

# seed

Social innovation **e**cosystem **d**evelopment



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## SEED PILOT SLOVENIA

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## Social Innovation Competence Centre in Slovenia

Digital Social Innovation Lab is a virtual space, which serves as supporting environment for creation, initiation, development and implementation of the innovative ideas, projects and undertakings to the market, for achievement social impact through social innovations.

### Proposed indicators for monitoring and evaluation of SEED project – for DISILab (phase I)

Indicators	Numbers
Number of platforms developed and in function	1
Number of partners in Advisory Body	10
Number of workshops implemented on the national level:	6
Number of persons included in workshops	100
Number of tools to be operational on the DISI Lab	3

### Business model and governance structure (phase II).

#### Introduction

The Social innovation Competence Centre - SICCC will be established by four founding organizations:

Ministry of Economy, Tourism and Sport,

Noordung Center,

Hashnet, and

Sončna Zadruga.

These organizations recognized the need for a collaborative platform for social innovation initiatives in Slovenia, and each of them is committed to providing resources and support for the SICCC. As part

of their commitment to the SICC, the founding organizations plan to invite three additional partners to join the consortium. These partners will be chosen based on their expertise and experience in social innovation and will be asked to contribute in-kind resources to the SICC.

The in-kind contributions that the partners will provide include physical infrastructure with offices and staff committed to working on the basic activities of the SICC. This will ensure that the SICC has a physical presence in multiple locations throughout Slovenia, making it more accessible to individuals and organizations across the country.

Additionally, the partners will provide their existing technical solutions and tools to facilitate the operation and activities of the SICC. This will allow the SICC to leverage existing resources and infrastructure, reducing the need for the SICC to develop its own technical solutions and tools from scratch.

By inviting three additional partners to join the consortium and providing in-kind resources, the SICC will be able to expand its reach and impact across Slovenia, while also leveraging existing resources and expertise. This collaborative approach ensures that the SICC is able to provide a comprehensive platform for social innovation initiatives in Slovenia, while also promoting collaboration and innovation among individuals and organizations across the country.

The SICC aims to provide a collaborative platform for social innovation initiatives, and it recognizes the importance of having physical spaces where individuals and organizations can come together to share ideas, work on projects, and collaborate on social innovation initiatives. However, instead of investing in its own facilities, the SICC plans to partner with existing facilities in different cities in Slovenia to host events and workshops.

Some of the facilities that the SICC:

#### **Impact Hub Ljubljana**

This is a coworking and innovation space located in the center of Ljubljana, which offers a variety of spaces for hosting events, workshops, and meetings.<sup>[1][2][SEP]</sup>

#### **Kovačnica Kranj**

This is a coworking space located in Kranj, which provides a collaborative and creative space for entrepreneurs and freelancers, and also offers facilities for hosting events and workshops.<sup>[1][2][SEP]</sup>

#### **Rotunda center Koper**

This is a cultural center located in Koper, which hosts a variety of cultural and artistic events, and also provides facilities for hosting workshops and conferences.<sup>[1][2][SEP]</sup>

#### **Noordung Center Vitanje**

This is an innovative center located in Vitanje, which offers a unique space for hosting events, workshops, and conferences, and also provides facilities for testing and prototyping new products and technologies.<sup>[1][2][SEP]</sup>

## Hashnet in Slovenske Konjice

This is a coworking and startup incubator space located in Slovenske Konjice, which provides a collaborative environment for entrepreneurs and startups, and also offers facilities for hosting events and workshops. <sup>[1]</sup><sub>[SEP]</sub>

By partnering with these and other similar facilities, the SICC will be able to provide a network of physical spaces throughout Slovenia where individuals and organizations can come together to collaborate on social innovation initiatives. This approach allows the SICC to leverage existing resources and infrastructure, while also promoting collaboration and innovation in communities throughout Slovenia.

