



DECODE EVERYTHING

AI ✦ INNOVATION ✦ ENTREPRENEURSHIP

2025

KosICT25

14TH EDITION

PART OF



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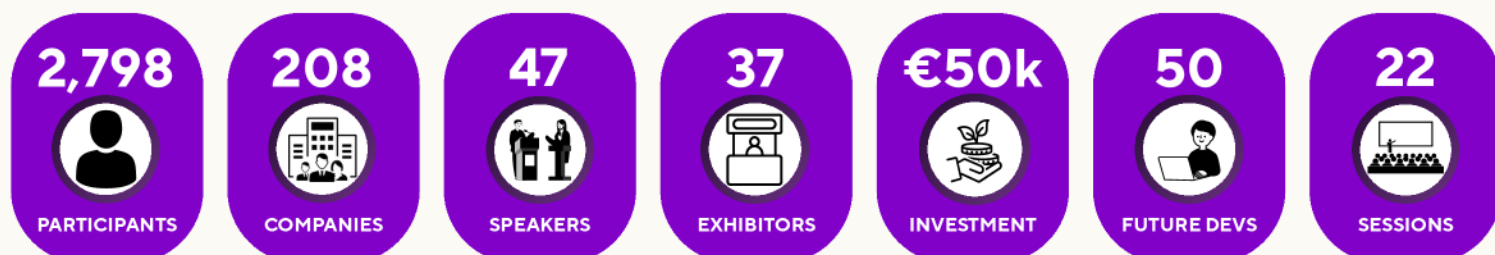


ABOUT KOSICT

KosICT is Kosovo's flagship technology festival and a regional meeting ground for people who build the digital economy—founders and engineers, product leaders and designers, investors and policymakers, educators and students. Since its first edition in 2011, the festival has grown from a local conference into a platform where ideas are exchanged, partnerships are forged, and practical projects begin. It is curated and produced by STIKK (the Kosovo ICT Association), the sector's umbrella organization, and staged at Tech Park Prishtina—an industrial-turned-innovation complex that has become the natural home for the country's tech community.

The 14th edition opened the national OctoberTech Kosova season—a month-long umbrella that aligns Kosovo's headline tech happenings under the support of the Office of the Prime Minister. In plain terms: KosICT doesn't just "kick off" October; it sets the tone and the bar, convening people who can actually ship things—companies, schools, donors, public institutions—and challenging them to turn conversation into commitments. That is why the festival reads less like a show and more like an operating system for the ecosystem.

KOSICT25 IN NUMBERS



AT ITS CORE, KOSICT IS BUILT ON THREE PROMISES:

Signal over noise. The program emphasizes what founders, engineers, and buyers can use next week: concrete patterns for scaling teams and products, technical sessions that cut through hype, and investor perspectives that map to credible traction.

Bridges, not silos. Main Stage ideas flow into Developers Stage methods; those methods show up across the Trailblazers and Innovation Fairs; deals are formalized at the B2B Matchmaking tables; youth projects surface in the Future Developers Corner and then step onto the Main Stage.

Public-private alignment. With OctoberTech's umbrella and STIKK's convening power, KosICT becomes a neutral ground where ministries, municipalities, donors, and companies can co-design sensible pilots—mobility, cybersecurity, skills, digital public services—and keep the loop tight between decision and delivery.

10-11 OCT 2025

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Prishtina, Kosova

INSIDE

KosICT 2025





Executive Summary

KosICT's 14th edition delivered two dense days at Tech Park Prishtina with 2,798 registered participants representing 208 companies, 47 speakers across 22 sessions (14 on the Main Stage, 8 on the Developers Stage), 37 exhibitors, and a Future Developers Corner featuring 50 children aged 6–15 from coding and robotics schools and academies. Twenty percent of attendees were C-level executives, which shaped the tone: practical talks, investor-facing candor, and a visible push to turn conversations into deals.

