



# EXCELIVING TRAINING PROGRAMME

- A webinar series for SMEs with an international outlook



**Made by the EXCELIVING partners:**

Ambit Living Spaces Cluster, Cluster Habitat Sustentável,  
Smartech Cluster, Transylvanian Furniture Cluster and  
Danish Life Science Cluster



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# ABOUT THE.. TRAINING PROGRAMME



On behalf of the EXCELIVING Partners, I am excited to share this E-book with you.

The purpose of the e-book is to offer an innovative programme of webinars addressed to cluster's members, to increase their competitiveness and internationalisation opportunities, and essentially enhance a smarter, more age-friendly and greener habitat value chain and its sectors.

You will find training webinars on the topics of digitalisation, advanced technologies, management, sustainability and internationalisation.

All the webinars are facilitated by highly qualified experts, so I am sure that you will learn something new.

Happy learning!

Nanna Broch Mortensen, Project Manager  
Danish Life Science Cluster

# #1



## Introduction to sustainable value chain management

- How do you make the value chain in your company more sustainable? And what are the minimum requirements in relation to, for example, compliance with human rights and the environment? Watch and learn about 'due diligence' and 'six steps' in sustainability



Exceliving

### Meet the expert

**Susanne Krogh Petersen**  
Senior Business Consultant  
Erhvervshus Hovedstaden

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Youtube



# #2



## Funding for SMEs in the EU

Are you looking for or need funding for your company or project? Then you have the option of applying for EU funds. But what to look for – and how do you apply? Watch this webinar and learn more about EU funding



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### Meet the expert

**Siri Raahede Bentzen**

EU Consultant

Southern Denmark European Office

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# #3



## Enhance competitiveness and attract the right talents

Implementing Corporate Social Responsibility (CSR) implies a strategic change for which it is necessary to prepare the organisation's managers and employees. So how to do it? Watch this webinar and learn more.