## SICC Business plan

### 1. Revenue Streams

- Grants and sponsorships from government or private sector
- Membership fees from individuals and organizations
- Fees for services such as training, consultancy, and project management
- Income from events, workshops, and conferences
- Revenue from fees for using the Digital Social Innovation Lab (DISI Lab) platform, which serves as the main collaborative tool for the SICC:

#### 1.1 Memberships

The DISI Lab platform will offer different levels of membership for users, each with different benefits and costs. For example, a basic membership might include access to the platform and basic features, while a premium membership might offer additional features, such as access to exclusive resources or tools, and personalized support. Memberships could be sold on a monthly or annual basis, generating recurring revenue for the SICC. <sup>[1]</sup><sub>[SEP]</sub>

#### 1.2 Fees

The DISI Lab platform will also charge fees for specific services, such as customized training or consulting services, or for access to certain features or resources on the platform. For example, the platform could charge a fee for hosting an online event or workshop, or for providing a customized report or analysis on a particular topic. These fees could be one-time or recurring, depending on the nature of the service.

#### 1.3 Services

The DISI Lab platform will also generate revenue by offering different services to users, such as marketing or advertising services. For example, the platform could offer to promote a user's project

or initiative on the platform, or to help connect users with potential partners or investors. These services could be offered on a one-time or ongoing basis, and could be customized to meet the specific needs of the user. <sup>[1]</sup><sub>[SEP]</sub>

### 1.4 Marketing on the platform

Another potential revenue stream for the DISI Lab platform could be from marketing and advertising. The platform could offer targeted advertising options for companies or organizations looking to promote their products or services to the platform's users. The platform could also offer sponsored content options, such as sponsored posts or articles, which could generate revenue for the SICC. <sup>[1]</sup><sub>[SEP]</sub>

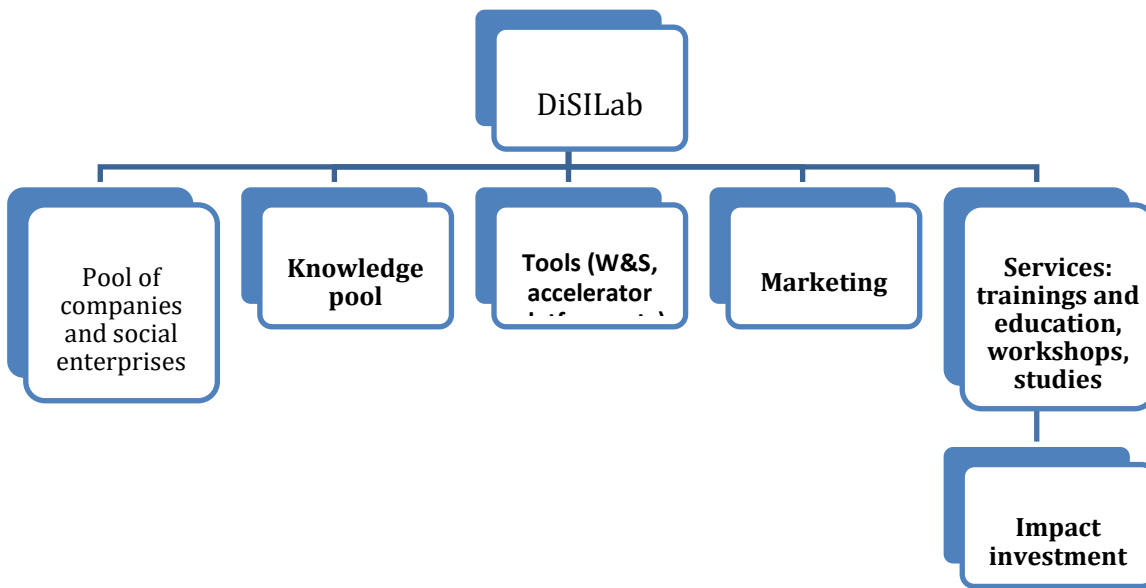
Overall, these different revenue streams from the DISI Lab platform could provide a significant source of income for the SICC, while also helping to support and promote social innovation initiatives in Slovenia.