The opening arc aligned institutions and industry under OctoberTech Kosova, then moved straight to growth levers. Coursera (Andy Poole) set the skills agenda; Tive (Krenar Komoni) grounded scale and fundraising in operating discipline; and an entrepreneur panel with AnchorzUp (Jeta Zagragja), Valtech DACH (Celik Nimani), and Patoko (Arbër Kadia) discussed AI used purposefully, enterprise-grade delivery, and exporting from Kosovo.

The conversation then widened to systems that sustain growth. NFON (Andreas Wesselmann, Arben Zeka) showed intelligence in cloud communications; UNDP convened PI Labs (Alexander Zanner), Electric Mobility (Fidan Hallaqi), and the Municipality of Pristina (Luftar Braha) on green/digital city pilots; Imbs (Dr. Klaudia Dussa-Zieger) outlined quality for AI systems; WithSecure Intelligence (Paolo Palumbo) framed dual-use security; RMM People (Rachel Mooney) and Robert Garcia tied culture, governance, and leadership handover to durable execution.

On the Developers Stage the “how” stayed concrete. Ericsson Nikola Tesla (Luca Olivari, Marin Vukosav) tackled AI in embedded defect discovery; CloudAstro (Astrit Dibrani, Abdelfadeel Farag, Njomza Ismaili) unpacked real-world DevOps; LuxDev bridged dual-VET with employer needs; the Embassy of Finland and Finnpartnership mapped collaboration routes; Ligna Energy (Peter Ringstad) presented ambient-IoT power; ISA Robotics (Roni Kasemi) connected heritage with mechatronics; HERCyber and the British Council emphasized AI safety; and ScanwAi Oy (Olli Tannerkoski) brought the reminder that communication, marketing, and sales convert technology into business.

Deal flow was visible. In B2B Matchmaking powered by the Enterprise Europe Network, 40 companies registered for structured one-to-one meetings that advanced outsourcing, co-development, pilot, and channel discussions. On stage, nine startups pitched to six investors, and Tive's Krenar Komoni announced €50,000 invested in five teams—Foton, Planomate, Me Zemër, Kosova Global Talent Center, and Hamatics—confirming that KosICT's platform translates attention into capital when traction is clear.

The Future Developers Corner provided the heartbeat: 50 children aged 6–15 demoed coding and robotics projects and later took a bow on the Main Stage. Rather than a distant pipeline, it felt like a living handoff—evidence that the next wave of makers is already building alongside the rest of the ecosystem.



Main Stage

Day 1

The festival opened with a set of institutional remarks that positioned KosICT within OctoberTech Kosova and made a simple, concrete promise: Kosovo's young talent, its companies, and its public institutions are moving in the same direction. Burbuqe Hashimi spoke on behalf of the STIKK Board about the role of the association as a connector and standard-setter for the industry. President Vjosa Osmani underlined the strategic value of a digital economy that creates jobs at home while exporting services abroad. Luan Dalipi, representing the Office of the Acting Prime Minister, tied that ambition to practical government support for skills, infrastructure, and investment. Eric Dietz, from the Embassy of the Grand Duchy of Luxembourg in Pristina, framed international partnerships as leverage for faster learning cycles and market access. Together, these voices set a tone of execution rather than ceremony.

Skills as the New Currency: Accelerating Growth in the Age of AI

From there the conversation shifted to the labor market that Kosovo is stepping into. Andy Poole of Coursera for Campus described how artificial intelligence is changing what employers value and how learners acquire it. His emphasis fell on short, stackable learning paths co-designed with industry, the need to measure outcomes in hiring and wages, and the opportunity for universities and training centers in Kosovo to treat continuous upskilling as a living product that updates as fast as the technology moves.

Real Stories of Fundraising and Scaling: Lessons from \$0 to \$100M

The founder's lens came next with Krenar Komoni of Tive Inc., who unpacked growth in pragmatic terms. He described the choices that convert a first product into a repeatable business: shaping early teams around customer reality rather than slideware, professionalizing finance and customer success before the cracks show, instrumenting processes so quality and delivery scale together, and approaching investors with evidence that systems—not slogans—are doing the heavy lifting. The substance was less about a single success story and more about the habits that prevent a company from stalling at the moment traction appears.

