



Report of Demo-day and Final Twinning Event

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LIST OF ABBREVIATIONS

GDPR	General Data Protection Regulation
EBN	European Business and Innovation Centre Network
EU BIC	European Union Business and Innovation Centre

EXECUTIVE SUMMARY

The present document reports on the results of the two main events organised under the SPIDER project's WP4. In alignment with SPIDER's goal of fostering and extending collaboration between European Union (EU) and Latin American and Caribbean (LAC) digital innovation ecosystems, WP4 primarily sought to establish a Twinning Programme for EU-LAC digital partnerships (Task 4.1) between innovation hubs. Beyond the scope of the Twinning Programme, the team also delivered support and mentoring services for Small Medium Enterprises (SMEs) and startups, taking a human-centred approach to technology development and exploring new ideas that could potentially leverage the BELLA network (Task 4.2).

Task 4.3, the focus of this report, encompasses the two flagship events closing the previously outlined activities.

Organised on 11 December 2025, the **online Demo-Day** was the culmination of the supporting services for EU-LAC innovators. Participants were selected through a competitive Call for Ideas seeking digital solutions that could leverage the BELLA network's infrastructure. Of 10 selected ideas, 9 engaged with the programme's supporting and mentoring services, delivered jointly by EurA and 28Digital, and were invited to pitch to selected stakeholders at the Demo-Day.

The online event generated strong engagement from the broader SPIDER community, including consortium members and Twinning Programme hubs. The organising team also received positive participant feedback, with the entrepreneur who delivered the winning pitch confirming that the recognition from the Demo-Day provided concrete added value to ongoing negotiations.

On 26–27 March 2026, the **Final Twinning Event** brought representatives of all organisations engaged in the SPIDER Twinning Programme to Rio Grande do Sul, Brazil. Strategically aligned with South Summit Brazil, a flagship LAC entrepreneurship event attracting over 24,000 visitors from 70+ countries, the event unfolded across two distinct days:

- Day 1 (26 March, Tecnosinos, São Leopoldo): A dedicated internal session for Twinning Programme participants, featuring presentations of the Action Plans developed by paired hubs, best-practice discussions, and stakeholder dialogue. Despite a lower-than-expected turnout (18 of 29 planned participants), the session achieved a high degree of interaction, culminating in open reflections on the programme's outcomes and paths for sustaining partnerships beyond SPIDER.
- Day 2 (27 March, South Summit, Porto Alegre): A 30-minute public panel at the Explore Stage, reaching an audience of up to 298 attendees. The session introduced the SPIDER Twinning model to innovation stakeholders outside the project community and promoted EU-LAC collaboration as a driver of inclusive digital transformation.

Ultimately, while distinct in format and audience, both the Demo-Day and Final Twinning Event supported SPIDER's efforts to create cross-regional dialogue. By first elevating a cohort of early-stage innovators leveraging the BELLA infrastructure and then convening the Twinning Programme's paired hubs on an international stage, the two events showcased the tangible innovation that EU-LAC partnerships can create.

1. INTRODUCTION

In alignment with the project’s goal of extending the collaboration between the EU and LAC digital innovation ecosystems, SPIDER established a Twinning Programme for EU-LAC digital partnerships between innovation hubs. Beyond the scope of the Twinning Programme, the team also delivered support and mentoring services for SMEs and startups taking a human-centred approach to technology development and exploring new ideas around the BELLA network.

Although with different targets and goals, both Tasks intertwined at crucial points, with the innovators supported under Task 4.2 having received the service portfolios of the innovation hubs partaking in Task 4.1 Twinning Programme, for example.

However, the most significant intersection between these activities was **Task 4.3**, designed to encompass both the delivery of an online **Demo-day** to showcase the innovators and an onsite **Final Twinning Event** to connect the Twinning Programme Hubs.

The report aims to deliver a comprehensive summary of all preparation, implementation and follow-up activities under each of the events organised under Task 4.3. Besides this introduction, the report is structured into two main sections covering the Demo Day and the Final Twinning Event, followed by the final conclusions and annexes.

2. Demo-Day with EU-LAC Innovators

The online Demo-Day with EU-LAC Innovators was the culmination of Task 4.2 – Supporting services for EU-LAC Innovators. In order to accurately describe the event, this report offers an overview of the activities carried out under that task, as well as its connection with the Call for ideas to expand the use of BELLA infrastructure under Task 2.2.

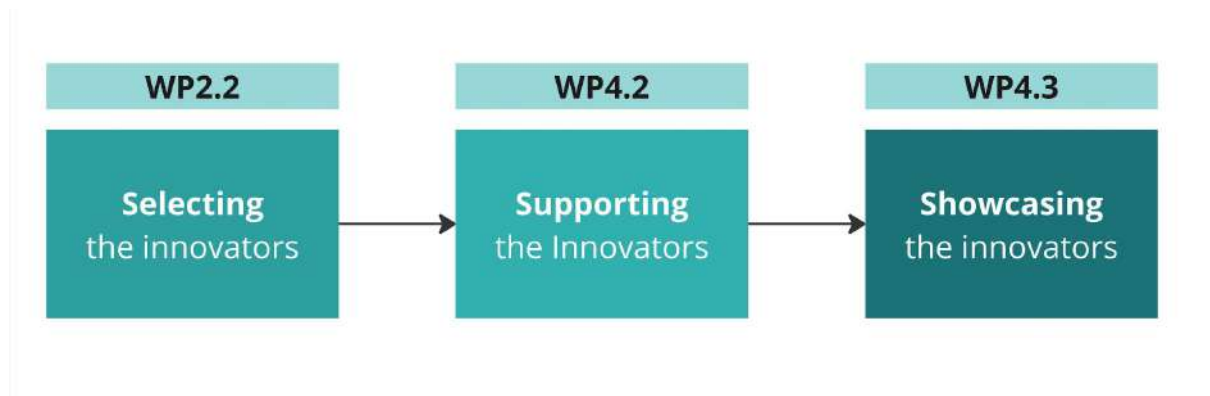


Figure 1 - Evolution of the process to select and support EU-LAC Innovators under the SPIDER Programme

The participants of the Demo Day were first selected through a [Call for ideas to expand the use of the BELLA infrastructure](#), launched under the project task 2.2. Led by REUNA, the call sought innovators operating in the strategic technology fields identified in D1.1 whose solution could leverage the BELLA infrastructure, to receive the supporting services under Task4.2.

Ideas were ranked on their creative and innovative potential, as well as on their ability to make efficient use of the digital technologies they were tied to and of the BELLA infrastructure itself.

However, the evaluation extended beyond analysing each individual idea and checking that it met the evaluation standards. Initially, there was a need to ensure that selected ideas

had a consistent and suitable level of maturity, leading to a close alignment with the Task 2.2 leaders. By the end, the consortium reached an agreement on the selection of 10 ideas, which were then invited to benefit from the services under Task 4.2.