## 2. Value Proposition

- Providing access to a network of social innovation stakeholders and experts
- Offering training and consultancy services to support the development of social innovation initiatives
- Facilitating collaboration between different actors to address social and environmental issues
- Offering a platform for sharing best practices, tools, and resources in the field of social innovation

## 3. Key Activities

- Research and development of innovative solutions to social and environmental issues
- Organizing events, workshops, and conferences to promote social innovation and foster collaboration
- Providing training, mentorship, and coaching to social innovators and entrepreneurs
- Offering consultancy services to organizations seeking to develop and implement social innovation initiatives
- Developing partnerships with government, private sector, and civil society organizations to support social innovation initiatives
- Operating and maintaining the Digital Social Innovation Lab (DISI Lab) platform, including providing technical support, training, and customization services
- Further development of DISI Lab adding additional functionalities:



#### 4. Key Resources

- Expertise in social innovation and entrepreneurship
- A network of stakeholders, including social innovators, entrepreneurs, government agencies, and civil society organizations
- Facilities for hosting events and workshops
- Access to funding opportunities and grants
- The Digital Social Innovation Lab (DISI Lab) platform, including technology infrastructure and software development expertise

#### 5. Key Partners

- Government ministries and agencies,
- Private sector organizations, such as corporations and foundations interested in supporting social innovation initiatives
- Civil society organizations, such as NGOs and community groups working on social and environmental issues
- National Competence Centers from other EU member states: The SICC can also partner with national competence centers from other EU member states, which can provide valuable insights and experiences from their own social innovation ecosystems. These partnerships can help to foster cross-border collaboration and knowledge sharing, and can enable the SICC to learn from best practices and innovative approaches from other countries.<sup>[1][5]</sup>
- European Social Innovation Competence Center (ESICC): The ESICC is a pan-European network of social innovation competence center that aims to promote social innovation and entrepreneurship across Europe. The SICC can partner with the ESICC to gain access to a wider network of social innovation actors and stakeholders, and to participate in joint initiatives and projects that can enhance the impact of social innovation in Slovenia and beyond. Through these partnerships, the SICC can contribute to a larger, more interconnected ecosystem of social innovation that can drive positive social change at the regional, national, and European levels.



- Technology providers and software developers to support the operation and maintenance of the Digital Social Innovation Lab (DISI Lab) platform

## 6. Cost Structure

- Personnel costs, including salaries and benefits for staff members and consultants
- Facilities costs, such as rent, utilities, and maintenance
- Marketing and outreach costs, including website development, social media promotion, and event planning
- Administrative costs, such as accounting and legal services
- Technology and software development costs, including operating and maintaining the Digital Social Innovation Lab (DISI Lab) platform

# Summary of the financial and sustainable business model for the Social Innovation Competence Center (SICC) in Slovenia

## Public funding

The SICC will receive public funding from the Ministry of Economy, Tourism and Sports and European Commission which will provide financial stability and support for the core activities of the center. This funding will cover the basic costs of running the SICC, such as salaries, office rent, and utilities. <sup>[1]</sup><sub>[SEP]</sub>

## In-kind contributions from partners

The founding organizations of the SICC, as well as three additional partners, will provide in-kind contributions to the center, such as physical infrastructure with offices and staff committed to working on basic activities of SICC. Additionally, these partners will provide their existing developed technical solutions and tools to facilitate SICC operation and activities. This will reduce the need for additional funding and enable the SICC to leverage existing resources and expertise. <sup>[1]</sup><sub>[SEP]</sub>

## Revenues from DISI Lab platform

The SICC will generate revenues from the Digital Social Innovation Lab (DISI Lab) platform, which will consist of memberships, fees, services, and marketing. The DISI Lab platform will be used as the main collaborative tool of SICC, and will provide opportunities for members to share knowledge, resources, and ideas related to social innovation. The revenues generated from the DISI Lab platform will help to sustain the center and enable it to expand its activities and impact. <sup>[1]</sup><sub>[SEP]</sub>

## Partnerships and collaborations

The SICC will establish partnerships and collaborations with key stakeholders such as government agencies, private sector organizations, civil society organizations, technology providers, software developers, and national and European competence centers. These partnerships can bring in additional funding, resources, and expertise, as well as new opportunities for collaboration and innovation.