From Local Roots to the Global Stage: AI and the Founders' Path to Investment and Growth

A discussion with Jeta Zagragja from AnchorzUp, Celik Nimani from Valtech in the DACH region, Arbër Kadia from Patoko, and again Komoni, brought the founder narrative down to patterns that local teams can adopt quickly. They spoke about using AI where it clearly improves the job the product must do—triage, forecasting, summarization—rather than as decoration. They compared notes on selling from Kosovo into larger markets, stressing documentation, security reviews, service level clarity, and reliable onboarding as the trust signals that win enterprise buyers. Talent strategy emerged as a blended model: keep leadership and core delivery in Kosovo while extending specialized roles into markets where clients sit.



DISCUSSION

From Roots to the Global Stage: The Founders' Path to Success and Growth

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Day 1

The Entrepreneur's Voyage Through AI, Cyber Frontiers, and Business Reinvention

Mergim Cahani of Gjirafa, in conversation with entrepreneur and moderator Driton Hapçiu, explored what reinvention looks like when platforms and threats both evolve. The thread connected culture to security and product: teams need the discipline to kill good ideas quickly, the humility to monitor the parts of the system they cannot see, and the sense to treat cybersecurity as part of the value proposition rather than a compliance line item.

The future of AI-powered Business Communication

Andreas Wesselmann, CEO of NFON AG, together with Arben Zeka from NFON Hub Kosovo, demonstrated how business communications are absorbing intelligence. They showed how routing, analytics, and context-aware assistance are changing customer interactions and argued that Kosovo's integrators and solution partners are well placed to customize, localize, and export value on top of these platforms.

Building Better Cities with Green Tech and Digital Innovation

Citymaking entered the conversation under the guidance of UNDP. Alexander Zanner of PI Labs, Fidan Hallaqi of Electric Mobility, and Luftar Braha from the Municipality of Pristina discussed what it takes to move from pilot to public service. Their focus stayed on interoperable data layers, procurement aimed at outcomes rather than inputs, and clear ownership inside municipal teams so that mobility, energy efficiency, and citizen services improve in ways residents can feel and measure.

Testing with and of AI: How do the two fit together?

Quality assurance at the AI frontier followed with Dr. Klaudia Dussa-Zieger, President of ISTQB. She separated the use of machine learning to enhance testing from the need to test the models themselves. The message was that pipelines must add data quality gates, teams must document assumptions and known failure modes, and model behavior has to be monitored for drift, bias, and safety under changing conditions. Certification only matters if it keeps pace with how systems are actually built.

The Growth Game: Turning Local Innovation into Global Impact

Day one closed with a conversation between Arta Shehu Zaimi of jCoders Academy & Labbox and moderator Bersant Disha of Recura. It connected education to export by insisting on craft: write things down so knowledge travels with the product, teach young teams to hand over customers cleanly, and use patient pedagogy to grow people into roles faster than the market can poach them.



Day 2

AI: The Dual-Use Turbocharger

The second day opened with Paolo Palumbo from WithSecure Intelligence offering a security reality check. He described how the same tools that accelerate defenders are now in the hands of adversaries and argued for detection engineering, rehearsed response playbooks, and shared responsibility for security across technical and non-technical teams. The frame was not fear but readiness.

Culture, Chaos, and Co-Founders: Lessons from 20 Years in Tech

Rachel Mooney of RMM People then translated two decades of leadership into a working system for culture. She made the case that trust and pace do not appear organically; they are designed through explicit decision rights, feedback cadences that are lived rather than posted, and a clear description of how the organization actually works as it grows. In markets where talent is scarce, that clarity becomes a competitive advantage.

Money Meets Mindset: Funding Start-ups in the AI-First World

Investors took the stage next. Stevica Kuharski from Fil Rouge Capital, Kamen Bankovski from Planet 9 Ventures, Grant Van Cleve from Hangar 75 Ventures, Drin Mulliqi from Red Mill Agency, and Krenar Komoni of Tive, guided by moderator Arta Istrefi of SwissEP, described what diligence looks like when AI is at the center of product and operations. They looked past vanity metrics to qualified pipelines, live pilots, and believable unit economics; they asked why a particular founding team is the right one for a particular problem; and they weighed ambition against the costs of compute, the demands of data governance, and the imperative to keep reliability as a form of pricing power.