The supporting services were delivered by EurA and 28DIGITAL¹, who divided the responsibility to support and manage the innovators selected under the call. The division was mutually agreed upon, with each partner taking the lead on managing 5 of the 10 selected innovators.

Following their selection under the Call for Ideas, all winning entrepreneurs were contacted by Task 4.2’s implementing team. Unfortunately, one of the selected applicants (BELLA AgroShield) was unresponsive and did not accept the services. Since the attempt to contact a backup applicant was equally unsuccessful, EurA proceeded with the support to 4 of its 5 assigned ideas, who did indeed accept the services.

In the case of 28DIGITAL, all 5 assigned applicants initially accepted the services, but one (PROXIMA.AI) became unresponsive shortly after attending the group sessions and did not participate in the individual activities (pitch deck review and pitch deck presentation). Due to this, the applicants were not invited to the Demo-Day. The two webinars and the group activities were recorded, and the videos, together with the slides used, have been made available to the participants selected under the Call for Ideas, whether they had managed to attend them or not.

The activities were delivered according to the plan and timeline detailed below:

Activity	Date	Implementing Partner
Webinar 1 - Maturity Assessment for Startups	11 June 2025	28DIGITAL
Group Mentoring session (Pitch deck development)	9 July 2025 (28DIGITAL) 22 July 2025 (EurA)	28DIGITALI – 5 innovators EurA – 4 innovators
Pitch Deck Review	July 2025	28Digital – 4 innovators EurA – 4 innovators
Individual Pitch Training	July/August 2025 – September 2025	28Digital – 4 innovators EurA – 4 innovators
Webinar 2 - Go-to-Market strategies	6 October 2025	28DIGITAL

Table 1 - Timeline of the Task 4.2 Activities

¹ 28DIGITAL, one of the SPIDER consortium members responsible for the implementation of WP4, was known as EIT Digital at the start of WP4 activities. For clarity’s sake, we will always refer to the organisation by its current name, 28DIGITALI, regardless of its designation at the time of implementation of a specific webinar or activity.

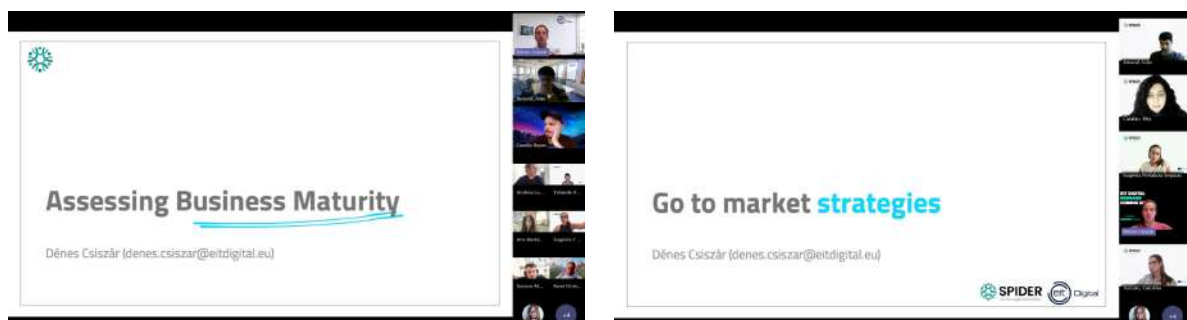


Figure 2 - WP 4.2 Webinars

1.1.1. Stage 1 - Organisation & Dissemination

The Demo Day with EU-LAC Innovators took place on **11 December 2025**, from **15:00 to 16:30 CET**.

While the supporting services under Task 4.2 had initially been planned for 10 SMEs/start-ups, the Call for Ideas under WP2 attracted very early-stage projects, some of them without a fully dedicated team or in the very initial stages of development. This forced EurA and 28DIGITAL to adapt the content of the webinars and pitch reviews to their needs and, most importantly, reassess the feasibility of organising the Demo Day as a pitching event in which the companies would present their ideas to investors.

Since most of the participating projects were a long way from investment ready, the implementing team agreed on a new concept for the Demo Day. The team broadened the audience of the event and invited representatives of R&I Hubs from the EU and LAC Ecosystems, experts and other relevant stakeholders to hear the companies’ pitch. The expectation was that the audience would be both more receptive to hearing from the early-stage companies and to give more useful feedback to their current stage of development, allowing them to forge connections that would get them closer to the investor readiness stage.

After inviting all 8 innovators who participated in all the activities under Task 4.2, the team proceeded to create:

- [Registration form for attendees](#)
- [Promotional article for the SPIDER website](#)
- Promotional posts for the SPIDER social media channels ([1](#), [2](#))

In the end, 6 projects accepted the invitation to participate in the Demo Day:

Project	Description	Country
Valía Person	Educational programme supported by an e-learning platform powered by AI to ensure that students acquire technical skills but also soft skills (critical thinking, emotional intelligence)	Colombia
ATENXIA	AI-based platform designed to improve attention span (ADHD) and address dyslexia in school-age children	Spain

Project	Description	Country
Plataforma de Recomendación y Formación PYMEs en LAC y EU	Recommendation and Training Platform for SME Ecosystems in Latin America and Europe	Chile
Online Medical Records for Student and Professional Mobility	Online medical records for student and professional mobility using blockchain-based storage	Guatemala
IA GROS	Platform designed to transform agriculture through the integration of cutting-edge technologies (AI, Earth observation satellite data, IoT, sensors in the field, blockchain technology) in a single ecosystem	El Salvador
Sistema Inteligente de Alerta Temprana para La Mojana	A predictive model for decision-making regarding the presence of Aedes aegypti in urban areas	Colombia

Table 2 - Innovators and Researchers participating in the Demo Day

While the project’s official language is English, all the applicants were native Spanish speakers, and many had little to no grasp of English. This created a language barrier between the innovators and some of the members of the implementing team. Nonetheless, EurA and 28DIGITAL found ways to overcome this barrier, both by providing automatic subtitles for teams’ webinars and group sessions and by translating written feedback into Spanish. Additionally, some Individual trainings were held in Spanish to facilitate the support and exchange between innovators and the supporting team.

For the Demo-Day session, SPIDER consortium partner REUNA provided invaluable help in the organisation by volunteering the use of their Zoom account, which allowed for simultaneous translation features.

1.1.2. Stage 2 - Recap & Lessons Learned

The **Demo Day** represented the final activity related to the support provided to research projects and startups under Task 4.2. It was delivered online (via Zoom) on 11 December 2025. As previously outlined, this task aimed to support innovators in their journey towards market uptake, covering topics such as maturity assessment, business planning, and go-to-market strategies, while also placing a strong focus on how to effectively present their solutions to capital providers, particularly investors and venture capital firms.

