

AI Adaptation Guide Hackathon

Empowering Businesses & Institutions

Venue: Innofeit | November 13-14th

DAY One – 13 November 2025

- 09:00 - 09:30 **Registration & Welcome Snacks**
- 09:30 - 10:30 **Opening and introduction to AI**
Introduction, goals and hackathon structure. Keynote speeches, overview of AI tools and digitalisation challenges for SMEs and public institutions.
Nikola Mihail Angelovski, Dragana Zografska, Ivan Zografski
- 10:30 - 12:30 **Workshop Session 1 – Collaborative Working**
Collaborative brainstorming activity with all participants on problem definition, understanding the challenge. Team creation, challenge selection, and guided ideation supported by mentors. Teams begin defining their problems, key users, and customers while drafting initial ideas using the Solution Canvas.
Dragana Zografska, Lela Anastasova, Nikola Mihail Angelovski
- 12:30 -13:30 **Lunch Break**
- 13:30 -14:30 **Persona development, validation and research**
Session on understanding the target persona, validation processes—why it matters, how to research, and how to test assumptions. Followed by team research and preparation for mentoring sessions.
Dragana Zografska, Lela Anastasova
- 14:30 -16:00 **Workshop Session 2 – Mentoring & Solutions Development**
Working session with mentor support , tool testing, problem mapping, and preliminary outline of AI adaptation guides
Mentors :*Vesna Kuzmanovikj, Sandra Zlatkovska, Nenad Fidanovski, Marija Zafirovska, Prof. d-r Kostandina Veljanovska*

- 16:00 - 16:30 **Coffee break and snacks**
- 16:30 - 17:00 **Work in teams**
Teams continue developing their ideas

DAY Two – 14 November 2025

- 09:00 - 09:20 **Morning refreshments**
- 09:20 -10:30 **Recap & Expert Talks on AI, LLMs, opportunities and challenges**
Recap from day 1. Expert insights on how AI and large language models (LLMs) are transforming businesses and public institutions. The session explores key opportunities, common challenges, and how to communicate complex ideas to non-technical audiences.
Dragana Zografaska opening, Ivan Zografski
- 10:30 -12:30 **Workshop Session 3: MVP Building with Mentors**
Development of prototypes, toolkits, or AI adaptation guides with mentor support. Focus on integration and pilot-readiness for SMEs and public institutions.
Ivan Zografski, Jona Nasufi, Simeon Markovski, Nikola Vuckovic
- 12:30 13:30 **Lunch**
- 13:30 - 15:00 **Workshop Session 4: Pitch Preparation & Rehearsals**
Short expert sessions on pitching, storytelling, and presenting technical ideas to non-technical audiences. Finalization of presentations and mentoring on storytelling, structure, and delivery.
Ivan Zografski, Dragana Zografaska
- 15:00 - 15:15 **Coffee break and snacks**
- 15:15 -17:00 **Final Presentations & Jury Evaluation**
Each team delivers a 5-minute pitch, followed by jury Q&A and feedback.
- 17:00 -17:30 **Awards Ceremony & Closing Remarks**
Announcement of winners, recognition of mentors and partners, and official closing of the hackathon.