

# CALL FOR INVESTORS

## Scientific Selection Criteria for AI Startups

Scientifically Validated Deal Flow · Investment Access · Strategic Positioning  
*Science-first. Responsible by design. Built for real-world impact.*

### Europe's First Scientific Selection Criteria generating structured AI investment opportunities

*Not just quality filtering — but curated, investor-ready deal flow aligned with market and regulatory dynamics*

Exclusive access to Europe's 1<sup>st</sup> scientifically validated & investment-ready AI Startup pipeline

## Why This Deal Flow is Different — from Granada

Investors encounter hundreds of Startups every week through demo days, accelerators and crowdfunding platforms. The challenge is not quantity — it is quality. How do you tell the difference between a Startup built on solid AI foundations and one using AI as a badge?

It solves this with scientific rigor and is not designed to get adaptation, but to identify authenticity

#### Independent Scientific & Decision Committee

IEEE + UGR. No conflict of interest. No commercial agenda.

#### R4 Framework

Responsibility · Reliability · Robustness · Resilience.  
Published by IEEE SMC.  
Internationally referenced.

#### 15–20 hand-picked Startups

Selected from an open call. Only those combining real AI, responsible principles and market potential.

+ Venture-grade selection including traction, scalability and investment readiness

## Scientific & Decision AI Committee

Guided by an independent committee composed of members from the UGR and IEEE, ensuring scientific rigor, evaluation integrity and strategic alignment.

#### UGR

**Prof. Enrique Herrera-Viedma** — CAI General Co-Chair, Vice-Rector for Research & Knowledge Transfer

**Prof. Jesús Chamorro** — AI/Computer Science

**Prof. Pedro Castillo** — Computer Architecture/AI

#### IEEE

**Prof. Ming Hou** — IEEE Representative, Human-Centered AI & Cognitive System

**Prof. Giancarlo Fortino** — IEEE Representative (Systems/Computing)

## Why This Matters for Investors

1

### Reduced Technical Risk

- Scientifically validated AI — not 'AI-washing'
- Verified robustness and architecture

2

### Higher Quality Deal Flow

- Pre-filtered startups combining deep tech + market readiness
- Only top 5–10% selected

3

### Regulatory Advantage

- Startups aligned with EU AI Act and trust-based frameworks
- Lower long-term compliance risk

4

### Time Efficiency

- Structured matchmaking
- High signal interactions vs traditional demo days

5

### Strategic Positioning

- Access to the first European pipeline of 'trustworthy AI' companies
- Early positioning in a new investment category

## The European AI Startup Gap — and Where SCAIS Fits

The EU Startup & Scaleup Strategy (European Commission, COM (2025) 270) describes the 'double valley of death' facing European Startups: the first when innovation fails to become a marketable product, and the second — the toughest — when companies cannot scale.

SCAIS acts at the critical transition between the two. It validates Startups that have real technical foundations but need scientific credibility to attract investment and cross into the market.

**Today, only 15% of global venture capital is raised in the EU — compared to 50% in the US.**

*Source: Atomico, Dealroom*

**SCAIS positions investors at the transition point between technical validation and market scaling**

## Enhanced Deal Flow — The SCAIS Pipeline

### TOP 10! scientifically validated AND investment-ready AI Startups

*Including Track C: startups actively raising or ready to raise*

Each startup in the SCAIS pipeline includes:

- Technical profile (AI architecture + R4 Responsible AI evaluation)
- Traction metrics — users, pilots, revenue
- Market positioning and scalability potential
- Investment readiness and funding needs

From technical screening → to investable intelligence

## What the Investor Program Offers

Access to the SCAIS investor program includes four cumulative layers of value:

### LAYER 1 · Qualified Deal Flow

- Portfolio of a TOP 10 finalists AI Startups — the only ones with a Scientific Seal from IEEE + UGR in Europe
- Full technical profile: core AI technology, R4 evaluation, traction and investment needs
- Track A (0–2 years): science-based ventures at pre-seed/seed stage — maximum technical depth
- Track B (2–4 years): Startups with initial market validation and a clear path to responsible scale
- Track C: investment-ready Startups actively raising or ready to raise
- Deal flow curated for investment relevance, not only technical excellence
- Pre-event briefing with an executive summary of each finalist

### LAYER 2 · Structured Matchmaking — 5 minutes that count!

- 1:1 structured matchmaking session, between investor and selected Startup
- Algorithm-assisted matchmaking based on investment thesis (stage, sector, ticket size)
- Prioritization of high-fit startup–investor matches
- Dedicated physical space in the Innovation Hub (UGR) on 8–9 May
- Post-event follow-up: access to contacts of Startups of interest

**LAYER 3 · Strategic Context — AI Business Forum**

- Full access to the Business AI Forum: 7 panels with KOLs and sector leaders from Spain and Europe
- Access to the Closed Roundtable on 9 May: Corporate Leaders & Investors — off the record, by invitation only
- Visibility to 500+ delegates from 60 countries, with 50%+ Key Opinion Leaders
- Access to strategic insights on AI regulation, market trends and sector opportunities
- Positioning within the first certified European AI ecosystem

**LAYER 4 · Post-Event Deal Flow Continuity**

- Extended access to Startup pipeline beyond the event
- Follow-up facilitation between investors and Startups
- Inclusion in SCAIS European AI Deal Flow Portfolio

