WELCOME TO ISRAEL

01 Small “Island”, No Natural Resources, No Market
02 Mandatory Military Service
03 Country of Immigrants
04 The open and direct business culture
05 Governmental Support to the high tech sector
ISRAEL BY THE NUMBERS

9.19 Million
POPULATION

$355.5 Billion
2019 GDP

$43,610
2019 GDP/PER CAPITA

1st IN THE WORLD
In the number of researchers per million population

1st IN THE WORLD
In the number of engineers per capita

1st IN THE WORLD
In R&D expenditure as a percentage of GDP

1st IN THE WORLD
In Total VC investment per capita (USD)

A B2B ORIENTED, FAST GROWING MARKET FOR STARTUPS

Number of Israeli Active Tech Companies

Source: SNC 2020
NOTABLE ISRAELI M&A

- Playtika: $4.4B
  Acquired by Caesars Entertainment

- Waze: $1.1B
  Acquired by Google

- Mobileye: $15.3B
  Acquired by Intel

- Orbotech: $3.4B
  Acquired by KLA Tencor

- Imperva: $1.64B
  Acquired by Medtronic

- SodaStream: $2.1B
  Acquired by Thomas Bravo

- Mellanox: $3.2B
  Acquired by PepsiCo

- NVIDIA: $6.9B
  Acquired by
NOTABLE ISRAELI TECH COMPANIES
TRADED ON NASDAQ

- **$1.09B** - ForeScout, 2017
- **$15.49B** - Check Point, 1996
- **$8.23B** - amdocs, 1998
- **$12.28B** - NICE, 2007
- **$12.16B** - Wix, 2013

- **$6.33B** - novocure, 2015
- **$2.84B** - VERINT, 2002
- **$3.86B** - CYBERARK, 2014
- **$3.47B** - ORMAT, 2015
NEW YORK CITY
THE NEW YORK CITY ECO SYSTEM

$71B
Ecosystem Value

140
Accelerators & Incubators

400
Investors (VC, Angels, Micro-Funds, CVC)

9K
Startups

326K
Tech Jobs
CURRENT TRENDS IN INDUSTRY 4.0

IOT AND INDUSTRIAL BIG DATA

As sensors are turning industrial sites into “connected spaces”, huge amounts of collected data now provide better visibility into the business, helping managers to understand what could be improved through big data analytics.

SUPPLY CHAIN EVOLUTION

Having better visibility into all segments of an operation allows better management and coordination, which ultimately leads to reduced costs, superior level of service and seamless processes.

ROBOTICS & AUTOMATION

Combining robotic units with sensors and self-learning capabilities enables autonomous operations, increasing overall efficiency and making industrial sites much safer as workplaces.

INDUSTRIAL CYBER SECURITY

New and unexpected cyber risks are emerging as previously non-connected devices are going online, resulting in new challenges and opportunities.
3D SIGNALS HELPS MANUFACTURING PLANTS ACCELERATE THEIR DIGITAL TRANSFORMATION THROUGH THEIR SENSOR TECHNOLOGIES.

Working with Samson AG, 3D Signals has helped them to improve productivity by 30% and significantly reduce operating and labor costs within three months of installation.
WATER.IO DESIGNED AN IOT-BASED SMART BOTTLE CAPS, ABLE TO TRACK PRODUCT USE AND TRANSMIT DATA TO DEDICATED MOBILE APPS.

DSV looked for innovative solutions to optimize pharmaceuticals delivery. The innovation and pharmaceuticals departments in DSV, along with Water.IO, launched a successful pilot with one of DSV’s largest clients, which tracked the safe transport of medical supplies, held under strict conditions of temperature and humidity.
BRINGG’S SAAS TECHNOLOGY ENABLES COMPANIES TO SHORTEN DELIVERY TIMES AND OPTIMIZE LOGISTICS PROCESSES FOR GREATER EFFICIENCY.

Through a recent technology partnership with Bringg, Delivery Center Brazil has achieved an initial cost reduction of around 20%, and a 25% reduction in delivery time.
Industry 4.0 Notable M&A

Israel has more than 240 Industry 4.0 startups — the second most in the world. Solid access to funding opportunities, with the Israeli government committed to investing the equivalent of US$68.5 million between 2017 and 2021, and venture capitalist (VC) injecting more than US$6 billion in 2018 alone.

This is just the start: GE recently predicted that investments in Industry 4.0 would top $60 trillion within the next 15 years, and McKinsey estimated that Industry 4.0 solutions are estimated to sell $2–4 Trillion in 2025.

UNDISCLOSED
Acquired by

$35M
Acquired by

UNDISCLOSED
Acquired by

$35M
Acquired by

$165M
Acquired by

Source: medium.com/groevventures
OPEN INNOVATION
Whether it’s solving urgent use cases or executing a long-term strategy, open innovation programs carry corporations through the funnel.
From
DEFINING THE STRATEGY

To
CURATED IDENTIFICATION OF ADVANCED TECH SOLUTIONS

To
TACTICAL IMPLEMENTATIONS

To
DIGITAL TRANSFORMATION
DYNAMIC OPEN INNOVATION PROGRAMS, CROSS VERTICAL EXPERTISE, AND BEST IN CLASS TALENT PRODUCE PRACTICAL RESULTS FOR CLIENTS.
SOSA STATS | 2019

- 2,000 Technologies identified and analysed for SOSA’s clients
- 450 Business engagements
- 70-100 Successful pilots, projects and implementations
OBRIGADO
THANK YOU
תודה רבה