Overall, the financial and sustainable business model for the SICC is based on a combination of public funding, in-kind contributions from partners, revenues from the DISI Lab platform, and partnerships and collaborations. By leveraging these resources and establishing a strong network of partners and stakeholders, the SICC can achieve financial stability and sustainability, while also advancing its mission to promote social innovation and entrepreneurship in Slovenia and beyond.

### **Connecting Social innovations with founding**

The Social Innovation Competence Center in Slovenia (SICC) aims to support social innovation projects by connecting them with various funding sources. In the first phase, SICC will work on connecting social innovation project teams and companies with access to funding by collaborating with existing investment funds, crowdsourcing platforms, and impact investors.

SICC recognizes the importance of sustainable funding for social innovation projects and intends to explore various funding options to support these initiatives. In the second phase, SICC plans to support all stakeholders involved in social innovation projects to apply for EU Commission funding. Currently, the EU has made 200 million+ EUR available for social innovation projects in the financial perspective until 2027.

SICC will work with social innovation projects to identify the most suitable funding options and support them throughout the application process. By doing so, SICC aims to create a sustainable ecosystem for social innovation in Slovenia by providing funding opportunities to support the growth and development of these projects.

In addition to connecting social innovation projects with existing funding sources and supporting them to apply for EU Commission funding, SICC plans to establish a new social impact investment fund. This new fund will be designed to support social innovation projects that have the potential to create significant social and environmental impact.

SICC recognizes the importance of establishing a sustainable financial ecosystem to support social innovation projects in Slovenia. Therefore, the center will also explore mechanisms for connecting with existing social impact investment funds globally and in the European Union.

By establishing a new social impact investment fund and collaborating with existing funds, SICC aims to create a sustainable financial ecosystem for social innovation projects in Slovenia. Through these efforts, SICC hopes to increase the availability of funding for social innovation projects and facilitate the growth and development of social innovation initiatives.

## **Draft of SICC business plan for following 3 years of operation**

### **Year 1**

1. Yearly costs of work: 150,000 EUR
2. Activities organizing conferences, education, and services of supporting social innovators to develop their ideas: 90,000 EUR
3. Offering physical infrastructure on 5 locations in Slovenia for offices, activities, by consortium members provided in nature: 120,000 EUR

4. Upgrading and maintaining DISI Lab platform: 50,000 EUR

**Total expenses: 410,000 EUR**

**Expected revenue sources:**

1. Memberships and fees from DISI Lab platform: 60,000 EUR
2. Services and marketing on DISI Lab platform: 20,000 EUR
3. In-kind contributions from consortium partners: 120,000 EUR
4. Grants and sponsorships: 200,000 EUR

**Total revenue: 400,000 EUR**

**Year 2**

1. Yearly costs of work: 150,000 EUR
2. Activities organizing conferences, education, and services of supporting social innovators to develop their ideas: 90,000 EUR
3. Offering physical infrastructure on 5 locations in Slovenia for offices, activities, by consortium members provided in nature: 120,000 EUR
4. Upgrading and maintaining DISI Lab platform: 15,000 EUR

**Total expenses: 375,000 EUR**

Expected revenue sources:

1. Memberships and fees from DISI Lab platform: 70,000 EUR
2. Services and marketing on DISI Lab platform: 25,000 EUR
3. In-kind contributions from consortium partners: 120,000 EUR
4. Grants and sponsorships: 200,000 EUR

**Total revenue: 415,000 EUR**

**Year 3**

1. Yearly costs of work: 150,000 EUR
2. Activities organizing conferences, education, and services of supporting social innovators to develop their ideas: 90,000 EUR
3. Offering physical infrastructure on 5 locations in Slovenia for offices, activities, by consortium members provided in nature: 120,000 EUR
4. Upgrading and maintaining DISI Lab platform: 15,000 EUR

**Total expenses: 375,000 EUR**

Expected revenue sources:

1. Memberships and fees from DISI Lab platform: 80,000 EUR
2. Services and marketing on DISI Lab platform: 30,000 EUR
3. In-kind contributions from consortium partners: 120,000 EUR

4. Grants and sponsorships: 200,000 EUR

**Total revenue: 430,000 EUR**

Expected grant from the EU cohesion Policy (ERDF or ESF: 200.000 per year for 5 years)

Note that this financial plan is based on estimates and assumptions, and actual expenses and revenue may vary. It is important for SICC to closely monitor its financial performance and adjust its strategies as needed to ensure sustainability and growth.

