greece and is a Professor of Practice in Innovation and Entrepreneurship at the University of Wales.

Peter is a recipient of the Greek 40 Under 40 award, the Power 30 Under 30 award and was a Charter Member of the Canadian C100. He was an Edmonson Fellow at the University of Southern California, received his BA from Occidental College and his MBA with Distinction from the University of Oxford, Said Business School.



EVAN MAMAS

*PRESIDENT,
ARKBRO INDUSTRIES & STRUCTURES*



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Evan Mamas is the President at Arkbro Structures and Arkbro Industries. He holds a Masters in Engineering and Management from MIT, a Masters in Software Engineering from University of Waterloo and a Bachelor's in Electrical and Computer Engineering from University of Toronto.

He has experience in a variety of disciplines including design of machinery for underground mining, design and manufacturing of structures for electrical transmission and distribution grids, and the design of enterprise software systems. He is passionate about research and development of technologies that have the potential to radically change established systems, products and services.

Evan is actively involved in technology startups as an advisor and investor.



XAVIER TANG

*CHIEF OPERATING OFFICER,
TRANSFORM ML*



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Xavier is an industrial engineer and currently is the Chief Operating Officer at TransformML, a machine learning platform for digital and corporate transformations. He is passionate about helping companies and talent reach their growth potential.

Prior to TransformML, Xavier led and scaled the North American practice for Blackdot Consulting (acquired by EY). Previous to that, he led Strategy & Planning for Lyft in Canada and managed large scale projects with McKinsey and Company. He started his career with CIBC. His experience is international having led large scale transformations in Canada, USA, Mexico, UK, and Greece.

Xavier holds a Bachelors of Applied Science in Industrial Engineering from the University of Toronto and an MBA from the University of Cambridge, Judge School of Business.



Aaron is the Founding Partner of Friction Ventures, an early stage venture capital firm that invests in AI, SaaS and Climate companies around the globe.

He is a technology entrepreneur and former founder and CEO of a successful YC & venture backed startup.

Aaron previously completed an MBA and worked in strategy consulting at ZS Associates and Accenture.

AARON GLAZER

*FOUNDING PARTNER,
FRICTION VENTURES*



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ALEXANDRA PANOUSIS

*CHIEF GROWTH OFFICER,
THINKINGBOX*

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With over 20 years of executive leadership experience driving growth and transformation, Alexandra has a proven track record of leading complex change within companies. As a culture leader and media industry veteran, she specializes in driving high-growth, profitable agencies and providing business leadership in challenging situations. Her passion for innovation has led her to become an expert in bringing together various ecosystems to solve problems and drive growth.

Today, Alexandra works with companies to transform their businesses in the competitive digital economy. She is passionate about solving problems, collaborating with teams across numerous categories, and working with some of the largest global brands and startups. Alexandra's expertise in technology and digital best practices, coupled with her ability to create clear narratives that build stronger, more competitive propositions, has enabled her to consistently help transform companies and brands.

In her free time, Alexandra teaches, hosts the marketing forum for TechTO, loves media, and is passionate about tech-enabled change.

**Tuesday,
October 1, 2024**



ScaleCleantech

MIKE YAN

*FOUNDING PARTNER,
SCALE CLEANTECH*



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Mike is a forward-thinking leader with a standout career in the cleantech industry. As the former Chief Technology Officer and cofounder of Heliolytics, he made significant strides in aerial imaging, helping drive innovation in the field.

Passionate about blending technology with environmental impact, Mike played a key role in building a company that reshaped asset management and resource deployment in cleantech on a global scale.



MORTY SOLEY

*FOUNDER & DIRECTOR,
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MENTOR PROFILES

Morty holds a Bachelor's in Chemical Engineering from the University of Toronto and a Master's in Finance from the University of Texas at Austin. He began his finance career in EY's valuation group in Dallas, where he worked on notable large transactions.

Now, he leads Soley & Company, a boutique valuation firm serving private equity, venture capital, and startups.

Over the past 5 years, he has completed over 200 valuation analyses for clients. Morty is also a CFA charter holder.



DUSAIC BAIC

*GROWTH MARKETING CONSULTANT,
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Dusan Baic is a growth marketer with 12+ years helping B2B ventures acquire and retain the right customers. He looks at growth with a tip-to-tail approach. He combines his ability to launch marketing campaigns to drive top funnel metrics and design success programs that ensure bottom funnel retention. This thorough customer lifecycle lens helps achieve true long term growth.