Time - CET	Activity
15:00	Welcome & SPIDER overview
15:10 – 16:10	Pitching Sessions
16:10	Zoom Polls
16:20	Results & Awards
16:30	Closure

Table 3 - Demo Day agenda

The session brought together 51 professionals, including six innovators and three jury members. The jury was composed of representatives from organisations in the SPIDER ecosystem, each with expertise on startups and on the EU-LAC innovation ecosystem, ensuring a balanced evaluation of the participants.

The session began with a brief overview of the SPIDER project and the activities carried out with innovators (mainly under Task 4.2). Following the introduction of the jury members, each innovator was given seven minutes to present their solution, followed by questions from both the jury and the audience (via Zoom chat).

The 3-person jury panel then convened in a breakout room to deliberate and select the best pitch and solution. The distinction for best pitch was awarded to the IA-GROS² platform from El Salvador. The jury's decision was based on the following key aspects:

- Strong alignment with the objective of fostering EU-LAC collaboration, particularly by leveraging the opportunities enabled by the BELLA cable. The fact that IA-GROS already has plans for market expansion and ongoing partnerships with Europe was especially valued.
- A high level of maturity and business readiness, with sales already underway.
- The impact-driven relevance of the solution, notably its connection to the agrifood sector, which is highly relevant for Latin America and the Caribbean and strategically important within the EU-LAC partnership context.

Taking advantage of the diversity of the audience, the organising team launched a series of questions using Zoom's polling function. This served a dual purpose: firstly, to allow the jury sufficient time to deliberate in an informed manner; and secondly, to generate insights that could inform innovators on potential next steps and strategies. A total of 14 participants responded to the questions. The main insights gathered are summarised below:

What type of support for R&I would most accelerate the adoption of new digital solutions?

The main takeaway is that participants value practical infrastructure and real implementation environments more than funding alone, particularly for early-stage projects such as those participating in the Demo Day. Access to testbeds and digital infrastructure was the top choice (64.3%), followed by public funding (57.1%) and corporate partnerships (57.1%).

Which early-stage validation is most critical for digital entrepreneurs?

Responses indicated a strong preference for real-world pilots (57.1%) and cross-regional user testing and validation (50%).

What type of collaboration mechanism would you find most valuable?

Participants favoured structured, market-oriented collaboration models that facilitate the transition to market. The most selected options were public-private partnerships (57.1%), joint R&D projects (42.9%), and incubation/acceleration programmes (42.9%).

² <https://www.linkedin.com/company/ia-gros/>.

What do you expect most from digital startups/research projects today?

In line with the need for market readiness, the audience emphasised the importance of scalable business models (57.1%) and robust solutions capable of generating real impact (42.9%).

Which area of digital innovation do you see as most impactful for EU-LAC cooperation?

Digital health and smart agriculture (64.3%), cybersecurity (57.1%), and data-driven services (57.1%) were identified as the most relevant areas for EU-LAC cooperation.

Which sector could most benefit from the EU-LAC installed infrastructure and digital cooperation potential (e.g. the BELLA initiative)?

Given the strong potential of BELLA to support education and research, it is not surprising that education, health, and agriculture (each with 50%) were identified as the sectors most likely to benefit from this infrastructure.

The Demo Day concluded with the announcement of the pitch most highly valued by the jury.

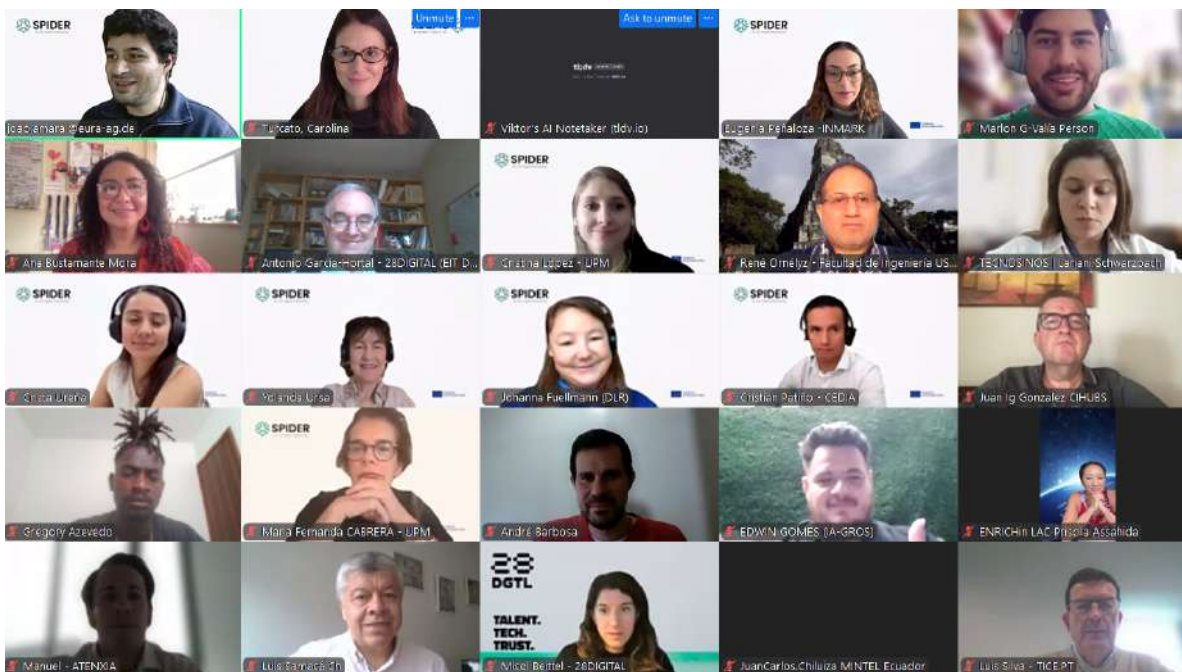


Figure 3 - Photo of the Demo Day Session

In the aftermath of the session, the team conducted an interview with the IA-GROS founder, which was later [published on the project website](#) and [promoted in its social media channels](#), as the final reward to enhance the solution’s visibility through the SPIDER community and beyond.

Demo-Day for EU-LAC Innovators	
Highlights	Lessons Learned
<ul style="list-style-type: none"> • High attendance and engagement from the overall SPIDER Community, as well as Innovation Hubs participating in the Twinning Programme attending the online session. • Positive feedback from the participants, namely through the interview conducted with the “winner” of the session. • Strong engagement and commitment from all innovators in adapting their presentations and pitch decks to the event format, contributing to its smooth delivery and overall success. 	<ul style="list-style-type: none"> • Language barriers can and should be taken into account and, if possible, addressed through the technological or human means at one’s disposal. Ensuring accessibility and inclusiveness (e.g. through multilingual subtitles) is key to enabling full participation. This increases understanding across diverse audiences and facilitates more meaningful interactions. • While very early-stage ideas are often not the best draw for Venture Capital (VC) or even most Angel investors, connections with public entities that can provide infrastructure or representatives of relevant networks are of crucial importance to these innovators, and can be a suitable target audience for this sort of event • Audience composition is critical, especially for early-stage projects. Limiting participation to investors may reduce impact; including incubators, accelerators, and experts who support the transition from research to market significantly enhances growth opportunities. • It is important to create dedicated interaction moments within the event, allowing innovators, jury members, and selected participants to engage directly and explore potential collaborations beyond the pitching sessions. • Introducing a recognition mechanism (e.g. best pitch award), combined with a clear follow-up action, strengthens participant engagement and commitment, while also increasing visibility for the project, the innovator, and the event itself.