## **SI - Social innovation competence centre Governance structure**

The SICC will operate within the framework of a consortium agreement with a leading consortium member organization. The consortium agreement will define the partnership between the founding organizations of the SICC and the additional partners, as well as the governance structure of the center. The governance structure of the SICC will be based on a distributed governance model, which will enable mutual collaboration between all members of the SICC internally and externally. This means that decision-making and responsibilities will be distributed among all members of the SICC, rather than being centralized in a single entity.

Externally, the SICC will collaborate with relevant stakeholders, such as government agencies, companies, social innovators, academia, classical companies, municipalities, and NGOs, also using the distributed governance model. This will enable the SICC to work collaboratively with these stakeholders, leveraging their expertise and resources, and enabling them to contribute to the SICC's activities and services.

To further enhance its governance structure, the SICC will start introducing the concept of Distributed Autonomous Organization (DAO) as a tool of governance and collaboration among all stakeholders involved in SICC activities and services. DAOs are decentralized organizations that operate through blockchain technology, enabling transparent and secure decision-making, as well as participation and collaboration among members.

By adopting a distributed governance model and incorporating DAOs, the SICC will promote transparency, participation, and collaboration among all stakeholders, while also enabling effective decision-making and accountability. This will ensure that the SICC operates in a fair and inclusive manner, while also enabling it to achieve its mission of promoting social innovation and entrepreneurship in Slovenia and beyond.

**Explanation of how a DAO works and how it can be implemented as a governance tool for the Social Innovation Competence Center (SICC) in Slovenia**

A DAO is a decentralized organization that operates through blockchain technology. Blockchain technology enables the creation of a secure and transparent digital ledger that records transactions in a decentralized manner, without the need for a central authority or intermediary. This makes it possible to create organizations that are truly decentralized, transparent, and secure.

In the context of the SICC, a DAO could be used as a governance tool to enable participation and collaboration among all stakeholders involved in SICC activities and services. This could include stakeholders such as government agencies, private sector organizations, civil society organizations, technology providers, and software developers.

The DAO could operate through a system of smart contracts, which are self-executing computer programs that automate the execution of predefined conditions. The smart contracts could be programmed to govern the decision-making process of the DAO, including the allocation of resources, the distribution of rewards, and the voting process.

For example, the DAO could have a voting system in which all stakeholders have a vote proportional to their contribution to the SICC. The smart contract could automatically count the votes and execute the decision once a predefined threshold is reached.

#### **To implement a DAO for the SICC, the following steps will be taken:**

1. Define the governance structure: The SICC would need to define the governance structure of the DAO, including the decision-making process, the allocation of resources, and the distribution of rewards.
2. Create a smart contract: A smart contract would need to be created that defines the rules and conditions of the DAO, including the voting process and the distribution of rewards.
3. Implement the smart contract: The smart contract would need to be implemented on the blockchain platform, which would enable the DAO to operate in a decentralized and secure manner.
4. Invite stakeholders to participate: The SICC would need to invite stakeholders to participate in the DAO, including government agencies, private sector organizations, civil society organizations, technology providers, and software developers.
5. Monitor and adjust: The SICC would need to monitor the operation of the DAO and make adjustments as needed to ensure that it is operating effectively and in line with the goals of the SICC.

By implementing a DAO as a governance tool, the SICC could promote transparency, participation, and collaboration among all stakeholders involved in SICC activities and services, while also ensuring effective decision-making and accountability.