

Workshop

23 October 2025 | 9:00 am CET | Host: PDoT (SME)

The transition from academia to start-ups:

A researcher's journey towards business success



MS Teams



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Workshop # 4 - 23 October 2025 | Host: PDoT (SME)

The transition from academia to start-ups: A researcher's journey towards business success

Date: Thursday 23 October 2025, 09:00-11:30 am (CET)/ 10:00-12:30 (Athens time)

Venue: Microsoft Teams - [Join Link](#)

9:00-9:30 (10:00-10:30 Athens)

Luigi Dimitris Goulianos: *Bridging the Gap Between Curiosity and Commercial Value*

This presentation explores how scientific curiosity and innovative thinking can evolve into commercially viable products and services. It highlights the journey from research and experimentation to market application, emphasizing the mindsets, frameworks, and collaborations that transform ideas into impact. Participants will gain insights into balancing creativity with strategic focus, identifying real-world problems worth solving, and fostering environments where innovation can thrive beyond the lab.

9:30-9:45 Q&A

9:45-10:15 (10:45-11:15 Athens)

Christoforos Rekatsinas: *The challenging interoperability between academia and industry*

This presentation explores the complex dynamics that shape collaboration between academic research and industrial practice. It highlights the differences in goals, timelines, and communication that often hinder effective knowledge transfer. By examining successful partnership models and lessons learned, it offers insights on how to bridge these gaps and foster innovation that benefits both scientific progress and market needs.

10:15-10:30 Q&A

10:30-10:45 Virtual Coffee Break

10:45-11:15 (11:45-12:15 Athens)

Foivos Psarommatis: *From Research to Reality - Building Zerofect and the AeonTrace DPP Platform*

This presentation explores the journey from academic research to industrial innovation — how the idea of Zero Defect Manufacturing (ZDM) evolved into the creation of Zerofect GmbH and the AeonTrace Digital Product Passport (DPP) platform. I will share how the company started from a research concept and adapted to the market through continuous innovation, overcoming challenges in translating complex scientific knowledge into practical, user-centric tools. The discussion will highlight the crucial role of academia in shaping Zerofect's foundations, the value and limits of research knowledge in startup creation, and the barriers that still exist between universities and industry. Moving from academia to business is never easy — it requires a completely different mindset, where agility, timing, and customer understanding matter as much as technical excellence. The session will close with best practices, lessons learned, and insights on how to successfully bridge the gap from idea to market.

11:15-11:30 Q&A

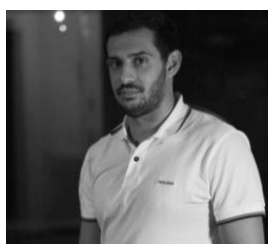
About Speakers



Luigi Dimitris Goulianos

Founder and CEO at [Doitforme.eu](https://doitforme.eu) | 30under30 Forbes Greece | 2nd place Stelios Awards 2025 100.000 € prize

At Doitforme, Luigi leads the development of the company's short- and long-term strategies, shaping its vision and mission with a focus on innovation and growth. Under his leadership, Doitforme pursues its mission to make digital marketing easy and accessible for every small business owner and freelancer. By staying attuned to the competitive landscape, he identifies expansion opportunities and new markets, balancing risk management with growth potential. His commitment is to guide the company toward sustainable success, empowering small businesses and freelancers to thrive in the digital marketplace.



Christoforos Rekatsinas, PhD

Founder of Blue-Jay Fabrications

Christoforos Rekatsinas holds a degree in Mechanical & Aeronautical Engineering (2010) and a Ph.D. (2016) from the University of Patras, specializing in the computational mechanics of composite and smart materials. He began his career as a UAV designer at the Hellenic Aerospace Industry, before transitioning into research and innovation at the Institute of Informatics and Telecommunications (IIT), NCSR Demokritos. His current work bridges computational engineering, physics-informed and data-driven machine learning, focusing on the development of hybrid surrogate models that couple physical laws with AI for the optimization and health monitoring of advanced composite structures. Christoforos is also the founder of BlueJay Fabrications, which led the development of the “Angelfish” project, a 3D-printed autonomous surface vehicle for sea surface clean-up funded by Science Agora. The project earned distinctions at BlueGrowth Piraeus and the Innovation Attica Hackathon 2024, recognizing its technological and environmental impact. In 2025, he was included in Industry News’ “20 under 40 in Manufacturing” list for his pioneering work at the intersection of AI, digital manufacturing, and sustainable composite materials.



Foivos Psarommatis

Founder and CEO of [Zerofect GmbH](https://zerofect.com)

Foivos Psarommatis is the founder and CEO of Zerofect GmbH, a Swiss company born from his research in Zero Defect Manufacturing (ZDM) and sustainable production systems during his PhD at EPFL. Zerofect develops advanced digital tools that connect industry and sustainability, including the AeonTrace Digital Product Passport (DPP) platform, enabling full product traceability, regulatory compliance, and lifecycle transparency across value chains. Academia played a decisive role in the company's creation. Years of research in data-driven manufacturing, system modeling, and digital twins provided the scientific foundation for Zerofect's innovations. Collaborations with EPFL and the University of Oslo ensured methodological rigor, validation, and access to cutting-edge research networks. This academic grounding enabled Zerofect to translate complex theoretical frameworks into practical, market-ready solutions — effectively bridging the gap between research and industrial innovation.