Table 4 – Lessons Learned from the SPIDER Demo Day

2. Final Twinning Event

The Final Twinning Event was the culmination of the activities of Task 4.1, bringing together representatives of the organisations engaged in Rio Grande do Sul, Brazil, on 26 & 27 March 2026, to showcase the results of their cooperation and engage in broader conversations about EU-LAC collaboration.

Designed with the intended purpose of creating synergies with [South Summit Brazil](#) to increase outreach and impact of the activities, the event was broken down into two distinct days with two distinct locations, activities and purposes:



Figure 4 - Summary of the Final Twinning Event

2.1.1. Stage 1 – Design & Organisation

While designed to be an onsite platform for participants to showcase the progress and impact of their collaborations and connect with important stakeholders further involved in the project lifeline, the Final Twinning Programme was not initially attached to a particular location or ecosystem.

The team investigated the possibility of organising the event back-to-back with a high-level international event external to SPIDER, but which could act as an additional draw for hub representatives travelling to the event. **South Summit Brazil 2026** emerged as the most attractive possibility.

Organised in Porto Alegre, Rio Grande do Sul, since 2022, South Summit Brazil is the meeting point for some of the biggest leaders, innovators and investors in the LAC entrepreneurship and business innovation ecosystem. The decisive factors that sealed the decision to organise the event in Rio Grande do Sul and attach it to South Summit were:

- The 25-27 March date, as South Summit's 2026 edition fell exactly on the preferred time range for the organisation of the Final Twinning Event.
- The fact that South Summit already counted on the participation of one of the organisations taking part in the SPIDER Twinning Programme, [Tecnosinos](#), increasing the likelihood to manage one additional panel fully dedicated to SPIDER.
- The relative proximity to the Tecnosinos campus in São Leopoldo, allowing event participants to take part in activities on both locations.

Once this plan had been established, the team engaged in parallel discussions with Tecnosinos Director, as well as the South Summit organisation staff.

Ultimately, all parties agreed to move forward with the option to organise a full day of activities dedicated to the SPIDER Twinning Programme, its outcomes and participants, at the Tecnosinos premises (**Day 1**) and organise a dedicated panel at South Summit 2026, that would both feature Twinning Programme participants and introduce SPIDER and its efforts to foster EU-LAC cooperation to the larger innovation ecosystem (**Day 2**).

2.1.2. Stage 2 – Agenda & Logistics

The essential component of the Final Twinning Event would be a dedicated moment for participants to showcase their action plans and the status of their cooperations. This slot was a non-negotiable pillar of the agenda, with each of the 10 innovation hubs featured in the programme invited to present, regardless of the maturity or recorded success of their collaborations.

In order to add to the appeal of the event, the team further complimented the agenda with:

- An introduction to the Tecnosinos ecosystem, delivered by its Head of Institutional Relations, coupled with an introduction from one of their headquartered companies. Tecnosinos also wrapped the event with a guided technical visit to their premises, displaying which equipment they can provide to their innovators.
- A keynote speech by the [European Business and Innovation Centre Network's \(EBN\)](#) Head of International Projects. This allowed participants to learn more about how EBN connects and nurtures a community of quality-stamped innovation actors through the EU|BIC community, as well as hear insights drawn from the organization's existing experience in fostering successful international collaborations.
- A review of the innovation funding landscape, led by members of [28DIGITAL](#). Drawing on this SPIDER consortium Partner's expertise, participants got an overview of the current political and funding context for EU-LAC cooperation, along with its challenges and opportunities, introducing them to concrete pathways to further develop and implement their cooperations.
- A presentation on the role of [National Research and Education Networks \(NRENs\)](#) in accelerating ICT research, delivered by a representative of the *Rede Nacional de Pesquisa (RNP)*, another member of the SPIDER consortium. By learning more about how NRENs can help their local innovation hubs, the participants can further

develop collaborations with the NRENs in their ecosystems and use their resources to their full potential.

- A presentation of the [SPIDERHUB](#) platform, delivered by a representative of [CEDIA](#). By inviting the organisation to explain the platform developed under WP1, the organising team hoped to give attending hubs information and access to a searchable hub of digital dialogues between the EU and LAC that could further help them develop their collaborations, align future proposals to each ecosystem's strategic priorities and even explore possible funding sources. The session also aimed to give Twinning Programme participants a fuller notion of the work developed under the SPIDER project beyond the WP4 activities.

The final agenda for **Day 1** can be found on Annex 1 of this report.

Logistic preparations included contracting a catering supplier for the coffee breaks, a transportation supplier to take the participants from Porto Alegre (in which most of the participants, organising teams and invited speakers were staying) to São Leopoldo and a lunch supplier to provide a midday meal to the participants. With the help of the Tecnosinos staff, the SPIDER team contacted at least 3 suppliers for each service provision, and made a final decision based on the best value for money principle.

Preparations for **Day 2** at South Summit began with the full definition of speaker panel, which included:

- The Director of [Tecnosinos](#) and Participant of the Twinning Programme (LAC)
- The Coordinator of the European Projects Office at [Fundecyt Science and Technology Park of Extremadura](#) and Participant of the Twinning Programme (EU)
- The Head of International Projects at [European Business and Innovation Centre Network \(EBN\)](#)

The line-up of the panel reflected the team's concern with representing participants from both the EU and LAC ecosystems, from two different Twinning Pairs, which pursued distinct but successful collaborations. EBN's representative provided a broader view of EU-LAC cooperation beyond the SPIDER Twinning Programme, complementing their interventions. Gender representation was also a top concern, in order to address the underrepresentation of women at tech conferences³.

Finally, the moderation was handled by a member of [EurA](#) Innovation Ecosystems, which served as task leader for the Twinning Programme under SPIDER, in order to steer the conversation and provide context on the Twinning Programme's activities from the organisers perspective. The selected title **Bridging Continents: Best Practices in EU-LAC Innovation Collaboration**, did not mention SPIDER by name, in order to attract a wide audience unfamiliar with the project. However, by sharing key lessons from SPIDER's Twinning Programme, highlighting best practices for building and sustaining long-term cooperation, the panel intended to introduce the audience to the project. The lessons of the SPIDER Twinning Programme were established as the basis for a productive discussion on how cross-regional collaboration can strengthen innovation capacity, accelerate knowledge exchange and create lasting value for startups, institutions and ecosystems on the EU and LAC sides.