In his most recent start up venture, he raised over \$13M scaling DealTap to 35 employees and launching a disruptive e-signature product in the real estate software market. Since DealTap's successful acquisition by Remine in early 2019, Dusan has switched gears to consult other young businesses navigate through their scaling efforts.

As a builder of start ups himself, he brings forth an owner's perspective that is both strategic, business savvy and operationally grounded. He is always keen on having his sleeves rolled up.



JOHN TRIKOLA
INDEPENDENT ADVISOR

With over 25 years of experience in technology, John has worked with startups and Global Fortune 500 companies. As the former president of Gardner Ross Corp., he led engagements across the technology, manufacturing, and retail sectors, including companies with facilities in North America, Europe, and Asia.

He founded and grew NetWeb Technologies Inc. to a valuation exceeding \$1 billion before successfully exiting. John has also held significant roles such as Global Vice President of Sales & Marketing at Beta Systems Software and Vice President of Business and Corporate Strategy at ATI Technologies Inc.

His board experience includes serving on the Board of Directors and as Chair of the Fundraising Committee for Waypoint Centre for Mental Health Care and The Sandbox Project, as well as on the Board of Directors and Governance Committee for the Loughheed House Conservation Society. Additionally, John has been a Mentor and Advisor for the startup community at Innovate Calgary's Alberta Deal Generator.



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**Friday,
October 4, 2024**



ALEX SEIMANIDIS

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B2BWAVE*



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Alex Seimanidis is the founder of B2B Wave, a leading B2B eCommerce provider for wholesale distribution companies with more than 400 clients in the United States, Canada, and the UK. B2B Wave has offices in Greece, the UK, and Canada (Toronto) and has received funding from Uni.Fund (EIF).

Alex has a BSc in Computer Science from the University of Hertfordshire and a Diploma in Management from the University of Surrey. With more than 20 years of experience in software development and apart from the role of CEO, he is in charge of product development and strategic partnerships.

In 2020 he was included in the 40 under 40 list of Fortune Greece magazine. Having worked for companies based in Athens, London, Zurich, and now, as a founder of B2B Wave, in Toronto, Alex is always looking for ways to combine the best of both worlds both culturally and professionally.



DOMENIC PERRI

*PARTNER,
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Domenic is a Partner at Vertex Ventures, and specializes at early stage investments across AI infrastructure, cybersecurity, developer tools, and vertical SaaS. His time in venture capital has only deepened his passion for working closely with founders, offering strategic guidance, and building trust as they scale their businesses from the ground up.

Over the years, he has had the privilege of holding leadership roles at companies like Juniper Networks, Dropbox, Tesla, and Internet Security Systems, as well as at early-stage startups. Many of these experiences led to successful M&A outcomes, and collectively, they've given him a broad perspective on the tech world and the intricacies of growing businesses.

Now, as he looks ahead, Domenic is excited to keep helping founders navigate the challenges of the startup journey and create lasting success.

Domenic splits his time between Los Angeles (Santa Monica) and San Francisco.



SID PAQUETTE

HEAD, RBCx

Sid heads all aspects of strategy and operations at RBCx. Before joining RBC, he was a managing partner at OMERS Ventures, where he led several multi-stage investments in tech and innovation startups.

Previously, Sid worked in the international tax practice of a Big Four accounting firm and also worked at one of Canada's leading corporate law firms, where he specialized in providing M&A advice to Canadian and foreign-based multinational corporations, as well as developing and implementing innovative intellectual property strategies.

Sid has a uniquely versatile skillset, and holds a BA from York University, JD from Osgoode Hall Law School, MBA from Wilfrid Laurier University, and an MTax from the University of Waterloo. He's also an avid '60s and '70s car aficionado.