**Layer 4 transforms SCAIS from a one-time event → to ongoing deal flow infrastructure**

**Who is This For?**

**Investors who share the SCAIS Philosophy:  
responsible, scientifically grounded AI, is the strongest long-term asset**

**Private Investment**

- Venture capital with deep tech or AI thesis
- Corporate venture arms
- Business Angels specialised in AI
- Impact funds with ESG and responsible AI criteria
- Growth-stage and crossover funds
- AI-focused secondary funds
- Family offices with technology interest

**Public & Institutional Investment**

- CDTI — Centre for the Development of Industrial Technology (Spain)
- ENISA — National Innovation Company (Spain)
- EIC — European Innovation Council
- InvestEU — European Fund for Strategic Investments
- Agencia Digital de Andalucía (Spain)
- Regional and autonomous co-investment instruments
- Sovereign and strategic investment vehicles

**Expanded investor profiles include:** ★Growth-stage and crossover funds · AI-focused secondary funds · Corporate innovation units seeking pilot integration · Sovereign and strategic investment vehicles

Public-private cooperation is the DNA of CAI. Institutional investors (CDTI, ENISA, EIC, InvestEU) access by direct invitation from the IEEE + UGR Organizing Committee, with no access fee

## Investment Intelligence Layer

Investors receive a curated intelligence package per startup — the standard of top-tier funds, not typical events:

- Executive investment briefs per Startup
- Standardized startup comparison metrics
- Risk profile covering technical, market and regulatory dimensions

**This is what top-tier funds expect — not events. SCAIS delivers.**

## Access to the Program

Access is not open or free-for-all. It is designed to guarantee the quality of the encounter and the value of the process for the selected AI Startups.

### Qualification Requirement

- Prior registration with investment profile: sectors of interest, typical ticket size, preferred stage
- Validation by the Scientific Organizing and Decision Committee before confirming access
- Commitment to attend a minimum of 3 matchmaking sessions
- Confidentiality on the technical information of the Startups

### Full Programme Access

- Pre-event briefing of SCAIS finalists
- 1:1 structured matchmaking sessions (personalised agenda)
- Full access to the Business AI Forum (3 days)
- Closed Roundtable on 9 May
- Digital portfolio of Startups post-event
- Priority access to top-ranked startups
- Optional private meetings beyond matchmaking slots
- Early visibility of pipeline before final selection

**Access fee: €500 – €1,500 + 21% VAT — depending on profile and participation level**

### Strategic Positioning for Investors:

Investors joining SCAIS are not only attending an event. They are:

- Early participants in a European AI certification ecosystem
- Positioned in the 'trustworthy AI investment' category
- Part of the first generation of investors accessing scientifically validated AI deal flow ★

## Why SCAIS is Different — Competitive Positioning

<b>Web Summit</b>	Scale, high volume — low curation and limited technical validation
<b>South Summit</b>	Strong access and networking — limited scientific/technical validation
<b>4YFN (MWC)</b>	Corporate ecosystem — limited AI specialization
<b>SCAIS</b>	<b>Curated, scientifically validated, investment-grade AI pipeline — New category: Trustworthy AI Deal Flow</b>

## Expected Outcomes for Investors

- Higher signal deal flow with reduced noise
- Reduced technical due diligence effort
- Access to early-stage European AI leaders
- Better alignment with regulatory and ESG investment strategies

## A Unique Context — Granada as European AI Hub

<p><b>Granada — Science &amp; Innovation</b></p> <ul style="list-style-type: none"> <li>• University of Granada: founded 1531, Top 5 ranked AI programme in Europe, 60,000+ students / 3,500 faculty / 500+ full professors</li> <li>• UGR new degree in AI launching 2026/2027</li> <li>• Andalusian AI Centre (ANIA Nov'25) at the Granada Health-Tech Park</li> <li>• Growing Granada–Málaga deep-tech ecosystem</li> </ul>	<p><b>Spain — AI Regulatory Leadership</b></p> <ul style="list-style-type: none"> <li>• First EU state to implement the EU AI Act and Europe's first AI regulatory sandbox</li> <li>• 5th largest European market for AI investment since 2020</li> <li>• From the Alhambra and Sierra Nevada to Mediterranean tropical coast — a truly global scope</li> </ul>
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### The Seal That Lasts:

- SCAIS does not end with CAI 2026 — it is a standard in the making
- Investors who join now are founding partners of the first scientific AI Startup certification process in Europe
- Every SCAIS edition strengthens the investor's track record in responsible AI
- **Sustainability over Legacy — SCAIS stays**

## Key Dates

<b>29 March</b>	Call for Startups SCAIS 2026 opens
<b>10 April</b>	Application deadline — evaluation period begins
<b>17 April</b>	<b>TOP 10</b> finalist Startups selected — briefing sent to registered investors
<b>Until 30 April</b>	Investor registration deadline — profile validation and agenda confirmation
<b>8–9 May</b>	<b>SCAIS onsite Granada · Matchmaking · Pitches · AI Business Forum · Roundtable</b>

### Final Message

*This is not another startup event.*

***Europe's First Scientific Selection Criteria generating structured AI investment opportunities***

## Register & Contact — SCAIS 2026

### SCAIS Core Team

scais@ieeeca2026.org  
www.ieeeca2026.org

### Business Development Team

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egargurevich@sebgar.com

*1531 · 2026 · 2031 — Five editions. Five years. Five centuries of history in service of responsible innovation. Science-first. Responsible by design. SCAIS stays. Sustainability over Legacy.*

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