The slot for the presentation (**27 March, 13:00 to 13:30 BRT**) was suggested by the South Summit organisation itself.

In order to align on the discussion and ensure adherence to the 30 minute time-limit, the team organised two online meetings with the speakers: a briefing call to settle on the theme and topics of the discussion, on **18 February**, and a final dry-run/alignment call on **23 March**. The guiding questions were also shared with the participants via email in

³ <https://www.forbes.com/sites/jessicabaron/2019/04/18/women-are-underrepresented-at-tech-conferences-but-it-doesnt-have-to-stay-that-way/>

advance. Their replies were received and compiled by the moderator, who created a full script for the panel.

2.1.3. Stage 3 – Promotion

Aside from inviting the SPIDER Twinning Programme Participants and SPIDER Consortium members, the organising team created and shared:

- A [dedicated registration form](#) for other participants to express their interest in joining the full-day event or in attending the South Summit.
- Invitation Templates for Consortium members to share with their networks. (Annex 2)
- Invitation Templates for Tecnosinos to disseminate with its network. (Annex 3)
- Direction Invitations to relevant members of the innovation ecosystem in Rio Grande do Sul.
- A [social media post](#) to share the event with members of the SPIDER Community.

It is important to highlight that the promotion efforts were kept at a small scale in order to target only relevant ecosystem actors. By the eve of the event, the team had tracked a **total of 29 confirmed participants** (including consortium members, hub representatives, speakers and organizing team) who had either registered through the form or confirmed their presence via email. These participants received a calendar blocker for the Final Twinning event and/or the panel at South Summit, depending on their stated interest.

2.1.4. Stage 4 – Recap & Lessons Learned

On 26 & 27 March, the Final Twinning Event was successfully delivered, with the activities planned for both days achieving their intended goals.

On **Day 1**, the agenda followed the intended flow, showcasing and exploring the impact of the Twinning Programme to the SPIDER community, further introducing the participants to the rest of the work developed under the project and educating them on future possibilities to prolong their collaborations and undertake other EU-LAC cooperation activities.

The sessions were highly interactive, with participants asking questions to practically every speaker. 28Digital's presentation, in particular, stimulated high audience interaction by asking participants to present themselves and their organisation's priorities and generating back-and-forth between them. The presentations of the action plans were also highly interactive, with participants using the closing moments of the event to openly interact and reflect on what stood out in the Twinning Programme and which follow-up could be critical to sustaining the partnerships beyond the duration of the SPIDER project.

Despite its success, Day 1 had a lower turn-out than expected, with only 18 out of the 29 planned participants showing up to the site. Activities were held in a **meeting room**, allowing for easier communication between the participants, who showed strong willingness to interact. The set-up of the activities can be seen in the set of pictures included in this document.

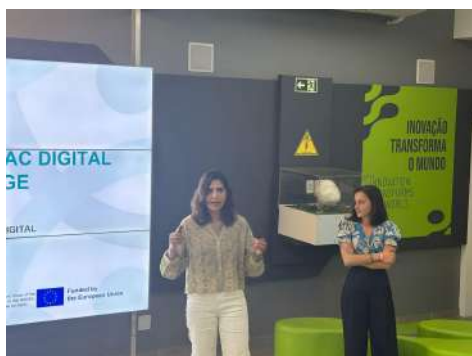
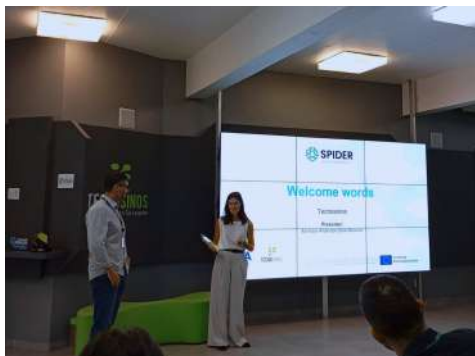


Figure 5 - Day 1, Morning – Presentations & Coffee Break



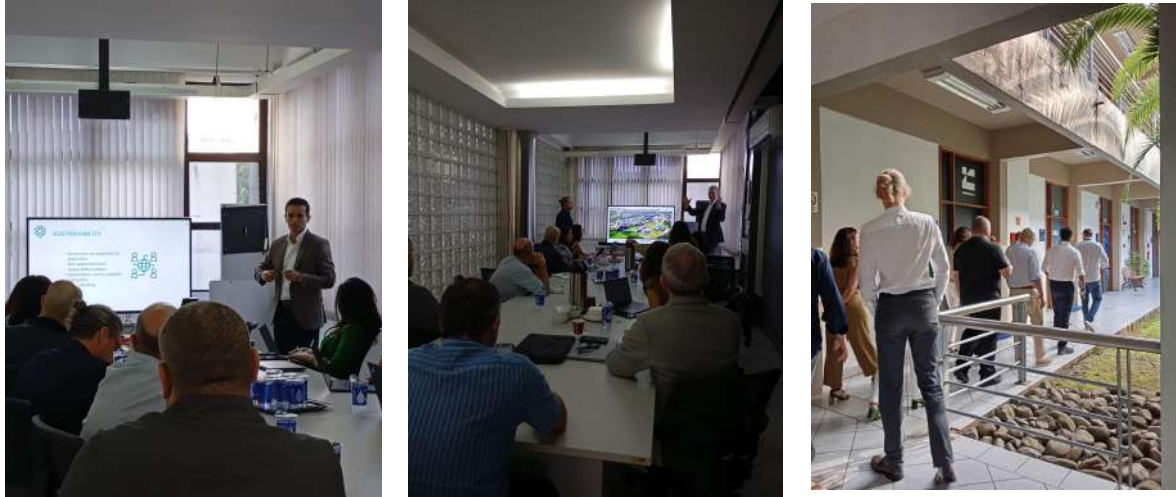


Figure 6 - Day 1, Afternoon - Twinning Pairs & SPIDERHUB presentation, Technical Visit

The day finished with a joint return to Porto Alegre, assured by the contracted transport provider.

On **Day 2**, participants attending the South Summit were invited to join the project’s panel at 13:00 BRT. The fact that the panel was a part of the official South Summit programme made registering the exact names and data of every attendee impossible, as requesting this information from the South Summit organizing team would violate GDPR. Nonetheless, the panel exhausted the capacity of the room of the **Explore Stage**, which held up to 298 people.