### Meet the expert

**Xevi Agulló**

Founder

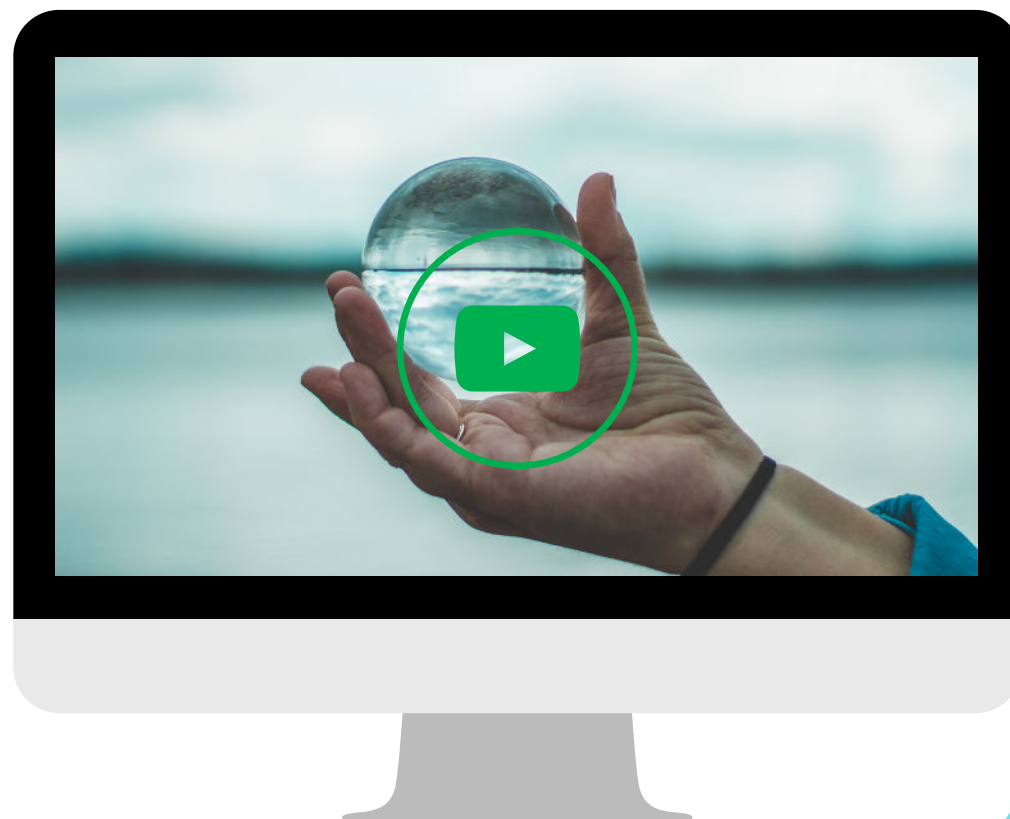
Ètia – Smart Management & CSR

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Youtube





# #4



## Circular Business Models

Circular business models are the key to creating a sustainable, competitive, and future-ready company. Watch this webinar to learn how to start transforming your organisation's business model.



**Meet the expert**

**Cristina Sousa Rocha**

Senior researcher

LNEG – National Laboratory of Energy  
and Geology

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Youtube



# #5



## How to get your company ready for private funding

Are you looking for private financing and looking for answers to: Is my business ready for private financing or when will it be ready? What do we have to do to become attractive to private investors? This webinar gives you inspiration and basic knowledge about private financing.



### Meet the expert

**Hugo Ramos**

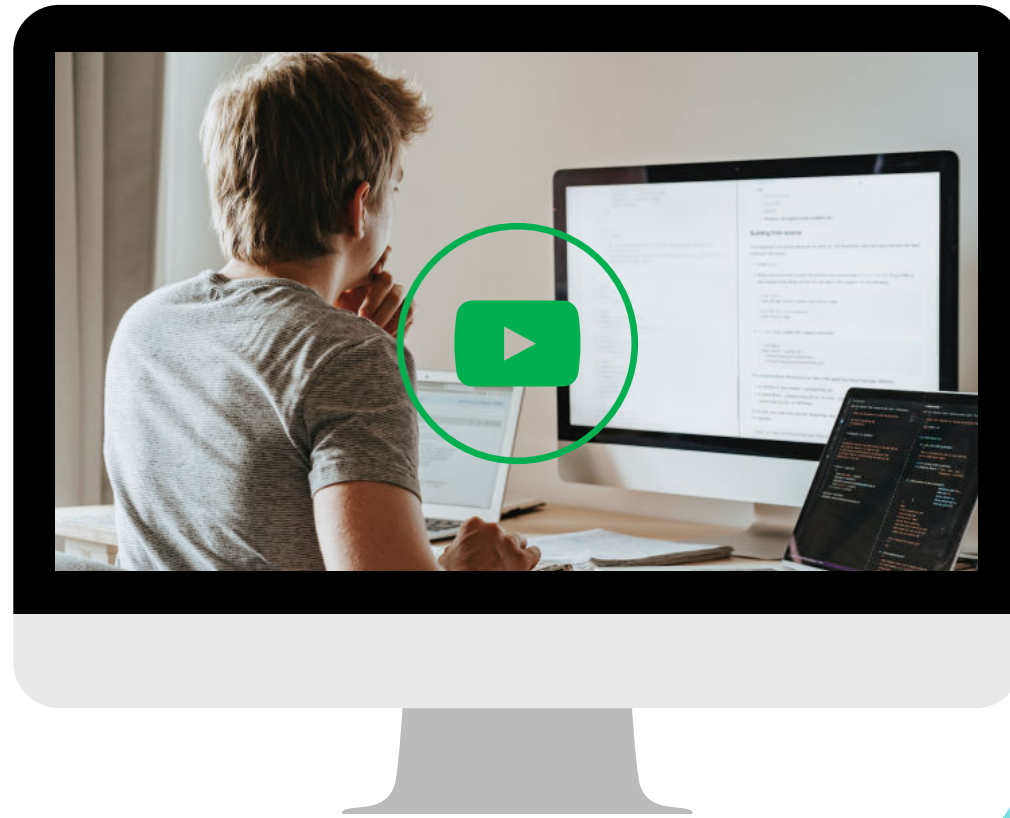
Investor

Matching Ventures

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Youtube



# #6



## Best practice in using AI for organisational decision making

Is it time for you and your company to incorporate Artificial Intelligence (AI) into your processes? Watch this webinar and get inspiration about how AI can help decision-making in your organisation and learn how you can take the first steps in making AI an advantage for your company.