Digital Transformation in Corporate Governance

Governance followed with Bejtë Cakaj of ProCredit Bank Kosovo, Robert Garcia, formerly CEO of Resonate, and attorney Ryan Riegg of Platt Richmond PLLC, moderated by Visar Dobroshi of Recura. The discussion treated boards and controls as levers for speed rather than brakes. It returned repeatedly to the need for literacy in data and risk at the top table, dashboards that provoke decisions instead of noise, and the embedding of compliance into everyday delivery so that teams spend less time reworking and more time shipping.

Building, Scaling & Letting Go, Lessons from a Transformational Leader

Robert Garcia then offered a leader's view on scale and succession. He described the moment when a company begins to bottleneck at the top and how to design out of that trap. The answer, in his telling, is structure: assign real ownership, make processes legible to newcomers, and hand off with enough humility and preparation that customers recognize the product more than the personality.

Across both days, the Main Stage did what it set out to do. It gave the ecosystem a shared language for skills, security, and scaling; it moved public and private actors into the same conversation about delivery; and it modeled the candor and precision that turn attention into outcomes.

Transformation in the Governance

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Bejta Cakaj
Deputy CEO
ProCredit Bank



MISSION Mindset: Start-ups in the World

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Country Program Officer
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Developers Stage

Day 1

The Developers Stage was built as a working classroom where patterns, pipelines, and tradeoffs were put under the microscope. While the Main Stage framed direction, here the conversations stayed close to code, architecture, and the messy realities of delivery.

The first day opened with Ericsson Nikola Tesla's Luca Olivari and Marin Vukosav examining where machine learning genuinely helps in embedded systems work and where engineering judgment still sets the bar. They walked through defect discovery and triage in environments where constraints are tight and failures are unforgiving, making a practical case for augmenting teams with ML-assisted testing while keeping domain expertise in the driver's seat.

That set a tone of pragmatism that carried into CloudAstro's session with Astrit Dibrani, Abdelfadeel Farag, and Njomza Ismaili, who translated DevOps from slideware into lived practice. Their focus stayed on deployment pipelines that survive real traffic, guardrails that prevent configuration drift, and the operational discipline that keeps microservices resilient when deadlines compress and customers are waiting.

Education and workforce formation entered the room with a LuxDev-supported panel that brought researchers, policymakers, and practitioners around one table. Kurt Schmid from ibw Austria, Valbona Fetiu Mjeku from the Ministry of Education, Karl Mohr from HTL Peter Mahringer, and consultant Ralph Rothe, guided by moderator Kushtrim Bajrami of Swisscontact, compared notes on a dual-VET approach tailored to ICT. The discussion turned on employer-informed standards, apprenticeship pathways that move beyond internships in name only, and certification that reflects what teams actually ship. By keeping the bar tied to delivery rather than abstract curricula, the panel mapped a route to juniors who arrive productive and seniors who spend less time closing fundamentals.

A second panel, supported by the Embassy of Finland and Finnpartnership, shifted the lens to cross-border collaboration. Mika Skarp of Cumucore, Alia Dannenberg of Weivi, Paolo Palumbo of WithSecure Intelligence, and Jessica Lehdonvirta of Finnpartnership, moderated by entrepreneur Rinor Hajdini, laid out practical entry points for Kosovo-Finland partnerships. Private 5G, cybersecurity services, and product co-development emerged as credible tracks, with an emphasis on documentation, integration readiness, and early pilots that can be demonstrated to buyers in both markets. Rather than abstractions about ecosystem ties, the session read like a checklist for teams preparing to test outside their home turf.