Figure 7 - Day 2, South Summit Panel & Audience

2.1.5. Stage 5 – Wrap-up & Lessons Learned

Day 1 – Final Twinning Event	
Highlights	Lessons Learned
<ul style="list-style-type: none"> • Extremely high commitment from the Twinning Programme participants, who worked together to provide comprehensive presentations of their collaborations and exceeded expectations the team had for their results. • Evidence of the strengths of the Twinning Programme, which were highlighted by the participants themselves. The results of the matching process, which focused on connecting organisations with matching types, technological focus and prioritized connections of players with shared working languages, were greatly complimented by the successful pairs. The freedom of the model, which allowed participants to decide exactly on what they wanted to work with in collaboration with their partner, was also highlighted as a positive point, although some partners also suggesting the additional of additional milestones and guidance measures. • Relevance of the presentations, which generated high audience engagement, with all sessions followed up with at least one question from the audience. 	<ul style="list-style-type: none"> • Tying the event to South Summit may have actually lowered the attendance of local ecosystem players on Day 1. Since South Summit was already ongoing, some organisations were unable to send their representatives or follow-up with their registrations. This was compounded by the fact that São Leopoldo is close to Porto Alegre, but they are different cities, and transportation from the venue to São Leopoldo takes around 40 minutes. • The smaller, more closed setting actually encouraged highly productive discussions between the participants, which all had the chance to introduce themselves and their organisations during the session conducted by 28Digital and consequently managed to develop good rapport. • Language barriers should always be taken into consideration. Some local Partners were clearly not fully confident with delivering their presentations in English, which reduced the fluency of their interventions. In larger events, hiring a translator or recruiting a team member comfortable with performing the task could be the most effective approach. During the technical visit to the Tecnosinos premises, team members and participants performed this role informally, translating the hosts or members of hosted companies that could not speak English.
Day 2 – Panel at South Summit	
Highlights	Lessons Learned
<ul style="list-style-type: none"> • Incredibly high turnout, with the chance to expose the SPIDER project to an audience that may not otherwise be familiar with it. • Language barrier was not a problem, possibly because the entrance to South Summit is costly 	<ul style="list-style-type: none"> • In the future, perhaps having the panel in a larger conference the day before the official SPIDER-organized event could be a good strategy to invite new attendees and ensure greater turnout. This might, however, hinder the

<p>(from BR\$1299 for an attendee pass) and most attendees would not invest in going unless they understood the presentations in English as well as those in Portuguese.</p> <ul style="list-style-type: none"> • Panel conversation went smoothly and respected the time limits, namely due to the previous alignment meetings and the well-structured script. 	<p>proximity and casual nature of the Twinning Event, which was highly productive for the discussions.</p>
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Table 5 – Lessons Learned, SPIDER Twinning Programme

On the aftermath of the event, a [dedicated article](#) was published on the SPIDER blog to disseminate the outputs and discussions of the event and shared a selection of pictures with attendees, which resulted in several social media posts from attendees ([1](#), [2](#), [3](#), [4](#)), generating extra visibility for the SPIDER accounts.

3. CONCLUSION

With different target audiences and formats, the Demo-Day and Final Twinning event fulfilled distinct roles and generated different forms of impact for the SPIDER Project.

As a culmination of the activities developed under the Call for Ideas and Supporting Services for EU-LAC Entrepreneurs, the **Demo-Day** sought to introduce innovative digital technologies leveraging the BELLA network to the wider SPIDER Community and to innovation stakeholders from the EU and LAC Ecosystems. Although it is too soon to fully track the impact of the event, the interview with the entrepreneur who received the best pitch distinction already indicates that the prestige of participating in the demo-day pushed ongoing negotiations and delivered real added value.

The **Final Twinning Event** gave the participants under the Twinning Programme the chance to come together and showcase their work, as well as engage with other partners and activities under the SPIDER Programme. Twinning participants invited to speak at South Summit also had the opportunity to raise the profile of their organizations by sharing their experience in EU-LAC collaboration at an event with over 24.000 visitors from over 70 countries.

However, the most significant achievements of the event were the connections generated between the participants and the valuable input they shared about the SPIDER Twinning Programme’s collaboration model, which can be reproduced and refined under future projects.

Ultimately, each event contributed to a different selection of SPIDER’s objectives. The Demo-Day selected and showcased up and coming innovators, contributing to SPIDER’s efforts to support a human-centred approach to technology development aligned with European social, sustainable and ethical values. It also maximised and promoted the potential of the BELLA network for R&I cooperation and contributed to the sustainable use of the infrastructure (Objective 2 of SPIDER, [as stated in the website](#)).

With the Final Twinning Event, the team took the final step in the objective of establishing a Twinning Programme to support the development of digital partnerships and new business opportunities benefiting from BELLA infrastructure and addressing its challenges (Objective 4). This was the culmination of a series of activities to foster the longstanding EU-LAC collaboration for an inclusive digital transformation, showcasing clear impacts and opening doors for future cooperations.

Finally, both events were extensively covered through the project's channels, increasing the visibility of the project actions, awareness raising and engagement with relevant stakeholders from EU and LAC (Objective 5).

Annex 1 – Twinning Event Final Agenda

Final Twinning Programme Agenda

Day 1 - 26 March 2026

Venue: Tecnosinos
Av. Unisinos, 950, São Leopoldo, RS – Brasil
Showroom - UNITEC 1, Tecnosinos

08:30 – 09:15	Bus to Tecnosinos leaving from Laghetto Hotel Rua Dr. Vale 579, Porto Alegre, RS
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Event agenda:

09:30 – 10:0	Arrival & Networking Coffee
10:00 – 10:4	Welcome words from our host and get to know Tecnosinos
10:45 – 11:0	Opening & setting the scene: SPIDER project <i>Carolina Turcato, EurA Innovation Ecosystems & SPIDER project manager</i>
11:00 – 11:30	Keynote: “Making International Cooperation Work: The Power of Quality Frameworks” – Livia Marcantonio, European Business and Innovation Centre Network (EBN)
11:30 – 12:15	Looking forward: European Innovation Funding Landscape and cooperation opportunities <i>Parul Chaudhary and Alessandra Zini, 28Digital</i>
12:15 – 12:55	Innovation Hubs and NRENs - Accelerating Innovation in ICT <i>Leandro Neumann Ciuffo and Felipe Nascimento, Rede Nacional de Ensino e Pesquisa (RNP)</i>
13:00 – 14:30	Networking Lunch
14:30 – 15:00	Mapping the State of EU–LAC Digital Cooperation: SPIDERHUB AI-platform <i>Christian Patiño, CEDIA</i>
15:00 – 16:00	Twining Pairs in Action – Results & Lessons Learned <i>Tecnosinos (BR) & TICE (PT); CERTI (BR) & EDIH Rheinland (DE); CENAT (CR) & T4E EDIH (ES); PCT Guama (BR) & CEA Paris Saclay (FR) Moderator: Carolina Turcato, EurA Innovation Ecosystems & SPIDER project manager</i>
16:00 – 16:20	Coffee-break
16:20 – 16:40	Closing Session: Key Takeaways & Call to Action
16:40 – 17:30	Technical visit Tecnosinos
17:45 – 18:45	Return to Porto Alegre (by bus)

Dinner:

19:30 – 21:30	Group dinner at Fierro 7 Parrilla (walking distance from main hotels area) R. Comendador Caminha, 324, Porto Alegre, RS
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Day 2 - 27 March 2026

Venue: [South Summit](#), Cais Mauá, Porto Alegre, Brazil

<p>13:00 – 13:30</p>	<p><u>Bridging Continents: Best Practices in EU–LAC Innovation Collaboration</u></p> <p>This panel shares key lessons from the SPIDER Project’s Innovation Hubs Twinning Programme, highlighting best practices for building and sustaining long-term cooperation between innovation ecosystems in the European Union (EU) and Latin America and the Caribbean (LAC). The discussion explores how cross-regional collaboration can strengthen innovation capacity, accelerate knowledge exchange and create lasting value for startups, institutions and ecosystems on both sides.</p> <p>Speakers:</p> <p>Cristina Gallardo Rey – Coordinator of the European Projects Office at Fundecyt Science and Technology Park of Extremadura and Member of the Twinning Programme (EU)</p> <p>Silvio Bitencourt da Silva – Director of Tecnosinos and Member of the Twinning Programme (LAC)</p> <p>Livia Marcantonio, Head of International Projects at European Business and Innovation Centre Network (EBN)</p> <p>Moderator:</p> <p>Carolina Turcato, EurA Innovation Ecosystems & SPIDER project manager</p>
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Annex 2 – Twinning Event Invitation Template for Partners

1. ENGLISH:

Dear [Name],

As [members of one of the organisations paired under the scope of the programme, SPIDER consortium members] we are delighted to invite you to the **Final Twinning Event** of the **SPIDER Twinning Programme**, including a dedicated session at **South Summit Brazil 2026**, taking place on **26 & 27 March 2026** in Rio Grande do Sul, Brazil.

Aside from showcasing the results of the [SPIDER Twinning Programme](#), under which five pairs of EU-LAC hubs were connected to develop unique collaborations, this two day event will serve as a platform to exchange knowledge, foster new partnerships, and explore future pathways for EU-LAC collaboration.

Day 1 – 26 March 2026

 [Tecnosinos, São Leopoldo](#) – 10:00 to 17:30 BRT

The Final Twinning Event will showcase the impact of the SPIDER Twinning Programme and launch broader discussion about EU-LAC cooperation. Aside from testimonies and lessons learned by the twinning pairs, the event will feature expert testimonies on scale-up of interregional cooperation in research, innovation, and digital transformation.

Day 2 – 27 March 2026

 [South Summit Brazil 2026, Cais Mauá, Porto Alegre](#) – 13:00 to 13:30 BRT

As part of South Summit Brazil, the SPIDER project will be hosting the panel “**Bridging Continents: Best Practices in EU-LAC Innovation Collaboration**”, featuring speakers from Europe and Latin America sharing lessons learned and best practices for building long-term, impactful innovation partnerships between regions. *Attending Day 2 requires a ticket for South Summit.*

[If you are interested in joining the event, please register through this link until 13 March 2026, EOD.](#)

The preliminary agenda for the event is available through the form.

Your participation would bring valuable perspective to these discussions and help foster meaningful connections across the EU-LAC innovation landscape.

About SPIDER

[SPIDER](#) (EU-LAC Strategic Partnership for the Implementation of Digital Dialogues in R&I Cooperation) is an EU-funded project that strengthens collaboration between the European Union and Latin America and the Caribbean in research, innovation, and digital transformation. This event marks the conclusion of the SPIDER Twinning Programme, which paired EU and LAC innovation hubs to develop joint action plans and exchange best practices through structured cross-regional collaboration.

Kind regards,

[SIGNATURE]

2. SPANISH:

Estimado [Nombre]:

Como [miembros de una de las organizaciones emparejadas en el marco del programa, miembros del consorcio SPIDER], nos complace invitarle al evento final del programa de *Twinning* de SPIDER, que incluye una sesión dedicada en la **South Summit Brazil 2026**, y que tendrá lugar los **días 26 y 27 de marzo de 2026** en Rio Grande do Sul, Brasil.

Además de presentar los resultados del programa de *Twinning de SPIDER*, en el marco del cual se conectaron cinco pares de centros de la UE y América Latina y el Caribe para desarrollar colaboraciones únicas, este evento de dos días servirá de plataforma para intercambiar conocimientos, fomentar nuevas asociaciones y explorar vías futuras para la colaboración entre la UE y América Latina y el Caribe.

Día 1 - 26 de marzo de 2026

 [Tecnosinos](#), São Leopoldo – 10:00 a 17:30 BRT

El evento final mostrará el impacto del programa de *Twinning* SPIDER y dará lugar a un debate más amplio sobre la cooperación UE-ALC. Además de los testimonios y las lecciones aprendidas por los pares participantes, el evento contará con testimonios de expertos sobre la ampliación de la cooperación interregional en materia de investigación, innovación y transformación digital.

Día 2 – 27 de marzo de 2026

 [South Summit Brazil 2026](#), Cais Mauá, Porto Alegre – 13:00 a 13:30 BRT

Como parte de South Summit Brasil, el proyecto SPIDER organizará la mesa redonda «**Tendiendo puentes entre continentes: mejores prácticas en la colaboración en materia de innovación entre la UE y América Latina**», en la que ponentes de Europa y América Latina compartirán las lecciones aprendidas y las mejores prácticas para crear asociaciones de innovación duraderas y con impacto entre las regiones. *Para asistir al segundo día es necesario adquirir una entrada para South Summit.*

[Si está interesado en participar en el evento, inscríbese antes del 13 de marzo de 2026, al final del día.](#)

El programa preliminar del evento está disponible a través del formulario.

Su participación aportaría una perspectiva valiosa a estos debates y ayudaría a fomentar conexiones significativas en el panorama de la innovación entre la UE y América Latina y el Caribe.

Acerca de SPIDER

[SPIDER](#) (*EU-LAC Strategic Partnership for the Implementation of Digital Dialogues in R&I Cooperation*) es un proyecto financiado por la UE que refuerza la colaboración entre la Unión Europea y América Latina y el Caribe en materia de investigación, innovación y transformación digital. Este evento marca la conclusión del *Twinning Programme* de SPIDER, que emparejó centros de innovación de la UE y ALC para desarrollar planes de acción conjuntos e intercambiar mejores prácticas a través de una colaboración interregional estructurada.

Saludos cordiales,

[FIRMA]

3. PORTUGUESE:

Prezado(a) [Nome],

Como [membros de uma das organizações conectadas no âmbito do programa, membros do consórcio SPIDER], temos o prazer de o convidar para o Evento Final do Programa de *Twinning* SPIDER, que incluirá uma sessão na South Summit Brasil 2026, e acontecerá nos dias **26 e 27 de março de 2026** em Rio Grande do Sul, Brasil.

