

FoodTech  
Innovation  
Center



bevo

nektar  
natura



# Kako smo v Bevu izkoristili entrecomp kompetence



SRIPHRANA



REPUBLIKA SLOVENIJA  
MINISTRSTVO ZA GOSPODARSKI RAZVOJ IN  
TEHNOLOGIJO

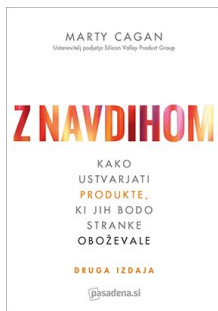
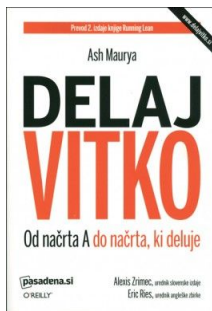




## So-ustanovitelj d.labs

Zadnjih 12 let v IT inovacijah  
70 zaposlenih  
100 + strank za inoviranje v digitalnem svetu

Pobudnik in so-urednik prevoda knjige Delaj vitko in Z navdihom



d.labs

[for startups](#)

[for enterprise](#)

[services](#)

[resources](#) ▾

[careers](#)

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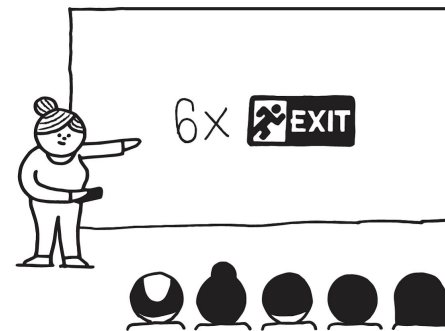
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# Science and art of tech ventures

Building tech ventures requires a different kind of partner. We created d.labs to propel innovative thinkers from idea stage to the point where they're ready to scale market-tested products or services. For the last 10 years we have achieved this and much alongside 50 new companies, co-creating their value propositions, leading-edge products, and go-to-market strategies.

With 3 Unicorns and 6 exits under our belt, d.labs is the partner you need to identify new customer bases and supply the tools necessary to reach and delight them.

[Let's talk about your project](#)