### Meet the expert

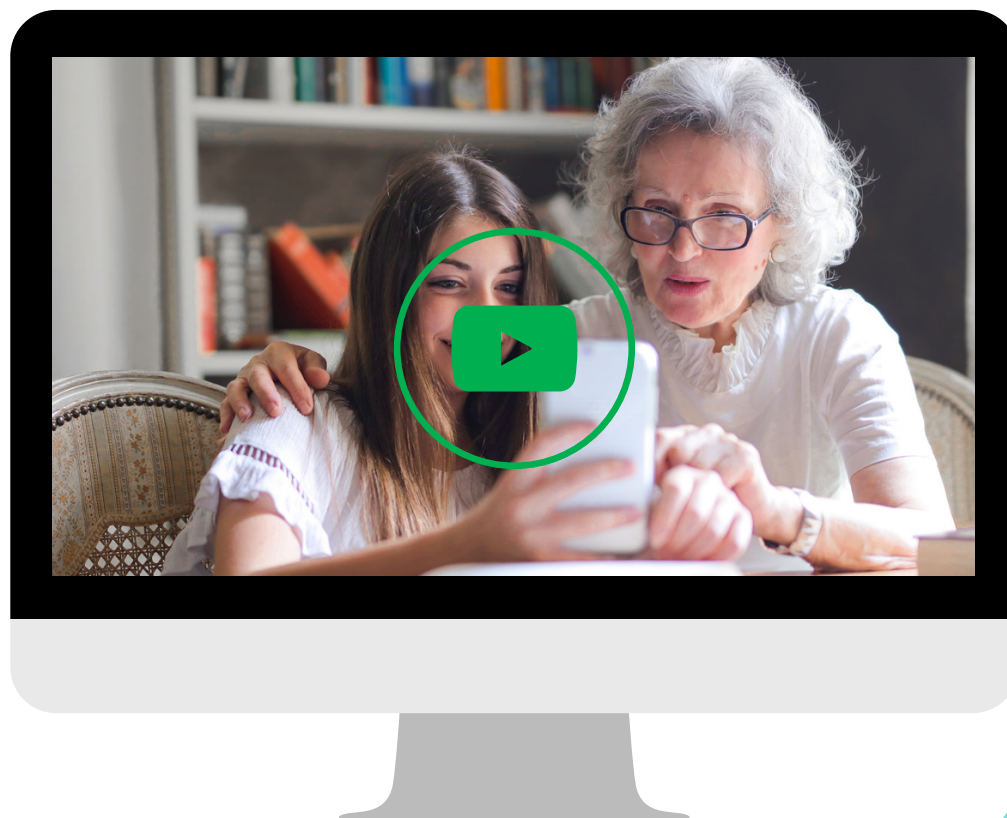
**Aitor Izquierdo Fernández**  
Business Development Manager  
Future Space

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# #7



## Living environments supporting health and independency

How do we solve the challenges of an ageing population and severe pressure on the healthcare systems across Europe? Watch this webinar, and get introduced to perspectives from different projects trying to contribute to the solution.