Além de apresentar os resultados do Programa de *Twinning* do projeto SPIDER, no âmbito do qual cinco pares de organizações de inovação UE-ALC foram conectados para desenvolver colaborações únicas, este evento de dois dias servirá como plataforma para trocar conhecimentos, fomentar novas parcerias e explorar caminhos futuros para a colaboração UE-ALC.

Dia 1 – 26 de março de 2026

 Tecnosinos, São Leopoldo – 10h00 às 17h30 BRT

O evento final apresentará o impacto do Programa de *Twinning* do projeto SPIDER e abrirá espaço para uma discussão mais ampla sobre a cooperação UE-ALC. Além dos testemunhos e lições aprendidas pelos pares de organizações conectadas, o evento contará com testemunhos de especialistas sobre a ampliação da cooperação inter-regional em investigação, inovação e transformação digital.

Dia 2 – 27 de março de 2026

 South Summit Brasil 2026, Cais Mauá, Porto Alegre – 13h às 13h30 BRT

Como parte do South Summit Brasil, o projeto SPIDER organizará o painel “**Ligando continentes: melhores práticas na colaboração em inovação entre a UE e a ALC**”, com palestrantes da Europa e da América Latina compartilhando lições aprendidas e melhores práticas para a construção de parcerias de inovação duradouras e impactantes entre as regiões. *Para participar no dia 2, é necessário adquirir um ingresso para a South Summit.*

[Se estiver interessado em participar no evento, deve inscrever-se através deste link até 13 de março de 2026, ao final do dia.](#)

A agenda preliminar do evento está disponível através formulário. Por favor tenha em atenção que as sessões decorrerão em inglês.

A sua participação trará uma perspectiva valiosa a estas discussões e ajudará a promover conexões significativas no panorama da inovação UE-ALC.

Sobre o SPIDER

O **SPIDER** (*EU-LAC Strategic Partnership for the Implementation of Digital Dialogues in R&I Cooperation*) é um projeto financiado pela UE que reforça a colaboração entre a União Europeia e a América Latina e as Caraíbas em matéria de investigação, inovação e transformação digital. Este evento marca a conclusão do Programa de *Twinning* SPIDER, que emparelhou centros de inovação da UE e da ALC para desenvolver planos de ação conjuntos e trocar melhores práticas através de uma colaboração inter-regional estruturada.

Annex 3 - Twinning Event Invitation Template for Tecnosinos

1. EMAIL:

Caro [Nome],

No dia **26 março de 2026**, das **09h00** às **17h45**, a Tecnosinos acolherá o evento o Evento Final do Programa de Twinning do projeto [SPIDER](#), no âmbito do qual cinco pares de organizações de inovação dos ecossistemas da União Europeia (UE) e América Latina e Caraíbas (ALC) foram conectados para desenvolverem colaborações únicas.

Enquanto participante do Programa de Twinning, a Tecnosinos será agora palco de um evento dedicado a apresentar o impacto das atividades e a fomentar uma **discussão mais ampla sobre a cooperação UE-ALC**.

A agenda inclui:

- Testemunhos e lições aprendidas pelos pares de organizações conectadas (com a confirmação de hubs como CERTI, EDIH Rheinland, CENAT, T4E).
- Intervenções de especialistas sobre a ampliação da cooperação inter-regional em pesquisa, inovação e transformação digital (incluindo representantes da EBN, 28 Digital e RNP).

[Se estiver interessado em participar no evento, deve inscrever-se através deste link até 20 de março de 2026, ao final do dia.](#)

A agenda preliminar do evento está disponível através formulário. Por favor tenha em atenção que as sessões decorrerão em inglês.

Como parte do South Summit Brasil, o projeto SPIDER organizará ainda, no dia **27 de Março**, o painel **“Ligando continentes: melhores práticas na colaboração em inovação entre a UE e a ALC”**, com palestrantes da Europa e da América Latina compartilhando lições aprendidas e melhores práticas para a construção de parcerias de inovação duradouras e impactantes entre as regiões. Pode registar-se para fazer parte da audiência através do formulário acima, mas tenha em atenção que a admissão na South Summit requiere adquirir um ingresso para o evento.

Contamos com a sua participação, que trará uma perspectiva valiosa a estas discussões e ajudará a promover conexões significativas no panorama da inovação UE-ALC.

Sobre o SPIDER


O [SPIDER](#) (*EU-LAC Strategic Partnership for the Implementation of Digital Dialogues in R&I Cooperation*) é um projeto financiado pela UE que reforça a colaboração entre a União Europeia e a América Latina e as Caraíbas em matéria de pesquisa, inovação e transformação digital. Este evento marca a conclusão do Programa de *Twining* SPIDER, que emparelhou centros de inovação da UE e da ALC para desenvolver planos de ação conjuntos e trocar melhores práticas através de uma colaboração inter-regional estruturada.

2. Whatsapp:

A Tecnosinos está a convidar todos os interessados em cooperação UE-ALC para o *Evento Final do Programa de Twinning do projeto SPIDER*, a realizar-se nas instalações da *Tecnosinos*, no dia *26 de março de 2026*, das 10h00 às 17h30.


O evento reunirá hubs de inovação da UE e da América Latina para partilhar testemunhos, lições aprendidas e debater a cooperação inter-regional em inovação e transformação digital.



 Também no dia *27 de março*, no âmbito do *South Summit Brasil*, haverá um painel dedicado às melhores práticas de colaboração UE-ALC (os participantes deverão ter ingresso para a South Summit para assistir).

 *Inscrição obrigatória até 20 de março* e agenda detalhada disponíveis através do link no formulário: <https://forms.office.com/e/dgticCxRGL>

Todas as sessões decorrem em inglês.


Contamos com a sua presença! 

3. LinkedIn:

Caro [...],

No dia 26 de março de 2026, das 10h00 às 17h30, a Tecnosinos acolherá um evento dedicado à cooperação em inovação e transformação digital entre a **União Europeia e a América Latina e Caraíbas**.


O Evento Final do Programa de Twinning do projeto SPIDER incluirá testemunhos de pares de organizações envolvidos em cooperações intercontinentais, como o CERTI, o EDIH Rheinland, o CENAT e o T4E, bem como intervenções de especialistas da EBN, 28 Digital e RNP sobre a ampliação da colaboração inter-regional em I&I.

 A inscrição obrigatória até 20 de março através do formulário disponível: <https://forms.office.com/e/dgticCxRGL>

No dia 27 de março, no âmbito do South Summit Brasil, o projeto SPIDER organiza ainda o painel "Ligando Continentes", com vozes da Europa e da América Latina a partilhar as melhores práticas para parcerias de inovação duradouras entre as regiões (requer ingresso para o South Summit).

Todas as sessões decorrerão em inglês.

O SPIDER é um projeto financiado pela UE que reforça a colaboração UE-ALC em pesquisa, inovação e transformação digital.

Contamos com a sua participação! 

CITATION

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Report author: SPIDER Project

Website: <https://spidernetwork.org/>