# bevo



**Tilen Travnik**  
Co-Founder,  
Živilski tehnolog &  
CEO



**Maj Hrovat**  
Co-Founder &  
Biotehnolog

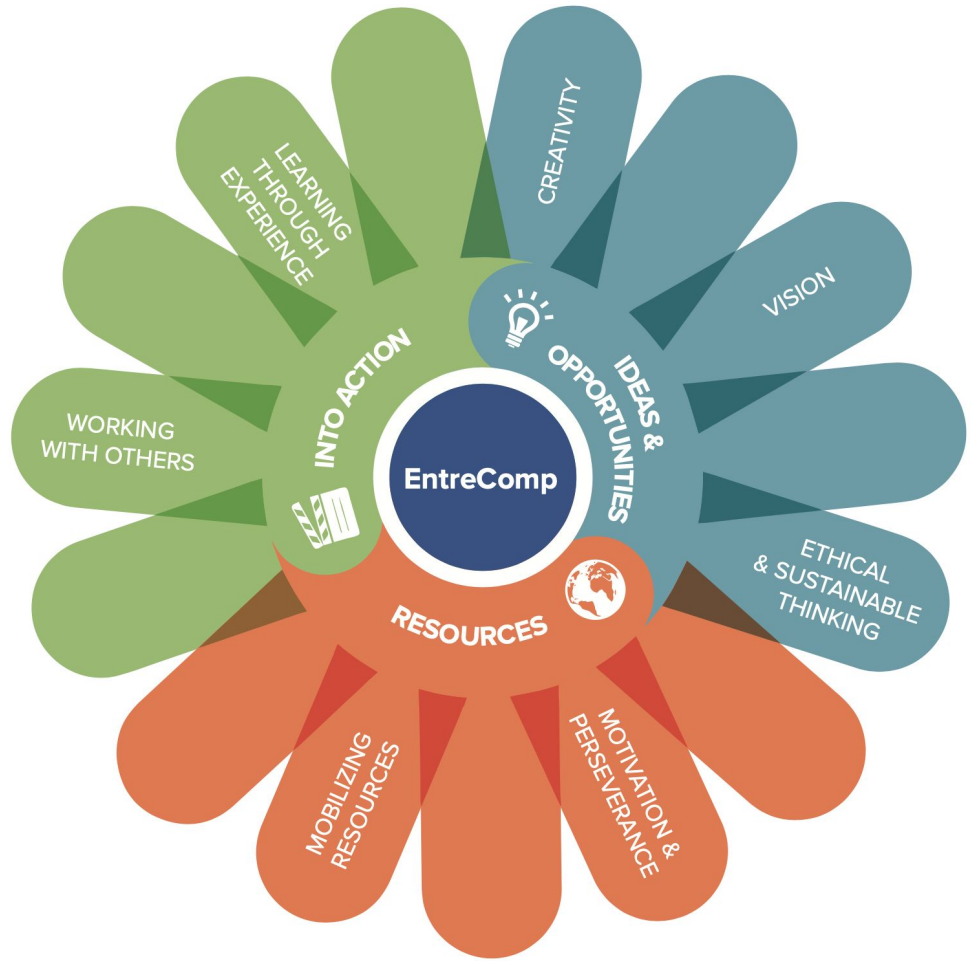


**Luka Sinček**  
Co-Founder &  
Mikrobiolog

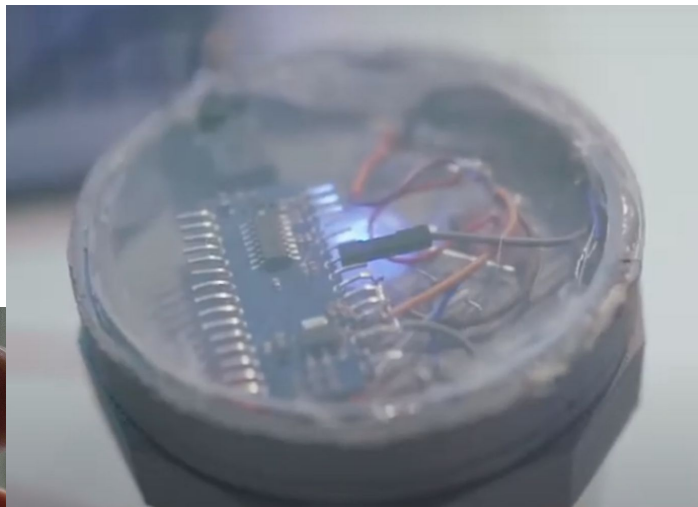


**Ron Shigeta,**  
**PhD**  
svetovalec

Sodelujemo še z: **Tomaž Lah** (distribucija), **prof. dr. Igor Emri** (advisor mechanical engineering), **prof. dr. Aleš Kuhar** (advisor supply chains and markets), **Alenka Vidic** (pr, marketing)



# Creativity



# Vision

1. Delavnica za postavljanje vizije (EOS sistem)
2. Vizija zapisana
3. Vrednote zapisane
4. Dokument je redno v uporabi

## Our Vision

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To enable the world's transition to more sustainable food system

## 10 Year Target 🎯

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Become the largest manufacturer of plant based food in Europe.

## Core Focus

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Cause: **Sustainable food across the globe**

Our Niche: **Develop, produce and sell plant-based products & components**

## 3 Year Picture

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Future date: **December 31. 2023**

Revenue: **50.000.000 eur**

Measureables:

- 15 % profit to revenue ratio
- 100 employees

What does it look like?

- Our products are delicious and healthy.
- Packed in plant-based packaging.
- Logistics optimised (Steco, waste management)
- Our customers make buying decisions based on total carbon footprint of the product
- Present in 20 countries
- Knowhow to utilise existing factories and equipment

## Our Values

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1. Be nice to the planet, also people (sustainability)
2. Worship science iteration & innovation
3. 10% for social responsibility
4. We all flip burgers
5. Cut 90% things that don't make sense

# Štartaj Slovenija, 4. Sezona - Altburger







# Ethical & sustainable thinking

1. 300 kg mase >>> 200 kg embalaže
2. Soja vs. grah
3. Sveže vs. zamrznjeno

# Motivation & perseverance

1. Altburger poslovno neuspešen projekt.
2. **Retrospektiva:** kaj smo se naučili?
  - a. Ljudje želijo več kot samo mleto meso
  - b. Fleksitarianci zares obstajajo

# Mobilizing resources

1. Prvi prototip za gajbo piva
2. Delo v kuhinji Tilnovega stanovanja
3. Naročanje vzorcev - več kot 1x :)



# Working with others

1. Degustacije
2. Iskanje mentorjev
3. Iskanje partnerjev

# Learning through experience



4 mesece iteracij in  
učenja na napakah



# Kontakt

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