### Meet the experts

**Pedro Meira**  
Kentra Technologies

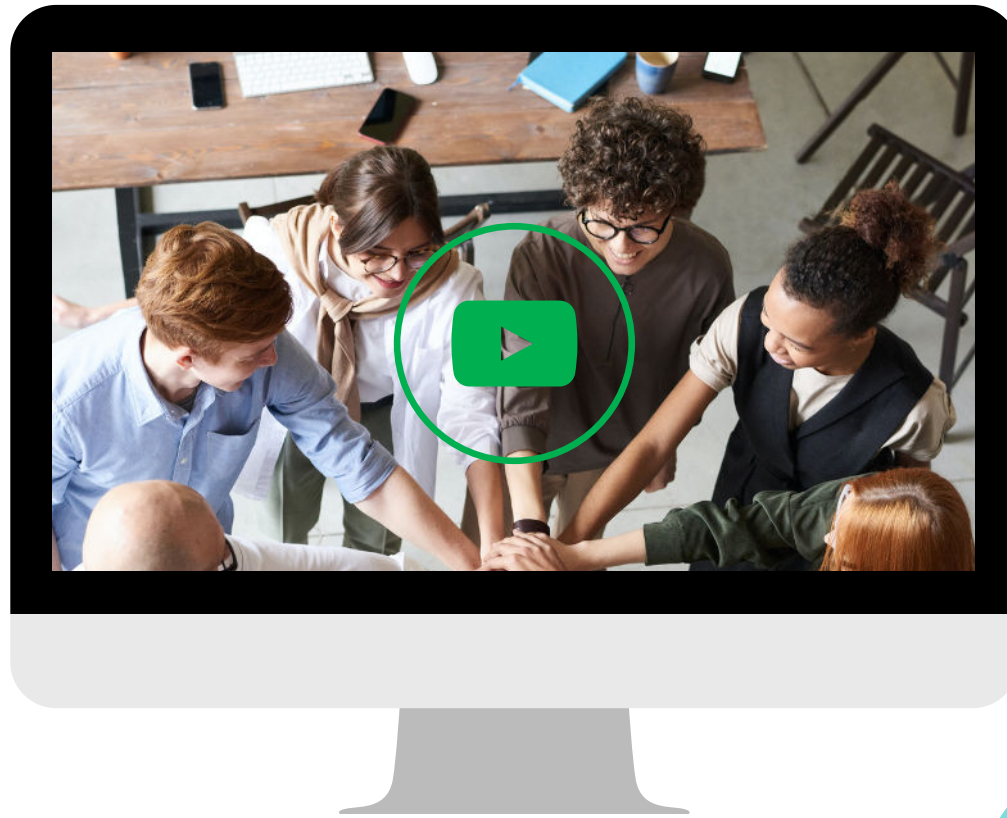
**António Cunha**  
Instituto Pedro Nunes

**Kristine Nielsen**  
Health Innovation Centre of Southern  
Denmark

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Youtube



# #8



## Diversity & Inclusion – why D&I is essential for SMEs

Working with Diversity & Inclusion can help you retain and attract employees and essentially create a better performing company on many parameters. Watch this webinar to learn more about how you create a diverse and inclusive workplace.