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HELEN KONTOZOPOULOS

*FOUNDER & CEO,
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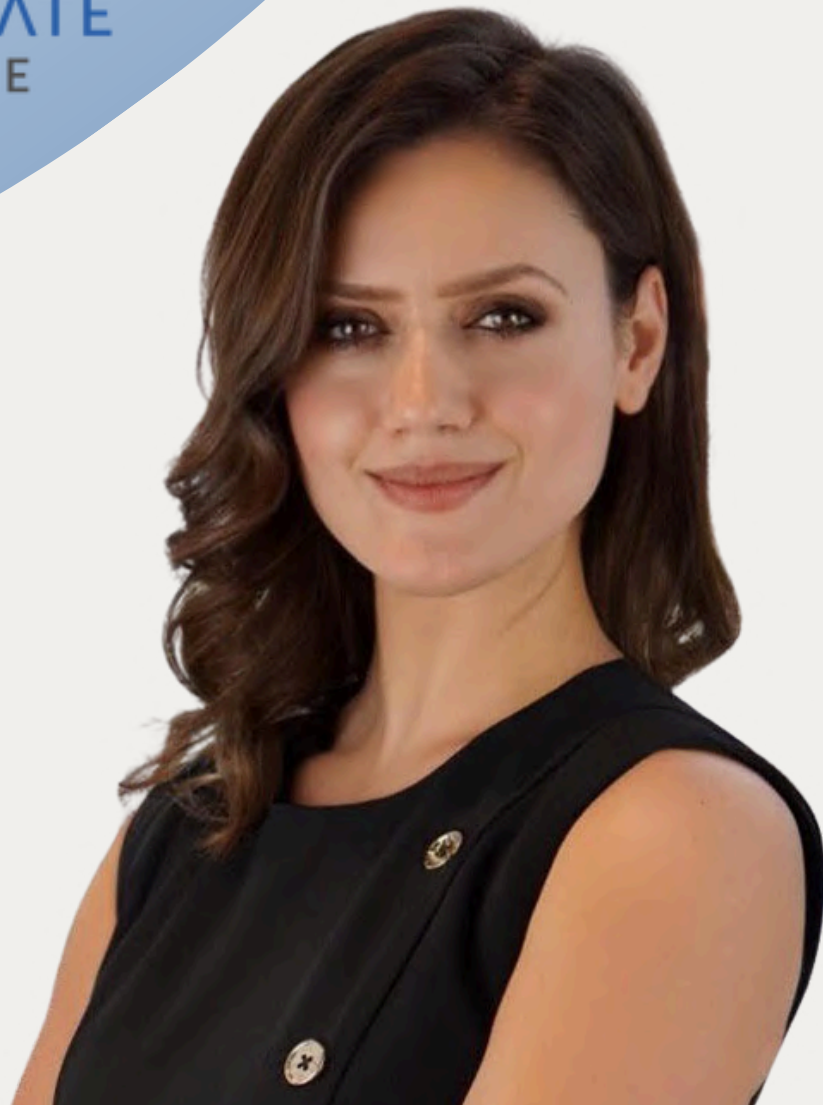
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MENTOR PROFILES

Helen Kontozopoulos is the passionate founder of Resiin, a professional connections management app that aims to help users keep track of their new connections in a fun way!

She is also an Adjunct Professor at the University of Toronto in the Department of Computer Science, where she teaches product development, design, and startup creation. Helen's first startup she co-founded in 2018, ODAIA Intelligence, is a Series B, 100-person strong SaaS startup that provides AI-driven insights for pharma sales and marketing teams.

She also Co-founded the University of Toronto's Department of Computer Science Innovation Lab in 2014 - 2018, which supports students and researchers in commercializing their ideas. As a mentor at Intel Ignite, The Firehood, Utest, and YSpace she is dedicated to nurturing early-stage startups and inspiring the next generation of innovators.



YONIDA KOUKIO

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MENTOR PROFILES

Yonida is a corporate and technology lawyer who works closely with innovative start-ups at all stages of their business from their inception up to an M&A or go-public transaction. Yonida regularly represents clients in corporate transactions, including reorganizations, acquisitions, and capital raising. She also assists foreign companies in establishing a presence in Canada to access the North American markets with work that includes setting up and structuring subsidiaries, IP transfer and brand protection, and corporate finance. Her work includes advising corporations throughout their lifecycle on strategy, as well as the preparation and negotiation of various corporate, financing, technology, licensing, privacy, and employment agreements.

As a tech and innovation enthusiast, Yonida also leads the firm's innovation projects, including automation, software testing and implementation, development of tech-enabled solutions, and structuring legal services-as-a-product. She also co-founded an award-winning B2B SaaS startup that simplifies the outsourcing of legal tasks between lawyers. Yonida holds two LL.M degrees, the most recent one from Osgoode Hall Law School, focusing on business and intellectual property. Prior to her legal career in Canada, Yonida practiced law in Athens, Greece.