AI in Telco – Hype or Help for Embedded Software Bugs

Automating Microservices Deployments: Real-World DevOps in Action

Dual VET in Kosovo's ICT Sector: Opportunities, Challenges, and Pathways Forward

Future, Innovation & Partnerships with Finland



Day 2

The second day pushed into sustainability, heritage, and security without drifting from engineering substance. Ligna Energy's Peter Ringstad presented ultra-thin power solutions for ambient IoT, arguing that greener, lighter energy layers make dense sensor networks feasible in settings where batteries have historically been the bottleneck. The implications for product teams in Kosovo were straightforward: new classes of devices become viable when the energy budget changes, and suppliers who understand those constraints can position themselves inside European value chains.

Ambient IoT's Thinnest & Greenest Power Solution – for Sustainable Impact and Growth

ISA Robotics, led by Roni Kasemi, then used a workshop format to bridge cultural heritage and mechatronics through the lens of Meshari. Rather than a novelty, the exercise showed how narrative and identity can energize technical learning, pulling young engineers into problems that demand both precision and imagination. It was a reminder that the best R&D pipelines often begin with curiosity and context rather than a procurement brief.

Meshari: The Past's Wisdom, The Future's Vision – Powered by ISA Robotics

Security returned in applied form with a session supported by HERCyber and the British Council, where Robert Shala from Sentry walked teams through threat modeling, data hygiene, and privacy-by-design as repeatable routines. The emphasis was on practice over policy: map assets, decide on the minimum viable telemetry, simulate incidents, and write down who does what when alerts fire. By the time the conversation wrapped, security felt less like a compliance checkbox and more like an operational habit that improves reliability.

AI on Safety and Security

The day concluded with a contrarian nudge from Olli Tannerkoski of ScanwAI Oy, who argued that communication, marketing, and sales are not add-ons to technology but the mechanisms that make it legible to customers. He encouraged teams to articulate value in plain language, to structure discovery calls as learning loops, and to treat go-to-market with the same rigor they apply to CI/CD. In context, it was a fitting bookend: the Developers Stage had started with systems and ended with stories, and both are required if a product is to survive contact with the market.

Forget technology! Focus on Communication, Marketing and Sales

Through these sessions, the Developers Stage delivered what it promises every year—a place where engineers and product teams can see how other practitioners make decisions under constraints, where educators and employers align on what “job-ready” actually means, and where international partners outline the small, concrete moves that turn collaboration into shipping software and hardware. By staying close to the work and generous with specifics, the track gave attendees tools they could reach for on Monday morning.



Investors Pitch

The Investors Pitch gathered nine startups on the Developers Stage for a concentrated, high-signal showcase aimed at aligning founders and capital around credible opportunities. The format was simple and disciplined: focused presentations followed by questions from the jury, with time management tight enough to keep momentum without rushing substance. Each team arrived with a clear problem statement, a snapshot of product maturity, and a view of commercial readiness.

The Investors

- ✦ Krenar Komoni | Tive Inc.
- ✦ Drin Mulliqi | CEO, Red Mill Agency
- ✦ Grant Van Cleve | Hangar 75 Ventures
- ✦ Rachel Mooney | RMM People
- ✦ Kamen Bankovski | Planet 9 Ventures
- ✦ Stevica Kuharski | Fil Rouge Capital

The startup lineup consisted of:

- ✦ Foton
- ✦ GenZ Digital
- ✦ Hamatics
- ✦ Me Zemër
- ✦ Nflexx
- ✦ Planomate
- ✦ SweetSupport
- ✦ Kosova Global Talent Center
- ✦ Zonda Creative

Across presentations, several themes kept recurring. Founders who grounded their story in customer reality—paying users, pilot results, or a measurable pipeline—were easier to evaluate and support. Teams that treated documentation, onboarding, and support as part of the product looked more credible to enterprise buyers. Go-to-market plans that joined channel strategy with pricing logic felt more durable than lists of features.

€50,000 Investment by Krenar Komoni

The session's defining moment came when Krenar Komoni announced a total of €50,000 in commitments, to be allocated in equal parts across five startups. Foton, Planomate, Me Zemër, Kosova Global Talent Center, and Hamatics were each awarded ten thousand euros, a decision that reflected a balance of product clarity, evidence of demand, and the founders' capacity to execute.