**Meet the experts**

**Helene Aagaard**

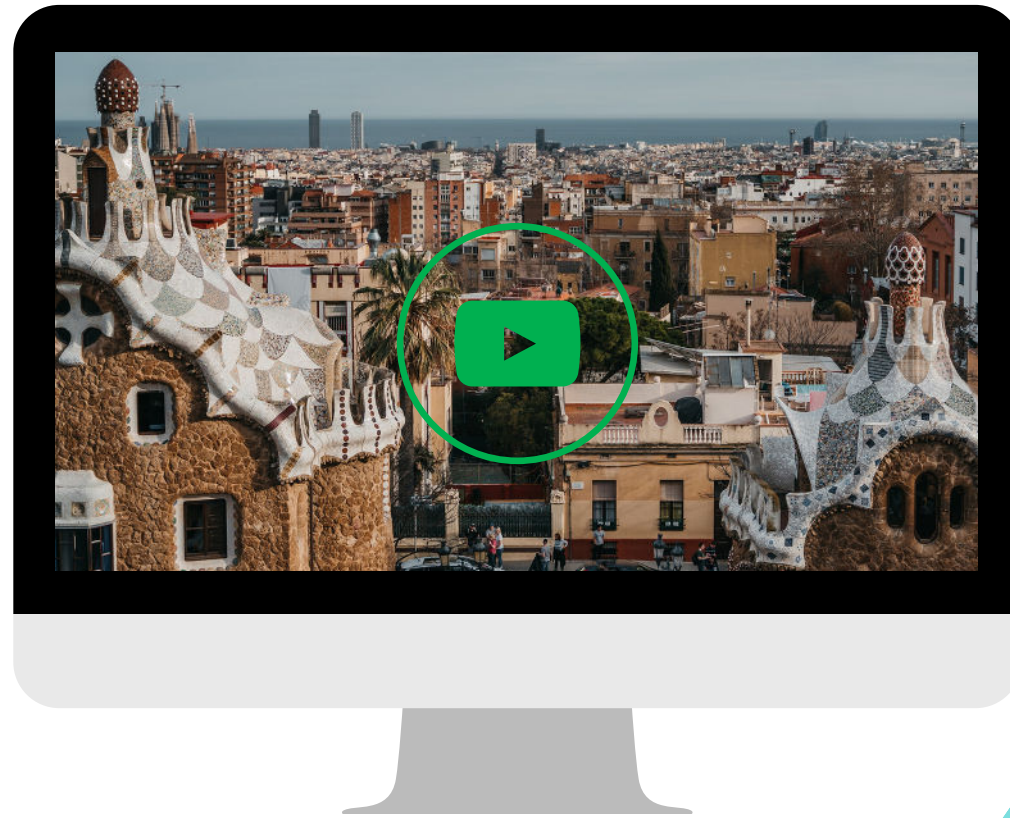
CEO

Diversity Factor

**Watch on  
Youtube**



# #9



## Virtual fact-finding trip to Barcelona

Are you interested in doing business in Barcelona, Spain? Watch this webinar to learn more about the habitat value chain in Spain, and why the market is interesting.



**Meet the expert**

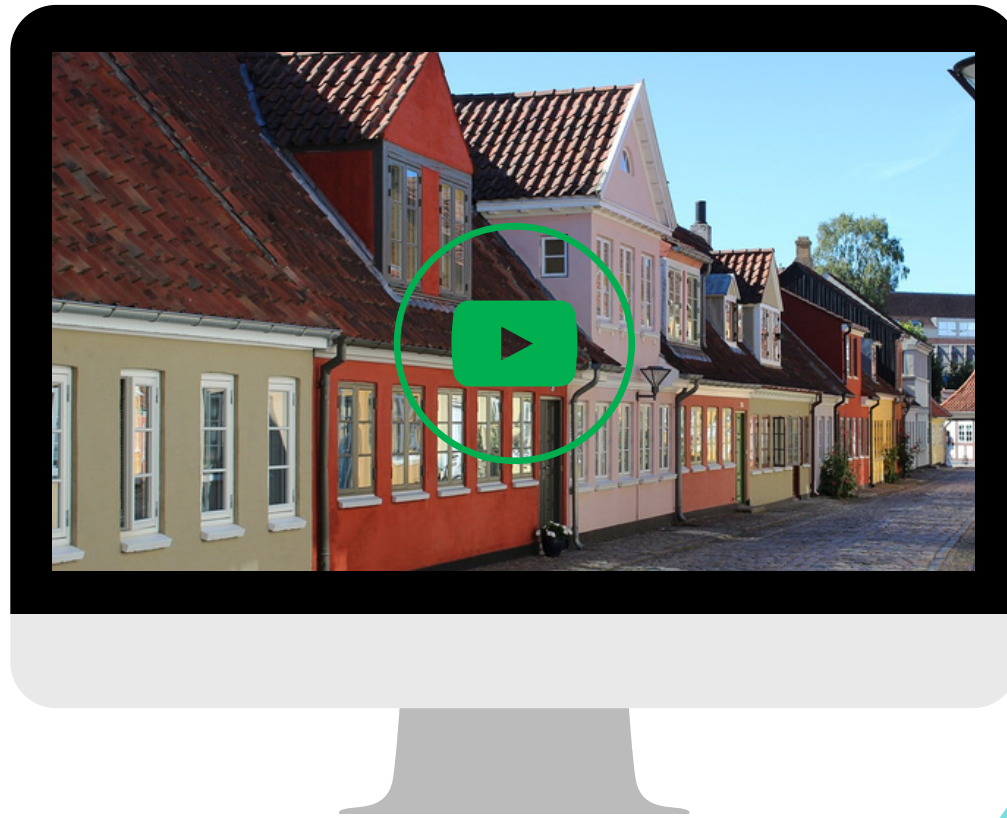
**Alexis Theve**

Co-founder  
Kintsugi Consulting

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# #10



## Virtual fact-finding trip to Denmark

Are you interested in doing business in Denmark? Watch this webinar to learn about your opportunities when doing business in Denmark and the city of Odense. You will get all the reasons to do business in Denmark and get a bigger understanding of the commercial opportunities for your company or organisation.



**Meet the expert**

**Lone Krogsbøll**

Investment manager

Invest in Odense

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