What followed backstage and in the corridors mattered as much as the on-stage decisions. Several teams booked follow-up conversations with jurors and corporate attendees, using the B2B Matchmaking desks to turn interest into scheduled calls, pilot frameworks, and data-room access. By the end of the block, the room had a shared understanding of what credible progress looks like for companies at different stages. Teams left with sharper narratives and concrete next steps; investors left with a shortlist worth continued work. For the festival as a whole, the outcome reinforced a central premise of KoslCT: when you gather builders, customers, and capital in one place and keep the bar on execution, momentum is not an accident but the default.





Trailblazers & Innovation Fair

The exhibition floor was designed as a working marketplace rather than a photo backdrop. 32 Exhibitors set up across two zones, with 22 booths inside the Trailblazers Fair and 10 inside the Innovation Fair. The mix covered software products, AI-enabled services, cybersecurity and DevOps tooling, data and analytics, and education technologies—an intentionally broad spread that mirrored the program on both stages. International guests used the fairs to gauge fit for partnerships—distributors, local delivery partners, and co-development—while local companies treated the space as an extension of their sales pipeline. By closing time, the fairs had done what they are meant to do at KosICT: turn a general audience into specific counterparts and move conversations from “we should talk” to “here is the plan.”



Future Developers Corner

The youngest makers gave the festival its most sincere momentum. Fifty children aged six to fifteen, coming from 5 schools and academies that teach coding and robotics from an early age, set up their projects and spent the day explaining them to anyone willing to listen. The topics ranged from simple automation and sensor play to more ambitious robots and AI-assisted applications, but the real story was confidence. You could watch a shy nine-year-old turn into a tour guide over the course of a morning, learn to field a question, and then improve the demo based on the feedback.



The Corner functioned as a training ground for more than code. Children practiced the small habits that define future engineers and founders—setting up a station, greeting visitors, describing a problem, and showing what happens when you change an input. By the second day they carried that experience onto the Main Stage for a celebratory showcase, where they presented as a cohort and saw the crowd respond in full. It was a carefully staged handoff: the professional program made space, the community showed up, and the children stepped into it with projects that were theirs, not rehearsed scripts. For companies and educators, the Corner offered a clear signal. Early exposure works, and when it is tied to real events rather than isolated classrooms, it accelerates learning.



KosICT B2B Matchmaking

This year's matchmaking ran in a fully hybrid format designed to remove excuses and add velocity. 40 companies registered and coordinated meetings through the b2match platform, supported by EEN Kosovo. Participants who were on site flowed to the designated B2B area at Tech Park Prishtina, while those who could not travel joined seamlessly online. Because many counterparts had already met at the fairs or in session Q&As, meetings rarely started from zero. Teams arrived with shared context and used the slot—whether across a table or a screen—to scope integration points, sketch pilot contours, and commit to concrete next steps. The result felt less like a side event and more like a compact marketplace stitched into the festival, and dealmaking lived in one loop that worked equally well on-site and online.

eSports Showdown

The eSports arena added a different kind of rigor to the week—competition with a scoreboard and a crowd. Eight ICT companies teams took the stage across Counter-Strike 2.0 and FIFA, with Miken Global lifting the trophy after a run that combined calm under pressure with crisp teamwork. The room carried the electric hush of a close match and the sudden roar that only a last-second swing can earn. It was playful, but it was not trivial. The way colleagues communicated in the heat of a round mirrored the habits companies try to cultivate at work: clear roles, fast feedback, and measured risks.

Alongside the corporate bracket, a professional one-on-one League of Legends tournament, organized by Xportal and supported by Red Bull Kosova, brought a sharper competitive edge. The format showcased individual skill and decision-making, drawing a steady crowd that spilled into the adjacent halls between sessions. The presence of a pro circuit inside a business festival created unexpected crossovers—developers drifted in after technical talks, investors lingered longer than they planned, and exhibitors found themselves cheering for teams they had just met in B2B meetings.

The tournament carried a charitable purpose, which gave the atmosphere a note of collective pride. Companies were playing for bragging rights, but also for something beyond the scoreboard, and that combination fit the wider character of KosICT: serious about outcomes, unpretentious in delivery, confident enough to have fun without losing focus.



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